

Virginia Participating Addendum (Adoption of Oklahoma/NASPO ValuePoint Contract SW0192)

Contract Number:	E194-82390
Contract Period:	Sep 4, 2019 - Apr 10, 2021 with two remaining 1-year renewal options
Eligibility:	State/local agencies and institutions of higher education

Quotes and Purchase Orders:

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

<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, pre-delivery inspection, local delivery, extended warranty and trade-in details. Dealer then contacts the John Deere Construction Retail Sales Account Manager for a formal contract quote:

Account Manager for John Deere Government Sales

EllisJeffD@JohnDeere.com

309-236-3407 cell/office

Purchase orders must show John Deere Construction Retail Sales as the vendor and reference the contract number: E194-82390

Contract Details

Quotes	Quotes are valid for 30 days from the creation date, which is found on the upper right hand corner of the first page for your convenience.
Allied (non-Deere)	<p>Allowed, allied equipment may only be sold in connection with the sale of a contract item.</p> <p>Allied items are products, implements, attachments, accessories, or parts 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	Not allowed.

Special Delivery Obligations	FOB Destination Prepaid and Added. Factory to dealer freight is quoted as well as local dealer to end user's location.
Fees	Set-up fees for field attachments may be charged. Dealership quotes Pre-Delivery Inspection and local delivery as well as any dealer provided item and install. Dealer provides customer machine familiarity training (walk around) at no charge.
Financing	Only a John Deere <i>Municipal</i> lease is allowed. The Municipal lease is a type of financing that is specifically designed for qualified state, government, and educational entities which grants full ownership at the end of the lease term. The muni-lease is arranged and processed through your local John Deere Dealer and John Deere Financial. No operating leases are allowed.
Multiple Unit Discount	The following additional discount applies for a multiple-unit sale on the same Purchase Order. 5-7 Units 1% 8-14 Units 2% 15-30 Units 3%
Non-contract (Deere)	Allowed, non-contract items may only be sold in connection with the sale of a contract item. Non-contract items are John Deere products, implements, attachments, accessories, or parts that are not currently on contract but are requested by the customer to complete the purchase of related John Deere equipment awarded on contract.
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". The local dealer determines the trade-in amount.
Demo	Product demonstration units are not required by this contract, however, they may be arranged with local John Deere Dealer when desired and stock is available.

Miscellaneous	Field installed kits (AT, KV...) ordered with a base machine receive 20% off List discount
Payment Remittance Information	Remit to Address: John Deere Construction Retail Sales, a division of John Deere Shared Services, Inc. P.O. Box 8806 Moline, IL 61266-8806

Equipment on Contract

John Deere Model	Product Descriptions (click model number at the left for more info)	Discounts off MSRP	Price Page Dates
Articulated Dump Trucks			
260E	260E ADT / 321 HP / 53,334 lbs. Payload / 19.6 cu yd. Heaped Capacity	John Deere Dealer	Current
310E	310E ADT / 354 HP / 62,005 lbs. Payload / 22.9 cu yd. Heaped Capacity	John Deere Dealer	Current
370E	370E ADT / 422 HP / 74,139 lbs. Payload / 26.8 cu yd. Heaped Capacity	John Deere Dealer	Current
410E	410E ADT / 443 HP / 82,157 lbs. Payload / 29.7 cu yd. Heaped Capacity	John Deere Dealer	Current
460E	460E ADT / 481 HP / 92,195 lbs. Payload / 33.4 cu yd. Heaped Capacity	John Deere Dealer	Current
Backhoes			
310L EP	310L EP Backhoe / 71 HP / 15,880 lbs. Weight / 14'0" Dig	John Deere Dealer	Current



