

## GEORGIA – ATV/UTV/Golf Cart/LSV

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|-------------------------|--|
| <b>Contract Number:</b> | 99999-001-SPD0000175-0005  |
| <b>Contract Period:</b> | April 8, 2021 – April 7, 2023  |
| <b>Eligibility:</b>     | Mandatory sources include State of Georgia governmental agencies including but not limited to state offices, agencies, boards, bureaus, commissioners, institutions, colleges and universities. The statewide contract is also available to state authorities, local government, municipalities, cities, townships, counties and other political subdivisions of the State of Georgia. |

### Quotes and Purchase Orders:

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

To obtain a quote, contact your local **John Deere Dealer**. Your local **John Deere Dealer** will contact the Direct Government Sales office for a direct sales quote.

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 \$4 per loaded mile is allowed for the delivering dealer. This fee is <u>not</u> per machine; it's per load. Use <a href="#">Google Maps</a> to calculate the mileage. The fee should be shown as a separate line item on the quote and/or the purchase order. |
| Financing              | <b>Not Allowed.</b>   |
| Machine Hours          | <b>Not Allowed:</b> 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.   |
| Multiple Unit Discount | 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-   |

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|   | <p>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> <p>3-4 units - 1%</p> <p>5-6 units - 2%</p> <p>7-8 units - 3%</p> <p>9 units or more - 4%</p>         |
| <p>Open Market Offered by John Deere (listed in the price book)</p> | <p><b>Allowed:</b> Open Market items are <b>implements, attachments, accessories, parts and bundles</b> 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> |
| <p>Open Market Offered by Dealer (not listed in the price book)</p> | <p><b>Allowed:</b> Open Market items <b>not available from John Deere but offered by the delivering Dealer</b> 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>  |
| <p>Payment and Remittance</p>                                       | <p>Credit card payments allowed.</p> <p>Remit to Address:<br/> Deere &amp; Company<br/> Ag &amp; Turf CBD &amp; Government Sales<br/> 21748 Network Place<br/> Chicago, IL 60673-1217</p>  |
| <p>Substitution</p>   | <p>Government Sales must contact the state for approval.</p>   |
| <p>Trade-in</p>   | <p><b>Not Allowed.</b></p>   |

## Price Structure

| Price Page Tabs | Product Descriptions                        | Discounts off MSRP | Price Page Dates        |
|-----------------|---|--------------------|-------------------------|
| C40             | Mid-Size Utility Vehicles & Equipment       | 13%                | <a href="#">19Mar21</a> |
| C41             | Full-Size Utility Vehicles & Equipment      | 13%                | <a href="#">26Feb21</a> |
| C42             | Traditional Utility Vehicles & Equipment    | 13%                | <a href="#">27Mar21</a> |
| C47             | HPX Utility Vehicles & Equipment            | 13%                | <a href="#">06Nov20</a> |
| C48             | Implements & Equipment for Utility Vehicles | 13%                | <a href="#">21Dec20</a> |

### Contract updates

April 8, 2021 – New contract announced.