



Jackson County, Missouri

Request for Legislative Action

REQUESTED MEETING DATE: 06/18/2024

SPONSOR: Charlie Franklin



To be completed by the County Counselor's Office:

NUMBER: 21666

ASSIGNED MEETING DATE: 07/01/2024

STAFF CONTACT: Brian Nowotny

PHONE: 816.503.4803

EMAIL: bpnnowotny@jacksongov.org

DEPARTMENT: Parks + Rec

TITLE: Authorizing the Lease of eight (8) Wide-Area Mowers for use by the Parks + Rec department in the amount of \$163,416 annually, for a three-year term. The equipment would be leased using Sourcewell Grounds Maintenance Contract 031121-DAC, a competitively bid Government contract.

SUMMARY:

Pursuant to Section 1030.4 of the Jackson County Code, Parks + Rec and the Finance & Purchasing Department recommend the lease of eight (8) Wide Area Mowers (WAMs) which would be supplied by Van Wall Equipment of Lenexa, Kansas, at a cost to the County of \$163,416 annually, for a three-year term, subject to annual appropriation. The leased mowers will replace 12 mowers that range in date of original service from 1999-2012. Several of these 12 are beyond effective repair, but six are still in service, when running. As a Sourcewell Member (Jackson County #30910), Parks + Rec has the need to utilize the Sourcewell Grounds Maintenance contract 031121-DAC (PG NB CG 70), a competitively bid Government contract.

Parks + Rec is responsible for weekly mowing (March – October) within the Park System, e.g. three full-service campgrounds, 35+ Park shelters, three full service marinas, Historic Sites, open green space, trailheads and along improved trail shoulders, and approximately 31 miles of Park road right-of-way. This requires Park's staff to have reliable mowers in order to fulfill the mission of providing clean, well-maintained space for park patrons. The leased mowers will operate more efficiently, be better for the environment and will replace mowers that are well beyond cost effective repairs. Downtime for staff will decrease significantly, e.g. not having constant breakdowns of equipment in the field. The length of the lease is designed to return the equipment to the dealer during the time frame for when major, high-cost repairs begin to occur and downtime for the equipment goes up significantly.

Funding is available for this lease within the Department's approved 2024 budget, Account 1010-003-58202. The Sourcewell Contract and lease agreement documents are attached for your review and reference.



FINANCIAL IMPACT: NO ☐

YES ☒

Amount	Fund	Department	Line-Item Detail
\$ 163.42	1010	003	58202

ACTION NEEDED: AUTHORIZE



ATTACHMENT(S): Lease Proposal; Lease Terms/Quote; Sourcewell Contract; List Price

Fiscal Note:

This expenditure was included in the Annual Budget.

PC# SCON-10000674

Date: June 18, 2024

RES # 21666
eRLA ID #: _____

003 Park Fund

Cost Center		Spend Category	Program/Grant/Project	Not to Exceed
1010	Parks - Fleet Replacement	58202 Lease/Purchase Equipment		\$ 163,416
APPROVED				\$ 163,416

Budget Office



1600 Turbo TerrainCut Commercial Wide-Area Mower with 4-Post ROPS Canopy

Code	Description	List price
0736TC	<p>1600 Turbo TerrainCut Commercial Wide-Area Mower with 4-Post ROPS Canopy</p> <p>ENGINE: 60 HP (44.0 kW), gross SAE J1995, PS Rated at 3000 RPM Four Cylinder Turbo-Charged Diesel Meets EPA FT4 (Final Tier 4) & 97/68/EC EU NRMM emissions regulations Liquid Cooled Diesel Engine B20 Biodiesel Compatible Displacement 128 cu.in. (2.091 L) Dual Element Air Cleaner Air Restriction Indicator Radiator/Oil Cooler</p> <p>ELECTRICAL: 75 AMP Automotive Alternator</p> <p>CONNECTIVITY: JDLink M Modem</p> <p>INSTRUMENTATION: Hourmeter Fuel Gauge Operator Presence System Low Oil Pressure Warning Light Battery Discharge Light Engine Glow Plug Light Engine Coolant Temperature Light Multi Function Engine Gauge - Engine RPM, Water Temperature, Engine Setting and Diagnostic Information</p> <p>LIGHTS: (2) Front Head Lights (steering column mounted)</p> <p>FUEL SYSTEM: 22 U.S. Gallon Fuel Capacity</p> <p>DRIVE SYSTEM: Two Pedal Hydrostatic Foot Control</p>	

