

FAUQUIER COUNTY GOVERNMENT AND PUBLIC SCHOOLS

PROCUREMENT DIVISION

320 Hospital Drive Ste. 23
Warrenton, Virginia 20186
Phone: (540) 422-8348

NOTICE OF CONTRACT AWARD

1. DATE: February 21, 2024
2. COMMODITY NAME: Ground Maintenance Equipment
3. CONTRACT NUMBER: CTR006030 & CTR006027
4. CONTRACT PERIOD: February 29, 2024 through February 28, 2025
5. RENEWAL OPTIONS: One (1) year renewal
6. CONTRACTORS:

CNH Industrial America, LLC/New Holland Agriculture
500 Diller Avenue, MS 248
New Holland, PA 17557
Mike Scheaffer mike.scheaffer@newholland.com
717-355-3681

Deere & Company
2000 John Deere Run
Cary, NC 27513
Tamara Hebert govcontractsupport@johndeere.com
800-358-5010 Opt. 2
7. TERMS: Net 30 days
8. F.O.B. Destination
9. FOR FURTHER INFORMATION CONTACT: Megan Roberts
Procurement Officer III
PH (540) 422-8348
megan.roberts@fauquiercounty.gov
10. NOTICE TO ALL FAUQUIER COUNTY GOVERNMENT AND PUBLIC-SCHOOL USING DEPARTMENTS: This contract is the result of a competitive bid program and its use must follow the FCG&PS Procurement Policy/Procedures for the purchase of the commodities listed herein. Please see the reverse side of this notice for further instructions regarding this contract.

INSTRUCTIONS

1. Orders: All FCG&PS Using Departments must order services listed by issuing FCG&PS Purchase Orders per FCG&PS Procurement Procedures Manual. An extra copy of the Procedures Manual can be obtained by calling Procurement at (540) 422-8351 or 8352.
2. The applicable contract number, vendor number, item description and price per each, total dollar amount, contact person with phone number, and billing/delivery address must be shown on each purchase order for Finance & Contractor use.
3. Inspection on delivery and/or completion of services, as well as approval of contractor's invoice is the responsibility of the receiving using department.
4. Any complaint as to quality of goods or services, faulty or delinquent delivery, or violation of contract provisions by contractor shall be reported to FCG&PS Procurement for handling with the Contractor. All complaints must be submitted in writing and can be forwarded to Procurement via email, fax or courier.
5. Renewals: As stated on the face of this notice. There are two (2), one (1) year renewals available on this contract by written mutual agreement between all parties.
6. Fee Schedules: See below:

DEERE & COMPANY
Contract E194-81037 /CTR006030

Price Page Tabs	DISCOUNT SCHEDULE Product Descriptions	Discounts off MSRP
TURF EQUIPMENT		
L21	Residential Zero-Turn-Radius Mowers & Equipment (excludes Z700s)	4%
L21	Residential Zero-Turn-Radius Mowers & Equipment (Z700s only)	9%
L25	Lawn Tractors (E100s, S240s only) & Equipment	4%
L25	Lawn Tractors (X300s only) & Equipment	18%
L30	Garden Tractors & Equipment	18%
L35	Equipment for Lawn & Garden Tractors	18%
C10	Commercial Walk-Behind Mowers & Equipment	23%
C13	Commercial Zero-Turn-Radius Mowers & Equipment	23%
C15	Commercial Front Mowers & Equipment	23%
C18	Commercial Wide Area Mowers & Equipment	23%
C20	Compact Utility Tractors & Equipment	18%
C21	Equipment for Commercial Mowing Products	23%
C25	Equipment for Compact Utility Tractors	18%
C39	High Performance Utility Vehicles & Equipment	14%
C40	Mid Duty Crossover Utility Vehicles & Equipment	14%
C41	Full Size Crossover Utility Vehicles & Equipment	14%
C42	Gator Utility Vehicles & Equipment	17%
C47	HPX Utility Vehicles & Equipment	14%
C48	Implements for Utility Vehicles	14%
GOLF EQUIPMENT		
G10	Reel Mowers & Equipment	24%
G15	Special Application Mowers & Equipment	24%
G20	Special Application Vehicles & Equipment	24%
G25	Aeration & Equipment	24%
G30	Debris Maintenance & Equipment	24%
G35	Golf Fleet Management	13%
AGRICULTURAL EQUIPMENT		
A2	Ag Tractors 5045E, 5055E, 5065E, 5075E	14%
A2	Ag Tractors 5090E, 5090EL, 5100E	19%
A2	Ag Tractors 5000Ms, Rs, GLs, GVs, GNs, MHs and MLs	22%
A2	Ag Tractors 6000-9000 Series	24%
A3	Combines	22%
A4	Cotton	22%
A5	Hay & Forage	22%
A6	Tillage	22%
A7	Planting & Seeding	22%
A8	Sprayers	22%
A9	Implements & Attachments	24%
A10	Ag Management Solutions (AMS)	Discount will be the same as the tractor's discount
FRONTIER PRODUCTS		
Frontier	Cotton	18%
Frontier	Cutting & Mowing	18%
Frontier	Hay & Forage	18%
Frontier	Landscaping	18%
Frontier	Livestock	18%
Frontier	Material Handling	18%

