

AIR-FORCE NON-APPROPRIATED FUND AGREEMENT

Contract Number:	F41999-16-D-0001
Contract Period:	January 1, 2020 - December 31, 2020
Eligibility:	<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	<p>State Fees:</p> <ul style="list-style-type: none"> <table border="0"> <tr> <td>California Tire Fee</td> <td>All Motorized Vehicles</td> <td>\$1.75 per New Tire</td> </tr> <tr> <td colspan="3">(Bunker Rakes, Mowers, CUT & Ag Tractors, Utility Vehicles and ProGators)</td> </tr> </table> <table border="0"> <tr> <td>Louisiana Waste Tire Fee</td> <td>CUTS and Ag Tractors</td> <td>\$10.00 per New Tire</td> </tr> <tr> <td></td> <td>Utility Vehicles (including ProGators)</td> <td>\$2.25 per New Tire</td> </tr> </table> <table border="0"> <tr> <td>Mississippi ATV Trauma Fee</td> <td>Utility Vehicles (including ProGators)</td> <td>\$50.00 per Vehicle</td> </tr> </table> <p>Fees must be clearly labeled on the purchase order or quote.</p>	California Tire Fee	All Motorized Vehicles	\$1.75 per New Tire	(Bunker Rakes, Mowers, CUT & Ag Tractors, Utility Vehicles and ProGators)			Louisiana Waste Tire Fee	CUTS and Ag 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
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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 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>
Open Market Offered by Dealer (not listed in the price book)	<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>

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.

Tabs	Product Descriptions	Discount	Price Page Dates
L25	Lawn Tractors (X300 Series) & Equipment	23.00%	12Nov18
L30	Garden Tractors & Equipment	24.00%	12Nov18
L35	Equipment for Lawn & Garden Tractors	24.00%	01Nov18
C10	Commercial Walk-Behind Mowers & Equipment	27.00%	01Nov18
C13	Commercial Zero-Turn-Radius Mowers & Equipment	27.00%	12Nov18
C15	Commercial Front Mowers & Equipment	27.00%	01Nov18
C18	Commercial Wide Area Mowers & Equipment	27.00%	01Nov18
C20	Compact Utility Tractors & Equipment	24.00%	01Nov18
C21	Equipment for Commercial Mowing Products	27.00%	01Nov18

C25	Equipment for Compact Utility Tractors	24.00%	12Nov18
C39	Recreational Utility Vehicles & Equipment	17.00%	01Nov18
C40	Mid Duty Crossover Utility Vehicles & Equipment	17.00%	06Mar19
C41	Heavy-Duty Crossover Utility Vehicles & Equipment	17.00%	11Mar19
C42	Traditional Utility Vehicles & Equipment TS Gator (17%) TE Gator (Temporary discount through 31Dec19) (24%)	17.00%	04Mar19
C45	Military Utility Vehicle (A1) & Equipment	24.00%	04Mar19
C47	HPX Utility Vehicles & Equipment	17.00%	19Mar19
C48	Utility Vehicles and Equipment	17.00%	04Mar19
G10	Reel Mowers & Equipment	27.00%	12Nov18
G15	Special Application Mowers & Equipment	27.00%	02Nov18
G20	Special Application Vehicles & Equipment (TX Turf & ProGators – 25%) (Bunker Rake – 27%)	27.00%	01Nov18
G25	Aeration & Equipment	27.00%	01Nov18
G30	Debris Maintenance & Equipment	27.00%	01Nov18
G35	Fleet Management	14.00%	01Nov18
A2	Agricultural Tractors	27.00%	12Apr19

(exclude 5045E, 5055E, 5065E and 5075E)

A9	Agricultural Products	27.00%	01Apr19
A10	AMS	27.00%	23Apr19
Frontier	Cotton	17.00%	01Nov18
Frontier	Cutting & Mowing	17.00%	01Nov18
Frontier	Hay & Forage	17.00%	01Nov18
Frontier	Landscaping	17.00%	01Nov18
Frontier	Livestock	17.00%	01Nov18
Frontier	Material Handling	17.00%	01Nov18
Frontier	Planting & Seeding	17.00%	01Nov18
Frontier	Snow	17.00%	01Nov18
Frontier	Tillage	17.00%	01Nov18
Frontier	Spray	17.00%	01Nov18

Contract Updates

January 2, 2020 – Extended contract for one year.

October 11, 2019 – Updated price pages C13, G20, all UV price pages and AG price pages to align with GSA.

June 12, 2019 – Updated discounts for C20, C42 and G&T to align with GSA.

February 26, 2019 – Updated LA UV Tire Fee from \$2.00 to \$2.25.

January 2, 2019 – Extended contract and updated price pages.

September 17, 2018 – Added state fees.

April 11, 2018 - Updated price page tabs C40 and C41. Added price page tab C48.

March 9, 2018 - Removed A3 Military Gator, 5045E, 5055E, 5065E and 5075E from contract.