

## MARYLAND – State of Maryland Grounds Maintenance Equipment

<b>Contract Number:</b>	001B0600298
<b>Contract Period:</b>	January 1, 2020 – December 31, 2024
<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:

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

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><b>Delivery Charge for Non-BCPS Customers</b> Optional delivery charge of \$4 per loaded mile is allowed for the delivering dealer <b><u>for all other State, municipal, county, and local governmental agencies.</u></b> Use <a href="#">Google Maps</a> to calculate the mileage.</p>
Financing	No financing or leasing allowed.
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	<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%
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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><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>										
Open Market by Dealer (not listed in the price book)	<p><b>Allowed.</b> 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 &amp; Company  Ag &amp; Turf CBD &amp; Government Sales  21748 Network Place  Chicago, IL 60673-1217</p>										
Substitution	<p>Government Sales must contact State for approval.</p>										
Trade-In	<p><b>Not Allowed:</b> 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
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, 5050E, 5055E, 5060E, 5065E, 5067E, 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
A7	Planters, Drills & Air Seeder	23%	Current
A8	Sprayers	23%	Current

A9	Implement & Attachments	25%	Current
A10	Ag Management Solutions (AMS)	Same as Tractor's Discount 5% if Purchased w/o Tractor	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

September 1, 2022 – 5E Series Utility Tractor models updated. Discount added for AMS when purchased without the Tractor.