

## GEORGIA - Tractors and Mowers

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|------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Contract Number: | 99999-001-SPD0000102-0027                                                                                                                                                                                                                                                                                                                                                              |
| Contract Period: | August 1, 2014 - July 31, 2021                                                                                                                                                                                                                                                                                                                                                         |
| Eligibility:     | Mandatory sources include State of Georgia governmental agencies including but not limited to state offices, agencies, boards, bureaus, commissioners, institutions, colleges and universities. The statewide contract is also available to state authorities, local government, municipalities, cities, townships, counties and other political subdivisions of the State of Georgia. |

### Quotes and Purchase Orders:

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

To obtain a quote, contact your local **John Deere Dealer**. Your local **John Deere Dealer** will contact the Direct Government Sales office for a direct sales quote.

All purchase orders must show Deere & Company as the vendor and reference the contract number.

## Contract Details

|                        |                                                                                                                                                                                                                                                                                                      |
|------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Delivery Obligations   | None.                                                                                                                                                                                                                                                                                                |
| Fees                   | No fees may be charged.                                                                                                                                                                                                                                                                              |
| Financing              | Leasing allowed on this contract. Must use the Georgia approved leasing document. Contact John Deere Finance (JDF) with any questions. Financing not allowed on this contract.                                                                                                                       |
| 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                | An operator's manual is included with the delivery of the equipment at no charge.                                                                                                                                                                                                                    |
| Multiple Unit Discount | 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 |

|                                                              |                                                                                                                                                                                                                                                                                                                                    |
|--------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|                                                              | <p>total number of ride-on units, which determines the multi-unit discount percentage. See discount structure below.</p> <p>3-4 units - 1%</p> <p>5-6 units - 2%</p> <p>7-8 units - 3%</p> <p>9 units or more - 4%</p> <p>Frontier Equipment is excluded from the Multiple Unit Discount.</p>                                      |
| Open Market Offered 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 Offered by Dealer (not listed in the price book) | <p><b>Allowed:</b> Open Market items <b>not available from John Deere but offered by the delivering Dealer</b> 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:<br/>Deere &amp; Company<br/>Ag &amp; Turf CBD &amp; Government Sales<br/>21748 Network Place<br/>Chicago, IL 60673-1217</p>                                                                                                                                              |
| Substitution                                                 | Government Sales must contact the state for approval.                                                                                                                                                                                                                                                                              |
| Trade-in                                                     | <p><b>Allowed:</b> Items must be clearly on the purchase order or quote as Trade-in. The agency and the dealer determine the trade-in value.</p>                                                                                                                                                                                   |

## Price Structure

| Price Page Tabs | Product Descriptions                           | Discounts off MSRP | Price Page Dates        |
|-----------------|------------------------------------------------|--------------------|-------------------------|
| L25             | Lawn Tractors (X300s only) & Equipment         | 18%                | <a href="#">22Dec20</a> |
| L30             | Garden Tractors & Equipment                    | 18%                | <a href="#">02Nov20</a> |
| L35             | Equipment for Lawn & Garden Tractors           | 18%                | <a href="#">02Nov20</a> |
| C10             | Commercial Walk-Behind Mowers & Equipment      | 23%                | <a href="#">23Dec20</a> |
| C13             | Commercial Zero-Turn-Radius Mowers & Equipment | 23%                | <a href="#">14Dec20</a> |
| C15             | Commercial Front Mowers & Equipment            | 23%                | <a href="#">08Jan21</a> |
| C18             | Commercial Wide Area Mowers & Equipment        | 23%                | <a href="#">02Nov20</a> |
| C20             | Compact Utility Tractors & Equipment           | 17%                | <a href="#">11Jan21</a> |
| C21             | Equipment for Commercial Mowers                | 23%                | <a href="#">02Nov20</a> |
| C25             | Equipment for Compact Utility Tractors         | 17%                | <a href="#">02Nov20</a> |
| A2              | Tractors (5000 Series)                         | 18%                | <a href="#">06Jan21</a> |
| A2              | Tractors (6000 - 9000 Series)                  | 23%                | <a href="#">06Jan21</a> |
| A9              | Implements & Equipment                         | 23%                | <a href="#">09Nov20</a> |
| G10             | Reel Mowers & Equipment                        | 22%                | <a href="#">06Jan21</a> |
| G15             | Special Application Mowers & Equipment         | 22%                | <a href="#">30Nov20</a> |

|     |                                          |     |                         |
|-----|------------------------------------------|-----|-------------------------|
| G20 | Special Application Vehicles & Equipment | 22% | <a href="#">21Dec20</a> |
| G25 | Aeration & Equipment                     | 22% | <a href="#">18Nov20</a> |
| G30 | Debris Maintenance & Equipment           | 22% | <a href="#">02Nov20</a> |
| G35 | Fleet Management                         | 22% | <a href="#">02Nov20</a> |

## Contract updates

March 2, 2021 – Updated price pages.

August 1, 2020 – Contract extension through July 31, 2021.

July 31, 2019 – Contract extension through July 31, 2020. Updated price pages. Added Price Tab G35.

July 31, 2018 – Contract extension through July 31, 2019. Updated prices pages. Added Price Tab C21.

October 24, 2017 - Updated price pages.

August 1, 2016 - Contract extension through July 31, 2018.

April 15, 2016 - Complete Price Update

December 17, 2015 - Added 6000E tractors and changed discount on C10 from 13% to 23%.

July 15, 2015 - Updated all Price Pages

February 25, 2015 - Updated ALL Price Pages

December 11, 2014 - Removed Leasing from this contract per GBM