

Sourcewell

Contract Number:	032119-JDC
Contract Period:	May 1, 2020 – May 13, 2023
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, Mississippi, and Nevada can use 032119-JDC as they have adopted same. Maryland, New York, and Washington Do NOT use the following contract details as there are distinctions for each state adoption. Please contact your Account Manager noted below for further guidance.

Quotes and Purchase Orders:

Quote generation and customer Purchase Order processing are handled by the direct-selling dealer with approved by John Deere Construction Retail Sales (JDCRS). 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 contacting your JDCRS Account Manager noted below.

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

Division 3 (Mostly Southeastern U.S.) Jeff Ellis, (309)236-3407
 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)	<p>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.</p>						
Special Delivery Obligations	<p>FOB Destination, Freight Prepaid and Added. Factory to dealer freight and dealer to customer freight are to be quoted and invoiced to the customer.</p>						
Fees	<p>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 0.5% admin fee based on contract item selling price (not dealer items).</p>						
Financing	<p>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.</p> <p>Operating Leases: If the selling dealer is not authorized to sell direct on the John Deere Construction Retail Sales (JDCRS) contract, operating leases are <u>not allowed</u>. 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.</p>						
Multiple Unit Discount	<p>Following additional discount applies to: like/self-propelled machines, placed at the same time, and on the same purchase order.</p> <table data-bbox="454 1365 682 1554"> <tr> <td>5-7 Units</td> <td>1%</td> </tr> <tr> <td>8-14 Units</td> <td>2%</td> </tr> <tr> <td>15-30 Units</td> <td>3%</td> </tr> </table>	5-7 Units	1%	8-14 Units	2%	15-30 Units	3%
5-7 Units	1%						
8-14 Units	2%						
15-30 Units	3%						
Non-contract (Deere)	<p>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.</p>						
Rental	<p>Not allowed on this contract.</p>						

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			
260E	260E ADT/ 321 HP / 53,334 lbs. Payload / 19.6 cu yd. Heaped Capacity	33%	05Aug2021
310E	310E ADT / 354 HP / 62,005 lbs. Payload / 22.9 cu yd. Heaped Capacity	33%	05Aug2021
410E-II	410E-II ADT/ 443 HP / 82,157 lbs. Payload / 29.7 cu yd. Heaped Capacity	32%	05Aug2021
460E-II	460E-II ADT / 481 HP / 92,195 lbs. Payload / 33.4 cu yd. Heaped Capacity	30%	05Aug2021

Backhoes

<u>310L EP</u>	310L EP Backhoe / 71 HP / 15,880 lbs. Weight / 14'0" Dig	45%	05Aug2021
<u>310L</u>	310L Backhoe / 93 HP / 16,119 lbs. Weight / 14'0" Dig	46%	05Aug2021
<u>310SL</u>	310SL Backhoe / 100 HP / 17,692 lbs. Weight / 14'3" Dig	46%	05Aug2021
<u>310SL HL</u>	310SL HL Backhoe / 110 HP / 18,811 lbs. Weight / 14'10" Dig	46%	05Aug2021
<u>315SL</u>	315SL Backhoe Loader / 99 HP / 17,554 lbs. Weight / 13' 8" Dig	46%	05Aug2021
<u>410L</u>	410L Backhoe / 113 HP / 19,463 lbs. Weight / 15'10" Dig	44%	05Aug2021
<u>710L</u>	710L Backhoe / 148 HP / 27,033 lbs. Weight / 17'3" Dig	43%	05Aug2021

Crawler Dozers

<u>450K</u>	450K Dozer / 80 HP / 17,510 - 18,752 lbs. Weight / 86" Track on Ground	29%	05Aug2021
<u>550K</u>	550K Dozer / 92 HP / 19,640 - 20,622 lbs. Weight / 92" Track on Ground	29%	05Aug2021
<u>650K</u>	650K Dozer / 104 HP / 19,949 - 20,974 lbs. Weight / 92" Track on Ground	29%	05Aug2021
<u>700L</u>	700L Dozer / 135 HP / 30,900 lbs. Weight / 103" Track on Ground	26%	05Aug2021
<u>750L</u>	750L Dozer / 175 HP / 38,076 lbs. Weight / 122" Track on Ground	25%	05Aug2021
<u>850L</u>	850L Dozer / 225 HP / 47,578 - 51,365 lbs. Weight / 130" Track on Ground	28%	05Aug2021