

## Sourcewell (previously NJPA)

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|-------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Contract Number:</b> | 032515-JDC                                                                                                                                                                                                                                       |
| <b>Contract Period:</b> | July 19, 2015 – May 18, 2020                                                                                                                                                                                                                     |
| <b>Eligibility:</b>     | <p>Sourcewell cooperative members; state and local governments, public and private accredited schools, as well as public serving non-profit agencies.</p> <p><a href="#">Sourcewell Member Search</a></p> <p><a href="#">Join Sourcewell</a></p> |

### Quotes and Purchase Orders:

Contact your local [John Deere Dealer](#) for quote assistance.

Customer purchase orders are issued to the quote provider and must reference the contract name and number.

## Contract Details

|                                    |                                                                                                                                                                                                                                                                                         |
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| Quotes                             | Quotes are valid for 30 days from the creation date.                                                                                                                                                                                                                                    |
| Allied<br>(non-Deere)              | <p>Allowed, can only be sold with a contract item.</p> <p>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> |
| Credit Cards                       | Allowed with a 3% processing surcharge added to the sales price.                                                                                                                                                                                                                        |
| Special<br>Delivery<br>Obligations | FOB Destination, Freight Prepaid and Added. Factory to dealer freight and dealer to customer freight are quoted and invoiced to the customer.                                                                                                                                           |
| Fees                               | <p>Dealer quotes; non-factory items, installs, Pre-Delivery Inspection, and local delivery.</p> <p>Dealer provides customer walk around at time of delivery free of charge.</p>                                                                                                         |

|                        |                                                                                                                                                                                                                                                                                                              |           |    |            |    |             |    |
|------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------|----|------------|----|-------------|----|
| Financing              | A John Deere Municipal Lease grants full ownership at the end of the lease term. Arrangements are made between the <b>John Deere Dealer</b> and John Deere Financial. Notice of lease/provider must appear on the quote and customer purchase order. No operating leases are allowed.                        |           |    |            |    |             |    |
| 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> <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.</p> <p>Non-contract items are John Deere manufactured products, 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.                                                                                                                                                                                                                                                                                |           |    |            |    |             |    |
| 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 may be arranged through the local dealer, depending on availability of stock machines.                                                                                                                                                                                                |           |    |            |    |             |    |
| Miscellaneous          | <p>States with sales and use tax; Alaska, Arizona, Arkansas, California (also has Tire Tax), Hawaii, Minnesota, South Carolina, Washington.</p> <p>Provide exemption certificate, if applicable, for your purchase.</p>                                                                                      |           |    |            |    |             |    |
| Remittance Information | Remit payment as instructed on the invoice.                                                                                                                                                                                                                                                                  |           |    |            |    |             |    |

## Equipment and Discounts

| John Deere Model               | Product Descriptions (click model links more info)                    | Quote Contact     | Price Dates |
|--------------------------------|-----------------------------------------------------------------------|-------------------|-------------|
| <b>Articulated Dump Trucks</b> |                                                                       |                   |             |
| <a href="#">260E</a>           | 260E ADT/ 321 HP / 53,334 lbs. Payload / 19.6 cu yd. Heaped Capacity  | John Deere Dealer | 18Jul18     |
| <a href="#">310E</a>           | 310E ADT / 354 HP / 62,005 lbs. Payload / 22.9 cu yd. Heaped Capacity | John Deere Dealer | 18Jul18     |
| <a href="#">370E</a>           | 370E ADT/ 422 HP / 74,139 lbs. Payload / 26.8 cu yd. Heaped Capacity  | John Deere Dealer | 22May18     |
| <a href="#">410E</a>           | 410E ADT/ 443 HP / 82,157 lbs. Payload / 29.7 cu yd. Heaped Capacity  | John Deere Dealer | 22May18     |
| <a href="#">460E</a>           | 460E ADT / 481 HP / 92,195 lbs. Payload / 33.4 cu yd. Heaped Capacity | John Deere Dealer | 22May18     |
| <b>Backhoes</b>                |                                                                       |                   |             |
| <a href="#">310L EP</a>        | 310L EP Backhoe / 71 HP / 15,880 lbs. Weight / 14'0" Dig              | John Deere Dealer | 20Jun18     |
| <a href="#">310L</a>           | 310L Backhoe / 93 HP / 16,119 lbs. Weight / 14'0" Dig                 | John Deere Dealer | 20Jun18     |
| <a href="#">310SL</a>          | 310SL Backhoe / 100 HP / 17,692 lbs. Weight / 14'3" Dig               | John Deere Dealer | 20Jun18     |
| <a href="#">310SL HL</a>       | 310SL HL Backhoe / 110 HP / 18,811 lbs. Weight / 14'10" Dig           | John Deere Dealer | 20Jun18     |
| <a href="#">315SL</a>          | 315SL Backhoe / 99 HP / 17,554 lbs. Weight / 13'8" Dig                | John Deere Dealer | 15Jun18     |

