

Sourcewell – Landscaping and Grounds Related Equipment, Accessories & Supplies Contract

Contract Number:	062117-DAC
Contract Period:	August 18, 2017 – August 18, 2021
Eligibility:	<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">• 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.• 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.• Eligible Sourcewell Member non-profit agencies are eligible to purchase John Deere equipment on the Sourcewell contract.• 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. <p>Members of the Illinois Public Higher Education Cooperative (IPHEC) are also eligible to use this Sourcewell Contract. IPHEC is comprised of universities and community colleges located in Illinois. Before quoting, please review the list of IPHEC Members to verify eligibility.</p> <p>To become a Sourcewell Member you can call 877-585-9706 for more details or visit the Sourcewell website to complete an application.</p> <p>To obtain a membership list for eligible entities belonging to Sourcewell, please visit the Sourcewell Member Locator and select Membership List Spreadsheet.</p>

Quotes and Purchase Orders:

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

Quotes	<p>Quotes are valid for 30 days from the creation date of the quote OR when the contract expires, <u>whichever occurs first</u>. All quotes created in JDQ2 have creation and expiration dates on the upper right hand corner of the first quote page for your convenience.</p>									
Allied (non-Deere)	<p>Allowed. Allied equipment may only be sold in connection with the sale of a contract item. Items must be clearly labeled on the purchase order or quote as Allied.</p> <p>Allied items are Order Zone products, Frontier, implements, attachments, accessories, parts or bundles not manufactured by John Deere that are requested by the customer to complete the purchase of John Deere equipment awarded on contract.</p>									
Credit Cards	<p>Only allowed for the types of schools listed in the Eligibility section above when they are paying in full upfront.</p>									
Special Delivery Obligations	<p>None.</p>									
Fees	<p>An optional delivery charge of \$4 per loaded mile is allowed for the delivering dealer. If charged, the fee must appear on the quote or purchase order. Use Google Maps to calculate the mileage.</p> <p>State Fees:</p> <ul style="list-style-type: none"> <table border="0" data-bbox="342 1213 1474 1318"> <tr> <td style="vertical-align: top;"> <ul style="list-style-type: none"> • California Tire Fee (Bunker Rakes, Mowers, CUT and Ag Tractors, Utility Vehicles and ProGators) • Also review Miscellaneous section below </td> <td style="vertical-align: top; padding-left: 20px;"> <ul style="list-style-type: none"> All Motorized Equipment </td> <td style="vertical-align: top; padding-left: 20px;"> <ul style="list-style-type: none"> \$1.75 per New Tire </td> </tr> </table> <table border="0" data-bbox="342 1350 1474 1413"> <tr> <td style="vertical-align: top;"> <ul style="list-style-type: none"> • Louisiana Waste Tire Fee </td> <td style="vertical-align: top; padding-left: 20px;"> <ul style="list-style-type: none"> CUTS and Ag Tractors Utility Vehicles (including ProGators) </td> <td style="vertical-align: top; padding-left: 20px;"> <ul style="list-style-type: none"> \$10.00 per New Tire \$2.25 per New Tire </td> </tr> </table> <table border="0" data-bbox="342 1444 1474 1486"> <tr> <td style="vertical-align: top;"> <ul style="list-style-type: none"> • Mississippi ATV Trauma Fee </td> <td style="vertical-align: top; padding-left: 20px;"> <ul style="list-style-type: none"> Utility Vehicles (including ProGators) </td> <td style="vertical-align: top; padding-left: 20px;"> <ul style="list-style-type: none"> \$50.00 per Vehicle </td> </tr> </table> <p>Fees must be clearly labeled on the purchase order or quote.</p>	<ul style="list-style-type: none"> • California Tire Fee (Bunker Rakes, Mowers, CUT and Ag Tractors, Utility Vehicles and ProGators) • Also review Miscellaneous section below 	<ul style="list-style-type: none"> All Motorized Equipment 	<ul style="list-style-type: none"> \$1.75 per New Tire 	<ul style="list-style-type: none"> • Louisiana Waste Tire Fee 	<ul style="list-style-type: none"> CUTS and Ag Tractors Utility Vehicles (including ProGators) 	<ul style="list-style-type: none"> \$10.00 per New Tire \$2.25 per New Tire 	<ul style="list-style-type: none"> • Mississippi ATV Trauma Fee 	<ul style="list-style-type: none"> Utility Vehicles (including ProGators) 	<ul style="list-style-type: none"> \$50.00 per Vehicle
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Financing	<p>Allowed. The John Deere Municipal Lease or a third party type municipal lease (if applicable) is allowed. The low interest rate, low cost John Deere Municipal Lease, is a type of financing that is specifically designed for qualified state, government, and educational entities which allow full ownership at the end of the lease term.</p>									
Leasing	<p>Allowed.</p>									

