

Minnesota – Compact Wheel Loaders and Accessories

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| Contract Number: | 134457 |
| Contract Period: | December 1, 2017 – November 30, 2018 |
| Eligibility: | <p>State agencies and/or Cooperative Purchasing Venture (CPV) members.</p> <p>The following link is a list of CPV Members.</p> |

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:

Mark Deakyne, Account Manager

DeakyneMarkR@JohnDeere.com

309-765-0294 office

309-831-6410 cell

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

Contract Details

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| Quotes | Quotes are provided by John Deere Government Sales and are valid for 30 days. |
| Allied (non-Deere) | <p>Allowed, equipment may be sold in connection with the sale of a contract item, not to exceed \$5,000 or local entity's max threshold for the order.</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> |



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| Credit Cards | Not Allowed. |
| Special Delivery Obligations | <p>FOB Destination, Freight Prepaid and Allowed. Factory freight to dealer is already included in discount.</p> <p>Dealer quotes delivery from their location to the end user's location; not to exceed \$5/per loaded mile, \$50 minimum is billed to the customer.</p> |
| Fees | <p>Dealer provided items as well as set-up/installs fee may be charged at of maximum rate of \$128/hour.</p> <p>Dealer provides pre-delivery inspection and walk around(at the time of delivery) free of charge.</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.</p> <p>Notice of lease/provider must appear on the quote and customer purchase order. No operating leases are allowed.</p> |
| Multiple Unit Discount | Not allowed. |
| Non-contract (Deere) | <p>Allowed, non-contract equipment may be sold in connection with the sale of a contract item, not to exceed \$5,000 or local entity's max threshold for the order.</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, 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. |

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| 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. |
| Remittance Information | <p style="text-align: center;">John Deere Construction Retail Sales</p> <p style="text-align: center;">Division of John Deere Shared Services, Inc.</p> <p style="text-align: center;">P.O. Box 8806 Moline, IL 61266-8806</p> |

Equipment on Contract

| John Deere Model | Product Descriptions(click model number links at the left for more info) | Discounts off MSRP | Price Page Dates |
|--------------------------------------|--|--------------------|------------------|
| Compact Wheel Loaders | | | |
| 204L | 204L 4WD / 61 HP / 11,806 lbs. Weight / 1.0-1.4 CY Capacity | John Deere Dealer | 17Oct17 |
| 244K-II | 244K II 4WD / 70 HP / 12,060 lbs. Weight / 1.0-1.4 CY Capacity | John Deere Dealer | 01Sep17 |
| 304L | 304L 4WD / 65 HP / 12,778 lbs. Weight / 1.0-2.1 CY Capacity | John Deere Dealer | 17Oct17 |
| 324K | 324K 4WD / 70 HP / 14,087 lbs. Weight / 1.4-2.0 CY Capacity | John Deere Dealer | 01Sep17 |
| Attachments for CWP Equipment | | | |

Contract updates

December 1, 2017 – New contract.

December 13, 2017 – Added WorksitePro attachments for stand-alone sales.

July 24, 2018 – Changed some verbiage and revised Product Descriptions.

October 18, 2018 – Changed some of the verbiage for Contract Details