**1600 Turbo TerrainCut Commercial Wide-Area Mower with 4-Post ROPS Canopy**

Code	Description	List price
	Hydrostatic Transmission Four Wheel Drive On-Demand or Full-time Mechanical Rear Wheel Drive Front Axle Differential Lock Two Speed Transaxle HYDRAULICS: Hydrostatic Power Steering BRAKE SYSTEM: Individual Turn Assist Brakes Wet Disk Brakes Master Stop Brake TIRES: 26x12-12 In. 6PR Drive Tires 18x9.5-8 In. 6PR Steering Tires MOWER DECKS: 128 In. Cutting Width 7-Gauge Fabricated Steel Mower Decks Hydraulic Deck Drive Belt Driven Blades (1) 62 In. Commercial Rear Discharge, Three Blade, Center Mower Deck 70-Degree Rotate for Service (2) 42 In. Commercial Rear Discharge Wing Decks, Two Blades 90-Degree Rotate for Service Side Wing Decks Flat Free Deck Caster Tires Impact Absorbing Wing Decks MISCELLANEOUS: Tilt Steering Wheel Electronic Cruise Control Air Ride Suspension Seat with Back Angle Adjustment,	



1600 Turbo TerrainCut Commercial Wide-Area Mower with 4-Post ROPS Canopy

Code	Description	List price
	Adjustable Armrests, Lumbar Adjustment, Fore and Aft Suspension, and Seat Belt Four Post ROPS (Roll Over Protective Structure) with Canopy Cup Holder & Tool Tray	
0736TC	BASE MACHINE <i>Base Machine Suggested List Price Does Not Include \$600 USD Destination Charge F.O.B. Fuquay Varina, North Carolina.</i> 1600 Turbo TerrainCut Commercial Wide-Area Mower with 4-Post ROPS Canopy	USD \$91,749.00
001A	DESTINATION AND LANGUAGE Basic Factory Options DESTINATION North America United States and Canada <i>Requires US English w/ Spanish (Bi-Lingual) Operator's Manual</i>	In Base Price
0443	OPERATOR'S MANUAL US English w/ Spanish (Bi-Lingual) Operator's Manual <i>R4 English / Spanish Operator's Manual UC10415 MY18 - UC10415 MY21 - UC28951</i>	In Base Price
183N	MACHINE CONNECTIVITY Basic Factory Options CONNECTIVITY HARDWARE JLink™ Modem	In Base Price
TCA20363	WHEELS AND TIRES ATTACHMENTS FOR FIELD CONVERSION WHEELS AND TIRES Semi Pneumatic Caster Tire	USD \$166.37
BUC11408	OPERATOR'S STATION AND CONTROLS ATTACHMENTS FOR FIELD CONVERSION LIGHTING LED Work Light Kit <i>Kit includes 4 lights, mounting brackets, wiring harness and on/off switch Applicable for serial numbers starting with 500000</i>	USD \$595.99

**1600 Turbo TerrainCut Commercial Wide-Area Mower with 4-Post ROPS Canopy**

Code	Description	List price
BUC11543	LED Road Light Kit <i>Compatible w/ WAM Series III Serial number starting with 500000</i> <i>Note: To complete, requires LED work light kit BUC11408</i>	USD \$690.16
BUC11407	Breakaway LED Beacon Light Kit <i>Applicable for serial numbers starting with 500000</i>	USD \$418.37
	MISCELLANEOUS ATTACHMENTS FOR FIELD CONVERSION MISCELLANEOUS	
TCA13825	Slow Moving Vehicle Sign Kit	USD \$62.31
	MOWER DECK ATTACHMENTS FOR FIELD CONVERSION MULCH KITS	
BUC11229	Tricycler Mulching Kit <i>Compatible on 1600 Turbo WAM with S/N 500001.</i>	USD \$700.86