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| <a href="#">410L</a> | 410L Backhoe / 113 HP / 19,463 lbs. Weight / 15'10" Dig | John Deere Dealer | 20Jun18 |
|----------------------|---------------------------------------------------------|-------------------|---------|

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| <a href="#">710L</a> | 710L Backhoe / 148 HP / 27,033 lbs. Weight / 17'3" Dig | John Deere Dealer | 20Jun18 |
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| <b>Crawler Dozers</b> |
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| <a href="#">450K</a> | 450K Dozer / 80 HP / 17,510 - 18,752 lbs. Weight / 86" Track on Ground | John Deere Dealer | 26Apr18 |
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| <a href="#">550K</a> | 550K Dozer / 92 HP / 19,640 - 20,622 lbs. Weight / 92" Track on Ground | John Deere Dealer | 17Apr18 |
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| <a href="#">650K</a> | 650K Dozer / 104 HP / 19,949 - 20,974 lbs. Weight / 92" Track on Ground | John Deere Dealer | 17Apr18 |
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| <a href="#">700K</a> | 700K Dozer / 130 HP / 30,275 - 31,290 lbs. Weight / 102" Track on Ground | John Deere Dealer | 17Apr18 |
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| <a href="#">750K</a> | 750K Dozer / 165 HP / 34,527 - 37,745 lbs. Weight / 102" Track on Ground | John Deere Dealer | 27Jun18 |
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| <a href="#">850K</a> | 850K Dozer / 205 HP / 43,818 - 48,005 lbs. Weight / 109" Track on Ground | John Deere Dealer | 17Apr18 |
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| <a href="#">950K</a> | 950K Dozer / 265 HP / 65,300-73,700 lbs. Weight / 126" Track on Ground | John Deere Dealer | 10May18 |
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| <a href="#">1050K</a> | 1050K Dozer / 350 HP / 94,300 - 95,000 lbs. Weight / 134.6" Track on Ground | John Deere Dealer | 21May18 |
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| <b>Crawler Loaders</b> |
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| <a href="#">655K</a>        | 655K Crawler / 145 HP / 40,614 lbs. Weight / 2.4 cu yds. Heaped Capacity | John Deere Dealer | 05Jul18 |
| <a href="#">755K</a>        | 755K Crawler / 190 HP / 45,178 lbs. Weight / 3.2 cu yds. Heaped Capacity | John Deere Dealer | 05Jul18 |
| <b>Excavators</b>           |                                                                          |                   |         |
| <a href="#">75G FT4</a>     | 75G Excavator / 56.9 HP / 18,221 lbs. Weight / 13'6" Dig                 | John Deere Dealer | 24Jul18 |
| <a href="#">85G FT4</a>     | 85G Excavator / 56.9 HP / 18,821 lbs. Weight / 13'1" Dig                 | John Deere Dealer | 24Jul18 |
| <a href="#">130G FT4</a>    | 130G Excavator / 98 HP / 31,604 lbs. Weight / 19'9" Dig                  | John Deere Dealer | 24Jul18 |
| <a href="#">135G FT4</a>    | 135G Excavator / 101 HP / 31,500 lbs. Weight / 20'0" Dig                 | John Deere Dealer | 24Jul18 |
| <a href="#">160G LC FT4</a> | 160G LC Excavator / 121 HP / 39,526 lbs. Weight / 21'4" Dig              | John Deere Dealer | 24Jul18 |
| <a href="#">180G LC FT4</a> | 180G LC Excavator / 121 HP / 45,170 lbs. Weight / 23'2" Dig              | John Deere Dealer | 24Jul18 |
| <a href="#">190GW FT4</a>   | 190GW Excavator / 173 HP / 43,431 lbs. Weight / 19'2" Dig                | John Deere Dealer | 24Jul18 |
| <a href="#">210G LC FT4</a> | 210G LC Excavator / 159 HP / 51,940 lbs. Weight / 21'11" Dig             | John Deere Dealer | 02Aug18 |
| <a href="#">245G LC FT4</a> | 245G LC Excavator / 159 HP / 57,800 lbs. Weight / 21'9" Dig              | John Deere Dealer | 24Jul18 |
| <a href="#">250G LC FT4</a> | 250G LC Excavator / 188 HP / 57,800 lbs. Weight / 25'0" Dig              | John Deere Dealer | 02Aug18 |

