

## MARYLAND – State of Maryland

<b>Contract Number:</b>	001B6400652
<b>Contract Period:</b>	June 29, 2016 - December 30, 2019
<b>Eligibility:</b>	State, municipal, county, or local governmental agencies including private schools, parochial schools, non-public schools such as charter schools, non-profit agencies providing services on behalf of government, and/or state, community and/or private colleges/universities.

### Quotes and Purchase Orders:

To obtain a quote, contact your local [John Deere Dealer](#). Submit your purchase order to your 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

Quotes	Quotes are valid for 30 days from the creation date of the quote OR until the contract expires, whichever occurs first. 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-John Deere Equipment	Allowed as long as agency's own rules and regulations allow. Items must be clearly labeled on the purchase order or quote as Non-Contract.  Allied Equipment - implements, attachments, accessories, parts or bundles not branded 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	A parts catalog shall be provided. Upon request, two additional operator manuals and two additional parts catalogs shall be provided at no cost. Dealer will be reimbursed.
Fees	\$92 hourly rate may be charged for miscellaneous services for non-contract items if requested and approved by ordering agency. Miscellaneous services may include the installation of specialized attachments or equipment customization.

Financing	Not allowed on this contract.										
Multiple Unit Discount	<p>Multiple unit discounts are allowed. The contract discount plus the multiple unit discount equals the total discount. Discounts are based on the following schedule:</p> <table border="1"> <thead> <tr> <th>Quantity</th> <th>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>Sales of 3 or more like self-propelled products sold on the 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, with the exception of our utility vehicles. Compatible implements sold with such products also qualify for the multi-unit discount, but do not count as a unit.</p> <p>Frontier Equipment is excluded from the Multiple Unit Discount.</p>	Quantity	Additional Discount	3-4	1%	5-6	2%	7-8	3%	9 units or more	4%
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3-4	1%										
5-6	2%										
7-8	3%										
9 units or more	4%										
Non-Contract (Deere)	<p>Allowed as long as agency's own rules and regulations allow. Items must be clearly labeled on the purchase order or quote as Non-Contract.</p> <p>Non-Contract Deere Equipment - John Deere or Frontier branded 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.</p>										
Rental	Not allowed on this contract.										
Substitution	John Deere is required to substitute equipment.										
Trade-in	Allowed. Items must be clearly labeled on the purchase order or quote as Trade-In.										
Demo	None.										
Miscellaneous	None.										
Delivery Obligations	None.										

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

## Price Structure

Price Page Tabs	Product Descriptions	Discounts off MSRP	Price Page Dates
L25	Lawn Tractors (300s Only)	18%	Current
L30	Garden Tractors & Equipment	18%	Current
L35	Equipment for Lawn & Garden Tractors	18%	Current
C10	Commercial Walk-Behind Mowers & Equipment	13%	Current
C13	Commercial Zero-Turn-Radius Mowers & Equipment	23%	Current
C15	Commercial Front Mowers & Equipment	23%	Current
C18	Commercial Wide-Area Mower & Equipment	23%	Current
C20	Compact Utility Tractors & Equipment	17%	Current
C25	Equipment for Compact Utility Tractors	17%	Current

C40	Mid-Duty Crossover Utility Vehicles & Equipment	16%	Current
C41	Heavy-Duty Crossover Utility Vehicles & Equipment	16%	Current
C42	Traditional Utility Vehicles & Equipment	16%	Current
C47	HPX Utility Vehicles & Equipment	16%	Current
G10	Reel Mowers & Equipment	22%	Current
G15	Special Application Mowers & Equipment	22%	Current
G20	Special Application Vehicles & Equipment	22%	Current
G25	Aeration & Equipment	22%	Current
G30	Debris Maintenance & Equipment	22%	Current
A2	5000 Series	18%	Current
A2	6000 Series	23%	Current
A9	Implements & Equipment	23%	Current
<b>Frontier Equipment</b>			
	Cotton	18%	Current
	Cutting & Mowing	18%	Current
	Golf	18%	Current
	Hay & Forage	18%	Current

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Landscaping	18%	Current
Livestock	18%	Current
Material Handling	18%	Current
Planting & Seeding	18%	Current
Snow	18%	Current
Tillage	18%	Current
Transports	18%	Current

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### **Contract updates**

July 12, 2018 – Updated manual verbiage.