1600 Turbo TerrainCut Commercial Wide-Area Mower with 2-Post Folding ROPS

Code	Description	List price
0737TC	<p>1600 Turbo TerrainCut Commercial Wide-Area Mower with 2-Post Folding ROPS</p> <p>ENGINE: 60 HP (44.0 kW), gross SAE J1995, PS Rated at 3000 RPM Four Cylinder Turbo-Charged Diesel Meets EPA FT4 (Final Tier 4) & 97/68/EC EU NRMM emissions regulations Liquid Cooled Diesel Engine B20 Biodiesel Compatible Displacement 128 cu.in. (2.091 L) Dual Element Air Cleaner Air Restriction Indicator Radiator/Oil Cooler</p> <p>ELECTRICAL: 75 AMP Automotive Alternator</p> <p>CONNECTIVITY: JDLink M Modem</p> <p>INSTRUMENTATION: Hourmeter Fuel Gauge Operator Presence System Low Oil Pressure Warning Light Battery Discharge Light Engine Glow Plug Light Engine Coolant Temperature Light Multi Function Engine Gauge - Engine RPM, Water Temperature, Engine Setting and Diagnostic Information</p> <p>LIGHTS: (2) Front Head Lights (steering column mounted)</p> <p>FUEL SYSTEM: 22 U.S. Gallon Fuel Capacity</p> <p>DRIVE SYSTEM: Two Pedal Hydrostatic Foot Control</p>	

**1600 Turbo TerrainCut Commercial Wide-Area Mower with 2-Post Folding ROPS**

Code	Description	List price
	Hydrostatic Transmission Four Wheel Drive On-Demand or Full-time Mechanical Rear Wheel Drive Front Axle Differential Lock Two Speed Transaxle HYDRAULICS: Hydrostatic Power Steering BRAKE SYSTEM: Individual Turn Assist Brakes Wet Disk Brakes Master Stop Brake TIRES: 26x12-12 In. 6PR Drive Tires 18x9.5-8 In. 6PR Steering Tires MOWER DECKS: 128 In. Cutting Width 7-Gauge Fabricated Steel Mower Decks Hydraulic Deck Drive Belt Driven Blades (1) 62 In. Commercial Rear Discharge, Three Blade, Center Mower Deck 70-Degree Rotate for Service (2) 42 In. Commercial Rear Discharge Wing Decks, Two Blades 90-Degree Rotate for Service Side Wing Decks Flat Free Deck Caster Tires Impact Absorbing Wing Decks MISCELLANEOUS: Tilt Steering Wheel Electronic Cruise Control Air Ride Suspension Seat with Back Angle Adjustment,	



1600 Turbo TerrainCut Commercial Wide-Area Mower with 2-Post Folding ROPS

Code	Description	List price
	Adjustable Armrests, Lumbar Adjustment, Fore and Aft Suspension, and Seat Belt 2-Post Folding ROPS (Roll Over Protective Structure) Cup Holder & Tool Tray	
0737TC	BASE MACHINE <i>Base Machine Suggested List Price Does Not Include \$600 USD Destination Charge F.O.B. Fuquay Varina, North Carolina.</i> 1600 Turbo TerrainCut Commercial Wide-Area Mower with 2-Post Folding ROPS	USD \$89,629.00
001A	DESTINATION AND LANGUAGE Basic Factory Options DESTINATION North America United States and Canada <i>Requires US English w/ Spanish (Bi-Lingual) Operator's Manual</i>	In Base Price
0443	OPERATOR'S MANUAL US English w/ Spanish (Bi-Lingual) Operator's Manual <i>R4 English / Spanish Operator's Manual UC10415 MY18 - UC10415 MY21 - UC28951</i>	In Base Price
183N	MACHINE CONNECTIVITY Basic Factory Options CONNECTIVITY HARDWARE JDLink™ Modem	In Base Price
TCA20363	WHEELS AND TIRES ATTACHMENTS FOR FIELD CONVERSION WHEELS AND TIRES Semi Pneumatic Caster Tire	USD \$166.37
BUC11543	OPERATOR'S STATION AND CONTROLS ATTACHMENTS FOR FIELD CONVERSION LIGHTING LED Road Light Kit <i>Compatible w/ WAM Series III Serial number starting with 500000 Note: To complete, requires LED work light kit BUC11408</i>	USD \$690.16

