

## Sourcewell – Grounds Maintenance Equipment, Attachments and Accessories

<b>Contract Number:</b>	031121-DAC
<b>Contract Period:</b>	April 30, 2021 – April 30, 2025
<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 for eligible entities belonging to Sourcewell, please visit the <a href="#">Sourcewell Member Locator</a> and select Membership List Spreadsheet.</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.



	<p>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="354 701 1109 867"> <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” means 3 or more utility vehicles, 3 or more Ztraks, etc.</b> 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>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

Price Page Tabs	Product Descriptions	Discounts off MSRP	Price Page Dates
<b>Turf Equipment</b>			
L21	Residential Zero-Turn-Radius Mowers & Equipment (excludes Z700s)	4%	Current Price
L21	Residential Zero-Turn-Radius Mowers & Equipment (Z700s only)	9%	Current Price
L25	Lawn Tractors (S100s – S240 only) & Equipment	4%	Current Price
L25	Lawn Tractors (X300s only) & Equipment	18%	Current Price
L30	Garden Tractors & Equipment	18%	Current Price
L35	Equipment for Lawn & Garden Tractors	18%	Current Price
C10	Commercial Walk-Behind Mowers & Equipment	23%	Current Price
C13	Commercial Zero-Turn-Radius Mowers & Equipment	23%	Current Price
C15	Commercial Front Mowers & Equipment	23%	Current Price
C18	Commercial Wide Area Mowers & Equipment	23%	Current Price
C20	Compact Utility Tractors & Equipment	18%	Current Price
C21	Equipment for Commercial Mowing Products	23%	Current Price
C25	Equipment for Compact Utility Tractors	18%	Current Price
C40	Mid-Size Crossover Utility Vehicles & Equipment	14%	Current Price
C41	Full-Size Crossover Utility Vehicles & Equipment	14%	Current Price
C42	Traditional Utility Vehicles & Equipment	17%	Current Price
C47	HPX Utility Vehicles & Equipment	14%	Current Price
C48	Equipment for Utility Vehicles	14%	Current Price
<b>Golf Equipment</b>			
G10	Reel Mowers & Equipment	24%	Current Price
G15	Special Application Mowers & Equipment	24%	Current Price
G20	Special Application Vehicles & Equipment	24%	Current Price
G25	Aeration & Equipment	24%	Current Price
G30	Debris Maintenance & Equipment	24%	Current Price
G35	Golf Fleet Management	13%	Current Price
<b>Frontier Equipment</b>			
Frontier	Cotton	18%	Current Price
Frontier	Cutting & Mowing	18%	Current Price
Frontier	Hay & Forage	18%	Current Price
Frontier	Landscaping	18%	Current Price
Frontier	Livestock	18%	Current Price
Frontier	Material Handling	18%	Current Price
Frontier	Planting & Seeding	18%	Current Price

Frontier	Snow Equipment	18%	Current Price
Frontier	Sprayers	18%	Current Price
Frontier	Tillage	18%	Current Price

## **Contract Updates**

June 1, 2021 – New contract announced.