310L	310L Backhoe / 93 HP / 16,119 lbs. Weight / 14'0" Dig	John Deere Dealer	Current
310SL	310SL Backhoe / 100 HP / 17,692 lbs. Weight / 14'3" Dig	John Deere Dealer	Current
310SL HL	310SL HL Backhoe / 110 HP / 18,811 lbs. Weight / 14'10" Dig	John Deere Dealer	Current
315SL	315SL Backhoe / 101 HP / 17,692 lbs. Weight / 14'3" Dig	John Deere Dealer	Current
410L	410L Backhoe / 113 HP / 19,463 lbs. Weight / 15'10" Dig	John Deere Dealer	Current
710L	710L Backhoe / 148 HP / 27,033 lbs. Weight / 17'3" Dig	John Deere Dealer	Current
Crawler Dozers			
450K	450K Dozer / 80 HP / 17,510 - 18,752 lbs. Weight / 86" Track on Ground	John Deere Dealer	Current
550K	550K Dozer / 92 HP / 19,640 - 20,622 lbs. Weight / 92" Track on Ground	John Deere Dealer	Current
650K	650K Dozer / 104 HP / 19,949 - 20,974 lbs. Weight / 92" Track on Ground	John Deere Dealer	Current
700K	700K Dozer / 130 HP / 30,275 - 31,290 lbs. Weight / 102" Track on Ground	John Deere Dealer	Current
700L New Model	700L Dozer / 135 HP / 30,900 lbs. Weight / 103" Track on Ground	John Deere Dealer	Current
750K	750K Dozer / 165 HP / 34,527 - 37,745 lbs. Weight / 102" Track on Ground	John Deere Dealer	Current

750L New Model	750L Dozer / 175 HP / 38,076 lbs. Weight / 122" Track on Ground	John Deere Dealer	Current
850L	850L Dozer / 225 HP / 47,578 - 51,365 lbs. Weight / 130" Track on Ground	John Deere Dealer	Current
950K	950K Dozer / 265 HP / 71,200 - 74,970 lbs. Weight / 126.5" Track on Ground	John Deere Dealer	Current
1050K	1050K Dozer / 350 HP / 94,300 - 95,000 lbs. Weight / 134.6" Track on Ground	John Deere Dealer	Current
Crawler Loaders			
655K	655K Crawler / 145 HP / 40,614 lbs. Weight / 2.4 cu yds. Heaped Capacity	John Deere Dealer	Current
755K	755K Crawler / 190 HP / 45,178 lbs. Weight / 3.2 cu yds. Heaped Capacity	John Deere Dealer	Current
Excavators			
75G FT4	75G Excavator / 56.9 HP / 18,221 lbs. Weight / 13'6" Dig	John Deere Dealer	Current
85G FT4	85G Excavator / 56.9 HP / 18,821 lbs. Weight / 13'1" Dig	John Deere Dealer	Current
130G FT4	130G Excavator / 98 HP / 31,604 lbs. Weight / 19'9" Dig	John Deere Dealer	Current
135G FT4	135G Excavator / 101 HP / 31,500 lbs. Weight / 20'0" Dig	John Deere Dealer	Current
160G LC FT4	160G LC Excavator / 121 HP / 39,526 lbs. Weight / 21'4" Dig	John Deere Dealer	Current

180G LC FT4	180G LC Excavator / 121 HP / 45,170 lbs. Weight / 23'2" Dig	John Deere Dealer	Current
190GW FT4	190GW Excavator / 173 HP / 43,431 lbs. Weight / 19'2" Dig	John Deere Dealer	Current
210G LC FT4	210G LC Excavator / 159 HP / 51,940 lbs. Weight / 21'11" Dig	John Deere Dealer	Current
245G LC FT4	245G LC Excavator / 159 HP / 57,800 lbs. Weight / 21'9" Dig	John Deere Dealer	Current
250G LC FT4	250G LC Excavator / 188 HP / 57,800 lbs. Weight / 25'0" Dig	John Deere Dealer	Current
300G LC FT4	300G LC Excavator / 223 HP / 68,674 lbs. Weight / 25' 10" Dig	John Deere Dealer	Current
345G LC FT4	345G LC Excavator / 249 HP / 80,788 lbs. Weight / 24'10" Dig	John Deere Dealer	Current
350G LC FT4	350G LC Excavator / 271 HP / 78,550 lbs. Weight / 26'10" Dig	John Deere Dealer	Current
380G LC FT4	380G LC Excavator / 271 HP / 83,992 lbs. Weight / 26'10" Dig	John Deere Dealer	Current
470G LC FT4	470G LC Excavator / 367 HP / 112,916 lbs. Weight / 27'2" Dig	John Deere Dealer	Current
Motor Graders			
620G/GP	620G/GP Grader / 215 HP/ 40,350 lbs. Weight / 31,066 lbs. Blade Pull	John Deere Dealer	Current
622G/GP	622G/GP Grader / 225 HP/ 42,060 lbs. Weight / 45,000 lbs. Blade Pull	John Deere Dealer	Current

