



JOHN DEERE

Sourcewell (previously NJPA)

Contract Number: 032515-JDC

Contract Period: July 19, 2015 – May 18, 2020

Eligibility: Sourcewell cooperative members; state and local governments, public and private accredited schools, as well as public serving non-profit agencies.

[Sourcewell Member Search](#)

[Join Sourcewell](#)

States with
Participating
Addendums:

Delaware, Maryland, Mississippi, Missouri DOT, New York

Do NOT use the following contract details as there may be distinctions for each state adoption. Please go directly to the state listing that references Sourcewell.

Quotes and Purchase Orders:

Quote generation and customer Purchase Order processing are handled by the direct-selling dealer that has been approved by the John Deere Construction Retail Sales (JDCRS) office. Approval for dealer-direct selling requires agreement to uphold the **Sourcewell** Terms and Conditions and to facilitate contract compliance as needed. Dealership must submit a signed agreement to JDCRS and receive approval from JDCRS prior to selling direct. Verify current eligibility to sell direct by following the link provided below:

[CE Direct Selling Approved Dealer List](#)

If not an approved direct-selling dealer, contact the JDCRS Account Manager to sign up for maximum benefit:

Division 3 (Mostly Southeastern U.S.) Adam Holdt, (309) 314-7344

Division 4 (Northeastern U.S. and all of Canada) Scott Metzdorf, (309)765-0294

Division 5 (Northwest/West/Southwest) Kent Hoffman, (309)765-0282

Contract Details

Quotes

Quotes are valid for 30 days from the creation date.



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Allied (non-Deere)	Allowed, can only be sold with a contract item. Allied items are 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.
Credit Cards	Allowed with a 3% processing surcharge added to the sales price.
Special Delivery Obligations	FOB Destination, Freight Prepaid and Added. Factory to dealer freight and dealer to customer freight are to be quoted and invoiced to the customer.
Fees	Dealer quotes; non-factory items, installs, PDI, and local delivery. Dealer provides customer walk around at time of delivery free of charge. Dealer margin is 7% MDP for CE products. Sourcewell has a 1% admin fee based on contract item selling price (not dealer items).
Financing	A John Deere Municipal Lease grants full ownership at the end of the lease term. Arrangements are made between the dealer and John Deere Financial. Notice of lease/provider must appear on the quote and customer purchase order. Operating Leases: If the selling dealer is not authorized to sell direct on the John Deere Construction Retail Sales (JDCRS) contract, operating leases are not allowed . If the dealer is trained and authorized to sell direct on the JDCRS contract and the PO is written to the dealer, operating leases are allowed at the discretion of the dealer/financing company.
Multiple Unit Discount	Following additional discount applies to: like/self-propelled machines, placed at the same time, and on the same purchase order. 5-7 Units 1% 8-14 Units 2% 15-30 Units 3%
Non-contract (Deere)	Allowed, can only be sold with a contract item. Non-contract items are John Deere manufactured products, attachments, accessories, parts or bundles that are not on contract, but are requested by the customer to complete the purchase of John Deere equipment awarded on contract.



Rental	Not allowed on this contract.
Substitution	Not allowed on this contract.
Trade-in	Allowed, trade-in items must be clearly labeled on the quote and customer purchase order as "Trade-in". Dealer determines the trade-in value for customer consideration.
Demo	Product demonstrations are not required under this contract, but should be arranged by dealer, where applicable, as they are very beneficial for customer awareness of product.
Miscellaneous	States with sales and use tax; Alaska, Arizona, Arkansas, California (also has Tire Tax), Hawaii, Minnesota, South Carolina, Washington. Obtain exemption certificate, if applicable, for your file.
Remittance Information	Specify remittance address on your invoice if your dealership is authorized to sell direct under Sourcewell.

Equipment and Discounts

John Deere Model	Product Descriptions (click model links for machine specs)	Discount off MSRP	Price Page Dates
Articulated Dump Trucks			
<u>260E</u>	260E ADT / 321 HP / 53,334 lbs. Payload / 19.6 cu yd. Heaped Capacity	30%	03Jan2020
<u>310E</u>	310E ADT / 354 HP / 62,005 lbs. Payload / 22.9 cu yd. Heaped Capacity	30%	03Jan2020
<u>370E</u>	370E ADT / 422 HP / 74,139 lbs. Payload / 26.8 cu yd. Heaped Capacity	30%	03Jan2020



<u>410E</u>	410E ADT / 443 HP / 82,157 lbs. Payload / 29.7 cu yd. Heaped Capacity	30%	03Jan2020
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<u>460E</u>	460E ADT / 481 HP / 92,195 lbs. Payload / 33.4 cu yd. Heaped Capacity	30%	03Jan2020
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Backhoes