**1600 Turbo TerrainCut Commercial Wide-Area Mower with 2-Post Folding ROPS**

Code	Description	List price
BUC11407	Breakaway LED Beacon Light Kit <i>Applicable for serial numbers starting with 500000</i>	USD \$418.37
BUC11408	LED Work Light Kit <i>Kit includes 4 lights, mounting brackets, wiring harness and on/off switch</i> <i>Applicable for serial numbers starting with 500000</i>	USD \$595.99
	MISCELLANEOUS ATTACHMENTS FOR FIELD CONVERSION MISCELLANEOUS	
TCA13825	Slow Moving Vehicle Sign Kit	USD \$62.31
	MOWER DECK ATTACHMENTS FOR FIELD CONVERSION MULCH KITS	
BUC11229	Tricycler Mulching Kit <i>Compatible on 1600 Turbo WAM with S/N 500001.</i>	USD \$700.86

PRICE SCHEDULE: Sourcewell RFP # 031121		
Price Page Tabs	Product Descriptions	Discounts off MSRP
TURF EQUIPMENT		
L21	Residential Zero-Turn-Radius Mowers & Equipment (excludes Z700s)	4%
L21	Residential Zero-Turn-Radius Mowers & Equipment (Z700s only)	9%
L25	Lawn Tractors (S100s, S240s only) & Equipment	4%
L25	Lawn Tractors (X300s only) & Equipment	18%
L30	Garden Tractors & Equipment	18%
L35	Equipment for Lawn & Garden Tractors	18%
C10	Commercial Walk-Behind Mowers & Equipment	23%
C13	Commercial Zero-Turn-Radius Mowers & Equipment	23%
C15	Commercial Front Mowers & Equipment	23%
C18	Commercial Wide Area Mowers & Equipment	23%
C20	Compact Utility Tractors & Equipment	18%
C21	Equipment for Commercial Mowing Products	23%
C25	Equipment for Compact Utility Tractors	18%
C40	Mid Duty Crossover Utility Vehicles & Equipment	14%
C41	High-Performance Utility Vehicles & Equipment	14%
C42	Gator Utility Vehicles & Equipment	17%
C47	HPX Utility Vehicles & Equipment	14%
C48	Implements for Utility Vehicles	14%
GOLF EQUIPMENT		
G10	Reel Mowers & Equipment	24%
G15	Special Application Mowers & Equipment	24%
G20	Special Application Vehicles & Equipment	24%
G25	Aeration & Equipment	24%
G30	Debris Maintenance & Equipment	24%
G35	Golf Fleet Management	13%
FRONTIER PRODUCTS		
Frontier	Cotton	18%
Frontier	Cutting & Mowing	18%
Frontier	Hay & Forage	18%
Frontier	Landscaping	18%
Frontier	Livestock	18%
Frontier	Material Handling	18%
Frontier	Planting & Seeding	18%
Frontier	Snow Equipment	18%
Frontier	Sprayers	18%
Frontier	Tillage	18%

Discounts listed are off John Deere's list price (MSRP). List price can be found on www.deere.com by utilizing "Build Your Own" and building the desired machine.

Note: Discounts will be calculated based on current pricing at the time an agency requests the quote and will be valid for 30 days.

Note: For equipment deliveries to Sourcewell participating entities in Alaska or Hawaii, factory freight to the delivering dealer will be paid by the end-user. Factory freight is known at the time of quoting and will be included on the quote to the end-user.

