

## MARYLAND – Baltimore County Public Schools Grounds Maintenance Equipment

<b>Contract Number:</b>	LKO-402-20-001
<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>for all other State, municipal, county, and local governmental agencies.</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.

<p>Manuals</p>	<p><b><u>For BCPS Customers Only</u></b>            At the time of delivery three (3) equipment operating instructions; three (3) parts lists; and three (3) equipment service manuals for each item delivered. The format of required manuals shall be hard copy. Additionally, provide BCPS with access to the manuals electronically (i.e. via Internet, CD ROM). All hard copy manuals and electronic access shall be provided at no charge to BCPS.</p> <p>Dealer will be reimbursed for manuals listed on the quote.</p> <p><b><u>For all other State, municipal, county, and local governmental agencies</u></b>            An operator’s manual is included with the delivery of the equipment. Additional parts and service manuals will be delivered upon customer’s request at no charge.</p> <p>Dealer will be reimbursed for manuals listed on the quote.</p>										
<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> <table data-bbox="337 940 1089 1104"> <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%										
<p>Open Market 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 by Dealer (not listed in the price book)</p>	<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>										
<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</p>										

	21748 Network Place Chicago, IL 60673-1217
Substitution	Government Sales must contact BCPS for approval.
Trade-In	<b>Not Allowed:</b> Contract prohibits trade-ins.

## 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%	
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
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