Multiple Unit Discount	<p>Multiple unit discounts are permitted. The contract discount plus the multiple unit discount equals the total discount. Discounts are based on the following schedule:</p> <table border="0" data-bbox="337 321 1036 485"> <thead> <tr> <th data-bbox="337 321 440 352">Quantity</th> <th data-bbox="813 321 1036 352">Additional Discount</th> </tr> </thead> <tbody> <tr> <td data-bbox="358 352 418 384">3-4</td> <td data-bbox="906 352 943 384">1%</td> </tr> <tr> <td data-bbox="358 384 418 415">5-6</td> <td data-bbox="906 384 943 415">2%</td> </tr> <tr> <td data-bbox="358 415 418 447">7-8</td> <td data-bbox="906 415 943 447">3%</td> </tr> <tr> <td data-bbox="337 447 509 478">9 units or more</td> <td data-bbox="906 447 943 478">4%</td> </tr> </tbody> </table> <p>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 products also qualify for the multi-unit discount but do not count as a unit.</p> <p>Frontier Equipment is excluded from the Multiple Unit Discount.</p>	Quantity	Additional Discount	3-4	1%	5-6	2%	7-8	3%	9 units or more	4%
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3-4	1%										
5-6	2%										
7-8	3%										
9 units or more	4%										
Non-contract (Deere)	<p>Allowed. Non-contract equipment may only be sold in connection with the sale of a contract item. Items must be clearly labeled on the purchase order or quote as Non-Contract. Non-contract items are John Deere manufactured Order Zone products, implements, attachments, accessories, parts or bundles that are not currently on contract but are requested by the customer to complete the purchase of John Deere equipment awarded on contract.</p>										
Rental	Not allowed on this contract.										
Substitutions	Allowed.										
Trade-ins	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.										
Demo	Not allowed on this contract.										
Miscellaneous	<p>Shipping charges Alaska (AK) and Hawaii (HI): Shipping charges apply. 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>Continental US: For all other deliveries within the continental US (excludes AK & HI), the Sourcewell member will NOT be charged factory freight to the delivering dealer.</p> <p>Tire Fee (per tire) California: All Purchase Orders submitted for the State of California to John Deere should now include a separate line stating, "Tire Fee" and list it as a Non-Contract item on the Purchase Order. Please refer to the State of California's website for details on the tire fee.</p> <p>Effective Date as of 1/1/05</p>										

	<p>Per New Tire \$1.75</p> <p>Please review the California Tire Fee publication issued by the California Department of Tax and Fee Administration for more details.</p>
Delivery Obligations	None.
Payment Remittance Information	<p>Remit to Address: Deere & Company Ag & Turf CBD & Government Sales 21748 Network Place Chicago, IL 60673-1217</p>

Price Structure

Price Page Tabs	Product Descriptions	Discounts off MSRP	Price Page Dates
L21	Residential Zero-Turn-Radius Mowers & Equipment	0%	Current
L25	Lawn Tractors (D100's only) & Equipment	0%	Current
L25	Lawn Tractors (X300s only) & Equipment	18%	Current
L30	Garden Tractors & Equipment	18%	Current
L35	Equipment for Lawn & Garden Tractors	18%	Current
C10	Commercial Walk-Behind Mowers & Equipment	23%	Current
C13	Commercial Zero-Turn-Radius Mowers & Equipment	23%	Current
C15	Commercial Front Mowers & Equipment	23%	Current
C18	Commercial Wide Area Mowers & Equipment	23%	Current
C20	Compact Utility Tractors & Equipment	18%	Current
C21	Equipment for Commercial Mowing Products	23%	Current
C25	Equipment for Compact Utility Tractors	18%	Current
C39	Recreational Utility Vehicles & Equipment	13%	Current
C40	Mid Duty Crossover Utility Vehicles & Equipment	13%	Current
C41	Heavy-Duty Crossover Utility Vehicles & Equipment	13%	Current
C42	Traditional Utility Vehicles & Equipment	16%	Current
C47	HPX Utility Vehicles & Equipment	13%	Current
C48	Utility Vehicles and Equipment	13%	Current
G10	Reel Mowers & Equipment	24%	Current
G15	Special Application Mowers & Equipment	24%	Current
G20	Special Application Vehicles & Equipment	24%	Current

G25	Aeration & Equipment	24%	Current
G30	Debris Maintenance & Equipment	24%	Current
G35	Fleet Management (golf)	14%	Current
Frontier	Cutting & Mowing	18%	Current
	Hay & Forage	18%	Current
	Landscaping	18%	Current
	Material Handling	18%	Current
	Planting & Seeding	18%	Current
	Sprayers	18%	Current
	Snow Equipment	18%	Current
	Loader Attachments	18%	Current

Contract Updates

September 9, 2019 – Added IPHEC to eligibility section of contract. Effective 26Aug2019.

February 27, 2019 – Changed LA Tire Fee from \$2 per tire to \$2.25 per tire.

February 18, 2019 – Updated descriptions for LA Tire Fee and MS ATV Trauma Fee to include ProGators. Updated CA Tire Fee to include all motorized equipment.

September 7, 2018 – Added state fees.

June 7, 2018 – Changed Contract name from NJPA to Sourcewell

May 18, 2018 – Changed Frontier discounts from 17% to 18%. 18% was effective 26Apr2018 per note below.

April 26, 2018 – Discounts have been updated. October 19, 2017 - Updated eligibility verbiage.

March 22, 2017 - Updated description to include new 5000R models. August 2, 2016 - Updated description to include new 5000G models.

May 21, 2015 - Removed the 5085E tractor from the 14% discount category because the model was appearing in both the 14% and 18% discount categories. The 5085E should receive a 18% discount.