

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

<b>Contract Number:</b>	062117-DAC
<b>Contract Period:</b>	August 18, 2017 – August 18, 2021
<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>To become a Sourcewell Member you can 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:

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 <b>OR</b> 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 <a href="#">Google Maps</a> to calculate the mileage.</p> <p><b>State Fees:</b></p> <ul style="list-style-type: none"> <li> <table border="0" data-bbox="342 1142 1471 1209"> <tr> <td>• California Tire Fee</td> <td>All Motorized Equipment (Bunker Rakes, Mowers, CUT and Ag Tractors, Utility Vehicles and ProGators)</td> <td>\$1.75 per New Tire</td> </tr> </table> <ul style="list-style-type: none"> <li>• <b>Also review Miscellaneous section below</b></li> </ul> </li> <li> <table border="0" data-bbox="342 1276 1471 1344"> <tr> <td>• Louisiana Waste Tire Fee</td> <td>CUTS and Ag Tractors Utility Vehicles (including ProGators)</td> <td>\$10.00 per New Tire \$2.25 per New Tire</td> </tr> </table> </li> <li> <table border="0" data-bbox="342 1373 1471 1409"> <tr> <td>• Mississippi ATV Trauma Fee</td> <td>Utility Vehicles (including ProGators)</td> <td>\$50.00 per Vehicle</td> </tr> </table> </li> </ul> <p><b>Fees must be clearly labeled on the purchase order or quote.</b></p>	• California Tire Fee	All Motorized Equipment (Bunker Rakes, Mowers, CUT and Ag Tractors, Utility Vehicles and ProGators)	\$1.75 per New Tire	• Louisiana Waste Tire Fee	CUTS and Ag Tractors Utility Vehicles (including ProGators)	\$10.00 per New Tire \$2.25 per New Tire	• Mississippi ATV Trauma Fee	Utility Vehicles (including ProGators)	\$50.00 per Vehicle
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• Mississippi ATV Trauma Fee	Utility Vehicles (including ProGators)	\$50.00 per Vehicle								
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 data-bbox="337 226 1036 384"> <thead> <tr> <th data-bbox="337 226 808 258">Quantity</th> <th data-bbox="808 226 1036 258">Additional Discount</th> </tr> </thead> <tbody> <tr> <td data-bbox="337 258 808 289">3-4</td> <td data-bbox="808 258 1036 289">1%</td> </tr> <tr> <td data-bbox="337 289 808 321">5-6</td> <td data-bbox="808 289 1036 321">2%</td> </tr> <tr> <td data-bbox="337 321 808 352">7-8</td> <td data-bbox="808 321 1036 352">3%</td> </tr> <tr> <td data-bbox="337 352 808 384">9 units or more</td> <td data-bbox="808 352 1036 384">4%</td> </tr> </tbody> </table> <p data-bbox="337 420 1474 541">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 data-bbox="337 577 1036 609">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%
Quantity	Additional Discount										
3-4	1%										
5-6	2%										
7-8	3%										
9 units or more	4%										
Non-contract (Deere)	<p data-bbox="337 676 1474 737">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.</p> <p data-bbox="337 737 1433 835">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	<p data-bbox="337 898 659 930">Not allowed on this contract.</p>										
Substitutions	<p data-bbox="337 997 435 1029">Allowed.</p>										
Trade-ins	<p data-bbox="337 1096 1450 1157">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.</p>										
Demo	<p data-bbox="337 1224 659 1255">Not allowed on this contract.</p>										
Miscellaneous	<p data-bbox="337 1358 837 1390">Shipping charges apply for Alaska and Hawaii.</p> <p data-bbox="337 1425 1455 1524">For deliveries to Alaska or Hawaii, factory freight to the delivering dealer will be paid by the Sourcewell member. The equipment will be FOB origin. Factory freight is known at the time of quoting, and will be included on the quote to the Sourcewell member.</p> <p data-bbox="337 1560 1466 1621">For all other deliveries within the continental US, the equipment will be FOB destination (the Sourcewell member will NOT be charged factory freight to the delivering dealer).</p> <p data-bbox="337 1656 537 1688"><b>Tire Fee (per tire)</b></p> <p data-bbox="337 1688 1466 1770"><b>California:</b> 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> <table data-bbox="337 1803 862 1902"> <tr> <td data-bbox="337 1803 716 1835"><b>Effective Date</b></td> <td data-bbox="716 1803 862 1835">as of 1/1/05</td> </tr> <tr> <td data-bbox="337 1866 716 1898"><b>Per New Tire</b></td> <td data-bbox="716 1866 862 1898">\$1.75</td> </tr> </table>	<b>Effective Date</b>	as of 1/1/05	<b>Per New Tire</b>	\$1.75						
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Please review the [California Tire Fee](#) publication issued by the California Department of Tax and Fee Administration for more details.

Delivery Obligations

None.

Payment Remittance Information

Remit to Address:  
Deere & Company  
Ag & Turf CBD & Government Sales  
21748 Network Place  
Chicago, IL 60673-1217

## 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
<b>Frontier</b>	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

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.