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| <a href="#">300G LC FT4</a> | 300G LC Excavator / 223 HP / 68,674 lbs. Weight / 25'10" Dig                 | John Deere Dealer | 02Aug18 |
| <a href="#">345G LC FT4</a> | 345G LC Excavator / 249 HP / 80,788 lbs. Weight / 24'10" Dig                 | John Deere Dealer | 02Aug18 |
| <a href="#">350G LC FT4</a> | 350G LC Excavator / 271 HP / 78,550 lbs. Weight / 26'10" Dig                 | John Deere Dealer | 02Aug18 |
| <a href="#">380G LC FT4</a> | 380G LC Excavator / 271 HP / 83,992 lbs. Weight / 26'10" Dig                 | John Deere Dealer | 24Jul18 |
| <a href="#">470G LC FT4</a> | 470G LC Excavator / 367 HP / 112,916 lbs. Weight / 29'11" Dig                | John Deere Dealer | 02Aug18 |
| <a href="#">670G LC FT4</a> | 670G LC Excavator / 463 HP / 154,103 lbs. Weight / 32'11" Dig                | John Deere Dealer | 24Jul18 |
| <a href="#">870G LC FT4</a> | 870G LC Excavator / 512 HP / 188,716 lbs. Weight / 39'11" Dig                | John Deere Dealer | 24Jul18 |
| <b>Forestry Machines</b>    |                                                                              |                   |         |
| <a href="#">1910G</a>       | 1910G Forwarder / 268 HP / 42,990 lbs. Weight / 27.9 ft. Max Reach           | John Deere Dealer | 25May18 |
| <a href="#">2654G</a>       | 2654G Swing Machine / 194 HP / 73,353 lbs. Weight / 79,560 lbs. Swing Torque | John Deere Dealer | 23Jul18 |
| <b>Motor Graders</b>        |                                                                              |                   |         |
| <a href="#">620G/GP</a>     | 620G/GP Grader / 215 HP / 40,350 lbs. Weight / 31,066 lbs. Blade Pull        | John Deere Dealer | 26Jun18 |
| <a href="#">622G/GP</a>     | 622G/GP Grader / 225 HP / 42,060 lbs. Weight / 45,000 lbs. Blade Pull        | John Deere Dealer | 26Jun18 |

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| <a href="#">670G/GP</a>        | 670G/GP Grader / 235 HP/ 42,340 lbs. Weight / 34,173 lbs. Blade Pull                     | John Deere Dealer | 26Jun18 |
| <a href="#">672G/GP</a>        | 672G/GP Grader / 255 HP / 44,040 lbs. Weight / 49,500 lbs. Blade Pull                    | John Deere Dealer | 26Jun18 |
| <a href="#">770G/GP</a>        | 770G/GP Grader / 255 HP / 42,760 lbs. Weight / 34,173 lbs. Blade Pull                    | John Deere Dealer | 26Jun18 |
| <a href="#">772G/GP</a>        | 772G/GP Grader / 275 HP / 44,570 lbs.- Weight / 49,500 lbs. Blade Pull                   | John Deere Dealer | 26Jun18 |
| <a href="#">870G/GP</a>        | 870G/GP Grader / 280 HP / 44,760 lbs. Weight / 34,173 lbs. Blade Pull                    | John Deere Dealer | 01Jun18 |
| <a href="#">872G/GP</a>        | 872G/GP Grader / 300 HP / 46,710 lbs. Weight / 49,500 lbs. Blade Pull                    | John Deere Dealer | 01Jun18 |
| <b>Wheel Loaders (4WD)</b>     |                                                                                          |                   |         |
| <a href="#">444K</a>           | 444K Loader / 124 HP / 25,022 lbs. Weight / 2.0-4 CY Capacity                            | John Deere Dealer | 13Jun18 |
| <a href="#">524K II (Obs.)</a> | 524K II Loader / 130 HP / 27,928 lbs. Weight / 2.5-4.5 CY Capacity (Dealer Stock Only)   | John Deere Dealer | 13Jun18 |
| <b>524L (New)</b>              | 524L Loader / 139 HP / (TBA) lbs. Weight / 2.5-4.5 CY Capacity                           | John Deere Dealer | 13Jul18 |
| <a href="#">544K II (Obs.)</a> | 544K II Loader / 163 HP / 29,138 lbs. Weight / 2.75-5.25 CY Capacity (Dealer Stock Only) | John Deere Dealer | 13Jun18 |
| <b>544L (New)</b>              | 544L Loader / 166 HP / (TBA) lbs. Weight / 2.5-5.25 CY Capacity                          | John Deere Dealer | 13Jul18 |
| <a href="#">624K II (Obs.)</a> | 624K II Loader/ 186 HP / 34,717 lbs. Weight / 3.5-5.25 CY Capacity (Dealer Stock Only)   | John Deere Dealer | 13Jun18 |

