

**ACTION SHEET
ITEM FROM FINANCE COMMITTEE MEETING OF 12/14/15
FOR CITY COUNCIL MEETING OF 01/13/16**

ISSUE:

12. Request for Approval of Procurement Under State Price Agreement – Fairway and Deck Equipment for Municipal Recreation Complex (MRC); Deere & Company. (Jennifer Romero)

FINANCE COMMITTEE ACTION:

Approved as Consent item.

FUNDING SOURCE: 52600.570500

SPECIAL CONDITIONS OR AMENDMENTS

STAFF FOLLOW-UP:

VOTE	FOR	AGAINST	ABSTAIN
COUNCILOR TRUJILLO	X		
COUNCILOR RIVERA	X		
COUNCILOR LINDELL	X		
COUNCILOR MAESTAS	X		
CHAIRPERSON DOMINGUEZ			

4-13-15

**ACTION SHEET
ITEM FROM THE
PUBLIC WORKS/CIP AND LAND USE COMMITTEE MEETING
OF
MONDAY, DECEMBER 7, 2015**

ITEM 12

REQUEST FOR APPROVAL TO PURCHASE CAPITAL OUTLAY EQUIPMENT FOR THE MUNICIPAL RECREATION COMPLEX (MRC) THROUGH JOHN DEERE/GSA CONTRACT VENDOR IN THE AMOUNT OF \$67,725.48 (JENNIFER ROMERO)

PUBLIC WORKS COMMITTEE ACTION: Approved on consent

FUNDING SOURCE: 52600.570500

SPECIAL CONDITIONS / AMENDMENTS / STAFF FOLLOW UP:

VOTE	FOR	AGAINST	ABSTAIN
CHAIRPERSON TRUJILLO			
COUNCILOR BUSHEE	X		
COUNCILOR DIMAS	Excused		
COUNCILOR DOMINGUEZ	Excused		
COUNCILOR IVES	X		

City of Santa Fe, New Mexico

memo

DATE: November 16, 2015

TO: Robert Rodarte, Purchasing Officer *PA 11/16/15* [] Approve [] Disapprove

VIA: Robert Rodarte
 Rob Carter, Parks & Recreation Department Director

FROM: Jennifer Romero, MRC Manager *JR*

RE: Approval to purchase equipment over \$50,000 (E2 Form- Capital Outlay Items)

SUMMARY:

The equipment below has been approved to be purchased by the **Municipal Recreation Complex (MRC)** for fiscal year 2015/2016. The total cost of MRC equipment is \$67,725.48. Business unit/Line item: 52600.570500 can be used to purchase this equipment.

ITEM	DESCRIPTION	GSA#	PRICE
(1ea) John Deere Precision Cut Fairway Mower	Needed to replace old/inoperable Jacobsen LF128 Fairway Mower; FA# 26228; Serial#67819-1947	GS-06F-0083S	\$50,457.33
(1ea) John Deere Z9979R Commercial LC Diesel Max Frame Pro Deck Mower	Needed to replace old/inoperable Jacobsen GreensKing VI Mower; FA# n/a; Serial #623770-2187	GS-06F-0083S	\$17,268.15
TOTAL ESTIMATED COSTS			\$67,725.48
**See GSA L&G Pricing description attached & Austin Turf & Tractor/John Deere price quote attached.			

The equipment requested above, would be purchased using the General Services Administration Lawn & Garden (GSA L&G) Pricing Agreement #GSA L&G-GS-06F-0083S. We have purchased John Deere brand equipment in past years and have found it to be of the highest and most durable quality in comparison to its competitors. This equipment is necessary in order to effectively maintain the turf conditions at MRC golf course and sports complex.

ACTION RECOMMENDED:

We request your review, approval, and submission to the Public Works Committee for their consideration, approval and forwarding to the Finance Committee and Governing Body for their review and approval.

Cc: MRC File

Attachments: Austin Turf & Tractor/John Deere Price Quote
 FY15/16 Approved E-2 Form
 GSA Pricing Agreement
 GSA Price Sheets

CITY OF SANTA FE OTHER METHOD PROCUREMENT CHECKLIST

Contractor Name: John Deere _____

Procurement Title: REQUEST FOR APPROVAL TO PURCHASE CAPITAL OUTLAY EQUIPMENT FOR THE MUNICIPAL RECREATION COMPLEX (MRC) THROUGH JOHN DEERE/GSA CONTRACT VENDOR IN THE AMOUNT OF \$67,725.48 (JENNIFER ROMERO) _____

Other Methods: State Price Agreement Cooperative Sole Source Exempt Other _____

Department Requesting/Staff Member : Parks & Recreation/MRC/Jennifer Romero _____

Procurement Requirements:

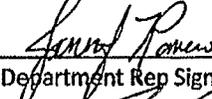
A procurement file shall be maintained for all contracts, regardless of the method of procurement. The procurement file shall contain the basis on which the award is made, all submitted bids, all evaluation materials, score sheets, quotations and all other documentation related to or prepared in conjunction with evaluation, negotiation, and the award process. The procurement shall contain a written determination from the Requesting Department, signed by the purchasing officer, setting forth the reasoning for the contract award decision before submitting to the Committees. .

