

01 December 2025

Incentive Bulletin
US - Construction



C023-26U / Revised Bulletin Number: C018-26U



Sourcewell Program - REVISED

Note: 01Dec25-Program Revised. See changes below in red text.

Objective: To allow dealers to quote Sourcewell deals.

Effective Date: 01 December 2025

Expiration Date: 28 February 2026

Eligible Equipment:

All New Base Unit John Deere Construction and Forestry Equipment

Bulletin Detail:

All Construction & Forestry Division Sales Incentives are identified as Primary, Secondary, or Other Offers.

- Primary Offers: core incentive offerings, primarily customer-focused. The Primary Offer determines what other incentives are allowed. Primary offers are "pick 1", therefore no primary offer can be stacked with any other primary offer.
- Secondary/ Other Offers: incentive offerings that are available in addition to the Primary Offer that's claimed. Secondary and Other Offers are "pick all eligible"; stackability of Secondary and Other Offers is determined by the Primary Offer that is selected.

Primary Offers (Pick 1 offer):

Offer	Description	Program ID	JDSC Customer Affiliation
P1	Sourcewell Discount	UINV0056	Sourcewell Customer

Eligible Customers

Customer must be a member of Sourcewell. The current membership list and registration process can be found on the Sourcewell website (www.sourcewell-mn.gov).

Eligible Dealers

Dealers must contact their Government Sales Account Manager to receive contract sales training and submit a signed letter to become eligible to sell off of this contract. The signed letter is an agreement to follow the Terms & Conditions (e.g. contractual responsibility, revenue share payments, certificates of insurance, etc.) outlined in the contract.

Sourcewell Discount and Quote

Note: Discounts will be calculated based on current price pages we have on file with Sourcewell at the time an agency requests the quote and will be valid for 30 days. It is also a requirement per the terms and condition of the contract that approved dealers **must provide** a detailed quote to the customer that contains:

1. Itemized quote including all options (no summary quotes are to be provided to the customer)
2. Sourcewell discount
3. Customer name
4. Customer Sourcewell member number
5. Sourcewell contract number (#011723-JDC) or State Participating Addendum contract number

Dealers that do not provide this detailed information to the customer will jeopardize their approval from John Deere Construction Retail Sales to sell on this contract.

The Sourcewell Discount is shown in the below discount chart.

Product Family	Model	Dealer Price	List
Articulated Dump Trucks	260 P-Tier	12.0%	28.0%
	310 P-Tier	12.0%	28.0%
	410 P-Tier	12.0%	28.0%
	460 P-Tier	12.0%	28.0%
Backhoes	310 G-Tier	19.0%	43.0%
	310 P-Tier	19.0%	43.0%
	320 P-Tier	19.0%	43.0%
	410 P-Tier	16.5%	41.0%
	710 P-Tier	19.0%	43.0%
Crawler Dozers	450 P-Tier	9.5%	27.0%
	550 P-Tier	9.5%	27.0%
	650 P-Tier	12.0%	28.0%
	700L	7.0%	25.0%
	700 P-Tier	7.0%	25.0%
	750L	7.0%	25.0%
	750 P-Tier	7.0%	25.0%
	850L	9.0%	26.0%
	850 P-Tier	9.5%	26.5%
	850 X-Tier	9.5%	26.5%
	950K	18.5%	33.0%
	950 P-Tier	10.0%	27.0%
	1050K	18.5%	33.0%
1050 P-Tier	10.0%	27.0%	
Crawler Loaders	655 P-Tier	12.0%	28.0%
	755 P-Tier	11.5%	28.0%
Excavators	75 P-Tier	10.5%	32.5%