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| <b>624L (New)</b>           | 624L Loader/ 192 HP / (TBA) lbs. Weight / 2.5-5.25 CY Capacity             | John Deere Dealer | 13Jul18 |
| <a href="#">644K</a>        | 644K Loader / 232 HP / 41,188 lbs. Weight / 4.0-4.25 CY Capacity           | John Deere Dealer | 13Jun18 |
| <a href="#">644K Hybrid</a> | 644K Hyb. Loader / 229 HP / 40,436 lbs. Weight / 4.0-4.25 CY Capacity      | John Deere Dealer | 13Jun18 |
| <a href="#">724K</a>        | 724K Loader / 264 HP / 48,988 lbs. Weight / 4.0-4.75 CY Capacity           | John Deere Dealer | 13Jun18 |
| <a href="#">744K II</a>     | 744K II Loader / 303 HP / 55,905 lbs. Weight / 5.25-5.75 CY Capacity       | John Deere Dealer | 15Jun18 |
| <a href="#">824K II</a>     | 824K II Loader / 333 HP / 59,260 lbs. Weight / 6.0-6.75 CY Capacity        | John Deere Dealer | 15Jun18 |
| <a href="#">844K III</a>    | 844K III Loader / 380 HP / 74,534 lbs. Weight / 7.25 CY Capacity           | John Deere Dealer | 15Jun18 |
| <a href="#">844K III AH</a> | 844K III Aggregate Handler / 380 HP / 80,052 lbs. / 9.3-9.8 CY Capacity    | John Deere Dealer | 15Jun18 |
| <a href="#">944K</a>        | 944K Hybrid Loader / 536 HP FT4 / 117,947 lbs. Weight / 8.5-10 CY Capacity | John Deere Dealer | 15Jun18 |
| <b>Tractor Loaders</b>      |                                                                            |                   |         |
| <a href="#">210L EP</a>     | 210L EP Tractor Loader / 69 HP / 10,569 lbs. Weight / 8,245 lbs. Breakout  | John Deere Dealer | 17May18 |
| <a href="#">210L</a>        | 210L Tractor Loader / 93 HP / 11,326 lbs. Weight / 8,245 lbs. Breakout     | John Deere Dealer | 17May18 |
| <b>Compact Excavators</b>   |                                                                            |                   |         |

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|-----------------------------------|--------------------------------------------------------------------------------------------|-------------------|---------|
| <a href="#">17G</a>               | 17G Excavator / 14.5 HP / 7'2" Dig / 3,790 lbs. Weight                                     | John Deere Dealer | 14May18 |
| <a href="#">26G</a>               | 26G Excavator / 20.0 HP / 8'6" Dig / 6,110 lbs. Weight                                     | John Deere Dealer | 14May18 |
| <a href="#">30G</a>               | 30G Excavator / 23.0 HP / 9'2" Dig / 7,220 lbs. Weight                                     | John Deere Dealer | 18May18 |
| <a href="#">35G</a>               | 35G Excavator / 23.3 HP / 10'0" Dig / 7,760 lbs. Weight                                    | John Deere Dealer | 14May18 |
| <a href="#">50G</a>               | 50G Excavator / 35.9 HP / 11'7" Dig / 10,847 lbs. Weight                                   | John Deere Dealer | 14May18 |
| <a href="#">60G</a>               | 60G Excavator / 53.0 HP / 12'4" Dig / 13,547 lbs. Weight                                   | John Deere Dealer | 16Feb18 |
| Compact Track Loaders             |                                                                                            |                   |         |
| <a href="#">317G</a>              | 317G Compact Track / 61 HP / 2,125 lbs. Capacity / 4,250 lbs. Breakout                     | John Deere Dealer | 23Jul18 |
| <a href="#">323E (Obs.)</a>       | 323E Compact Track / 70 HP / 2,590 lbs. Capacity / 6,000 lbs. Breakout (Dealer Stock Only) | John Deere Dealer | 06Mar18 |
| <b><a href="#">325G (New)</a></b> | 325G Compact Track / 74 HP / 2,590 lbs. Capacity / 6,000 lbs. Breakout                     | John Deere Dealer | 23Jul18 |
| <a href="#">331G</a>              | 331G Compact Track / 88.5 HP / 3,100 lbs. Capacity / 10,325 lbs. Breakout                  | John Deere Dealer | 23Jul18 |
| <a href="#">333G</a>              | 331G Compact Track / 88.5 HP / 3,100 lbs. Capacity / 10,325 lbs. Breakout                  | John Deere Dealer | 23Jul18 |
| Skid Steer Loaders                |                                                                                            |                   |         |