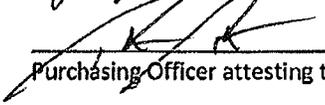
REQUIRED DOCUMENTS FOR APPROVAL BY PURCHASING*

YES	N/A	
<input checked="" type="checkbox"/>	<input type="checkbox"/>	Approved Procurement Checklist (by Purchasing)
<input checked="" type="checkbox"/>	<input type="checkbox"/>	Departments Recommendation of Award Memo addressed to Finance
<input checked="" type="checkbox"/>	<input type="checkbox"/>	State Price Agreement
<input type="checkbox"/>	<input checked="" type="checkbox"/>	Cooperative Agreement
<input type="checkbox"/>	<input checked="" type="checkbox"/>	Sole Source Request and Determination Form
<input type="checkbox"/>	<input checked="" type="checkbox"/>	Contractors Exempt Letter
<input checked="" type="checkbox"/>	<input type="checkbox"/>	Purchasing Officers approval for exempt procurement
<input type="checkbox"/>	<input checked="" type="checkbox"/>	BAR
<input type="checkbox"/>	<input checked="" type="checkbox"/>	FIR
<input type="checkbox"/>	<input checked="" type="checkbox"/>	Contract, Agreement or Amendment
<input type="checkbox"/>	<input checked="" type="checkbox"/>	Current Business Registration and CRS numbers on contract or agreement
<input type="checkbox"/>	<input checked="" type="checkbox"/>	Summary of Contracts and Agreements form
<input type="checkbox"/>	<input checked="" type="checkbox"/>	Certificate of Insurance
<input checked="" type="checkbox"/>	<input type="checkbox"/>	Other: Quote, Maintenance Agreement, and Distribution Letter _____

Jennifer Romero, MRC Manager _____

Department Rep Printed Name and Title

 _____
Department Rep Signature attesting that all information included

 _____ 12/2/15
Purchasing Officer attesting that all information is reviewed

REQUIRED DOCUMENTS FOR OTHER METHOD FILE*

YES	N/A	
<input type="checkbox"/>	<input type="checkbox"/>	State Price Agreement
<input type="checkbox"/>	<input type="checkbox"/>	Cooperative Agreement
<input type="checkbox"/>	<input type="checkbox"/>	Sole source Request and Determination Form
<input type="checkbox"/>	<input type="checkbox"/>	Contractors Exempt Letter

*

- Purchasing Officers approval of exempt procurement
- Copies of all Sole Source submittals
- Other: _____

AWARD*

YES N/A

- Fully executed Memo to Committees from the Department with recommendation of award
- Other: _____

CONTRACT*

YES N/A

- Copy of Executed Contract
- Copy of all documentation presented to the Committees
- Finalized Council Committee Minutes
- Other: _____

Include all other substantive documents and records of communication that pertain to the procurement and any resulting contract.

Create a separate file folder which may contain any documents with trade secrets or other competitively sensitive, confidential or proprietary information.

Department Rep Printed Name and Title

Department Rep Signature attesting that all information included



JOHN DEERE



Austin
TURF & TRACTOR

ALL PURCHASE ORDERS MUST BE MADE OUT TO (VENDOR):
Deere & Company
2000 John Deere Run
Cary, NC 27513
FED ID: 36-2382580, Cage Code: 0XWZ3;
DUNS#: 60-7690989

ALL PURCHASE ORDERS MUST BE SENT TO DELIVERING DEALER:
Austin Turf & Tractor
809 Steve Hawkins Pwky
Marble Falls, TX 78654
830-693-6477
harry.jukes@austinturf.com

Quote Summary

Prepared For:
City Of Santa Fe
1050 Siler Park Ln
Santa Fe, NM 87507

Delivering Dealer:
Austin Turf & Tractor
Robb Stuart
809 Steve Hawkins Pwky
Marble Falls, TX 78654
Phone: 830-693-6477
robb.stuart@austinturf.com

Quote ID: 12014047
Created On: 26 August 2015
Last Modified On: 25 September 2015
Expiration Date: 26 September 2015

Equipment Summary	Suggested List	Selling Price	Qty	Extended
JOHN DEERE 7700A PrecisionCut Fairway Mower Contract: GSA L&G_GS-06F-0083S Price Effective Date: May 13, 2013	\$ 68,053.61	\$ 50,457.33 X	1 =	\$ 50,457.33
JOHN DEERE Z997R Commercial L. C. Diesel Max-Frame Z-Trak with 72 In. Side Discharge 7-Iron PRO Deck Contract: GSA L&G_GS-06F-0083S Price Effective Date: June 24, 2013	\$ 23,933.55	\$ 17,268.15 X	1 =	\$ 17,268.15
Equipment Total				\$ 67,725.48

* Includes Fees and Non-contract items

Quote Summary	
Equipment Total	\$ 67,725.48
Trade In	
SubTotal	\$ 67,725.48
Total	\$ 67,725.48
Down Payment	(0.00)
Rental Applied	(0.00)
Balance Due	\$ 67,725.48

Salesperson : X _____

Accepted By : X _____

Confidential



JOHN DEERE

Selling Equipment



Austin
TURF & TRACTOR

Quote Id: 12014047 Customer Name: CITY OF SANTA FE

ALL PURCHASE ORDERS MUST BE MADE OUT
TO (VENDOR):
Deere & Company
2000 John Deere Run
Cary, NC 27513
FED ID: 36-2382580, Cage Code: 0XWZ3;
DUNS#: 60-7690989

