

STATE OF WASHINGTON - Lawn and Grounds Equipment

Contract Number:	05218
Contract Period:	April 1, 2019 – March 31, 2025
Eligibility:	<p>This contract may be utilized by: Washington State agencies, departments, offices, divisions, boards, and commissions. Any of the following institutions of higher education: state universities, regional universities, state colleges, community colleges and technical colleges.</p> <p>This contract also may be utilized by any of the following types of entities that have executed a Master Contract Usage Agreement (MCUA) with Enterprise Services: Political subdivisions, Federal governmental agencies, Public-benefit nonprofit corporations and Federally-recognized Indian Tribes located in the State of Washington.</p> <p>List of entities with a signed MCUA can be found here: MCUA Entities</p>

Quotes and Purchase Orders:

Quotes are valid for 30 days from the creation date of the quote **OR** until the contract expires, whichever occurs first.

To obtain a quote, contact your local **John Deere Dealer**. Submit your purchase order to the dealer. The **John Deere Dealer** will submit the purchase order to John Deere's Government Sales office.

All purchase orders must show Deere & Company as the vendor and reference the contract number.

Contract Details

Delivery Obligations	None.
Fees	<p>Delivery Charge</p> <p>An optional delivery charge of \$8.00 per loaded mile is allowed for the delivering dealer. This fee is <u>not</u> per machine; it is per load. The agency must agree to the fee. If charged, the fee must appear on the quote or purchase order. Use Google Maps to calculate the mileage.</p>
Financing	Not Allowed. Contract prohibits financing.

Machine Hours	Not Allowed: Due to factory delivery, pre-delivery inspection, machine setup and installation of attachments, machines may have minimal hours. Machines designated as demos are not allowed.										
Manuals	An operator’s manual is included with the delivery of the equipment at no charge.										
Miscellaneous	None.										
Multiple Unit Discount	<p>For sales of three or more like self-propelled equipment sold to one customer on the same purchase order qualifies for an additional discount. Implements and attachments sold with and for self-propelled ride-on machines are also eligible for multi-unit discounts, but do not count towards the total number of ride-on units, which determines the multi-unit discount percentage. See discount structure below:</p> <table border="0" data-bbox="332 730 1084 898"> <thead> <tr> <th data-bbox="332 730 435 758">Quantity</th> <th data-bbox="857 730 1084 758">Additional Discount</th> </tr> </thead> <tbody> <tr> <td data-bbox="332 764 375 791">3-4</td> <td data-bbox="938 764 980 791">1%</td> </tr> <tr> <td data-bbox="332 798 375 825">5-6</td> <td data-bbox="938 798 980 825">2%</td> </tr> <tr> <td data-bbox="332 831 375 858">7-8</td> <td data-bbox="938 831 980 858">3%</td> </tr> <tr> <td data-bbox="332 865 509 892">9 units or more</td> <td data-bbox="938 865 980 892">4%</td> </tr> </tbody> </table> <p>Frontier Equipment is excluded from the Multiple Unit Discount program.</p> <p>“Like self-propelled products” means 3 or more utility vehicles, 3 or more ztraks, etc. The purchase of 1 utility vehicle and 2 ztraks would not qualify for MUD because they are not “like” products.</p>	Quantity	Additional Discount	3-4	1%	5-6	2%	7-8	3%	9 units or more	4%
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3-4	1%										
5-6	2%										
7-8	3%										
9 units or more	4%										
Open Market by John Deere (listed in the price book)	<p>Allowed: Open-Market items are implements, attachments, accessories, and bundles that are not currently on contract, but are requested by the customer to complete the purchase of John Deere equipment awarded on contract.</p> <p>Items must be clearly labeled on the purchase order as Open Market.</p>										
Open Market by Dealer (not listed in the price book)	<p>Allowed. Open-Market items not available from John Deere but offered by the delivering Dealer to complete the purchase of John Deere equipment awarded on contract.</p> <p>Items must be clearly labeled on the purchase order as Open Market.</p>										
Payment and Remittance	<p>Credit Card payments not allowed.</p> <p>Remit to Address: Deere & Company Ag & Turf CBD & Government Sales 21748 Network Place Chicago, IL 60673-1217</p>										

Substitutions	Not Allowed: Contract prohibits substitutions.
Trade-Ins	Allowed: Items must be clearly labeled on the purchase order or quote as Trade-In. The agency and the dealer will determine the trade-in value.