	85 P-Tier	12.0%	33.0%
	130 P-Tier	10.5%	32.5%
	135 P-Tier	11.0%	32.5%
	160 P-Tier	10.5%	32.5%
	190GW	25.5%	43.0%
	200 G-Tier	10.5%	32.5%
	210 P-Tier	10.5%	32.5%
	245 P-Tier	11.0%	32.5%
	250 P-Tier	10.5%	32.5%
	300 P-Tier	11.0%	32.5%
	345 P-Tier	11.0%	32.5%
	350 P-Tier	11.0%	32.5%
	380 P-Tier	10.5%	32.5%
	470 P-Tier	10.0%	32.0%
	510 P-Tier	10.0%	32.0%
	670 P-Tier	10.5%	32.5%
	870 P-Tier	10.5%	32.5%
Motor Graders	620G/GP	29.0%	41.0%
	620 G-Tier	25.5%	39.0%
	620 P-Tier	25.5%	39.0%
	622G/GP	29.0%	41.0%
	622 G-Tier	25.5%	39.0%
	622 P-Tier	25.5%	39.0%
	670G/GP	30.0%	42.0%
	670 G-Tier	26.0%	39.0%
	670 P-Tier	26.0%	39.0%
	672G/GP	30.0%	42.0%
	672 G-Tier	26.0%	39.0%
	672 P-Tier	25.0%	38.0%
	770G/GP	32.0%	43.0%
	770 G-Tier	26.0%	39.0%
	770 P-Tier	28.5%	41.0%
	772G/GP	32.0%	43.0%
	772 G-Tier	26.0%	39.0%
	772 P-Tier	28.5%	41.0%
	870G/GP	32.0%	43.0%
	870 P-Tier	27.5%	40.0%
872G/GP	32.0%	43.0%	
872 P-Tier	28.5%	41.0%	
Tractor Loaders	210 G-Tier	13.0%	39.0%
	210 P-Tier	13.0%	39.0%

Wheel Loaders	444 G-Tier	16.5%	36.0%
	444 P-Tier	18.5%	38.0%
	524 P-Tier	20.5%	39.0%
	544 G-Tier	15.5%	36.0%
	544 P-Tier	20.0%	39.0%
	624 P-Tier	18.5%	38.0%
	644 G-Tier	11.5%	33.0%
	644 P-Tier	13.0%	34.0%
	644 X-Tier	17.5%	37.0%
	724 P-Tier	14.0%	35.0%
	744 P-Tier	10.5%	32.0%
	744 X-Tier	10.5%	32.0%
	824 P-Tier	10.5%	32.0%
	824 X-Tier	10.5%	32.0%
	844 P-Tier	10.5%	32.0%
	844L AH	10.5%	32.0%
	904 P-Tier	10.5%	32.0%
	944 X-Tier	14.5%	35.0%
Forestry Excavators	2154G	17.5%	37.0%
	2654G	24.5%	42.0%
	3154G	16.0%	36.0%
	3754G	22.0%	40.0%
Crawler Log Loaders	2156G	25.0%	38.0%
	2656G	25.0%	38.0%
	2956G	24.0%	37.0%
	3156G	23.0%	37.0%
	3756G	17.5%	33.0%
Wheeled Feller Bunchers	643	19.0%	34.0%
	843	17.0%	32.0%
Tracked Feller Bunchers	803M	14.5%	30.0%
	853M	17.5%	33.0%
	859M	15.5%	31.0%
	903M	16.0%	31.0%
	953M	14.5%	30.0%
	959M	14.0%	30.0%
Skidders	640	13.5%	30.0%
	648	13.5%	30.0%
	748	12.5%	29.0%
	768	12.5%	29.0%

	848	11.5%	28.0%
	948	13.0%	29.0%
Knuckleboom Loaders	337E	15.0%	31.0%
	437E	19.0%	34.0%
Wheeled Harvesters	1070G	22.5%	36.0%
	1170G	19.0%	34.0%
	1270G	26.0%	39.0%
	1470G	24.0%	37.0%
Tracked Harvesters	803MH	16.0%	31.0%
	853MH	16.5%	32.0%
	859MH	15.0%	31.0%
	953MH	14.0%	30.0%
	959MH	13.5%	30.0%
	959ML	13.5%	30.0%
Forwarders	1110G	22.0%	36.0%
	1210G	20.0%	34.0%
	1510G	26.0%	39.0%
	1910G	25.5%	39.0%
Base-Coded John Deere Attachments	All (w/Machine Base Order Code)	7.0%	14.0%

These discounts may change periodically and will be updated in the summary in red font. Discount rate changes will be visible on the effective date of this program.