ALL PURCHASE ORDERS MUST BE SENT
TO DELIVERING DEALER:
Austin Turf & Tractor
809 Steve Hawkins Pwky
Marble Falls, TX 78654
830-693-6477
harry.jukes@austinturf.com

JOHN DEERE 7700A PrecisionCut Fairway Mower

Contract: GSA L&G GS-06F-0083S

Price Effective Date: May 13, 2013

Suggested List *

\$ 68,053.61

Selling Price *

\$ 50,457.33

* Price per item - includes Fees and Non-contract items

Code	Description	Qty	List Price	Discount%	Discount Amount	Contract Price	Extended Contract Price
1421TC	7700A PrecisionCut Fairway Mower	1	\$ 66,921.00	26.00	\$ 17,399.46	\$ 49,521.54	\$ 49,521.54
Standard Options - Per Unit							
001A	United States/Canada	1	\$ 0.00	26.00	\$ 0.00	\$ 0.00	\$ 0.00
0443	English United States/Canada	1	\$ 0.00	26.00	\$ 0.00	\$ 0.00	\$ 0.00
1190	2WD Traction Unit	1	\$ 0.00	26.00	\$ 0.00	\$ 0.00	\$ 0.00
1208	(5) Quick Adjust 7 (QA7) Eight Blade 22 In. Cutting Units with 6.3 mm Bedknife Less Front Rollers, Motors and counter weight	1	\$ 0.00	26.00	\$ 0.00	\$ 0.00	\$ 0.00
1305	(5) 22 In. 3 In. (7.6 cm) Diameter Heavy Duty Grooved Disc Front Rollers	1	\$ 0.00	26.00	\$ 0.00	\$ 0.00	\$ 0.00
1401	(5) QA7 Cutting Unit ONLY Counter Weight Kit	1	\$ 0.00	26.00	\$ 0.00	\$ 0.00	\$ 0.00
9756	(5) 22 In. Smooth Roller Scrapers	1	\$ 207.00	26.00	\$ 53.82	\$ 153.18	\$ 153.18
9764	Canopy	1	\$ 550.00	26.00	\$ 143.00	\$ 407.00	\$ 407.00
Standard Options Total			\$ 757.00		\$ 196.82	\$ 560.18	\$ 560.18
Suggested Price							\$ 50,081.72
Fees							
ad min		1	375.61			375.61	375.61
Equipment Fees Total			\$ 375.61			\$ 375.61	\$ 375.61
Total Selling Price			\$ 68,053.61		\$ 17,596.28	\$ 50,457.33	\$ 50,457.33



JOHN DEERE

Selling Equipment



Austin
TURF & TRACTOR

Quote Id: 12014047 Customer Name: CITY OF SANTA FE

ALL PURCHASE ORDERS MUST BE MADE OUT TO (VENDOR):
Deere & Company
2000 John Deere Run
Cary, NC 27513
FED ID: 36-2382580, Cage Code: 0XWZ3;
DUNS#: 60-7690989

ALL PURCHASE ORDERS MUST BE SENT TO DELIVERING DEALER:
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809 Steve Hawkins Pwky
Marble Falls, TX 78654
830-693-6477
harry.jukes@austinturf.com

JOHN DEERE Z997R Commercial L. C. Diesel Max-Frame Z-Trak with 72 In.							
Contract: GSA L&G_GS-06F-0083S						Suggested List *	
Price Effective Date: June 24, 2013						\$ 23,933.55	
						Selling Price *	
						\$ 17,268.15	
* Price per item - includes Fees and Non-contract items							
Code	Description	Qty	List Price	Discount%	Discount Amount	Contract Price	Extended Contract Price
0911TC	Z997R Commercial L. C. Diesel Max-Frame Z-Trak with 72 In. Side Discharge 7-Iron PRO Deck	1	\$ 23,805.00	28.00	\$ 6,665.40	\$ 17,139.60	\$ 17,139.60
Standard Options - Per Unit							
001A	United States/Canada	1	\$ 0.00	28.00	\$ 0.00	\$ 0.00	\$ 0.00
2009	Standard Seat	1	\$ 0.00	28.00	\$ 0.00	\$ 0.00	\$ 0.00
Standard Options Total			\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00
Suggested Price						\$ 17,139.60	
Fees							
	ad min	1	128.55			128.55	128.55
Equipment Fees Total			\$ 128.55			\$ 128.55	\$ 128.55
Total Selling Price			\$ 23,933.55		\$ 6,665.40	\$ 17,268.15	\$ 17,268.15



JOHN DEERE



Austin
TURF & TRACTOR

Quote Id: 12014047

ALL PURCHASE ORDERS MUST BE MADE OUT TO (VENDOR):
Deere & Company
2000 John Deere Run
Cary, NC 27513
FED ID: 36-2382580, Cage Code: 0XWZ3;
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ALL PURCHASE ORDERS MUST BE SENT TO DELIVERING DEALER:
Austin Turf & Tractor
809 Steve Hawkins Pwky
Marble Falls, TX 78654
830-693-6477
harry.jukes@austinturf.com

