

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

<b>Contract Number:</b>	110719-JDC
<b>Contract Period:</b>	February 24, 2020 – December 30, 2024
<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><li>• Charter Schools, Montessori Schools and K-12 private schools are required to pay in full (EFT, credit card or check) prior to receiving purchased equipment.</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 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></li> <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>										
<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="354 600 1109 764"> <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> <p><b>“Like self-propelled products”</b> means 3 or more utility vehicles, 3 or more Ztraks, etc. The purchase of 1 utility vehicle and 2 Ztraks would not qualify for MUD because they are not “like” products.</p>	Quantity	Additional Discount	3-4	1%	5-6	2%	7-8	3%	9 units or more	4%
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<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 <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>										
<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  21748 Network Place  Chicago, IL 60673-1217</p>										
<p>Substitutions</p>	<p><b>Not applicable.</b> 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

Price Book Tabs	Product Descriptions	Discounts off MSRP	Price Page Dates
C20	Compact Utility Tractors and Equipment	18%	Current
C25	Equipment for Compact Utility Tractors	18%	Current
A2	Tractors (5045E, 5050E, 5055E, 5060E, 5065E, 5067E, 5075E Models)	14%	Current
A2	Tractors (5085E, 5090EL, 5090E, 5100E Models)	19%	Current
A2	Tractors (5000 M, G, GV, GN, MH, ML, and R Series)	22%	Current
A2	Tractors (6000-9000 Models)	24%	Current
A3	Combines	22%	Current
A4	Cotton	22%	Current
A5	Hay & Forage	22%	Current
A6	Tillage	22%	Current
A7	Drills/Air Seeders/Planters	22%	Current

A8	Sprayers	22%	Current
A9	Implements & Attachments	24%	Current
A10	Ag Management Solutions (AMS)	Same as Tractor's Discount, 5% if Purchased w/o Tractor	Current
<b>Frontier</b>	Cotton	18%	Current
	Cutting & Mowing	18%	Current
	Hay & Forage	18%	Current
	Landscaping	18%	Current
	Livestock	18%	Current
	Material Handling	18%	Current
	Planting & Seeding	18%	Current
	Snow	18%	Current
	Sprayers	18%	Current
	Tillage	18%	Current

## Contract Updates

June 2, 2023 – Contract Extended. New expiration date is December 30, 2024.

August 31, 2022 – Optional Delivery Fee increased from \$4.00 to \$8.00 per loaded mile. 5E Series Utility Tractor models updated. Discount added for AMS when purchased without the Tractor.

May 26, 2021 – Updated Fees to reflect American Indians are Exempt from CA Tire Fee. Financing Options Updated.

March 10, 2021 – Price Page Tabs C20 and C25 were added to the contract.