



**JOHN DEERE**

Agriculture & Turf Division  
2000 John Deere Run  
Cary, NC 27513  
Phone: 919 804 2000

January 5, 2017

RFB Number: RFB1117005168  
Proposal Opening Date: 9 January 2017  
Proposal Time: 3:00 PM  
Proposal Title: Construction, Agricultural and Ground Maintenance  
Equipment, OEM Parts and Services for State Agencies

**Reference: Multiple Unit Discount (MUD)**

Deere & Company would like to offer an additional discount for the purchase of multiple units. The contract discount plus the multiple unit discount will equal the total discount. The multiple unit discount will be based on the schedule shown below:

- |                   |    |
|-------------------|----|
| • 0-2 units       | 0% |
| • 3-4 Units       | 1% |
| • 5-6 units       | 2% |
| • 7-8 units       | 3% |
| • 9 units or more | 4% |

The following conditions will govern the use of the multiple unit discounts:

- Sales of 3 or more like self-propelled products sold on the same purchase order are eligible for the multi-unit discount.
- Self-propelled products, with the exception of our utility vehicles, must be listed in the same tabbed price book section.
- Compatible implements sold with such machines will also qualify but do not count as a unit.
- Frontier Equipment is excluded from the multiple unit discount.

Tamara Hebert

Contract Administrator

Deere & Company

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