Sourcewell Discount for Attachments

Sourcewell contract terms and conditions allow a standard discount for **base-coded** attachments only. Base-coded attachments can be sold separately to the customer and are not required to be purchased with a new whole good unit. Individual base-coded attachment sales do not count towards an additional volume discount.

Not eligible for discount:

1. Referral attachments and third-party attachments are not eligible for a discount on this program.
2. Attachments For Field Conversion (AT and BYT kits) are not eligible for a discount on this program.

These items can be quoted as dealer provided attachments at no additional discount on the customer quote.

Secondary Offers (Pick all eligible offers):

Offer	Description	Program ID	JDSC Customer Affiliation
S1	Sourcewell Volume Discount	UINV0053	Sourcewell Customer
S2	Motor Grader Sourcewell Special	UINV0070	Sourcewell Customer

S1, Sourcewell Volume Discount**Eligible Sourcewell Volume Discount Deals**

The Sourcewell contract allows volume discounts in addition to contract's discount off of list price based the number units purchased on a single purchase order. The bulletin's discounts posted above are based on Government Multi-Unit Discounts. Deere will consider volume discounting on a case by case basis. Deere will evaluate requests above bulletin's posted discounts through the DRM system. DRM requests will be considered when a minimum of five units are RRS'd on a single purchase. The minimum holding period for units RRS'd to an end-use customer receiving this discount is 12 months. Additionally, Deere will consider volume discounts for states that have adopted the Sourcewell contract through the participating addendum process and have assigned a separate contract number for agency wide purchasing.

S2, Motor Grader Sourcewell Special Discount

Models	Option Code	Discount
620GP – 872GP	1020 or 1030 and 2850	2.0%
620 P-Tier - 872 P-Tier	7729	3.0%

Note: Since this is an option specific special program, any dealer that claims this incentive and the RRS'd motor grader is without the required option codes, the dealer will be charged back the difference from this special incentive to the published **Standard Governmental rate** on the Record Retail Sale (RRS) date.

Sourcewell Administration Fee

Per Sourcewell Contract #011723-JDC terms and conditions, the Sourcewell is entitled to a **0.5%** Administration Fee. Participating dealerships will be responsible for this fee for machines sold under this program. The JDCFC Government Contract Sales office will pay Sourcewell their administration fee. The fee is calculated by taking **0.5%** of the list price of the machine and attachments minus the contract discount for only the items on contract. JDCFC reserves the right to debit the dealerships account. This admin fee cannot be charged to the customer as an additional line item on the quote or invoice.

Washington State Department of Enterprise Services Participating Addendum (DES Contract #19622) and Administration Fee

Washington State has adopted Sourcewell as a State Participating Addendum under Washington Statewide Contract #19622 (<https://apps.des.wa.gov/DESContracts/Home/ContractSummary/19622>). Washington State Agencies and Washington State Institutions of Higher Education **are required** to use the Participating Addendum. For required agencies utilizing DES Contract #19622, **an additional admin fee of 1.25%** will be paid to Washington State in addition to the normal 0.5% fee paid to Sourcewell. These fees will be paid by the John Deere Government Sales team and charged back to the dealer each calendar

quarter. The additional Washington State admin fee **cannot** be charged to the customer as an additional line item on the quote or invoice.

Political subdivisions, Federal agencies within Washington State, public non-profits and Federally recognized tribes within Washington State are not required to utilize DES contract #19622 but are eligible. These agencies can also utilize the standard Sourcewell contract.