Price Structure

<u>Product Description</u>	<u>Discount off MSRP</u>	<u>Price Page Date</u>
Residential Zero Turn Radius Mowers	2.50%	01Feb23
Lawn Tractors S100 – S240	2.50%	01Feb23
Lawn Tractors X300 Series Only	16.50%	01Feb23
Garden Tractors X500 & X700 Series	16.50%	01Feb23
Equipment for Lawn and Garden Tractors	16.50%	01Feb23
Commercial Walk-Behind Mowers	21.50%	01Feb23
Commercial Zero Turn Radius Mowers	21.50%	01Feb23
Commercial Front Mowers	21.50%	01Feb23
Commercial Wide Area Mowers	21.50%	01Feb23
Equipment for Commercial Mowing	21.50%	01Feb23
Compact Utility Tractors	16.50%	01Feb23
Equipment for Compact Utility Tractors	16.50%	01Feb23
Mid-Size Crossover Utility Vehicles	12.50%	01Feb23

Full-Size Crossover Utility Vehicles	12.50%	01Feb23
Traditional Utility Vehicles	15.50%	01Feb23
HPX Utility Vehicles	12.50%	01Feb23
G&T – Reel Mowers	22.50%	01Feb23
G&T – Special Application Mowers	22.50%	01Feb23
G&T – Special Application Vehicles	22.50%	01Feb23
G&T – Aercore	22.50%	01Feb23
G&T – Debris Maintenance	22.50%	01Feb23
G&T – Fleet Management	11.50%	01Feb23
Utility Tractors – Up to 90 PTO Horsepower (5050E, 5060E, 5067E, 5075E Only)	12.50%	01Feb23
Utility Tractors – Up to 90 PTO Horsepower (5090E, 5090EL, 5100E)	17.50%	01Feb23
Utility Tractors – Up to 90 PTO Horsepower (5000Ms, ENs, GLs, GNs, GVs, MHs, MLs Series Tractors)	20.50%	01Feb23
Ag Tractors – 70 to 140 PTO Horsepower (5120M, 5120ML, 5130M, 5130ML, and 6000 Series Tractors)	22.50%	01Feb23
Ag Equipment – Hay and Forage	20.50%	01Feb23
Ag Equipment – Tillage	20.50%	01Feb23
Ag Equipment – Planting and Seeding	20.50%	01Feb23
Ag Equipment – Sprayers	20.50%	01Feb23
Ag Equipment – Material Handling, Cutters, and Shredders	22.50%	01Feb23

Ag Equipment – Ag Management Solutions (AMS)	Same As Tractors Discount 2.5% If Purchased w/o Tractor	01Feb23
Frontier Cotton	16.50%	01Feb23
Frontier Cutting & Mowing	16.50%	01Feb23
Frontier Hay & Forage	16.50%	01Feb23
Frontier Landscape	16.50%	01Feb23
Frontier Livestock	16.50%	01Feb23
Frontier Material Handling	16.50%	01Feb23
Frontier Planting & Seeding	16.50%	01Feb23
Frontier Snow Equipment	16.50%	01Feb23
Frontier Sprayers	16.50%	01Feb23
Frontier Tillage	16.50%	01Feb23

Contract Updates:

March 31, 2023 – Updated Price Pages.

September 15, 2022 – Updated Price Pages. Updated verbiage to allow for Delivery Charge and Open Market Items.

June 4, 2021 – Updated Price Pages.

April 22, 2020 – Updated Price Pages.