

## GEORGIA – Tractors and Mowers

<b>Contract Number:</b>	99999-001-SPD0000177-0026
<b>Contract Period:</b>	June 1, 2021 – May 31, 2023
<b>Eligibility:</b>	<p>Mandatory source for State of Georgia governmental agencies including but not limited to state offices, agencies, boards, bureaus, commissions, institutions, public colleges, and universities. The statewide contract is also available to local government, municipalities, cities, townships, counties, public school districts, and other political subdivisions of the State of Georgia.</p> <p>Federal agencies, corporations, non-profit, private K-12 schools, private colleges, and universities are NOT eligible to use this contract.</p>

### Quotes and Purchase Orders:

Quotes are valid for 30 days from the creation date of the quote **OR** until the contracts expire 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.

<p>Multiple Unit Discount</p>	<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> <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:  Deere &amp; Company  Ag &amp; Turf CBD &amp; Government Sales  21748 Network Place  Chicago, IL 60673-1217</p>
<p>Substitution</p>	<p>Government Sales must contact the state for approval.</p>
<p>Trade-in</p>	<p><b>Allowed:</b> 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

Price Page Tabs	Product Descriptions	Discounts off MSRP	Price Page Dates
C10	Commercial Walk-Behind Mowers & Equipment	22%	<a href="#">23Dec20</a>
C13	Commercial Zero-Turn-Radius Mowers & Equipment	22%	<a href="#">30Mar21</a>
C15	Commercial Front Mowers & Equipment	22%	<a href="#">17Mar21</a>
C18	Commercial Wide Area Mowers & Equipment	22%	<a href="#">02Nov20</a>
C20	Compact Utility Tractors & Equipment	17%	<a href="#">11Jan21</a>
C21	Equipment for Commercial Mowers	22%	<a href="#">02Nov20</a>
C25	Equipment for Compact Utility Tractors	17%	<a href="#">03Feb21</a>
A2	Tractors - 5045E, 5055E, 5065E, 5075E	13%	<a href="#">29Mar21</a>
A2	Tractors – 5090E, 5090EL, 5100E	18%	<a href="#">29Mar21</a>
A2	Tractors - 5000M's, Gs, GV's, GN's, MH's, ML's and R's	21%	<a href="#">29Mar21</a>
A2	Tractors – 6000 Series	23%	<a href="#">29Mar21</a>
A9	Implements & Equipment	23%	<a href="#">03Feb21</a>
G10	Reel Mowers & Equipment	23%	<a href="#">19Mar21</a>
G15	Special Application Mowers & Equipment	23%	<a href="#">12Feb21</a>
G20	Special Application Vehicles & Equipment	23%	<a href="#">26Feb21</a>

G25	Aeration & Equipment	23%	<a href="#">18Mar21</a>
G30	Debris Maintenance & Equipment	23%	<a href="#">02Nov20</a>
G35	Fleet Management	12%	<a href="#">02Nov20</a>

## Contract updates

June 1, 2021 – New contract announced.