

## Sourcewell – Ag Tractors with Related Attachments, Accessories and Supplies

<b>Contract Number:</b>	082923-DAC
<b>Contract Period:</b>	October 16, 2023 – October 11, 2027
<b>Eligibility:</b>	<p>The contract allows for service to Sourcewell Member agencies in all states.</p> <p>The following eligibility requirements must be met:</p> <ul style="list-style-type: none"><li>• Entity must be a Sourcewell Member. John Deere dealers must verify membership before quoting. Please include the Sourcewell member number on the dealer quote or on the Sourcewell Member's purchase order.</li><li>• Eligible Sourcewell Members are state, city, county, municipal or local tax-supported governmental agencies, turnpikes, airports, housing authorities, electric cooperatives, water cooperatives, K-12 public school systems, public and private higher education facilities such as colleges and universities, public and volunteer fire departments, public or non-profit museums, libraries and zoos.</li><li>• Eligible Sourcewell Member non-profit agencies are eligible to purchase John Deere equipment on the Sourcewell contract.</li></ul> <p><b>Members of the Illinois Public Higher Education Cooperative (IPHEC) are also eligible to use this Sourcewell Contract.</b> IPHEC is comprised of universities and community colleges located in Illinois. Before quoting, please review the <a href="#">list of IPHEC Members</a> to verify eligibility.</p> <p>To become a Sourcewell Member, call 877-585-9706 for more details or visit the <a href="#">Sourcewell website</a> to complete an application.</p> <p>To obtain a membership list of eligible U.S. Government, Education and Nonprofit entities belonging to Sourcewell, please visit the <a href="#">Sourcewell Member Locator</a> and select either the Government &amp; Education or Nonprofit downloaded spreadsheets.</p>

### 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	<b>None.</b>
Fees	<p><b>Delivery Charge</b> Optional delivery charge of \$8.00 per loaded mile is allowed for the delivering dealer. Use <a href="#">Google Maps</a> to calculate the mileage.</p> <p><b>State Fees</b></p> <ul style="list-style-type: none"> <li>California Tire Fee                      All Motorized Equipment                      \$1.75 per New Tire</li> </ul> <p>Please review the <a href="#">California Tire Fee</a> publication issued by the California Department of Tax and Fee Administration for more details. California Tire Fee must be included on the Quote or Purchase Order. <b>Sales to American Indians occurring on Indian reservations are exempt from the fee.</b></p> <ul style="list-style-type: none"> <li>Louisiana Waste Tire Fee              All Tractors    \$10.00 per New Tire</li> </ul> <p>Fees must be clearly labeled on the quote or purchase order.</p>
Financing	<p><b>John Deere Municipal Lease by John Deere Financial</b> <b>Allowed:</b> If the agency rules and guidelines allow. This 12-60-month financial product require payments and enables ownership of the equipment.</p> <p><b>Government Operating Lease by John Deere Financial</b> <b>Allowed:</b> If the agency rules and guidelines allow. This 24-60-month product requires payments and the equipment is returned to the dealer location at the end of the term.</p> <p><b>Retail Note Financing by John Deere Financial or Third Party</b> <b>Allowed:</b> If the agency rules and guidelines allow.</p>
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.
Miscellaneous	<p><b>Shipping charges</b> <b>Alaska (AK) and Hawaii (HI): Shipping charges apply.</b> For deliveries to AK or HI, factory freight to the delivering dealer will be paid by the Sourcewell member. Factory freight is known at the time of quoting and will be included on the quote to the Sourcewell member.</p>

	<p><b>Continental US:</b> For all other deliveries within the continental US (excludes AK &amp; HI), the Sourcewell member will NOT be charged factory freight to the delivering dealer.</p>										
Multiple Unit Discount	<p>Sales of 3 or more like self-propelled products sold on the same purchase order are eligible for the multi-unit discount. The 3 or more self-propelled products must be in the same equipment categories as shown below and included on the same purchase order. Compatible implements sold with such products also qualify for the multi-unit discount, but do not count as a unit. Frontier Equipment is excluded from the Multiple Unit Discount program.</p> <p>Compact Utility Tractors          Ag Tractors          Ag Combines          Ag Cotton          Ag Sprayers</p> <p>See discount structure below:</p> <table border="1"> <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>	Quantity	Additional Discount	3-4	1%	5-6	2%	7-8	3%	9 units or more	4%
Quantity	Additional Discount										
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 <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:          Deere &amp; Company          Ag &amp; Turf CBD &amp; Government Sales          21748 Network Place          Chicago, IL 60673-1217</p>										
Substitutions	<p>Not applicable. This is a current price contract.</p>										

Trade-In

**Allowed:** Items must be clearly labeled on the purchase order or quote as Trade-In. The agency and the dealer determine the trade-in value.

## Price Structure

<u>Product Description</u>	<u>Discount off MSRP</u>	<u>Price Page Date</u>
Compact Utility Tractors	18%	Current
Equipment for Compact Utility Tractors	18%	Current
Ag Tractors 5050E, 5060E, 5067E, 5075E	14%	Current
Ag Tractors 5090E, 5090EL, 5100E	19%	Current
Ag Tractors 5000Ms, ENs, GLs, GNs, GVs, MHs, MLs	22%	Current
Ag Equipment 6000 Series Tractors	24%	Current
Ag Equipment 7000-9000 Series Tractor Excludes Precision Upgrades	24%	Current
Ag Equipment – Combine Excludes Precision Upgrades	22%	Current
Ag Equipment – Cotton	22%	Current
Ag Equipment – Hay and Forage	22%	Current
Ag Equipment – Tillage	22%	Current
Ag Equipment – Planting and Seeding Excludes Performance Upgrades	22%	Current
Ag Equipment – Sprayers Exclude Performance Upgrades	22%	Current
Ag Equipment – Material Handling, Rotary Cutters, and Shredders	24%	Current

Ag Equipment – Ag Management Solutions (AMS)	Same As Tractors Discount 5% If Purchased w/o Tractor	Current
Frontier Cutting & Mowing	18%	Current
Frontier Hay & Forage	18%	Current
Frontier Landscape	18%	Current
Frontier Livestock	18%	Current
Frontier Material Handling	18%	Current
Frontier Planting & Seeding	18%	Current
Frontier Snow Equipment	18%	Current
Frontier Sprayers	18%	Current
Frontier Tillage	18%	Current

### **Contract Updates**

November 15, 2023 – New contract announced.