670G/GP	670G/GP Grader / 235 HP/ 42,340 lbs. Weight / 34,173 lbs. Blade Pull	John Deere Dealer	Current
672G/GP	672G/GP Grader / 255 HP / 44,040 lbs. Weight / 49,500 lbs. Blade Pull	John Deere Dealer	Current
770G/GP	770G/GP Grader / 255 HP / 42,760 lbs. Weight / 34,173 lbs. Blade Pull	John Deere Dealer	Current
772G/GP	772G/GP Grader / 275 HP / 44,570 lbs.- Weight / 49,500 lbs. Blade Pull	John Deere Dealer	Current
870G/GP	870G/GP Grader / 280 HP / 44,760 lbs. Weight / 34,173 lbs. Blade Pull	John Deere Dealer	Current
872G/GP	872G/GP Grader / 300 HP / 46,710 lbs. Weight / 49,500 lbs. Blade Pull	John Deere Dealer	Current
4WD Loaders			
444K	444K 4WD Loader / 124 HP / 25,022 lbs. Weight / 2.0-4 CY Capacity	John Deere Dealer	Current
444L	444L 4WD Loader / 124 HP / 25,814 lbs. Weight / 2.5-4.5 CY Capacity	John Deere Dealer	Current
524L	524L 4WD Loader / 152 HP / 28,931 lbs. Weight / 2.5-4.0 CY Capacity	John Deere Dealer	Current
544L	544L 4WD Loader / 166 HP / 30,520 lbs. Weight / 2.5-4.5 CY Capacity	John Deere Dealer	Current
624L	624L 4WD Loader/ 192 HP / 34,715 lbs. Weight / 3.0-5.25 CY Capacity	John Deere Dealer	Current
644K	644K 4WD Loader / 232 HP / 41,188 lbs. Weight / 4.0-4.25 CY Capacity	John Deere Dealer	Current



644K Hybrid	644K HYB 4WD Loader / 229 HP / 40,436 lbs. Weight / 4.0-4.25 CY Capacity	John Deere Dealer	Current
644L	644L 4WD Loader / 249 HP / 41,571 lbs. Weight / 4.0-4.75 CY Capacity	John Deere Dealer	Current
644L Hybrid	644L HYB 4WD Loader / 231 HP / 41,571 lbs. Weight / 4.0-4.75 CY Capacity	John Deere Dealer	Current
724K	724K 4WD Loader / 264 HP / 48,988 lbs. Weight / 4.0-4.75 CY Capacity	John Deere Dealer	Current
724L	724L 4WD Loader / 268 HP / 43,707 lbs. Weight / 4.0-5.0 CY Capacity	John Deere Dealer	Current
744K II	744K II 4WD Loader / 303 HP / 55,905 lbs. Weight / 5.25-5.75 CY Capacity	John Deere Dealer	Current
744L	744L 4WD Loader / 316 HP / 57,086 lbs. Weight / 5.25-5.85 CY Capacity	John Deere Dealer	Current
824K II	824K II 4WD Loader / 333 HP / 59,260 lbs. Weight / 6.0-6.75 CY Capacity	John Deere Dealer	Current
824L	824L 4WD Loader / 343 HP / 61,685 lbs. Weight / 6.0-6.75 CY Capacity	John Deere Dealer	Current
844K III	844K III 4WD Loader / 380 HP / 74,534 lbs. Weight / 7.25 CY Capacity	John Deere Dealer	Current
844K III AH	844K III 4WD Loader / 380 HP / 74,534 lbs. Weight / 7.25 CY Capacity (Aggregate Handler)	John Deere Dealer	Current
844L	844L 4WD Loader / 417 HP / 76,670 lbs. Weight / 6.3-8.0 CY Capacity	John Deere Dealer	Current

844L AH	844L AH 4WD Loader / 429 HP / 80,052 lbs. / 9.3-9.8 CY Capacity (Aggregate Handler)	John Deere Dealer	Current
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Tractor Loaders