<u>310L EP</u>	310L EP Backhoe / 71 HP / 15,880 lbs. Weight / 14'0" Dig	47%	10Jan2020
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<u>310L</u>	310L Backhoe / 93 HP / 16,119 lbs. Weight / 14'0" Dig	47%	10Jan2020
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<u>310SL</u>	310SL Backhoe / 100 HP / 17,692 lbs. Weight / 14'3" Dig	47%	10Jan2020
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<u>310SL HL</u>	310SL HL Backhoe / 110 HP / 18,811 lbs. Weight / 14'10" Dig	47%	10Jan2020
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<u>315SL</u>	315SL Backhoe Loader / 99 HP / 17,554 lbs. Weight / 13' 8" Dig	47%	10Jan2020
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<u>410L</u>	410L Backhoe / 113 HP / 19,463 lbs. Weight / 15'10" Dig	44%	10Jan2020
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<u>710L</u>	710L Backhoe / 148 HP / 27,033 lbs. Weight / 17'3" Dig	44%	10Jan2020
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Crawler Dozers

<u>450K</u>	450K Dozer / 80 HP / 17,510 - 18,752 lbs. Weight / 86" Track on Ground	30%	03Jan2020
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<u>550K</u>	550K Dozer / 92 HP / 19,640 - 20,622 lbs. Weight / 92" Track on Ground	30%	03Jan2020
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<u>650K</u>	650K Dozer / 104 HP / 19,949 - 20,974 lbs. Weight / 92" Track on Ground	30%	03Jan2020
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<u>700K</u>	700K Dozer / 130 HP / 30,275 - 31,290 lbs. Weight / 102" Track on Ground	30%	07Jan2020
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700L New Model	700L Dozer / 135 HP / 30,900 lbs. Weight / 103" Track on Ground	26%	19Feb2020
<u>750K</u>	750K Dozer / 165 HP / 34,527 - 37,745 lbs. Weight / 102" Track on Ground	30%	10Jan2020
750L New Model	750L Dozer / 175 HP / 38,076 lbs. Weight / 122" Track on Ground	25%	17Feb2020
<u>850K</u>	850K Dozer / 205 HP / 43,818 - 48,005 lbs. Weight / 109" Track on Ground	30%	22Aug2019
<u>850L</u>	850L Dozer / 225 HP / 47,578 - 51,365 lbs. Weight / 130" Track on Ground	28%	03Jan2020
<u>950K</u>	950K Dozer / 265 HP / 65,300-73,700 lbs. Weight / 126" Track on Ground	31%	10Jan2020
<u>1050K</u>	1050K Dozer / 350 HP / 94,300 - 95,000 lbs. Weight / 134.6" Track on Ground	31%	10Jan2020

Crawler Loaders

<u>655K</u>	655K Crawler / 145 HP / 40,614 lbs. Weight / 2.4 cu yds. Heaped Capacity	30%	03Jan2020
<u>755K</u>	755K Crawler / 190 HP / 45,178 lbs. Weight / 3.2 cu yds. Heaped Capacity	30%	03Jan2020

Excavators

<u>75G FT4</u>	75G Excavator / 56.9 HP / 18,221 lbs. Weight / 13'6" Dig	34%	03Jan2020
<u>85G FT4</u>	85G Excavator / 56.9 HP / 18,821 lbs. Weight / 13'1" Dig	34%	03Jan2020
<u>130G FT4</u>	130G Excavator / 98 HP / 31,604 lbs. Weight / 19'9" Dig	36%	03Jan2020