DEERE & COMPANY Contract CTR006030 Formerly Contract Number E194-01307 DISCOUNT SCHEDULE		
Price Page Tabs	Product Descriptions	Discounts off MSRP
Frontier	Planting & Seeding	18%
Frontier	Snow Equipment	18%
Frontier	Sprayers	18%
Frontier	Tillage	18%

Discounts listed are off John Deere's list price (MSRP). List price can be found on www.deere.com by utilizing "Build Your Own" and building the desired machine.

- Note:** Discounts will be calculated based on current pricing at the time an agency requests the quote and will be valid for 30 days.
- Note:** For equipment deliveries to NASPO participating entities in Alaska or Hawaii, factory freight to the delivering dealer will be paid by the end-user. Factory freight is known at the time of quoting and will be included on the quote to the end-user.
- Note:** John Deere dealers have the option to charge \$6.00 per loaded mile to deliver the equipment to the end-user. Mileages will be calculated using Google Maps.

CNH Industrial America LLC/New Holland Agriculture

Product Category and Discount Schedule

Effective February 28, 2020

Contractor: CNH Industrial America LLC/New Holland Agriculture

Grounds Maintenance Equipment: Master Agreement No. - E194-81037

Contact: Mike Sheaffer, Account Manager, Government & Fleet Sales

Contact Phone: (717) 355-3681/Email: mike.sheaffer@newholland.com

Contract Period: February 28, 2020 - February 27, 2023



Category 1 -	Description	Models	Discount off MSRP	Pricing Effective *
Heavy Duty Tractors 90HP +	PowerStar™	PowerStar™ 100, 110, 120	28%	Current
	WORKMASTER™ Utilities	WORKMASTER™ 95, 105 & 120	22%	Current
	T5 Series	All Models	29%	Current
	TS6 Series	All Models	24%	Current
	T6 Series	All Models	29%	Current
	T7 Series	All Models	30%	Current
	T8 Series	All Models	33%	Current
Category 1 - Compact Tractors 30HP - 89HP				
	Compact Tractors	Boomer™ & WORKMASTER™	26%	Current
	WORKMASTER™ Utilities	WORKMASTER™ 50, 60, 70	24%	Current
	WORKMASTER™ Utilities	WORKMASTER™ 55, 65, 75	22%	Current
	PowerStar™	Powerstar 65, 75 & 90	28%	Current
	T4 F & V	All	26%	Current
Tractor Attachments				
	Compact Loaders	All	20%	Current
	Large Loaders	600TL Series	23%	Current
		805TL & LA Series	23%	Current
	Implements	All	22%	Current
Category 2 - Tractor Towed PTO Driven Equipment				
	Rotary Cutters	700 Series	24%	Current
	Finish Mowers	300GM Series	24%	Current
	Haying Equipment	Major Haytools	24%	Current
		Supporting Haytools	24%	Current
	Pull Type Forage	All	24%	Current
Multiple Unit Discount	<u>Units</u>	<u>Discount</u>		
	2 - 4	1%		
	5 - 7	2%		
	8+	3%		

Product Information:

<https://agriculture.newholland.com/nar/en-us>

Build & Price feature on New Holland's website:

<http://agriculture1.newholland.com/nar/en-us/about-us/buying-services/sale/build-price>