Prepared For:

City Of Santa Fe

Proposal For:

Delivering Dealer:

Robb Stuart

Austin Turf & Tractor
809 Steve Hawkins Pwky
Marble Falls, TX 78654

harry.jukes@austinturf.com

Quote Prepared By:

Robb Stuart

robb.stuart@austinturf.com

Date: 26 August 2015

Offer Expires: 26 September 2015

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CITY OF SANTA FE, NEW MEXICO

FISCAL YEAR 2015/16
CAPITAL OUTLAY ITEMS IN EXCESS OF \$5,000
 (For each item)

(1) DEPARTMENT PARKS & RECREATION DIVISION _____ SECTION MRC-GOLF COURSE

(2) BUSINESS UNIT & LINE ITEM _____ 52600.570500

*If item is a replacement, include year purchased, condition, and mileage (for vehicles).
 If item is a new requirement, include a brief justification.*

Indicate when each piece of equipment will be ordered. Prepare a Procurement Plan Worksheet for all requested capital purchases.

(3) ITEM	(4) PURPOSE	(5) EST. COST TAXES INCLUDED	(6) EST. DATE OF ARRIVAL
(1EA) TORO 3100 MOWER	Inoperable/old worn, needed to replace Jacobsen Greens King VI mower; Fixed Asset# n/a; serial#623770-2187	30,963	06/30/2016
(1EA) REELMASTER	Inoperable/old worn, needed to replace Jacobsen LF128 fairway mower; Fixed Asset#: 26228; serial#67819-1947	30,963	06/30/2016
(1EA) TORO 3250 D	Needed to replace old/worn Jacobsen Greens King V Fixed Asset#: 26277;	33,661	06/30/2016
(1EA) JD TURF GATOR	Needed to replace old/worn John Deere Turf Gator; Fixed Asset#: 51608;	6,799	06/30/2016
TOTAL		102,385	

(7) REVIEWED BY _____



 PURCHASING DIRECTOR



JOHN DEERE

WORLDWIDE COMMERCIAL & CONSUMER EQUIPMENT DIVISION
2000 John Deere Run, P.O. BOX 29533, Cary, NC 27513
919-804-2000

3-10-14

To: The City of Santa Fe
From: Ronald J. Wilwert – Manager John Deere Government Sales
RE: GSA Pricing for New Mexico Agencies
Contract # GS-06F-0083S

To Whom It May Concern:

Please be advised that Austin Turf and Tractor is John Deere's authorized distributor for Golf and Turf products in the state of New Mexico. Austin Turf is therefore able to offer the same GSA pricing to any political subdivisions, cities or counties within New Mexico who wish to utilize this pricing.

For additional inquires or information, I would refer you to Austin Turf's New Mexico dealer location:

Austin Turf and Tractor
904 North Highway 313
Bernalillo, NM 87004
(505)-771-3671
Key contact – Robb Stuart

If you have any additional questions or concerns, please feel free to contact me directly at the number listed below.

Sincerely;

Ronald J. Wilwert
Manager-Ag and CCE Governmental Sales
2000 John Deere Run
Cary, NC 27513
Phone: 919-804-2739
Fax: 919-804-2645
email: WilwertRonaldJ@JohnDeere.com

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GENERAL SERVICES ADMINISTRATION (GSA) - LAWN & GARDEN AND COMMERCIAL

Contract Number: GS-06F-0083S
Contract Period: June 6, 2011 - June 5, 2016
Eligibility: Federal agencies.

Quotes and Purchase Orders:

To obtain a quote, contact your local John Deere Dealer. Submit purchase order to your local dealer.

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

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Contract Details

Quotes	Quotes are valid for 30 days from the creation date of the quote. All quotes created in JDQ2 have creation and expiration dates on the upper right hand corner of the first quote page for your convenience.
Allied (non-Deere)	Allowed. Allied equipment may only be sold in connection with the sale of a contract item. Items must be clearly labeled on the purchase order or quote as Allied. Allied items are Order Zone products, implements, attachments, accessories, parts or bundles not manufactured by John Deere that are requested by the customer to complete the purchase of John Deere equipment awarded on contract.
Credit Cards	Allowed with no limit.
Special Delivery Obligations	None.
Demo	Allowed if the machine does not exceed the hour usage for new warranty as outlined in the Warranty Administration Manual.
Fees	Include a .75% Industrial Funding Fee (IFF) to the discounted total. To calculate the IFF, use list price minus the discount multiplied by .75%.
Financing	The low interest rate, low cost John Deere Municipal Lease, is a type of financing that is specifically designed for qualified state, government, and educational entities which allow full ownership at the end of the lease term. Not allowed on this contract.
Multiple Unit Discount	Multiple unit discounts are allowed. The contract discount plus the multiple unit discount equals the total discount. Discounts are based on the following schedule:

- 3-4 units -- 1%
- 5-6 units -- 2%
- 7-8 units -- 3%
- 9 units or more -- 4%

Sales of 3 or more like self-propelled products sold on same purchase order are eligible for the multi-unit discount. Self-propelled products must be listed in the same tabbed price book section and included on the same purchase order. Compatible implements sold with such products also qualify for the multi-unit discount, but do not count as a unit.