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<u>135G FT4</u>	135G Excavator / 101 HP / 31,500 lbs. Weight / 20'6" Dig	36%	03Jan2020
<u>160G LC FT4</u>	160G LC Excavator / 121 HP / 39,526 lbs. Weight / 21'4" Dig	37%	03Jan2020
<u>180G LC FT4</u>	180G LC Excavator / 121 HP / 45,170 lbs. Weight / 23'2" Dig	38%	03Jan2020
<u>190GW FT4</u>	190GW Excavator / 173 HP / 43,431 lbs. Weight / 19'2" Dig	46%	03Jan2020
<u>210G LC FT4</u>	210G LC Excavator / 159 HP / 51,940 lbs. Weight / 21'11" Dig	36%	03Jan2020
<u>245G LC FT4</u>	245G LC Excavator / 159 HP / 57,800 lbs. Weight / 21'9" Dig	37%	03Jan2020
<u>250G LC FT4</u>	250G LC Excavator / 188 HP / 57,800 lbs. Weight / 25'0" Dig	34%	03Jan2020
<u>300G LC FT4</u>	300G LC Excavator / 223 HP / 68,674 lbs. Weight / 25' 10" Dig	34%	03Jan2020
<u>345G LC FT4</u>	345G LC Excavator / 249 HP / 80,788 lbs. Weight / 24' 10" Dig	30%	03Jan2020
<u>350G LC FT4</u>	350G LC Excavator / 271 HP / 78,550 lbs. Weight / 26' 10" Dig	34%	03Jan2020
<u>380G LC FT4</u>	380G LC Excavator / 271 HP / 83,992 lbs. Weight / 26' 10" Dig	34%	03Jan2020
<u>470G LC FT4</u>	470G LC Excavator / 367 HP / 112,916 lbs. Weight / 29' 11" Dig	34%	03Jan2020
<u>670G LC FT4</u>	670G LC Excavator / 463 HP / 154,103 lbs. Weight / 32' 11" Dig	34%	03Jan2020
<u>870G LC FT4</u>	870G LC Excavator / 512 HP / 188,716 lbs. Weight / 39'11" Dig	34%	03Jan2020

Forestry Machines

<u>640L</u>	640L Skidder/ 237 HP/ 36,787 lbs. Weight/Max Grapple Capacity N/A	26%	06Sep2018
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<u>648L II</u>	648L II Skidder/ 237 HP/ 42,159 lbs. Weight/ Max Grapple Capacity 17.5 sq ft	24%	20Aug2018
<u>859M</u>	859M Tracked Feller Buncher/ 300 HP/ 79,510 lbs. Weight/ 27.10 ft. Max Boom Reach	22%	03Jan2020
<u>1910G</u>	1910G Forwarder/ 268 HP/ 42,990 lbs. Weight/ 27.9 ft. Max Boom Reach	30%	03Jan2020
<u>2156G</u>	2156G Swing Machine/ 164 HP/ 68,083 lbs. Weight/ 54,857 lbs. Swing Torque	29%	03Jan2020
<u>2654G</u>	2654G Swing Machine/ 194 HP/ 73,353 lbs. Weight/ 79,560 lbs. Swing Torque	34%	03Jan2020
<u>2656G</u>	2656G Swing Machine/ 194 HP/ 79,200 lbs. Weight/ 79,560 lbs. Swing Torque	31%	03Jan2020

Motor Graders

<u>620G/GP</u>	620G/GP Grader / 215 HP/ 40,350 lbs. Weight / 31,066 lbs. Blade Pull	42%	13Jan2020
<u>622G/GP</u>	622G GP Grader / 225 HP/ 42,060 lbs. Weight / 45,000 lbs. Blade Pull	42%	13Jan2020
<u>670G/GP</u>	670G/GP Grader / 235 HP/ 42,340 lbs. Weight / 34,173 lbs. Blade Pull	42%	13Jan2020
<u>672G/GP</u>	672G GP Grader / 255 HP / 44,040 lbs. Weight / 49,500 lbs. Blade Pull	42%	13Jan2020
<u>770G/GP</u>	770G/GP Grader / 255 HP / 42,760 lbs. Weight / 34,173 lbs. Blade Pull	45%	13Jan2020
<u>772G/GP</u>	772G GP Grader / 275 HP / 44,570 lbs.- Weight / 49,500 lbs. Blade Pull	45%	13Jan2020



<u>870G/GP</u>	870G/GP Grader / 280 HP / 44,760 lbs. Weight / 34,173 lbs. Blade Pull	44%	13Jan2020
<u>872G/GP</u>	872G/GP Grader / 300 HP / 46,710 lbs. Weight / 40,500 lbs. Blade Pull	44%	13Jan2020