Note: John Deere dealers have the option to charge \$8.00 per loaded mile to deliver the equipment to the end-user. Mileages will be calculated using Google Maps.

Note: Agencies may utilize www.deere.com to obtain the most current information regarding John Deere dealership locations. Select "Find A Dealer" at the top of the page to locate the nearest dealer.



JOHN DEERE

Selling Equipment

Quote Id: 31026218

Customer Name: JACKSON COUNTY PARKS AND RECREATION

ALL PURCHASE ORDERS MUST BE MADE OUT TO (VENDOR):

Deere & Company
2000 John Deere Run
Cary, NC 27513
FED ID: 36-2382580
UEID: FNSWEDARMK53

ALL PURCHASE ORDERS MUST BE SENT TO DELIVERING DEALER:

Van-Wall Equipment, Inc.
9650 Dice Lane
Lenexa, KS 66215
913-397-6009
mailbot.jd@vanwall.com

JOHN DEERE 1600 Turbo TerrainCut Commercial Wide-Area Mower with 4-

Hours:

Suggested List *

Stock Number:

\$ 91,811.31

Contract: Sourcewell Grounds Maintenance 031121-DAC
(PG NB CG 70)

Selling Price *

\$ 67,940.37

Price Effective Date: May 22, 2024

* Price per item - includes Fees and Non-contract items

Code	Description	Qty	List Price	Discount%	Discount Amount	Contract Price	Extended Contract Price
0736TC	1600 Turbo TerrainCut Commercial Wide-Area Mower with 4-Post ROPS Canopy	8	\$ 91,749.00	23.00	\$ 21,102.27	\$ 70,646.73	\$ 565,173.84
Standard Options - Per Unit							
001A	United States and Canada	8	\$ 0.00	23.00	\$ 0.00	\$ 0.00	\$ 0.00
183N	JDLink™ Modem	8	\$ 0.00	23.00	\$ 0.00	\$ 0.00	\$ 0.00
0443	US English w/ Spanish (Bi-Lingual) Operator's Manual	8	\$ 0.00	23.00	\$ 0.00	\$ 0.00	\$ 0.00
Standard Options Total			\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00
Dealer Attachments/Non-Contract/Open Market							
TCA13825	Slow Moving Vehicle Sign Kit	8	\$ 62.31	23.00	\$ 14.33	\$ 47.98	\$ 383.84
Dealer Attachments Total			\$ 62.31		\$ 14.33	\$ 47.98	\$ 383.84
Value Added Services Total			\$ 0.00			\$ 0.00	\$ 0.00
Additional Discounts							
Multi-unit Discount		8			\$ 2,754.34	\$ -2,754.34	\$ -22,034.72
Additional Discount Total					\$ 2,754.34	\$ -2,754.34	\$ -22,034.72
Total Selling Price			\$ 91,811.31		\$ 23,870.94	\$ 67,940.37	\$ 543,522.96



**ALL PURCHASE ORDERS MUST BE MADE OUT
TO (VENDOR):**

Deere & Company
2000 John Deere Run
Cary, NC 27513
FED ID: 36-2382580
UEID: FNSWEDARMK53

**ALL PURCHASE ORDERS MUST BE SENT
TO DELIVERING DEALER:**

Van-Wall Equipment, Inc.
9650 Dice Lane
Lenexa, KS 66215
913-397-6009
mailbot.jd@vanwall.com

Quote Summary**Prepared For:**

JACKSON COUNTY PARKS AND RECREATION
22807 SW WOODS CHAPEL RD
BLUE SPRINGS, MO 64015
Home : 816-554-1652
Business: 816-503-4828
KNORISS@JACKSONGOV.ORG

Delivering Dealer:

Van-Wall Equipment, Inc.
Andy Klein
9650 Dice Lane
Lenexa, KS 66215
Phone: 913-397-6009
andy.klein@vanwall.com

