

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](#). Your local [John Deere Dealer](#) will contact the Direct Government Sales office for a direct sales quote.

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

Contract Details

Quotes	Quotes are valid for 30 days from the creation date of the quote. All quotes created in the Direct Government Sales system have the creation date on the upper right hand corner of the first quote page for your convenience.
Allied (non-Deere)	Allowed. Allied equipment may only be sold in connection with the sale of 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 Prepaid Allowed. Factory Freight costs are configured into the discount off of list price. Orders should be delivered within the days/timeframe stated on the quotation, typically 90 days After Receipt of Order (ARO).

Fees	Set-up fees for field attachments may be charged. Dealership provides PDI, local delivery, and customer machine familiarity training (walk around) at no additional cost.
Financing	The low interest rate, low cost John Deere Municipal Lease, is a type of financing that is specifically designed for qualified state, government, and educational entities which allow full ownership at the end of the lease term. The process must be run through your local John Deere Dealer . The Dealer will work with John Deere Financial to arrange a muni-lease in order to cover the contract price.
Multiple Unit Discount	2-4 Units 1.5% / 5-7 Units 3.5% / 8-14 Units 5.0% / 15-30 Units 7%
Non-contract (Deere)	<p>Allowed. Non-contract equipment may only be sold in connection with the sale of a contract item.</p> <p>Non-contract items are John Deere manufactured products, implements, 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. Items must be clearly labeled on the purchase order or quote as Trade-in. The agency and the dealer determine the trade-in-value.
Demo	Not applicable to this contract. A Demo may be arranged through your local John Deere Dealer .
Miscellaneous	None
Delivery Obligations	60 to 90 days After Receipt of Order (ARO)

**Payment
Remittance
Information**

Remit to Address:
John Deere Shared Services, Inc.
1515 Fifth Avenue
P.O. Box 8806
Moline, IL 61265-8806

Price Structure

John Deere Model	Product Descriptions	Discounts off MSRP	Price Page Dates
324E	John Deere Model 324E Skid Steer Loader / 70 HP / 5,380 lbs. Tipping Load / 2,690 lbs. Rated Operating Capacity / 8,750 lbs. Bucket Breakout Force	John Deere Dealer	5Sep17
330G	John Deere Model 330G Skid Steer Loader / 89 HP / 6,000 lbs. Tipping Load / 3,000 lbs. Rated Operating Capacity / 7,600 lbs. Bucket Breakout Force	John Deere Dealer	5Sep17
332G	John Deere Model 332G Skid Steer Loader / 97 HP / 7,200 lbs. Tipping Load / 3,600 lbs. Rated Operating Capacity / 9,250 lbs. Bucket Breakout Force	John Deere Dealer	5Sep17
331G	John Deere Model 331G Compact Track Loader / 89 HP / 8,857 lbs. Tipping Load / 3,100 lbs. Rated Operating Capacity / 7,600 lbs. Bucket Breakout Force	John Deere Dealer	5Sep17
333G	John Deere Model 333G Compact Track Loader / 97 HP / 10,566 lbs. Tipping Load / 3,700 lbs. Rated Operating Capacity / 9,250 lbs. Bucket Breakout Force	John Deere Dealer	5Sep17

310SL	John Deere Model 310SL Backhoe Loader / 99 HP / 16,064 lbs. Standard Operating Weight / 14' 3" Backhoe Digging Depth / 10,532 lbs. Loader Breakout Force	John Deere Dealer	27Sep17
410L	John Deere Model 410L Backhoe Loader / 113 HP / 17,786 lbs. Standard Operating Weight / 15' 10" Backhoe Digging Depth / 10,351 lbs. Loader Breakout Force	John Deere Dealer	27Sep17

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.