State of Arkansas (AASIS Contract #4600056113) and Administration Fee

The State of Arkansas has adopted a Participating Addendum under John Deere's Sourcewell Master Contract. For state agency purchases, **an additional contract administration fee of 1.0%** will be paid to the State of Arkansas. This is in addition to the standard 0.5% admin fee paid to Sourcewell. These fees will be administered by the John Deere Government Sales department. The admin fees will be charged back to the selling dealer, processed once each calendar quarter. Please note admin fees cannot be charged to the customer as additional line items on the quote or invoice.

County and local political subdivisions, federal agencies, public non-profits and federally recognized tribes within the State of Arkansas are not required to utilize AASIS Contract 4600056113. These agencies can utilize the standard Sourcewell contract. These sales will have the standard 0.5% admin fee debited to the selling dealers.

State of Nevada (99SWC-NV-23945) and Administration Fee

The State of Nevada has adopted a Participating Addendum under John Deere's Sourcewell Master Contract. For state agency purchases, **an additional contract administration fee of 1.0%** will be paid to the State of Nevada. This is in addition to the standard 0.5% admin fee paid to Sourcewell. These fees will be administered by the John Deere Government Sales department. The admin fees will be charged back to the selling dealer, processed once each calendar quarter. Please note admin fees cannot be charged to the customer as additional line items on the quote or invoice.

State executive branch agencies and state university and community colleges are expected to use this contract. County and local political subdivisions and other entities within the State of Nevada are not required to utilize 99SWC-NV-23945 but **must agree in writing that another contract applies to such orders**. These agencies may choose to utilize the standard Sourcewell master contract. Those sales will have the standard 0.5% admin fee debited to the selling dealers.

State of Maryland (ICPA 01173-JDC and Blanket Purchase Order 001B5600469) and Administration Fee

The State of Maryland has adopted a Participating Addendum under John Deere's Sourcewell Master Contract. For state agency purchases, **an additional contract administration fee of 1.0%** will be paid to the State of Maryland. This is in addition to the standard 0.5% admin fee paid to Sourcewell. These fees will be administered by the John Deere Government Sales department. The admin fees will be charged back to the selling dealer, processed once each calendar quarter. Please note admin fees cannot be charged to the customer as additional line items on the quote or invoice.

The PA states it is mandatory language to reference Blanket Purchase Order **001B5600469** on the customer PO.

County and local political subdivisions and additional eligible entities within the State of Maryland are not required to utilize PO 001B5600469 but are asked to **agree in writing that another contract applies to such orders**. Agencies may choose to utilize the standard Sourcewell master contract, and those sales will have the standard 0.5% admin fee debited to the selling dealers.

Administrative Notes:

1. All: Equipment (machines and base-coded attachments) must be new, never retailed, and less than three years old at time of Record Retail Sale (RRS). Production Class Equipment (ADT's, 950+ Crawler Dozers, 470+ Crawler Excavators, and 744+ 4WD Loaders) must be new, never retailed, and less than four years old at time of Record Retail Sale (RRS). Program eligible machines purchased through Equipment Remarketing Services (ERS) and Territory Sales Manager (TSM) special accounts qualify for new programs based upon the date of transfer to the dealer. The bonus/discount amount will be calculated based on dealer price (i.e. the cost of the machine to the dealer).
2. All: The Sourcewell Discount is expressed as a percent of Merchandise Total less Price Protection (Moline Dealer Price (MDP)). The dealer may use the Sourcewell Discount at the time it settles for goods sold or leased to a qualifying organization. The calculation of the Sourcewell Discount:

Merchandise Total (MDP)1

- Price Protection Credits

= Price to which the Sourcewell Discount % applies

x Sourcewell Discount

= Sourcewell discount in dollars

- Discounts and bonuses already credited to machine (excluding DMF)