Quote ID: 31026218
Created On: 23 May 2024
Last Modified On: 23 May 2024
Expiration Date: 22 June 2024

Equipment Summary	Suggested List	Selling Price	Qty	Extended
JOHN DEERE 1600 Turbo TerrainCut Commercial Wide-Area Mower with 4-Post ROPS Canopy Contract: Sourcewell Grounds Maintenance 031121-DAC (PG NB CG 70) Price Effective Date: May 22, 2024	\$ 91,811.31	\$ 67,940.37 X	8 =	\$ 543,522.96
Equipment Total				\$ 543,522.96

* Includes Fees and Non-contract items

Quote Summary

Equipment Total	\$ 543,522.96
Trade In	
SubTotal	\$ 543,522.96
Est. Service Agreement Tax	\$ 0.00
Total	\$ 543,522.96
Down Payment	(0.00)
Rental Applied	(0.00)
Balance Due	\$ 543,522.96

Salesperson : X _____

Accepted By : X _____



Quote Prepared For:
Jackson Country Parks & Rec
3314 NE Rennau Dr., Lees Summit, MO 64064
May 24, 2024

**ANNUAL
PAYMENTS**

Make	Model	# of Units	Annual Hour Limit	Unit Price	Extended
John Deere	1600 Turbo TerrainCut Wide-Area Mower	8	<900	\$ 67,940.37	\$ 543,522.96
					\$ 543,522.96

Option 2
36 FMV
\$ 163,415.61
\$ 163,415.61

Please contact First-Citizens Bank & Trust sales representative directly with any questions:

Peter Kramer
Relationship Manager, Golf and Turf
P: (563) 542-0666
E: peter.kramer@firstcitizens.com

This quote is not an offer or extension of credit. Quote is valid for 60 days from date quoted. Not all applicants will qualify for financing. All finance programs and rates are subject to final approval by First Citizens Bank & Trust Company, and are subject to change at any time without notice. Monthly payment amount is provided for demonstration purposes only; actual payments may vary based on equipment cost and credit. Documentation fee of \$200 and any applicable sales and use tax are additional, unless otherwise noted on this quote. © 2022 First-Citizens Bank & Trust Company. All rights reserved. CIT and the CIT logo are registered trademarks of First-Citizens Bank & Trust Company.

Sourcewell – Ag Tractors with Related Attachments, Accessories and Supplies

Contract Number:	082923-DAC
Contract Period:	October 16, 2023 – October 11, 2027
Eligibility:	<p>The contract allows for service to Sourcewell Member agencies in all states.</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 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 state, 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>Members of the Illinois Public Higher Education Cooperative (IPHEC) are also eligible to use this Sourcewell Contract. IPHEC is comprised of universities and community colleges located in Illinois. Before quoting, please review the list of IPHEC Members to verify eligibility.</p> <p>To become a Sourcewell Member, call 877-585-9706 for more details or visit the Sourcewell website to complete an application.</p> <p>To obtain a membership list of eligible U.S. Government, Education and Nonprofit entities belonging to Sourcewell, please visit the Sourcewell Member Locator and select either the Government & Education or Nonprofit downloaded spreadsheets.</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	None.
Fees	<p>Delivery Charge Optional delivery charge of \$8.00 per loaded mile is allowed for the delivering dealer. Use Google Maps to calculate the mileage.</p> <p>State Fees</p> <ul style="list-style-type: none"> California Tire Fee All Motorized Equipment \$1.75 per New Tire <p>Please review the California Tire Fee publication issued by the California Department of Tax and Fee Administration for more details. California Tire Fee must be included on the Quote or Purchase Order. Sales to American Indians occurring on Indian reservations are exempt from the fee.</p> <ul style="list-style-type: none"> Louisiana Waste Tire Fee All Tractors \$10.00 per New Tire <p>Fees must be clearly labeled on the quote or purchase order.</p>
Financing	<p>John Deere Municipal Lease by John Deere Financial Allowed: If the agency rules and guidelines allow. This 12-60-month financial product require payments and enables ownership of the equipment.</p> <p>Government Operating Lease by John Deere Financial Allowed: If the agency rules and guidelines allow. This 24-60-month product requires payments and the equipment is returned to the dealer location at the end of the term.</p> <p>Retail Note Financing by John Deere Financial or Third Party Allowed: If the agency rules and guidelines allow.</p>
Machine Hours	Not Allowed: Due to factory delivery, pre-delivery, inspection, machine setup and installation of attachments, machines may have minimal hours. Machines designated as demos are not allowed.
Manuals	An operator's manual is included with the delivery of the equipment at no charge.
Miscellaneous	<p>Shipping charges Alaska (AK) and Hawaii (HI): Shipping charges apply. For deliveries to AK or HI, factory freight to the delivering dealer will be paid by the Sourcewell member. Factory freight is known at the time of quoting and will be included on the quote to the Sourcewell member.</p>