Wheel Loaders

<u>444K</u>	444K 4WD Loader / 124 HP / 25,022 lbs. Weight / 2.0-4 CY Capacity	41%	13Sep2019
<u>444L</u>	444L 4WD Loader / 124 HP / 25,814 lbs. Weight / 2.5-4.5 CY Capacity	37%	03Jan2020
<u>524K II</u>	524K II 4WD Loader / 130 HP / 27,928 lbs. Weight / 2.5-4.5 CY Capacity	43%	08Jan2018
<u>524L</u>	524L 4WD Loader / 152 HP / 28,931 lbs. Weight / 2.5-4.0 CY Capacity	41%	03Jan2020
<u>544K II</u>	544K II 4WD Loader / 163 HP / 29,138 lbs. Weight / 2.75-5.25 CY Capacity	43%	08Jan2018
<u>544L</u>	544L 4WD Loader / 166 HP / 30,520 lbs. Weight / 2.5-4.5 CY Capacity	41%	03Jan2020
<u>624K II</u>	624K II 4WD Loader / 186 HP / 34,717 lbs. Weight / 3.5-5.25 CY Capacity	43%	08Jan2018
<u>624L</u>	624L 4WD Loader / 192 HP / 34,715 lbs. Weight / 3.0-5.25 CY Capacity	41%	03Jan2020
<u>644K</u>	644K 4WD Loader / 232 HP / 41,188 lbs. Weight / 4.0-4.25 CY Capacity	42%	13Sep2019
<u>644L</u>	644L 4WD Loader / 249 HP / 41,571 lbs. Weight / 4.0-4.75 CY Capacity	37%	03Jan2020



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<u>644K Hybrid</u>	644K HYB 4WD Loader / 229 HP / 40,436 lbs. Weight / 4.0-4.25 CY Capacity	42%	13Sep2019
<u>644L Hybrid</u>	644L HYB 4WD Loader / 231 HP / 41,571 lbs. Weight / 4.0-4.75 CY Capacity	37%	03Jan2020
<u>724K</u>	724K 4WD Loader / 264 HP / 48,988 lbs. Weight / 4.0-4.75 CY Capacity	43%	13Sep2019
<u>724L</u>	724L 4WD Loader / 268 HP / 43,707 lbs. Weight / 4.0-5.0 CY Capacity	39%	03Jan2020
<u>744K II</u>	744K II 4WD Loader / 303 HP / 55,905 lbs. Weight / 5.25-5.75 CY Capacity	41%	03Apr2019
<u>744L</u>	744L 4WD Loader / 316 HP / 57,086 lbs. Weight / 5.25-5.85 CY Capacity	38%	03Jan2020
<u>824K II</u>	824K II 4WD Loader / 333 HP / 59,260 lbs. Weight / 6.0-6.75 CY Capacity	41%	03Apr2019
<u>824L</u>	824L 4WD Loader / 343 HP / 61,685 lbs. Weight / 6.0-6.75 CY Capacity	38%	03Jan2020
<u>844K III</u>	844K III 4WD Loader / 380 HP / 74,534 lbs. Weight / 7.25 CY Capacity	41%	03Apr2019
<u>844L</u>	844L 4W Loader / 417 HP / 76,670 lbs. Weight / 6.3-8.0 CY Capacity	38%	03Jan2020
<u>844K III AH</u>	844K III AH 4WD Loader / 380 HP / 80,052 lbs. / 9.3-9.8 CY Capacity	41%	03Apr2019
<u>844L AH</u>	844L AH 4WD Loader / 429 HP / 80,052 lbs. / 9.3-9.8 CY Capacity	38%	03Jan2020



<u>944K</u>	944K HYB 4WD Loader / 536 HP / 117,947 lbs. Weight / 8.5-10 CY Capacity	41%	03Jan2020
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Tractor Loaders

<u>210L EP</u>	210L EP Tractor Loader / 69 HP / 10,569 lbs. Weight / 8,245 lbs. Breakout	40%	03Jan2020
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<u>210L</u>	210L Tractor Loader / 93 HP / 11,326 lbs. Weight / 8,245 lbs. Breakout	40%	03Jan2020
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Contract Updates:

15 Dec 2017 - Added new 190GW FT4 and update price page dates.

14 Mar 2018 - Added new models (345G LC FT4), removed old models (605K, 344K) and update price pages.

12 Jun 2018 - NJPA change name to Sourcewell.

17 Aug 2018 - Added new models (524L, 544L, 624L). Removed models (344K and 605K). Price increase (655K, 755K and 2654G) and update price pages.

07 Feb 2019 - Updated Price Page dates.

16 Apr 2019 - Added state Participating Addendum guidance

12 Jul 2019 - Added new models(850L, 744L, 824L, 844L, 844L AH, 2156G, 2656G, 859M and 648L II), removed old models(524K II, 544K II, 624K II and AX230W-5) and update price pages.

05 Sep 2019 - Updated Operating Lease verbiage.

14 Nov 2019 - Added(524K II, 544K II, 624K II). Increased discounts on 850L, 524L, 544L, 624L, 744L, 824L, 844L, 844L AH. Adjusted pricing(1910G and 2156G) and update price page dates.

15 Jan 2020 - Price increase on most current models and update price page dates on current models.

28 Feb 2020 - Added 700L, 750L, 444L, 644L, 644L H, 724L.