

MARYLAND – State of Maryland Grounds Maintenance Equipment

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| Contract Number: | 001B0600298 |
| Contract Period: | January 1, 2020 – December 31, 2024 |
| Eligibility: | 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:

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

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

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| Delivery Obligations | None. |
| Fees | <p>\$102.00 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.</p> <p>Delivery Charge for Non-BCPS Customers Optional delivery charge of \$4 per loaded mile is allowed for the delivering dealer for all other State, municipal, county, and local governmental agencies. Use Google Maps to calculate the mileage.</p> |
| Financing | No financing or leasing allowed. |
| Machine Hours | Not Allowed: 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 | <p>An operator's manual is included with the delivery of the equipment. Additional operator's and parts manuals will be delivered upon customer's request at no charge.</p> <p>Dealer will be reimbursed for manuals listed on the quote.</p> | | | | | | | | | | |
|--|--|----------|---------------------|-----|----|-----|----|-----|----|-----------------|----|
| Multiple Unit Discount | <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> <table data-bbox="337 632 1089 800"> <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>Frontier Equipment is excluded from the Multiple Unit Discount program.</p> | Quantity | Additional Discount | 3-4 | 1% | 5-6 | 2% | 7-8 | 3% | 9 units or more | 4% |
| Quantity | Additional Discount | | | | | | | | | | |
| 3-4 | 1% | | | | | | | | | | |
| 5-6 | 2% | | | | | | | | | | |
| 7-8 | 3% | | | | | | | | | | |
| 9 units or more | 4% | | | | | | | | | | |
| Open Market by John Deere (listed in the price book) | <p>Allowed: Open-Market items are implements, attachments, accessories, parts and 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> <p>Items must be clearly labeled on the purchase order as Open Market.</p> | | | | | | | | | | |
| Open Market by Dealer (not listed in the price book) | <p>Allowed. Open-Market items not available from John Deere but offered by the delivering Dealer 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> | | | | | | | | | | |
| Payment and Remittance | <p>Credit card payments allowed.</p> <p>Remit to Address: Deere & Company Ag & Turf CBD & Government Sales 21748 Network Place Chicago, IL 60673-1217</p> | | | | | | | | | | |
| Substitution | <p>Government Sales must contact State for approval.</p> | | | | | | | | | | |
| Trade-In | <p>Not Allowed: Contract prohibits trade-ins.</p> | | | | | | | | | | |

Price Structure

| Price Page Tabs | Product Descriptions | Discounts off MSRP | Price Page Dates |
|-----------------|--|--------------------|------------------|
| L21 | Residential Zero-Turn Radius Mowers (Z700s Only) | 10% | Current |
| L25 | Lawn Tractors & Equipment (300s Only) | 19% | Current |
| L30 | Garden Tractors & Equipment | 19% | Current |
| L35 | Equipment for Lawn & Garden Tractors | 19% | Current |
| C10 | Commercial Walk-Behind Mowers & Equipment | 24% | Current |
| C13 | Commercial Zero-Turn-Radius Mowers & Equipment | 24% | Current |
| C15 | Commercial Front Mowers & Equipment | 24% | Current |
| C18 | Commercial Wide-Area Mower & Equipment | 24% | Current |
| C20 | Compact Utility Tractors & Equipment | 19% | Current |
| C21 | Equipment for Commercial Mowing Products | 24% | Current |
| C25 | Equipment for Compact Utility Tractors | 19% | Current |
| C40 | Mid-Duty Crossover Utility Vehicles & Equipment | 15% | Current |

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|-----|--|-----|---------|
| C41 | Heavy-Duty Crossover Utility Vehicles & Equipment | 15% | Current |
| C42 | Traditional Utility Vehicles & Equipment | 18% | Current |
| C47 | HPX Utility Vehicles & Equipment | 15% | Current |
| C48 | Implements for Utility Vehicles | 15% | Current |
| G10 | Reel Mowers & Equipment | 25% | Current |
| G15 | Special Application Mowers & Equipment | 25% | Current |
| G20 | Special Application Vehicles & Equipment | 25% | Current |
| G25 | Aeration & Equipment | 25% | Current |
| G30 | Debris Maintenance & Equipment | 25% | Current |
| A2 | Tractors (5045E, 5055E, 5065E, 5075E Models) | 15% | Current |
| A2 | Tractors (5090EL, 5090E, 5100E Models) | 20% | Current |
| A2 | Tractors (5000 M, R, GL, GV, GN, MH and ML Models) | 23% | Current |
| A2 | Tractors (6000-9000 Models) | 25% | Current |
| A3 | Combines | 23% | Current |
| A4 | Cotton | 23% | Current |
| A5 | Hay & Forage | 23% | Current |
| A6 | Tillage | 23% | Current |

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| A7 | Planters, Drills & Air Seeder | 23% | Current |
| A8 | Sprayers | 23% | Current |
| A9 | Implement & Attachments | 25% | Current |
| A10 | Ag Management Solutions (AMS) | Discount same as tractor model purchased | Current |
| Frontier | Cotton | 19% | Current |
| | Cutting & Mowing | 19% | Current |
| | Hay & Forage | 19% | Current |
| | Landscaping | 19% | Current |
| | Livestock | 19% | Current |
| | Material Handling | 19% | Current |
| | Planting & Seeding | 19% | Current |
| | Snow | 19% | Current |
| | Sprayers | 19% | Current |
| | Tillage | 19% | Current |

Contract updates