210L EP	210L EP Tractor Loader / 69 HP / 10,569 lbs. Weight / 8,245 lbs. Breakout	John Deere Dealer	Current
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210L	210L Tractor Loader / 93 HP / 11,326 lbs. Weight / 8,245 lbs. Breakout	John Deere Dealer	Current
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Skid Steer Loaders

312GR	312GR Skid Steer / 48 HP / 1,550 lbs. Capacity / 3,700 lbs. Breakout Force	John Deere Dealer	Current
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314G	314G Skid Steer / 48 HP / 1,760 lbs. Capacity / 3,500 lbs. Breakout Force	John Deere Dealer	Current
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316GR	316GR Skid Steer / 61 HP / 1,750 lbs. Capacity / 4,000 lbs. Breakout Force	John Deere Dealer	Current
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318G	318G Skid Steer / 61 HP / 1,945 lbs. Capacity / 4,250 lbs. Breakout Force	John Deere Dealer	Current
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320G	320G Skid Steer / 69 HP / 2,190 lbs. Capacity / 4,200 lbs. Breakout Force	John Deere Dealer	Current
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324G	324G Skid Steer / 70 HP / 2,690 lbs. Capacity / 6,000 lbs. Breakout Force	John Deere Dealer	Current
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330G	330G Skid Steer / 88.5 HP / 3,000 lbs. Capacity / 7,600 lbs. Breakout Force	John Deere Dealer	Current
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332G	332G Skid Steer / 96.6 HP / 3,600 lbs. Capacity / 9,250 lbs. Breakout Force	John Deere Dealer	Current
Compact Track Loaders			
317G	317G Compact Track / 61 HP / 2,125 lbs. Capacity / 4,250 lbs. Breakout	John Deere Dealer	Current
325G	325G Compact Track / 74 HP / 2,590 lbs. Capacity / 6,000 lbs. Breakout	John Deere Dealer	Current
331G	331G Compact Track / 88.5 HP / 3,100 lbs. Capacity / 10,325 lbs. Breakout	John Deere Dealer	Current
333G	333G Compact Track / 96.6 HP / 3,700 lbs. Capacity / 13,750 lbs. Breakout	John Deere Dealer	Current
Compact Excavators			
17G	17G Excavator / 14.5 HP / 7' 2" Dig / 3,790 lbs. Weight	John Deere Dealer	Current
26G	26G Excavator / 20.0 HP / 8' 6" Dig / 6,110 lbs. Weight	John Deere Dealer	Current
30G	30G Excavator / 23 HP / 9'2" Dig / 7,220 lbs. Weight	John Deere Dealer	Current
35G	35G Excavator / 23.3 HP / 10' 0" Dig / 7,760 lbs. Weight	John Deere Dealer	Current
50G	50G Excavator / 35.9 HP / 11' 7" Dig / 10,847 lbs. Weight	John Deere Dealer	Current
60G	60G Excavator / 53 HP / 12' 4" Dig / 13,547 lbs. Weight	John Deere Dealer	Current

Compact Wheel Loaders

204L	204L 4WD / 61 HP / 11,806 lbs. Weight / 1.0-1.4 CY Capacity	John Deere Dealer	Current
244L	244L / 71.0 HP / 12,258 lbs. Weight / 1.0 CY Capacity	John Deere Dealer	Current
304L	304L 4WD / 65 HP / 12,778 lbs. Weight / 1.0-2.1 CY Capacity	John Deere Dealer	Current
324L	324L / 74.0 HP / 14,110 lbs. Weight / 1.4 CY Capacity	John Deere Dealer	Current
344L	344L 4WD / 103 HP / 19,553 lbs. Weight / 2 CY Capacity	John Deere Dealer	Current

Attachments for Compact Construction Equipment

WorksitePro Attachments	John Deere WorksitePro Attachments are on contract for individual purchase (no base machine purchase required with a WorksitePro attachment order)	John Deere Dealer	Current
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Contract updates

Sep 4, 2019 – New Contract.

April 10, 2020 – renewal to April 2021. Added 700L, 750L, 444L, 644L, 644L HYB, 724L, 744L, 824L, 844L, 844L AH.

December 2, 2020 – Changed Acct Mgr from Adam Holdt to Jeff Ellis.