	<p>Continental US: For all other deliveries within the continental US (excludes AK & HI), the Sourcewell member will NOT be charged factory freight to the delivering dealer.</p>										
Multiple Unit Discount	<p>Sales of 3 or more like self-propelled products sold on the same purchase order are eligible for the multi-unit discount. The 3 or more self-propelled products must be in the same equipment categories as shown below 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. Frontier Equipment is excluded from the Multiple Unit Discount program.</p> <p>Compact Utility Tractors Ag Tractors Ag Combines Ag Cotton Ag Sprayers</p> <p>See discount structure below:</p> <table> <tr> <th>Quantity</th><th>Additional Discount</th></tr> <tr> <td>3-4</td><td>1%</td></tr> <tr> <td>5-6</td><td>2%</td></tr> <tr> <td>7-8</td><td>3%</td></tr> <tr> <td>9 units or more</td><td>4%</td></tr> </table>	Quantity	Additional Discount	3-4	1%	5-6	2%	7-8	3%	9 units or more	4%
Quantity	Additional Discount										
3-4	1%										
5-6	2%										
7-8	3%										
9 units or more	4%										
Open Market 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 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	<p>Credit card payments allowed.</p> <p>Remit to Address: Deere & Company Ag & Turf CBD & Government Sales 21748 Network Place Chicago, IL 60673-1217</p>										
Substitutions	<p>Not applicable. This is a current price contract.</p>										

Trade-In

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.

Price Structure

<u>Product Description</u>	<u>Discount off MSRP</u>	<u>Price Page Date</u>
Compact Utility Tractors	18%	Current
Equipment for Compact Utility Tractors	18%	Current
Ag Tractors 5050E, 5060E, 5067E, 5075E	14%	Current
Ag Tractors 5090E, 5090EL, 5100E	19%	Current
Ag Tractors 5000Ms, ENs, GLs, GNs, GVs, MHs, MLs	22%	Current
Ag Equipment 6000 Series Tractors	24%	Current
Ag Equipment 7000-9000 Series Tractor Excludes Precision Upgrades	24%	Current
Ag Equipment – Combine Excludes Precision Upgrades	22%	Current
Ag Equipment – Cotton	22%	Current
Ag Equipment – Hay and Forage	22%	Current
Ag Equipment – Tillage	22%	Current
Ag Equipment – Planting and Seeding Excludes Performance Upgrades	22%	Current
Ag Equipment – Sprayers Exclude Performance Upgrades	22%	Current
Ag Equipment – Material Handling, Rotary Cutters, and Shredders	24%	Current

Ag Equipment – Ag Management Solutions (AMS)	Same As Tractors Discount 5% If Purchased w/o Tractor	Current
Frontier Cutting & Mowing	18%	Current
Frontier Hay & Forage	18%	Current
Frontier Landscape	18%	Current
Frontier Livestock	18%	Current
Frontier Material Handling	18%	Current
Frontier Planting & Seeding	18%	Current
Frontier Snow Equipment	18%	Current
Frontier Sprayers	18%	Current
Frontier Tillage	18%	Current

Contract Updates

November 15, 2023 – New contract announced.