

Iowa - NASPO ValuePoint Ground Maintenance Equipment Contract

Contract Number:	MA 25112
Contract Period:	October 29, 2024 – October 31, 2026
Eligibility:	The state allows all state agencies, political subdivisions (counties, cities, public school districts, etc.), colleges/universities, governmental entities and cooperative purchasing members to utilize this contract.

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	Optional delivery fee of \$8 per loaded mile is allowed for the delivering dealer. This fee is <u>not</u> per machine; it's per load. Use Google Maps to calculate the mileage. The fee should be shown as a separate line item on the quote and/or the purchase order.
Financing	John Deere Municipal Lease by John Deere Financial Allowed: If the agency rules and guidelines allow. This 12-60 month financial product require payments and enables ownership of the equipment.

	<p>Government Operating Lease by John Deere Financial Allowed: If the agency rules and guidelines allow. This 24-60 month product requires payments and the equipment is returned to the dealer location at the end of the term.</p> <p>Retail Note Financing by John Deere Financial or Third Party Allowed: If the agency rules and guidelines allow.</p>										
Machine Hours	<p>Allowed: Due to factory delivery, pre-delivery inspection, machine setup and installation of attachments, machines may have hours but should not exceed hour usage guidelines in the warranty administration manual.</p>										
Manuals	<p>An operator’s manual is included with the delivery of the equipment at no charge.</p>										
Miscellaneous	<p><u>Minimum Order Value</u> - \$500</p> <p><u>Training</u> Provide on-site in-service training (if required) to ordering agency either by representative or instructional DVD at no cost to agency and held at order agency’s facility. Dealers must provide invoice for reimbursement of cost of DVD or submit invoice itemizing time spent on on-site training which will be reimbursed at the labor rate posted on the Government and National Sales Reimbursement Schedule.</p>										
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="321 1302 1071 1470"> <thead> <tr> <th style="text-align: left;">Quantity</th> <th style="text-align: left;">Additional Discount</th> </tr> </thead> <tbody> <tr> <td>3-4</td> <td>1%</td> </tr> <tr> <td>5-6</td> <td>2%</td> </tr> <tr> <td>7-8</td> <td>3%</td> </tr> <tr> <td>9 units or more</td> <td>4%</td> </tr> </tbody> </table> <p>Frontier Equipment is excluded from the Multiple Unit Discount program.</p>	Quantity	Additional Discount	3-4	1%	5-6	2%	7-8	3%	9 units or more	4%
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Open Market by John Deere (listed in the price book)	<p>Allowed: <u>Per the contract’s terms and conditions</u>, the addition of open market equipment will complete or enhance the operation or provide an additional level of safe operation of the contract equipment. Open market equipment is defined as products, implements, attachments, parts, and bundles not currently 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 allowed.</p> <p>Remit to Address: Deere & Company Ag & Turf CBD & Government Sales 21748 Network Place Chicago, IL 60673-1217</p>
Substitutions	Not applicable. This is a current price contract.
Trade-Ins	<p>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.</p>

Price Structure

Product Descriptions	Discounts off MSRP	Price Page Dates
Turf Equipment		
Residential Zero-Turn-Radius Mowers & Equipment (Z300 & Z500 Series)	4%	Current Price
Lawn Tractors S100-S240	4%	Current Price
Lawn Tractors (X300s only) & Equipment	18%	Current Price
Garden Tractors (X500 & X700) & Equipment	18%	Current Price
Equipment for Lawn & Garden Tractors	18%	Current Price
Commercial Walk-Behind Mowers & Equipment	18%	Current Price
Commercial QuikTrak Mowers	18%	Current Price
Commercial Zero-Turn-Radius Mowers & Equipment Z700 Series	9%	Current Price
Commercial Zero-Turn-Radius Mowers & Equipment Z900 Series	18%	Current Price
Commercial Front Mowers & Equipment	23%	Current Price

Commercial Wide Area Mowers & Equipment	23%	Current Price
Equipment for Commercial Mowing Products	23%	Current Price
Compact Utility Tractors & Equipment	18%	Current Price
Equipment for Compact Utility Tractors	18%	Current Price
Mid-Size Crossover Utility Vehicles & Equipment	14%	Current Price
Full-Size Crossover Utility Vehicles & Equipment	14%	Current Price
Traditional Utility Vehicles & Equipment (excludes GS Gators)	17%	Current Price
HPX Utility Vehicles & Equipment	14%	Current Price
Equipment for Utility Vehicles	14%	Current Price
Golf Equipment		
Reel Mowers & Equipment	24%	Current Price
Special Application Mowers & Equipment	24%	Current Price
Special Application Vehicles & Equipment	24%	Current Price
Aeration & Equipment	24%	Current Price
Debris Maintenance & Equipment	24%	Current Price
Golf Fleet Management	13%	Current Price
Ag Equipment		
Tractors: 5050E, 5060E, 5067E, 5075E	14%	Current Price
Tractors: 5090E, 5090EL, 5100E	19%	Current Price
Tractors: 5000Ms, ENs, GLs, GVs, GNs, MHs and MLs	22%	Current Price
Tractors: 6000 - 9000 Series (excludes Precision Upgrade Kits)	24%	Current Price
Combines (excludes Precision Upgrade Kits)	22%	Current Price
Cotton	22%	Current Price
Hay & Forage	22%	Current Price
Tillage	22%	Current Price
Planters, Drills & Air Seeder (excludes Performance Upgrade Kits)	22%	Current Price
Sprayers (excludes Performance Upgrade Kits)	22%	Current Price
Implements & Attachments	24%	Current Price
Ag Management Solutions (AMS)	Same as Tractor's Discount; 4% If Purchased w/o Tractor	Current Price
Frontier Equipment		
Cutting & Mowing	18%	Current Price
Material Handling	18%	Current Price
Landscaping	18%	Current Price
Planting & Seeding	18%	Current Price
Hay & Forage	18%	Current Price
Tillage	18%	Current Price
Livestock Equipment	18%	Current Price

Snow Products	18%	Current Price
Sprayers	18%	Current Price

Contract Updates

November 22, 2024 - Changed contract begin date from 01Nov2024 to 29Oct2024.