

NATIONAL PURCHASING PARTNERS – (NPP) – Utility Vehicles

Contract Number:	PS18010
Contract Period:	June 6, 2018 – June 5, 2021
Eligibility:	<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"> • Entity must be a NPP Member. John Deere dealers must refer to DealerPath to verify membership before quoting. • 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. • Eligible NPP member non-profit agencies are eligible to purchase John Deere equipment on the NPP 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>To become a NPP Member access this link: http://www.nppgovernment.com/ or call 877-329-8847 for more details. Also, if needed, the NPP customer service email address is customerservice@nppgovernment.com.</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	Quotes are valid for 30 days from the creation date of the quote OR 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.
Allied - Non-John Deere Equipment	Allowed as long as the Allied equipment is compatible with the contract equipment being purchased. <u>Items must be clearly labeled on the purchase order or quote as Allied</u> . Allied equipment includes implements, attachments, accessories, bundles or parts requested by the customer to complete the equipment purchase.

Credit Cards	Only allowed for the types of schools listed in the Eligibility 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 Google Maps to calculate the mileage.</p> <p>State Fees:</p> <p>ProGators must be included in the tire fees for utility vehicles.</p> <ul style="list-style-type: none"> • California Tire Fee Utility Vehicles \$1.75 per New Tire <ul style="list-style-type: none"> • Also see Miscellaneous section below • Louisiana Waste Tire Fee Utility Vehicles \$2.25 per New Tire • Mississippi ATV Trauma Fee Utility Vehicles \$50.00 per Vehicle <p>Fees must be clearly labeled on the purchase order or quote.</p>
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 as long as the non-contract Deere equipment is compatible with the contract equipment being purchased. <u>Items must be clearly labeled on the purchase order or quote as Non-contract.</u> Non-contract Deere equipment includes implements, attachments, accessories, bundles, parts, Frontier and Order Zone items requested by the customer to complete the equipment purchase.</p>				
<p>Rental</p>	<p>Not allowed on this contract.</p>				
<p>Special Delivery Obligations</p>	<p>See Miscellaneous below.</p>				
<p>Substitutions</p>	<p>Not allowed on this contract.</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 trade-in value.</p>				
<p>Miscellaneous</p>	<p><u>Shipping charges</u> Alaska and Hawaii: Shipping charges apply. 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>Continental US: 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><u>Tire Fee (per tire)</u> 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> <table border="0" data-bbox="342 1409 745 1514"> <tr> <td>Effective Date</td> <td>as of 1/1/05</td> </tr> <tr> <td>Per New Tire</td> <td>\$1.75</td> </tr> </table> <p>Please review the California Tire Fee publication issued by the California Department of Tax and Fee Administration for more details.</p>	Effective Date	as of 1/1/05	Per New Tire	\$1.75
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Per New Tire	\$1.75				
<p>Payment Remittance Information</p>	<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
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	Implements for Utility Vehicles	13%	Current

Contract Updates

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

February 18, 2019 – Updated fee descriptions for CA Tire Fee, LA Tire Fee and MS ATV Trauma Fee.

September 7, 2018 – Added state fees.