

**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, Maryland, Mississippi, Missouri DOT, New York

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.) 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.**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 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 8% MDP for CWP products.  
Sourcewell has a 0.5% 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.<br>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**

| <b>John Deere Model</b>    | <b>Product Descriptions (click model links for machine specs)</b> | <b>Discounts off MSRP</b> | <b>Price Page Dates</b> |
|----------------------------|---|---------------------------|-------------------------|
| <b>Compact Excavators</b>  |   |                           |                         |
| <a href="#"><u>17G</u></a> | 17G Excavator / 14.5 HP / 7'2" Dig / 3,790 lbs. Weight            | 29%                       | 03Jan2020               |
| <a href="#"><u>26G</u></a> | 26G Excavator / 20.0 HP / 8'6" Dig / 6,110 lbs. Weight            | 29%                       | 03Jan2020               |
| <a href="#"><u>30G</u></a> | 30G Excavator / 23.0 HP / 9'2" Dig / 7,220 lbs. Weight            | 29%                       | 03Jan2020               |
| <a href="#"><u>35G</u></a> | 35G Excavator / 23.3 HP / 10'0" Dig / 7,760 lbs. Weight           | 29%                       | 03Jan2020               |
| <a href="#"><u>50G</u></a> | 50G Excavator / 35.9 HP / 11'7" Dig / 10,847 lbs. Weight          | 29%                       | 03Jan2020               |

|            |  |     |           |
|------------|--|-----|-----------|
| <u>60G</u> | 60G Excavator / 53.0 HP / 12'4" Dig / 13,547 lbs. Weight | 29% | 03Jan2020 |
|------------|--|-----|-----------|

**Compact Track Loaders**

|             |  |     |           |
|-------------|--|-----|-----------|
| <u>317G</u> | 317G Compact Track / 61.0 HP / 2,125 lbs. Capacity / 4,250 lbs. Breakout | 32% | 03Jan2020 |
|-------------|--|-----|-----------|

|             |  |     |           |
|-------------|--|-----|-----------|
| <u>325G</u> | 325G Compact Track / 74.0 HP / 2,590 lbs. Capacity / 6,000 lbs. Breakout | 32% | 03Jan2020 |
|-------------|--|-----|-----------|

|             |   |     |           |
|-------------|---|-----|-----------|
| <u>331G</u> | 331G Compact Track / 88.5 HP / 3,100 lbs. Capacity / 10,325 lbs. Breakout | 32% | 03Jan2020 |
|-------------|---|-----|-----------|

|             |   |     |           |
|-------------|---|-----|-----------|
| <u>333G</u> | 333G Compact Track / 96.6 HP / 3,700 lbs. Capacity / 13,750 lbs. Breakout | 32% | 03Jan2020 |
|-------------|---|-----|-----------|

**Skid Steer Loaders**

|              |  |     |           |
|--------------|--|-----|-----------|
| <u>312GR</u> | 312GR Skid Steer / 48.0 HP / 1,550 lbs. Capacity / 3,700 lbs. Breakout Force | 32% | 03Jan2020 |
|--------------|--|-----|-----------|

|             |   |     |           |
|-------------|---|-----|-----------|
| <u>314G</u> | 314G Skid Steer / 48.0 HP / 1,760 lbs. Capacity / 3,500 lbs. Breakout Force | 32% | 03Jan2020 |
|-------------|---|-----|-----------|

|              |  |     |           |
|--------------|--|-----|-----------|
| <u>316GR</u> | 316GR Skid Steer / 61.0 HP / 1,750 lbs. Capacity / 4,000 lbs. Breakout Force | 32% | 03Jan2020 |
|--------------|--|-----|-----------|

|             |   |     |           |
|-------------|---|-----|-----------|
| <u>318G</u> | 318G Skid Steer / 61.0 HP / 1,945 lbs. Capacity / 4,250 lbs. Breakout Force | 32% | 03Jan2020 |
|-------------|---|-----|-----------|

|             |   |     |           |
|-------------|---|-----|-----------|
| <u>320G</u> | 320G Skid Steer / 69.0 HP / 2,190 lbs. Capacity / 4,200 lbs. Breakout Force | 32% | 03Jan2020 |
|-------------|---|-----|-----------|

|             |   |     |           |
|-------------|---|-----|-----------|
| <u>324G</u> | 324G Skid Steer / 70.0 HP / 2,690 lbs. Capacity / 6,000 lbs. Breakout Force | 32% | 03Jan2020 |
|-------------|---|-----|-----------|

|             |   |     |           |
|-------------|---|-----|-----------|
| <u>330G</u> | 330G Skid Steer / 88.5 HP / 3,000 lbs. Capacity / 7,600 lbs. Breakout Force | 32% | 03Jan2020 |
|-------------|---|-----|-----------|

|             |   |     |           |
|-------------|---|-----|-----------|
| <u>332G</u> | 332G Skid Steer / 96.6 HP / 3,600 lbs. Capacity / 9,250 lbs. Breakout Force | 32% | 03Jan2020 |
|-------------|---|-----|-----------|

**Wheel Loaders (4WD Compact)**



**JOHN DEERE**

|             |   |     |           |
|-------------|---|-----|-----------|
| <u>204L</u> | 204L / 61.0 HP / 11,806 lbs. Weight / 1.0-1.4 CY Capacity | 28% | 03Jan2020 |
| <u>244L</u> | 244L / 71.0 HP / 12,258 lbs. Weight / 1.0 CY Capacity     | 28% | 03Jan2020 |
| <u>304L</u> | 304L / 65.0 HP / 12,778 lbs. Weight / 1.0-2.1 CY Capacity | 28% | 03Jan2020 |
| <u>324L</u> | 324L / 74.0 HP / 14,110 lbs. Weight / 1.4 CY Capacity     | 28% | 03Jan2020 |
| <u>344L</u> | 344L / 103.0 HP / 19,553 lbs. Weight / 2.0 CY Capacity    | 28% | 03Jan2020 |

**Attachments**

|                                 |  |     |           |
|---------------------------------|--|-----|-----------|
| <u>Worksite Pro Attachments</u> | John Deere Worksite Pro Attachments and Implements are on contract as standalone items | 20% | 03Jan2020 |
|---------------------------------|--|-----|-----------|

**Contract updates:**

1 May 2020 – New Contract