

Michigan

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| Contract Number: | 071B7700093 |
| Contract Period: | Jan 13, 2017 – Jan 12, 2021 |
| Eligibility: | <p>All state agencies as well as MiDeal members. MiDeal allows the following agencies to sign up as members; local agencies, universities, community colleges, non-profit hospitals, public K-12 schools and districts, and MI federally recognized tribes. Non-state agencies must be MiDeal members before quote can be provided.</p> <p>MiDeal Member List</p> |

Quotes and Purchase Orders:

To obtain a quote, contact your local **John Deere Dealer**.

<https://dealerlocator.deere.com/servlet/country=US>

The local dealer assists customers in configuring the needed machines and attachments as well as identifying any applicable dealer provided item, install, pre-delivery inspection, local delivery, extended warranty and trade-in details. Dealer then contacts the John Deere Construction Retail Sales Account Manager for a formal contract quote:

Mark Deakyne, Account Manager

DeakyneMarkR@JohnDeere.com

309-765-0294 office

309-831-6410 cell

All purchase orders must show John Deere Construction Retail Sales as the vendor and reference the contract name and number

Contract Details

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| Quotes | Quotes are provided by John Deere Government Sales and are valid for 30 days |
| Allied (non-Deere) | <p>Not allowed unless specifically added to contract.</p> <p>Allied items are products, implements, attachments, accessories, parts or bundles not manufactured by John Deere that are requested by the customer to complete the purchase of John Deere equipment awarded on contract.</p> |



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| Credit Cards | Not Allowed. |
| Special Delivery Obligations | <p>FOB Destination, Freight Prepaid and Allowed. Factory freight to dealer is already included in the discount.</p> <p>Dealer quotes delivery from their location to the end user's location; \$4/loaded mile, \$50 minimum is billed to the customer.</p> |
| Fees | <p>Dealer provided items as well as set-up/installs fees for field attachments may be charged at \$120/hour.</p> <p>Dealer provides pre-delivery inspection at a charge of \$300.</p> <p>Dealer provides walk around (at the time of delivery) free of charge.</p> |
| Financing | <p>A John Deere Municipal Lease grants full ownership at the end of the lease term. Arrangements are made between the dealer and John Deere Financial.</p> <p>Notice of lease/provider must appear on the quote and customer purchase order. No operating leases are allowed.</p> |
| Non-contract (Deere) | <p>Allowed, non-equipment may be sold in connection with the sale of a contract item.</p> <p>Non-contract items are John Deere products, implements, attachments, accessories, parts or bundles that are not on contract but are requested by the customer to complete the purchase of related John Deere equipment awarded on contract.</p> |
| Rental | Not allowed on this contract. |
| Substitution | Not allowed on this contract. |
| Trade-in | Allowed, trade-in items must be clearly labeled on the quote and purchase order as "Trade-in". Dealer determines the trade-in value for customer consideration. |
| Demo | Product demonstrations are not required under this contract, but should be arranged by dealer, where applicable, as they are very beneficial for customer awareness of product. |

Remittance
Information

John Deere Construction Retail Sales
 Division of John Deere Shared Services, Inc.
 P.O. Box 8806
 Moline, IL 61266-8806