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| <a href="#">312GR</a>              | 312GR Skid Steer / 48 HP / 1,550 lbs. Capacity / 3,700 lbs. Breakout Force         | John Deere Dealer | 23Jul18 |
| <a href="#">314G</a>               | 314G Skid Steer / 48 HP / 1,760 lbs. Capacity / 3,500 lbs. Breakout Force          | John Deere Dealer | 23Jul18 |
| <a href="#">316GR</a>              | 316GR Skid Steer / 61 HP / 1,750 lbs. Capacity / 4,000 lbs. Breakout Force         | John Deere Dealer | 23Jul18 |
| <a href="#">318G</a>               | 318G Skid Steer / 61 HP / 1,945 lbs. Capacity / 4,250 lbs. Breakout Force          | John Deere Dealer | 23Jul18 |
| <a href="#">320G</a>               | 320G Skid Steer / 69 HP / 2,190 lbs. Capacity / 4,200 lbs. Breakout Force          | John Deere Dealer | 23Jul18 |
| <a href="#">324G</a>               | 324G Skid Steer / 70 HP / 2,690 lbs. Capacity / 6,000 lbs. Breakout Force          | John Deere Dealer | 23Jul18 |
| <a href="#">330G</a>               | 330G Skid Steer / 88.5 HP / 3,000 lbs. Capacity / 7,600 lbs. Breakout Force        | John Deere Dealer | 23Jul18 |
| <a href="#">332G</a>               | 332G Skid Steer / 96.6 HP / 3,600 lbs. Capacity / 9,250 lbs. Breakout Force        | John Deere Dealer | 23Jul18 |
| <b>Wheel Loaders (4WD Compact)</b> |                                                                                    |                   |         |
| <a href="#">204L</a>               | 204L 4WD / 61 HP / 11,806 lbs. Weight / 1.0-1.4 CY Capacity                        | John Deere Dealer | 01Aug18 |
| <a href="#">244K-II (Obs.)</a>     | 244K II 4WD / 70 HP / 12,060 lbs. Weight / 1.0-1.4 CY Capacity (Dealer Stock Only) | John Deere Dealer | 13Jun18 |
| <b>244L (New)</b>                  | 244L 4WD / (TBA) HP / (TBA) lbs. Weight / 1.0-2.1 CY Capacity                      | John Deere Dealer | 07Aug18 |
| <a href="#">304L</a>               | 304L 4WD / 65 HP / 12,778 lbs. Weight / 1.0-2.1 CY Capacity                        | John Deere Dealer | 01Aug18 |

[324K \(Obs.\)](#)

324K 4WD / 70 HP /14,087 lbs. Weight / 1.4-2.0 CY Capacity (Dealer Stock Only)

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Dealer

10Apr18

**324L (New)**

324L 4WD / (TBA) HP / (TBA) lbs. Weight / 1.0-2.1 CY Capacity

John Deere  
Dealer

07Aug18

[344L](#)

344L 4WD / 103 HP /19,553 lbs. Weight / 2 CY Capacity

John Deere  
Dealer

01Aug18

## Attachments

[Worksite Pro  
Attachments](#)

John Deere Worksite Pro Attachments and Implements are on contract as standalone items

John Deere  
Dealer

02Aug18

## Contract updates:

15 Dec 2017 - Add new models (190GW, 204L, 304L) and update price pages.

13 Mar 2018 - Add new models (325G, 345G LC FT4, 320G, 324G, 344L), remove old models (323E, 605K, 320E, 324E, 344K) and update price pages.

12 Jun 2018 - NJPA change name to Sourcewell.

17 Aug 2018 – Added new models (244L, 324L, 524L, 544L and 624L). Removed models (320E, 324E, 204K, 304K, 344K and 605K). Price increase (655K, 755K and 2654G) and update price pages.