

National Purchasing Partners (NPP) – Landscape Equipment and Utility Vehicles

Contract Number:	PS21030
Contract Period:	April 14, 2021 – April 13, 2024
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 verify membership before quoting. Please include the NPP member number on the dealer quote or the NPP Member's purchase order. Before quoting, please review the NPPGov Membership List to verify eligibility.• Eligible NPP Members include state, city, county, municipal governmental agencies, and non-profit organizations across the nation. <p>Members of the Washington Institutions of Public Higher Education (WIPHE) are also eligible to use this NPP Contract. WIPHE is comprised of universities, community and technical colleges located in Washington. Before quoting, please review the list of WIPHE Members to verify eligibility.</p> <p>To become a NPP Member, call 877-329-8847 for more details or visit the NPPGov website to join.</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.

Contract Details

Delivery Obligations	None.
Fees	<p>Delivery Charge Optional delivery charge of \$4 per loaded mile is allowed for the delivering dealer. Use Google Maps to calculate the mileage.</p> <p>State Fees</p> <ul style="list-style-type: none"> California Tire Fee All Motorized Equipment \$1.75 per New Tire Please review the California Tire Fee publication issued by the California Department of Tax and Fee Administration for more details. California Tire Fee must be included on the Quote or Purchase Order. Sales to American Indians occurring on Indian reservations are exempt from the fee. Louisiana Waste Tire Fee All Tractors \$10.00 per New Tire Utility Vehicles (Including ProGators) \$2.25 per New Tire Mississippi ATV Trauma Fee Utility Vehicles (Including ProGators) \$50.00 per Vehicle <p>Fees must be clearly labeled on the quote or purchase order.</p>
Financing	<p>John Deere Municipal Lease by John Deere Financial Allowed: If the agency rules and guidelines allow. This 12-60-month financial product require payments and enables ownership of the equipment.</p> <p>Government Operating Lease by John Deere Financial Allowed: If the agency rules and guidelines allow. This 24-60-month product requires payments and the equipment is returned to the dealer location at the end of the term.</p> <p>Retail Note Financing by John Deere Financial or Third Party Allowed: If the agency rules and guidelines allow.</p>
Machine Hours	Not Allowed: Due to factory delivery, pre-delivery, inspection, machine setup and installation of attachments, machines may have minimal hours. Machines designated as demos are not allowed.
Manuals	An operator’s manual is included with the delivery of the equipment at no charge.
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>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="354 600 1109 764"> <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>“Like self-propelled products” means 3 or more utility vehicles, 3 or more Ztraks, etc. 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>Allowed: Open-Market items are implements, attachments, accessories, parts and 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>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>Allowed: Open-Market items not available from John Deere but offered by the delivering Dealer 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 & Company Ag & Turf CBD & 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
Turf Equipment			
L21	Residential Zero-Turn-Radius Mowers & Equipment (excludes Z700s)	3%	Current Price
L21	Residential Zero-Turn-Radius Mowers & Equipment (Z700s only)	8%	Current Price
L25	Lawn Tractors (S100s – S240 only) & Equipment	3%	Current Price
L25	Lawn Tractors (X300s only) & Equipment	17%	Current Price
L30	Garden Tractors & Equipment	17%	Current Price
L35	Equipment for Lawn & Garden Tractors	17%	Current Price
C10	Commercial Walk-Behind Mowers & Equipment	22%	Current Price
C13	Commercial Zero-Turn-Radius Mowers & Equipment	22%	Current Price
C15	Commercial Front Mowers & Equipment	22%	Current Price
C18	Commercial Wide Area Mowers & Equipment	22%	Current Price
C20	Compact Utility Tractors & Equipment	17%	Current Price
C21	Equipment for Commercial Mowing Products	22%	Current Price
C25	Equipment for Compact Utility Tractors	17%	Current Price
C39	High Performance Utility Vehicles & Equipment	13%	Current Price
C40	Mid-Size Crossover Utility Vehicles & Equipment	13%	Current Price
C41	Full-Size Crossover Utility Vehicles & Equipment	13%	Current Price
C42	Traditional Utility Vehicles & Equipment	16%	Current Price
C47	HPX Utility Vehicles & Equipment	13%	Current Price
C48	Equipment for Utility Vehicles	13%	Current Price
Golf Equipment			
G10	Reel Mowers & Equipment	23%	Current Price
G15	Special Application Mowers & Equipment	23%	Current Price
G20	Special Application Vehicles & Equipment	23%	Current Price
G25	Aeration & Equipment	23%	Current Price
G30	Debris Maintenance & Equipment	23%	Current Price
G35	Golf Fleet Management	12%	Current Price
Ag Equipment			
A2	Tractors: 5045E, 5055E, 5065E, 5075E	13%	Current Price
A2	Tractors: 5090E, 5090EL, 5100E	18%	Current Price
A2	Tractors: 5000Ms, Rs, GLs, GVs, GNs, MHs and MLs	21%	Current Price
A2	Tractors: 6000 - 9000 Series	23%	Current Price
A3	Combines	21%	Current Price

A4	Cotton	21%	Current Price
A5	Hay & Forage	21%	Current Price
A6	Tillage	21%	Current Price
A7	Planters, Drills & Air Seeder	21%	Current Price
A8	Sprayers	21%	Current Price
A9	Implements & Attachments	23%	Current Price
		Discount same as Tractor's Discount	
A10	Ag Management Solutions (AMS)		Current Price
Frontier Equipment			
Frontier	Cutting & Mowing	17%	Current Price
Frontier	Material Handling	17%	Current Price
Frontier	Landscaping	17%	Current Price
Frontier	Planting & Seeding	17%	Current Price
Frontier	Cotton	17%	Current Price
Frontier	Hay & Forage	17%	Current Price
Frontier	Tillage	17%	Current Price
Frontier	Livestock Equipment	17%	Current Price
Frontier	Snow Products	17%	Current Price

Contract Updates

May 27, 2021 – Updated Fees to reflect American Indians are Exempt from CA Tire Fee. Financing Options Updated.