Blanket Purchase Agreement

U.S. Department of the Interior and their agencies will receive a blanket purchase agreement discount. They do not qualify for the Multiple Unit Discount. The contract discount plus the blanket purchase agreement discount equals the total discount. Discounts are based on the following schedule:

- Tractors - 4%
- Implements - 4%
- Commercial Mowing (Front Mowers, Ztraks, WAM) - 5%

Sales of 1 or more self-propelled products are eligible for the blanket purchase agreement. Blanket Purchase Agreement Discounts earned on like self propelled products will be applied to purchases of compatible implements.

U.S. Department of the Interior and the following agencies:

- Bureau of Indian Affairs
- Bureau of Land Management
- Bureau of Reclamation
- Bureau of Safety and Environmental Enforcement
- National Park Service
- Office of Surface Mining, Reclamation and Enforcement
- U.S. Fish and Wildlife Service
- U.S. Geological Survey
- Bureau of Ocean Energy Management

Non-contract Deere

Allowed. Non-contract equipment may only be sold in connection with the sale of a contract item. Items must be clearly labeled on the purchase order or quote as Open Market.

Non-contract items are John Deere manufactured Order Zone products, implements, attachments, accessories, parts or bundles that are not currently on contract but are requested by the customer to complete the purchase of John Deere equipment awarded on contract.

Rental Not allowed on this contract.

Substitutions John Deere must seek written approval from the state prior to substituting.

Trade-In Allowed. Items must be clearly labeled on the purchase order or quote as Trade-In.

Miscellaneous GSA Advantage

GSA Disaster Recovery Purchasing ProgramGSA Eligibility

Attachments for Field Conversion (bundles) that are on contract must be purchased with a self-propelled base machine and are not eligible for purchase as separate items on this contract. Customers that would like to purchase Attachments for Field Conversion (bundles) must contact their local John Deere Dealer or purchase from John Deere as Open Market.

Price Structure

Price Page Tabs	Product Descriptions	Discount off MSRP	Price Page Dates
L25	Lawn Tractors (X300s only) & Equipment	20%	<u>28May13</u>
L30	Garden Tractors & Equipment	25%	<u>13May13</u>
L35	Equipment for Lawn & Garden Tractors	25%	<u>24Jun13</u>
C10	Commercial Walk-Behind Mowers & Equipment (temporary discount through December 31, 2014)	28%	<u>03Jun13</u>
C13	Commercial Zero-Turn-Radius Mowers & Equipment (temporary discount through December 31, 2014)	28%	<u>24Jun13</u>
C15	Commercial Front Mowers & Equipment (temporary discount through December 31, 2014)	28%	<u>05Feb13</u>
C18	Commercial Wide Area Mowers & Equipment (temporary discount through December 31, 2014)	28%	<u>06May13</u>
C20	Compact Utility Tractors & Equipment	20%	<u>24Jun13</u>
C25	Equipment for Compact Utility Tractors	25%	<u>10Jun13</u>
C30	Utility Tractors & Equipment (excludes 5045D; 5055D; and 5045E thru 5075E)	28%	<u>01Nov13</u>
C35	Equipment for Utility Tractors	28%	<u>01Nov13</u>
G10	Reel Mowers & Equipment	26%	<u>13May13</u>

G15	Special Application Mowers & Equipment	26%	<u>05Feb13</u>
G20	Special Application Vehicles & Equipment	26%	<u>10Jun13</u>
G25	Aeration & Equipment	26%	<u>29Apr13</u>
G30	Debris Maintenance & Equipment	26%	<u>05Feb13</u>

Payment Remittance Information

Remit to Address:
 Deere & Company
 Ag & Turf CBD & Government Sales
 21748 Network Place
 Chicago, IL 60673-1217

Contract Updates

February 17, 2014 - Updated price pages C30 (15Sep11) and C35 (6May11) to 01Nov13.

January 22, 2014 - The temporary discount for the Commercial Mowing Equipment has been extended through December 2014.

October 22, 2013 - Updated price pages; except C30 and C35. Removed L15 and C12 from the contract.

August 16, 2013 - Updated the attachments for field conversion process; Government Sales will no longer process purchase orders for attachments only.

April 24, 2013 - Extended BPA to all Bureau of Interior Affairs agencies, which includes U.S. Fish & Wildlife.

January 2, 2013 - Updated C10 discount from 25% to 28%; C13 discount from 32% to 28%; C15 discount from 30% to 28% and C18 discount from 25% to 28%

July 27, 2012 - Updated price pages.

March 22, 2012 - Changed C19-Advantage Compact Tractors discount from 12% to 20%. Advantage Tractors and Compact Tractors have combined into one price book tab, C20-Compact Utility Tractors.

March 1, 2012 - Removed the 5075E price pages from C30; the 5075E is not on contract. The 5075E must be quoted as Open Market.

February 17, 2012 - Changed C13 discount from 25% to 32% and C15 from 25% to 30% through December 31, 2012.

January 10, 2012 - Removed Tractor Loader Backhoes (C27) from the contract.

January 10, 2012 - Updated price pages for C30 from 30Jan09 to 15Sep11 and C35 from 30Jan09 to 06May11.

September 8, 2011 - Changed price page dates for C25 from 1Nov10 to 12Nov10 and G10 from 1Nov10 to 24Nov10.