Equipment on Contract

| John Deere Model | Product Descriptions (click model number links at left for more info) | Discounts off MSRP | Price Page Dates |
|---------------------------|---|--------------------|------------------|
| Skid Steer Loaders | | | |
| 312GR | 312GR Skid Steer / 48 HP / 1,550 lbs. Capacity / 3,700 lbs. Breakout Force | John Deere Dealer | 19Mar18 |
| 314G | 314G Skid Steer / 48 HP / 1,760 lbs. Capacity / 3,500 lbs. Breakout Force | John Deere Dealer | 19Mar18 |
| 316GR | 316GR Skid Steer / 61 HP / 1,750 lbs. Capacity / 4,000 lbs. Breakout Force | John Deere Dealer | 19Mar18 |
| 318G | 318G Skid Steer / 61 HP / 1,945 lbs. Capacity / 4,250 lbs. Breakout Force | John Deere Dealer | 19Mar18 |
| 320G | 320G Skid Steer / 69 HP / 2,190 lbs. Capacity / 4,200 lbs. Breakout Force | John Deere Dealer | 07Feb19 |
| 324G | 324G Skid Steer / 70 HP / 2,690 lbs. Capacity / 6,000 lbs. Breakout Force | John Deere Dealer | 07Feb19 |
| 330G | 330G Skid Steer / 88.5 HP / 3,000 lbs. Capacity / 7,600 lbs. Breakout Force | John Deere Dealer | 12Mar18 |
| 332G | 332G Skid Steer / 96.6 HP / 3,600 lbs. Capacity / 9,250 lbs. Breakout Force | John Deere Dealer | 12Mar18 |

Compact Track Loaders

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| 317G | 317G Compact Track / 61 HP / 2,125 lbs. Capacity / 4,250 lbs. Breakout | John Deere Dealer | 19Mar18 |
| 325G | 325G Compact Track / 74 HP / 2,590 lbs. Capacity / 6,000 lbs. Breakout | John Deere Dealer | 12Mar18 |
| 331G | 331G Compact Track / 88.5 HP / 3,100 lbs. Capacity / 10,325 lbs. Breakout | John Deere Dealer | 12Mar18 |
| 333G | 333G Compact Track / 96.6 HP / 3,700 lbs. Capacity / 13,750 lbs. Breakout | John Deere Dealer | 12Mar18 |

Compact Excavators

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| 17G | 17G Excavator / 14.5 HP / 7'2" Dig / 3,790 lbs. Weight | John Deere Dealer | 21Jan19 |
| 26G | 26G Excavator / 20.0 HP / 8'6" Dig / 6,110 lbs. Weight | John Deere Dealer | 21Jan19 |
| 30G | 30G Excavator / 23.0 HP / 9'2" Dig / 7,220 lbs. Weight | John Deere Dealer | 21Jan19 |
| 35G | 35G Excavator / 23.3 HP / 10'0" Dig / 7,760 lbs. Weight | John Deere Dealer | 21Jan19 |
| 50G | 50G Excavator / 35.9 HP / 11'7" Dig / 10,847 lbs. Weight | John Deere Dealer | 21Jan19 |
| 60G | 60G Excavator / 53.0 HP / 12'4" Dig / 13,547 lbs. Weight | John Deere Dealer | 21Nov18 |

Wheel Loaders (4WD Compact)

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| 204L | 204L / 61.0 HP / 11,806 lbs. Weight / 1.0-1.4 CY Capacity | John Deere Dealer | 02Jan19 |
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| 244L | 244L / 71.0 HP / 12,258 lbs. Weight / 1.0 CY Capacity | John Deere Dealer | 02Jan19 |
| 304L | 304L / 65.0 HP / 12,778 lbs. Weight / 1.0-2.1 CY Capacity | John Deere Dealer | 02Jan19 |
| 324L | 324L / 74.0 HP / 14,110 lbs. Weight / 1.4 CY Capacity | John Deere Dealer | 02Jan19 |
| Attachments | | | |
| Worksite Pro Attachments | John Deere Worksite Pro Attachments and Implements are on contract as standalone items | John Deere Dealer | 12Feb19 |

Contract updates

April 2018 – Added 320G, 324G, 325G. Deleted 320E, 324E, 323E. Price increase on 312GR, 316GR, 318G, 330G, 332G, 317G, 331G and 333G. Increased discounts on 317G, 331G and 333G. Submitted current price pages on all 12 models plus WSP.

July 24, 2018 – Changed some verbiage and revised Product Descriptions

October 18, 2018 – Changed some of the verbiage for Contract Details

Feb 20, 2019 – Added Compact Excavators and Compact Wheel Loaders to the contract, updated 320G, 324G, and WorksitePro Attachments pricing.

April 4, 2019 – removed 344L, which was not approved on contract.