

## NATIONAL PURCHASING PARTNERS - (NPP) - Lawn and Landscape Equipment

<b>Contract Number:</b>	NPP
<b>Contract Period:</b>	May 1, 2013 – March 31, 2020
<b>Eligibility:</b>	<p>The contract allows for service to NPP 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 NPP Member. John Deere dealers must refer to DealerPath to verify membership before quoting.</li> <li>• Eligible NPP 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 NPP member non-profit agencies are eligible to purchase John Deere equipment on the NPP contract.</li> <li>• <b>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.</b></li> </ul> <p>To become a NPP Member access this link: <a href="http://www.nppgovernment.com/">http://www.nppgovernment.com/</a> or call 877-329-8847 for more details. Also, if needed, the NPP customer service email address is <a href="mailto:customerservice@nppgovernment.com">customerservice@nppgovernment.com</a>.</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> until 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. <a href="#">lick here to enter text</a>.</p>
Allied - Non-John Deere Equipment	<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, 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	Only allowed for the types of schools listed in the <b>Eligibility</b> section above when they are paying in full upfront.												
Demo	Not allowed on this contract.												
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" style="width: 100%;"> <tr> <td style="width: 35%;">• California Tire Fee</td> <td style="width: 45%;">All Motorized Equipment (Bunker Rakes, Mowers, CUT and Ag Tractors, Utility Vehicles and ProGators)</td> <td style="width: 20%; text-align: right;">\$1.75 per New Tire</td> </tr> <tr> <td colspan="3"> <ul style="list-style-type: none"> <li>• <b>Also review Miscellaneous section below</b></li> </ul> </td> </tr> <tr> <td>• Louisiana Waste Tire Fee</td> <td>CUTS and Ag Tractors Utility Vehicles (including ProGators)</td> <td style="text-align: right;">\$10.00 per New Tire \$2.25 per New Tire</td> </tr> <tr> <td>• Mississippi ATV Trauma Fee</td> <td>Utility Vehicles (including ProGators)</td> <td style="text-align: right;">\$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	<ul style="list-style-type: none"> <li>• <b>Also review Miscellaneous section below</b></li> </ul>			• 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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<ul style="list-style-type: none"> <li>• <b>Also review Miscellaneous section below</b></li> </ul>													
• Louisiana Waste Tire Fee	CUTS and Ag Tractors Utility Vehicles (including ProGators)	\$10.00 per New Tire \$2.25 per New Tire											
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Financing	<p>Allowed. The John Deere Municipal Lease or a third party type municipal lease (if applicable) is allowed.</p> <p>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	Municipal leases allowed (entity has full ownership at end of term).												
Multiple Unit Discount	<p>Multiple unit discounts are allowed. The contract discount plus the multiple unit discount equals the total discount. Discounts are based on the following schedule:</p> <p>3-4 units – 1%  5-6 units – 2%  7-8 units – 3%  9 units or more – 4%</p> <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 (provided UV's are on the contract) 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>												

<p>Non-contract - John Deere Equipment</p>	<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.</p> <p>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>				
<p>Rental</p>	<p>Not allowed on this contract.</p>				
<p>Special Delivery Obligations</p>	<p>None.</p>				
<p>Substitutions</p>	<p>Allowed.</p>				
<p>Trade-ins</p>	<p>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>				
<p>Miscellaneous</p>	<p><b>Shipping charges</b>  <b>Alaska and Hawaii: Shipping charges apply.</b>  For deliveries to Alaska or Hawaii, factory freight to the delivering dealer will be paid by the NPP 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 NPP member.</p> <p><b>Continental US:</b> For all other deliveries within the continental US, the equipment will be FOB destination (the NPP member will NOT be charged factory freight to the delivering dealer).</p> <p><b>Tire Fee (per tire)</b>  <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 border="1" data-bbox="342 1444 745 1549"> <tr> <td><b>Effective Date</b></td> <td>as of 1/1/05</td> </tr> <tr> <td><b>Per New Tire</b></td> <td>\$1.75</td> </tr> </table> <p>Please review the <a href="#">California Tire Fee</a> publication issued by the California Department of Tax and Fee Administration for more details.</p>	<b>Effective Date</b>	as of 1/1/05	<b>Per New Tire</b>	\$1.75
<b>Effective Date</b>	as of 1/1/05				
<b>Per New Tire</b>	\$1.75				
<p>Payment Remittance Information</p>	<p>Remit to Address:  Deere &amp; Company  Ag &amp; Turf CBD &amp; Government Sales  21748 Network Place  Chicago, IL 60673-1217</p>				

## Price Structure

Price Page Tabs	Product Descriptions	Discounts off MSRP	Price Page Dates
L25	Lawn Tractors (X300s only) & Equipment	18%	Current
L25	Lawn Tractors (D100s only) & Equipment	0%	Current
L30	Garden Tractors & Equipment	18%	Current
L35	Equipment for Lawn & Garden Tractors	18%	Current
C10	Commercial Walk-Behind Mowers & Equipment	13%	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	17%	Current
C25	Equipment for Compact Utility Tractors	17%	Current
A2	Tractors (5000's)	18%	Current
A2	Tractors (6000-9000)	23%	Current
A3	Combines	23%	Current
A5	Hay & Forage	23%	Current
A6	Tillage	23%	Current
A7	Drills/Air Seeder/Planters	23%	Current

A8	Sprayers	23%	Current
A9	Implements & Equipment	23%	Current
A10	Ag Management Solutions	4%	Current
Frontier	Cutting/Mowing Hay & Forage Landscaping Livestock Material Handling Planting & Seeding Snow Products Tillage Transports	18%	Current
G10	Reel Mowers & Equipment	22%	Current
G15	Special Application Mowers & Equipment	22%	Current
G20	Special Application Vehicles & Equipment	22%	Current
G25	Aeration & Equipment	22%	Current
G30	Debris Maintenance & Equipment	22%	Current

## Contract Updates

April 5, 2019 – Changed contract end date from 31Mar19 to 31Mar20. Discounts were not changed.

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.

March 28, 2018 - Changed contract end date from 31Mar18 to 31Mar19. No other changes were made.

October 19, 2017 - Updated non-profit verbiage.

April 7, 2017 - Changed contract end date from 31Mar2016 to 31Mar2017. Change was effective 1Apr2017. Discounts were not changed.

March 25, 2014 - Updated contract term to March 31, 2017

February 24, 2014 - Added verbiage for delivery charges in the states of Alaska and Hawaii.

June 19, 2013 - Added Multiple Unit Discount (MUD)