August 12, 2011 - The miscellaneous comment was revised.

August 12, 2011 - Changed discounts on C13, C15 and C18 from 28% to 25%.

June 24, 2011 - Price Page Dates.

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**JOHN DEERE GOLF PRODUCTS
REEL MOWERS**

**7700 PrecisionCut Fairway Mower
Equipment for Base Machine**

Gross Engine HP 37.1 (27.7 kW) Net Engine HP 35.7(26.55 kW) @ 2600 rpm Yanmar Three Cylinder Turbo Diesel Engine Servo Controlled Hydrostatic Drive Two Wheel Drive Power Steering with Straight Track Steering Cylinder Dual Disc Brakes 100 In. (2.54 m) Cutting Width 26.5x14-12 Turf Drive Tires 20x10-8 Turf Steer Tires Deluxe Suspension Seat with Armrests and Retractable Seatbelt White Box Controller with On-Board Diagnostics One-Touch Lift/Lower Reel Lever	Electric Over Hydraulic Reel Lift Rear Cutting Unit Attaching Point Foot Activated Tilt Steering Column On-Board Backlapping with Adjustable Reel Speed Control Five Hydraulic Quick-Tatch Reel Motors Quick-Tatch Cutting Units Adjustable Hydraulic Down Pressure (5) QA7 22 In. (55.9 cm) Cutting Units (Eight Blade) 7 In. (17.8 cm) Diameter Reels with Reel to Bedknife with Notch Adjustments 2 In. Diameter Machined Grooved Solid Front Rollers	2-Post Roll Over Protection Structure 6 LBD Warning Light Instrument Cluster with Hour Meter Removable Rear Cutting Unit Upstops 3 Front Work Lights Command Arm Operator Controls 18 U.S. Gallon Fuel Capacity
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CODE	ATTACHMENT IDENTIFIER	DESCRIPTION	SUGGESTED LIST PRICE USD (\$)
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Select One Code From Each Required Category

BASE MACHINE

F.O.B. Raleigh, North Carolina

1462TC	7700 PrecisionCut Fairway Mower	58,128.00
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REEL CUTTING UNITS

1004	(5) Quick Adjust 7 (QA7) Eight Blade 22 In. Cutting Units with 6.3 mm bedknife Less Front Rollers, Motors and counter weight	In Base Price
1005	(5) Quick Adjust 7 (QA7) Ten Blade 22 In. E.S.P. Cutting Units with 6.3 mm bedknife, Less Front Rollers, Motors and counter weights	260.00
1010	Less Cutting Units	-13,015.00

REEL FRONT ROLLERS

2001	(5) 22 In. 3 In. (7.6 cm) Diameter Heavy Duty Grooved Disc Rollers	In Base Price
2002	(5) 22 In. 3 In. (7.6 cm) Diameter Spiral Grooved Front Rollers with Spiral End Caps	330.00
2010	Less Front Rollers, Roller Adjusters and Skid Shoes	-1,570.00

REEL CUTTING UNIT COUNTER WEIGHTS

4001	(5) QA7 Cutting Unit ONLY Counter Weight Kit <i>Needed if NOT installing Rear Roller Power Brush or GTC/FTC Kits.</i>	In Base Price
4002	(5) QA7 Reel Cutting Unit Brush Only Counter Weight Kit <i>Needed if only installing Rear Roller Power Brush on Cutting Unit.</i>	360.00
4003	(5) QA7 Cutting Unit FTC/GTC ONLY Counter Weight Kit	Same Price

JOHN DEERE GOLF PRODUCTS
REEL MOWERS

7700 PrecisionCut Fairway Mower
Continued

CODE	ATTACHMENT IDENTIFIER	DESCRIPTION	SUGGESTED LIST PRICE USD (\$)
		REEL CUTTING UNIT COUNTER WEIGHTS Continued... <i>Needed if ONLY installing FTC/GTC on cutting unit.</i>	
4010		Less Counter Weight kit <i>Ordered if Both Rear Roller Power Brush and FTC/GTC Kit installed.</i>	-290.00
ATTACHMENTS - ORDER AS DESIRED			
9330		CE Kit: Battery Label Kit <i>This kit must be ordered to meet battery labeling requirement in Brazil.</i>	No Charge
9010		Cutting Units: (5) QA7 Vertical Cutting Units with Front Rollers Less Motors	9,020.00
9100		European CE Kit European CE Conversion Kit, 7700 PrecisionCut Fairway Mower <i>Must be Ordered to Receive a PrecisionCut Fairway Mower Which Meets CE Requirements. Kit Includes Electric Hood Switch, Pictorial Decals and Operator's Manuals in English, French, German, Spanish and Italian.</i>	35.00
9102		European CE Reel Decal Kit for E.S.P. Cutting Units <i>Must be Ordered to Receive Decals that Converts (5) E.S.P. Cutting Units to Meet CE Mark Requirements.</i>	No Charge
9350		Compliance Kit <i>This kit must be ordered to meet the EU country of France shielding regulations.</i>	99.00
9000		Miscellaneous: (5) Grass Catchers with large paddle clip Mounting Hardware for QA7 Cutting Units and Wing Latch	1,232.00
9015		(5) QA7 22" Fairway Tender Conditioners Shaft and Blades <i>Requires order code 9016.</i>	2,485.00
9016		(5) QA7 FTC Gear Drive <i>Requires order code 9015.</i>	5,985.00
9017		(5) QA7 22" Rear Roller Power Brushes <i>Requires order code 9018.</i>	650.00
9018		(5) QA7 Rear Roller Power Brush Drive <i>Requires order code 9017.</i>	1,805.00
9021		4WD Conversion Kit <i>Converts 2WD Tracton Unit into 4WD Tracton Unit.</i>	4,327.00
9022		(5) 22 In. 3 In. Diameter Heavy Duty Grooved Disc Roller Scrapers	685.00
9025		(5) 22 In. Smooth Roller Scrapers <i>Requires (5) TCA19587 from parts.</i>	198.00
9400		Canopy	425.00
9806		(5) 10 Blade QA7 cutting units less front roller	13,275.00

