

Sourcewell – formally National Joint Powers Alliance (NJPA):

Grounds Maintenance Equipment, Attachments, Accessories & Related Services

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Contract Number:	062117-DAC
Contract Period:	June 15, 2018 - August 18, 2021
Eligibility:	<p>The contract allows for service to Sourcewell Member agencies in all provinces.</p> <p>The following eligibility requirements must be met:</p> <ul style="list-style-type: none"> • Entity must be a Sourcewell Member. John Deere dealers must refer to DealerPath to verify membership before quoting. Please include the Sourcewell member number on the dealer quote or on the Sourcewell Member's purchase order. • Eligible Sourcewell Members are provincial, city, county, municipal or local tax-supported governmental agencies, turnpikes, airports, housing authorities, electric cooperatives, water cooperatives, K-12 public school systems, public and private higher education facilities such as colleges and universities, public and volunteer fire departments, public or non-profit museums, libraries and zoos. • Eligible Sourcewell Member non-profit agencies are eligible to purchase John Deere equipment on the Sourcewell contract. <p>To become a Sourcewell Member you can call 888-894-1930 for more details or visit the Sourcewell website to complete an application.</p>

Quotes and Purchase Orders:

To obtain a quote, contact your local [John Deere Dealer](#).

Your local John Deere Dealer will provide a quote based off the negotiated contract with Sourcewell. They will be responsible for ordering and invoicing to the Sourcewell member.

Contract Details

Quotes	<p>Quotes are valid for 30 days from the creation date of the quote. All quotes created in JDQ2 have creation and expiration dates on the upper right hand corner of the first quote page for your convenience.</p> <p>Quotes will be in Canadian dollars. Manufacturer Suggested Retail price (MSRP) in Canada does fluctuate with the CA/US exchange rate.</p>						
Allied (Non-Deere)	<p>Allowed. Allied equipment may only be sold in connection with the sale of a contract item. Items must be clearly labeled on the purchase order or quote as Allied</p> <p>Allied items are Order Zone 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>						
Demo	<p>Not allowed on this contract.</p>						
Fees	<p>A non-taxable optional delivery charge of \$2.49 per loaded km is allowed for the delivering dealer. If charged, the fee must appear on the quote or purchase order. Use Google maps to calculate the mileage.</p>						
Financing	<p>Financing is available on approved credit from John Deere Financial for both Installment and lease financing.</p>						
Multiple Unit Discount	<p>Multiple unit discounts are permitted. The contract discount plus the multiple unit discount equals the total discount. Discounts are based on the following schedule:</p> <table border="1" data-bbox="440 1486 862 1787"> <thead> <tr> <th data-bbox="440 1486 553 1524">Quantity</th> <th data-bbox="634 1486 862 1524">Additional Discount</th> </tr> </thead> <tbody> <tr> <td data-bbox="440 1587 496 1625">3-4</td> <td data-bbox="634 1587 675 1625">1%</td> </tr> <tr> <td data-bbox="440 1688 496 1726">5-6</td> <td data-bbox="634 1688 675 1726">2%</td> </tr> </tbody> </table>	Quantity	Additional Discount	3-4	1%	5-6	2%
Quantity	Additional Discount						
3-4	1%						
5-6	2%						

	<p>7-8 3%</p> <hr/> <p>9 units or more 4%</p> <hr/> <p>Sales of 3 or more like self-propelled products sold on the same purchase order are eligible for the multi-unit discount. Self-propelled products, with the exception of our utility vehicles, must be listed in the same tabbed price book section. Compatible implements sold with such products also qualify for the multi-unit discount but do not count as a unit.</p> <p>Frontier Equipment is excluded from the Multiple Unit Discount.</p>
Non-Contract (Deere)	<p>Allowed. Non-contract equipment may only be sold in connection with the sale of a contract item. Items must be clearly labeled on the purchase order or quote as Non-Contract.</p> <p>Non-contract items are John Deere manufactured Order Zone products, implements, attachments, accessories, parts or 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>
Rental	Not allowed on this contract.
Special Delivery Obligations	None.
Substitutions	Not allowed on this contract.
Trade-Ins	Allowed. Items must be clearly labeled on the purchase order or quote as Trade-In. The agency and the dealer determine the trade-in value.
Miscellaneous	<p>For deliveries within Canada, the equipment will be FOB destination (the Sourcewell member will NOT be charged factory freight to the delivering dealer).</p> <p>Purchases in provinces with a Tire fee (eg Ontario Tire stewardship fee) will include that fee as a separate line item on the quote or purchase order.</p>

Price Structure

****Please include the Sourcewell member number on the dealer quote or on the Sourcewell Member's purchase order.****

Price Page Tabs	Product Descriptions	Discounts off MSRP	Price Page Dates
L21	Residential Zero-Turn-Radius Mowers & Equipment	0%	Current
L25	Lawn Tractors (D100's only) & Equipment	0%	Current
L25	Lawn Tractors (X300s only) & Equipment	18%	Current
L30	Garden Tractors & Equipment	18%	Current
L35	Equipment for Lawn & Garden Tractors	18%	Current
C10	Commercial Walk-Behind Mowers & Equipment	23%	Current
C13	Commercial Walk-Behind Mowers & Equipment	23%	Current
C15	Commercial Front Mowers & Equipment	23%	Current
C18	Commercial Wide Area Mowers & Equipment	23%	Current
C20	Compact Utility Tractors & Equipment	18%	Current
C21	Equipment for Commercial Mowing Products	23%	Current
C25	Equipment for Compact Utility Tractors	18%	Current
C39	Recreational Utility Vehicles & Equipment	13%	Current
C40	Mid Duty Crossover Utility Vehicles & Equipment	13%	Current

C41	Heavy-Duty Crossover Utility Vehicles & Equipment	13%	Current
C42	Traditional Utility Vehicles & Equipment	16%	Current
C47	HPX Utility Vehicles & Equipment	13%	Current
G10	Reel Mowers & Equipment	24%	Current
G15	Special Application Mowers & Equipment	24%	Current
G20	Special Application Vehicles & Equipment	24%	Current
G25	Aeration & Equipment	24%	Current
G30	Debris Maintenance & Equipment	24%	Current
Frontier	Cutting & Mowing	18%	Current
	Hay & Forage	18%	Current
	Landscaping	18%	Current
	Material Handling	18%	Current
	Planting & Seeding	18%	Current
	Snow	18%	Current
	Golf	18%	Current

Payment Remittance Information

Payment in Canada is remitted to the quoting dealer upon delivery of the product.

Contract Updates

June 15, 2018 – Sourcwell cooperative purchasing contract extended to Canada.