

Virginia – NASPO ValuePoint Contract

Contract Number:	E194-1484
Contract Period:	November 5, 2017 – November 4, 2019
Eligibility:	State, local and education agencies. Other states can adopt this contract through a participating addendum.

Quotes and Purchase Orders:

To obtain a quote, contact your local John Deere Dealer at the following link:

<https://dealerlocator.deere.com/servlet/country=US>

The local dealer assists customers in configuring the needed machines and attachments as well as identifying any applicable dealer provided item, install, extended warranty and trade-in details. Dealer then contacts the John Deere Construction Retail Sales Account Manager for a formal contract quote:

Adam Holdt, Account Manager

HoldtAdamJ@JohnDeere.com

309-765-7787 office

309-314-7344 cell

All purchase orders must show John Deere Construction Retail Sales as the vendor and reference the contract name and number

Contract Details

Quotes	Quotes are valid for 30 days from the creation date.
Allied (non-Deere)	Allowed, can 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.

Special Delivery Obligations	FOB Destination, Freight Prepaid and Allowed (freight already included in discount).
Fees	<p>Dealer quotes set-up/install fees for attachments.</p> <p>Dealer provides pre-delivery, local delivery and customer machine familiarity training (walk around) at no additional cost.</p>
Financing	<p>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 request and customer purchase order. No operating leases are allowed.</p>
Multiple Unit Discount	<p>The following additional discount applies to: like/self-propelled machines, placed at the same time and on the same purchase order.</p> <p style="text-align: center;">2-4 Units: 1.5%</p> <p style="text-align: center;">5-7 Units: 3.5%</p> <p style="text-align: center;">8-14 Units: 5%</p> <p style="text-align: center;">15-30 Units: 7%</p>
Non-contract (Deere)	<p>Allowed, can only be sold with a contract item. Non-contract items are John Deere products, implements, attachments, accessories, parts or bundles that are not on contract but are requested by the customer to complete the purchase of related 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 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	None
Delivery Obligations	90 days After Receipt of Order (ARO). Dealer to advise if more than 90 days is expected at time of order. Customer advises if to retain or cancel order. Should a factory delay occur after order placement, customer will be advised accordingly.
Remittance Information	John Deere Construction Retail Sales 1515 Fifth Avenue Moline, IL 61265

Equipment on Contract

John Deere Model	Product Descriptions (click model number links at the left for more info)	Discounts off MSRP	Price Page Dates
Skid Steer Loaders			
324G	324G Skid Steer / 70 HP / 2,690 lbs. Capacity / 6,000 lbs. Breakout Force	John Deere Dealer	12Mar18
330G	330G Skid Steer / 88.5 HP / 3,000 lbs. Capacity / 7,600 lbs. Breakout Force	John Deere Dealer	12Mar18
332G	332G Skid Steer / 96.6 HP / 3,600 lbs. Capacity / 9,250 lbs. Breakout Force	John Deere Dealer	12Mar18
Compact Track Loaders			
331G	331G Compact Track / 88.5 HP / 3,100 lbs. Capacity / 10,325 lbs. Breakout	John Deere Dealer	13Mar18

333G	333G Compact Track / 96.6 HP / 3,700 lbs. Capacity / 13,750 lbs. Breakout	John Deere Dealer	13Mar18
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Backhoes

310SL	310SL Backhoe / 100 HP / 17,692 lbs. Weight / 14'3" Dig	John Deere Dealer	23Feb18
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410L	410L Backhoe / 113 HP / 19,463 lbs. Weight / 15'10" Dig	John Deere Dealer	02Feb18
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Attachments

WorksitePro Attachments	WorksitePro Attachments must be sold with a machine	John Deere Dealer	Current
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Contract updates

August 23, 2016 - Complete price page update and contract extension through August 23, 2017.

February 5, 2016 - Complete price page update.

November 13, 2017 – Complete price structure and contract extension updates.

April 4, 2018 – Removed 324E and added the 324G, complete price page update.

October 3, 2108 - Changed some verbiage and revised Product Descriptions.