JOHN DEERE GOLF PRODUCTS
REEL MOWERS

7700 PrecisionCut Fairway Mower
Continued

CODE	ATTACHMENT IDENTIFIER	DESCRIPTION	SUGGESTED LIST PRICE USD (\$)
9807		ATTACHMENTS - ORDER AS DESIRED Continued... (5) 8 Blade QA7 cutting units less front roller	13,015.00
ATTACHMENTS FOR FIELD CONVERSION			
BTC10256		CE Kit: Battery Label Kit <i>This kit must be ordered to meet battery labeling requirement in Brazil.</i>	0.00
BM22461		Cutting Units: (1) QA7 Vertical Cutting Units with Front Rollers Less Motors	1,930.29
BM22463		(1) Quick Adjust 7 (QA7) Eight Blade 22 in. Cutting Units Less Front Rollers and Motors	2,785.21
BM24121		(1) Quick Adjust 7 (QA7) Eight Blade 22 in. Cutting Units with 6.3 mm bedknife Less Front Rollers, Motors and counter weight	2,785.21
BM22464		(1) Quick Adjust 7 (QA7) Ten Blade 22 In. E.S.P. Cutting Units Less Front Rollers and Motors	2,840.86
BM24122		(1) Quick Adjust 7 (QA7) Ten Blade 22 In. E.S.P. Cutting Units with 6.3 mm bedknife, Less Front Rollers, Motors and counter weights	2,840.86
TCA19917		Engine: B20 Biodiesel Conversion Kit <i>This kit converts one machine to use B20 Diesel fuel.</i>	See Parts
TCB11727		European CE Kit: Compliance Kit <i>This kit must be ordered to meet the EU country of France shielding regulations.</i>	105.93
BM22763		Miscellaneous: (1) Conversion Mounting Kit old Machine to New QA7 Cutting Units <i>Contains Parts to Convert (1) Cutting Unit.</i>	70.61
BM22693		(1) QA7 22" Fairway Tender Conditioners Shaft and Blades <i>Also need order code 9016 (BM22673).</i>	531.79
BM22712		(1) QA7 22" Rear Roller Power Brush <i>Also need order code 9018 (BM22674).</i>	141.24
BM22674		(1) QA7 26 In. Rear Roller Power Brush Drive	386.27
BM22673		(1) QA7 FTC Gear Drive <i>Also need order code 9015 (BM22693).</i>	1,280.79
BM17684		(5) 22 in. Smooth Roller Scrapers <i>Requires (5) TCA19587 from parts.</i>	211.86
BM22764		1) Conversion Mounting Kit 2009 Machine to Old Cutting ESP Cutting units <i>Contains Parts to Convert (1) Cutting Unit.</i>	70.61
BM23002		3"X22" GROOVE ROLLER SCRAPER <i>Not compatible with Fairway Tender Conditioners (FTC). Can be used on QAS Cutting units by ordering (1) TCA19597 for each scraper from parts. Requires 3 for 2500's and 5 for Fairway mowers.</i>	146.59

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JOHN DEERE GOLF PRODUCTS
REEL MOWERS

7700 PrecisionCut Fairway Mower
Continued

CODE	ATTACHMENT IDENTIFIER	DESCRIPTION	SUGGESTED LIST PRICE USD (\$)
		ATTACHMENTS FOR FIELD CONVERSION Continued...	
BTC10259		4WD Conversion Kit	4,629.89
AMT663		Bar Gauge Kit	See Parts
MT1928		Bedknife, Low-Cut Fairway	See Parts
TCB11126		Canopy	454.76
TCB11460		Electronic Cruise Control Kit	256.60
BTC10217		Front High Capacity Catcher with large paddle clip (3 needed for front location on Fairway Mowers)	180.83
TCB11414		Front Wing Latch Kit (Set of 2) 1 per machine <i>Needed to Secure Wing Grass Catchers when in Transport Position.</i>	220.41
BM22756		Grass Catcher Mounting Kit (set of 5) 1 needed per machine	204.37
BTC10216		Grass Catcher with large paddle clip (22 Low Profile) <i>2 needed for complete machine for 2500#s. 2 needed for rear locations for Fairway Mowers 7700/8700. 1 needed for 180 & 220 E-Cut Hybrid Walk Greens Mower.</i>	175.49
TCU13823		Height of Cut Gauge Bar	See Parts
TCU23874		John Deere Golf Operator Videos and All Products Safety Video DVD Set	See Parts
		Reel Cutting Unit Counter Weights	
BM22762		(1) Cutting Unit ONLY Counter Weight Kit <i>Needed if NOT installing Rear Roller Power Brush or GTC / FTC Kits.</i>	62.06
BM22704		(1) QA5 FTC/GTC ONLY Counter Weight Kit <i>Needed if ONLY installing FTC/GTC on cutting unit.</i>	62.06
BM22721		(1) QA7 Cutting Unit Brush Only Counter Weight Kit <i>Needed if only installing Rear Roller Power Brush on 26" Cutting Unit.</i>	139.10
		Rollers:	
BM17668		(1) 22 In. 3 In. (7.6 cm) Diameter Heavy Duty Grooved Disc Front Roller	335.99
BM19817		(1) 22 In. 3 In. (7.6 cm) Diameter Spiral Grooved Front Roller With Spiral End Caps	406.60

