

## AIR-FORCE NON-APPROPRIATED FUND AGREEMENT

<b>Contract Number:</b>	F41999-16-D-0001
<b>Contract Period:</b>	January 1, 2022 - December 31, 2022
<b>Eligibility:</b>	<p>All AFNAF approved golf courses and all military institutions utilizing non-appropriated funds.</p> <p>John Deere sells products directly to local, state and federal government agencies or via our authorized dealer network. Due to the customer and product support requirements for John Deere products, John Deere does not sell to unauthorized third-party resellers. Additionally, John Deere's authorized dealers are not permitted to sell to resellers.</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	Dealers can charge a delivery fee, but not a set-up fee.		
Fees	State Fees:		
	<ul style="list-style-type: none"> <li>California Tire Fee (Bunker Rakes, Mowers, CUT &amp; Ag Tractors, Utility Vehicles and ProGators)</li> </ul>	<ul style="list-style-type: none"> <li>All Motorized Vehicles</li> </ul>	\$1.75 per New Tire
	<ul style="list-style-type: none"> <li>Louisiana Waste Tire Fee</li> </ul>	<ul style="list-style-type: none"> <li>CUTS and Ag Tractors</li> <li>Utility Vehicles (including ProGators)</li> </ul>	<ul style="list-style-type: none"> <li>\$10.00 per New Tire</li> <li>\$2.25 per New Tire</li> </ul>
	<ul style="list-style-type: none"> <li>Mississippi ATV Trauma Fee</li> </ul>	<ul style="list-style-type: none"> <li>Utility Vehicles (including ProGators)</li> </ul>	\$50.00 per Vehicle

	Fees must be clearly labeled on the purchase order or quote.
Financing	No financing or leasing allowed.
Machine Hours	The contract warrants only the sales of new Agriculture, Turf and Utility Equipment. Due to factory delivery, pre-delivery inspection, machine setup and installation of attachments, machines can have up to five hours.
Manuals	An operator's manual is included with the delivery of the equipment at no charge.
Miscellaneous	Attachments for Field Conversion that are on contract must be purchased with a self-propelled base machine and are not eligible for purchase as separate items on this contract. Customers that would like to purchase Attachments for Field Conversion must contact their local John Deere Dealer or purchase from John Deere as Open Market.
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%</p> <p>5-6 units – 2%</p> <p>7-8 units – 3%</p> <p>9 units or more – 4%</p> <p>Sales of 3 or more like self-propelled products sold on same purchase order are eligible for the multi-unit discount. Self-propelled products must be listed in the same tabbed price book section and included on the same purchase order. Compatible implements sold with such products also qualify for the multi-unit discount, but do not count as a unit.</p>
Open Market Offered by John Deere (listed in the price book)	<p>Allowed: Open-Market items are <b>implements, attachments, accessories, parts and bundles that are not currently on contract</b>, 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>
Open Market Offered by Dealer (not	<p>Allowed. Open-Market items <b>not available from John Deere but offered by the delivering Dealer</b> 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>

listed in the price book)	
Payment and Remittance	Credit card payments are not allowed.  Remit to Address: Deere & Company Ag & Turf CBD & Government Sales 21748 Network Place Chicago, IL 60673-1217
Substitutions	Government Sales must contact AFNAF for approval.
Trade-ins	Allowed. Excluding Utility Vehicles. Government Sales must receive written approval from AFNAF.

## Price Structure

Attachments for Field Conversion that are on contract must be purchased with a self-propelled base machine and are not eligible for purchase as separate items on this contract. Customers that would like to purchase Attachments for Field Conversion must contact their local John Deere Dealer or purchase from John Deere as Open Market.

**Quote current list price if lower than historical list price shown in the price pages below.**

Tabs	Product Descriptions	Discount	Price Page Dates
L25	Lawn Tractors (X300 Series) & Equipment	23.00%	Current Price
L30	Garden Tractors & Equipment	24.00%	Current Price
L35	Equipment for Lawn & Garden Tractors	24.00%	Current Price
C10	Commercial Walk-Behind Mowers & Equipment	27.00%	Current Price
C13	Commercial Zero-Turn-Radius Mowers & Equipment	27.00%	Current Price
C15	Commercial Front Mowers & Equipment	27.00%	Current Price

C18	Commercial Wide Area Mowers & Equipment	27.00%	Current Price
C20	Compact Utility Tractors & Equipment	24.00%	Current Price
C21	Equipment for Commercial Mowing Products	27.00%	Current Price
C25	Equipment for Compact Utility Tractors	24.00%	Current Price
C39	Recreational Utility Vehicles & Equipment	17.00%	Current Price
C40	Mid Duty Crossover Utility Vehicles & Equipment	17.00%	Current Price
C41	Heavy-Duty Crossover Utility Vehicles & Equipment	17.00%	Current Price
C42	Traditional Utility Vehicles & Equipment TS Gator (17%) TE Gator (Temporary discount through 31Dec21) (24%)	17.00%	Current Price
C47	HPX Utility Vehicles & Equipment	17.00%	Current Price
C48	Utility Vehicles and Equipment	17.00%	Current Price
G10	Reel Mowers & Equipment	27.00%	Current Price
G15	Special Application Mowers & Equipment	27.00%	Current Price
G20	Special Application Vehicles & Equipment (TX Turf & ProGators – 25%) (Bunker Rake – 27%)	27.00%	Current Price
G25	Aeration & Equipment	27.00%	Current Price
G30	Debris Maintenance & Equipment	27.00%	Current Price

G35	Fleet Management	14.00%	Current Price
A2	Agricultural Tractors (exclude 5045E, 5055E, 5065E and 5075E)	27.00%	Current Price
A9	Agricultural Products	27.00%	Current Price
A10	AMS	27.00%	Current Price
Frontier	Cotton	17.00%	Current Price
Frontier	Cutting & Mowing	17.00%	Current Price
Frontier	Hay & Forage	17.00%	Current Price
Frontier	Landscaping	17.00%	Current Price
Frontier	Livestock	17.00%	Current Price
Frontier	Material Handling	17.00%	Current Price
Frontier	Planting & Seeding	17.00%	Current Price
Frontier	Snow	17.00%	Current Price
Frontier	Tillage	17.00%	Current Price
Frontier	Spray	17.00%	Current Price

## Contract Updates

January 7, 2022 – Extended contract through December 31, 2022.

January 4, 2021 – Extended contract through December 31, 2021. Changed price pages from historical to current.