= Available discount

1 Merchandise Total (MDP) of whole good and qualifying attachments

3. All: It is Deere's expectation that units sold utilizing this program will be held by the customer a minimum of 12 months. If the customer does not hold the unit for 12 months (either by trade-in, resale, or other), the Sourcewell discount will be prorated for any subsequent sales of a John Deere machine. For example, a sale involving a trade-in on which JDCFC paid a full Sourcewell Discount eight months earlier will be eligible for up to 8/12ths of the Sourcewell Discount on the new sale (rounded to the nearest whole percentage).
4. Sourcewell Volume Discount: Dealers will need to continue to use DRM and the appropriate discount program for Sourcewell Volume Discounts to request and receive DRM Request numbers and approved discounts.
5. All: Dealers must provide the applicable state contract number for states with participating addendums or the customer member number at time of settlement in Record Retail Sale (RRS) in JD Sales Center.

6. Retail Order Protection

Retail Program Protection - Retail Sold Orders: retail sold orders entered in JD Sales Center before the end of the program will have retail discounts protected if all the following conditions are met:

1. Customer signs a purchase order before the expiration of the program. The purchase order

must contain the following information:

- Customer name and address (must be the same name and address listed in JD Sales Center order and on the retail note or lease)
 - Order number
 - Customer signature dated on or before the end of the program
2. Order is placed on or before the expiration date of the program.
 3. Order Type is Retail Sold.
 4. Order contains valid third-party customer information.
 5. Record Retail Sale (RRS) customer information matches order customer information.
 6. Record Retail Sale (RRS) to the customer of record occurs within 60 days of invoice.

For any program protected machines, stackable program discounts must all come from the same effective period. For example, a program rate that is effective in January cannot be claimed in combination with a different stackable program's rate effective in March. This applies to any subsequent timeframe unless noted.

Retail Program Protection - Stock Orders: if a stock order is pre-sold to a third-party customer, you may change it to retail sold within JD Sales Center. This must be completed 1.) on or before the expiration date of the discount program and 2.) prior to factory invoicing. These orders will then receive retail discount protection as outlined under the retail sold order guidelines above.

Machines that do not qualify for protection as outlined above must be RRS'd prior to the expiration of the program in order to claim discount levels shown.

7. Stackability of Sourcewell Primary Offer: This primary offer can be stacked with secondary offers of: S1 Sourcewell Volume Discount and S2 Motor Grader Sourcewell Special Discount. Stackability with any other secondary/Other offers not listed here will be governed by the stackability rules within the corresponding program bulletin(s). Primary offers are "pick 1", therefore no primary offer can be stacked with any other primary offer.
8. Stackability of S1 Sourcewell Volume Discount and S2 Motor Grader Sourcewell Special Discount Secondary Offers: These secondary offers can be stacked with the following primary offer: Sourcewell. These secondary offers cannot be stacked with primary offers of Signature, MUD/FMUD, Strategic Accounts Discount, IRC, DORF, Lease Alternative, or other governmental programs. Stackability with any other primary offers not listed here will be governed by the stackability rules within the corresponding program bulletin(s).
9. Stackability: Commercial discounts are not to be used on deals involving governmental agencies. Please see the "Qualifying Organizations" section of the "Dealer Governmental and Special Account Discount Program" bulletin for Deere's definition of a governmental agency.
10. Sales to Resellers: Selling new units (as defined in the Dealer Terms Schedule) to Resellers (including but not limited to Auction Companies, Brokers, and Exporters) is strictly prohibited. At the discretion of JDCFC, new units sold to Resellers are subject to the AOR Service Fee and will be subject to all discounts being recaptured.
11. Contact Information: Questions about program provision interpretation or special situations related to sales to Sourcewell member customers should be directed to your Division's Government Account Manager.
12. This program is subject to change or cancellation at any time.

This pricing information is proprietary to Deere & Company and its affiliates (“John Deere”) and is only intended for use by authorized dealers and/or distributors to facilitate retail sales, leases and rentals of goods. Except as provided above, dealers and distributors must obtain prior written consent from John Deere to disclose this information – in any form – to any other party. Dealers and distributors are under no obligation to sell or advertise goods at these suggested list prices.