JOHN DEERE COMMERCIAL PRODUCTS
COMMERCIAL ZERO-TURN-RADIUS MOWERS AND EQUIPMENT

997 Commercial L. C. Diesel Max-Frame Z-Trak with 72 In. Side Discharge 7-Iron PRO Deck
 Equipment for Base Machine

31 Gross HP Yanmar Horizontal Shaft Direct Injected Liquid Cooled Diesel Engine (81 Cu. In.) 1.5 x 3.0 In. Steel Tubular Frame - 7 Gauge Full Pressure Lubrication System With Replaceable Oil Filter Heavy-Duty Canister Air Cleaner; Dual Element, Dry-Type with Safety Element and Air Service Indicator 12 Volt with 40 AMP Regulated Charge System Dual Hydrostatic Wheel Drive Kanzaki Dual Unitized Pump Dual Wheel Parking Brake Operator Presence System Folding Two Post ROPS (Roll-Over Protective Structure) and Seat Belt	60 In. 7-Iron PRO Commercial Side Discharge Mower Deck 7-Gauge Stamped Steel Mower Deck 8 In. Aluminum Spindle Housing One-Touch Dial and Electric Deck Lift Height of Cut Adjustment Full Floating Suspension Deck 1.5 - 5.0 In. Cutting Heights in 0.25 In. Increments Dual Lever Direction/Speed Control Quick-Service Hinged Foot Platform Fully Enclosed Engine Compartment Ergonomic Operator Contoured Soft Touch Grips and Integrated Handle Controls 11.5 MPH Mowing Speed 12 U.S. Gallon Fuel Capacity with Fuel Shutoff Valve	26x12-12 In. Square Shoulder 4PR Turf Drive Tires 15x6-6 4PR Front Caster Tires Right Hand Control Console Cluster Cup & Tool Holder Low Oil Pressure Warning Light Battery Charge Light Hydraulic PTO Clutch Digital Hourmeter Deluxe Comfort Seat with Armrests
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CODE	ATTACHMENT IDENTIFIER	DESCRIPTION	SUGGESTED LIST PRICE USD (\$)
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Select One Code From Each Required Category

BASE MACHINE

F.O.B. Raleigh, North Carolina

095BTC	997 Commercial L. C. Diesel Max-Frame Z-Trak with 72 In. Side Discharge 7-Iron PRO Deck	20,344.00
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ATTACHMENTS - ORDER AS DESIRED

9100	European CE Kit: European CE 997 Z-Trak with 72 In. SD Mower Deck <i>This Code Must be Ordered to Receive a 997 Z-Trak Mower Which Meets CE Requirements.</i>	248.00
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ATTACHMENTS FOR FIELD CONVERSION

TCA19917	Engine: B20 Biodiesel Conversion Kit <i>This kit converts one machine to use B20 Diesel fuel.</i>	See Parts
TCA18513	Miscellaneous: Deluxe Comfort Seat with Armrest	See Parts
TCB11281	Front Light (2) Kit	238.61
DMB210226	Rear Bumper Kit	464.39
TCB10915	Suspension Seat Kit	308.16
TCB11711	X-Large E-Crate Cover	See Parts

JOHN DEERE COMMERCIAL PRODUCTS
COMMERCIAL ZERO-TURN-RADIUS MOWERS AND EQUIPMENT

997 Commercial L. C. Diesel Max-Frame Z-Trak with 72 In. Side Discharge 7-Iron PRO Deck
Continued

CODE	ATTACHMENT IDENTIFIER	DESCRIPTION	SUGGESTED LIST PRICE USD (\$)
		ATTACHMENTS FOR FIELD CONVERSION Continued...	
		Mower Deck and Mower Deck Attachments:	
	DMB210112	Hydraulic Deck Lift <i>For Model Year '05 Machines Not Equipped with Standard Hydraulic Deck Lift.</i>	560.69
	TCB10951	Mulch Kit (72 In. 7-Iron, 7-Iron II and 7-Iron PRO)	331.70
	TCB11231	Roller Striping Kit for 72 In. Deck <i>For Model year '11 and Later (Serial # 060000-).</i>	439.77
	TCB10811	Roller Striping Kit for 72 In. Side Discharge Deck <i>For Model Year '10 and Prior Serial # -059999).</i>	439.77