

West Virginia - NASPO ValuePoint Ground Maintenance Equipment Contract

Contract Number:	CMA 0212 GRNDMAINT22A
Contract Period:	June 21, 2022 - February 28, 2025
Eligibility:	The state allows all state agencies, political subdivisions, governmental entities, and cooperative purchasing members to utilize this contract.

Quotes and Purchase Orders:

Quotes are valid for 30 days from the creation date of the quote **OR** until the contract expires, whichever occurs first.

To obtain a quote, contact your local [John Deere Dealer](#). Submit your purchase order to the dealer. The John Deere Dealer will submit the purchase order to John Deere's Government Sales office.

All purchase orders must show Deere & Company as the vendor and reference the contract number.

Contract Details

Delivery Obligations	None.
Fees	Optional delivery fee of \$6 per loaded mile is allowed for the delivering dealer. This fee is <u>not</u> per machine; it's per load. Use Google Maps to calculate the mileage. The fee should be shown as a separate line item on the quote and/or the purchase order.
Financing	<p>John Deere Municipal Lease by John Deere Financial Allowed: If the agency rules and guidelines allow. This 12-60 month financial product require payments and enables ownership of the equipment.</p> <p>Government Operating Lease by John Deere Financial Allowed: If the agency rules and guidelines allow. This 24-60 month product requires payments and the equipment is returned to the dealer location at the end of the term.</p> <p>Retail Note Financing by John Deere Financial or Third Party</p>

	<p>Allowed: If the agency's rules and guidelines allow.</p>										
Machine Hours	<p>Allowed: Due to factory delivery, pre-delivery inspection, machine setup and installation of attachments, machines may have hours but should not exceed hour usage guidelines in the warranty administration manual.</p>										
Manuals	<p>An operator's manual is included with the delivery of the equipment at no charge.</p>										
Miscellaneous	<p><u>Minimum Order Value</u> - \$500</p> <p><u>Training</u> Provide on-site in-service training (if required) to ordering agency either by representative or instructional DVD at no cost to agency and held at order agency's facility. Dealers must provide invoice for reimbursement of cost of DVD or submit invoice itemizing time spent on on-site training which will be reimbursed at the labor rate posted on the Government and National Sales Reimbursement Schedule.</p>										
Multiple Unit Discount	<p>For sales of three or more like self-propelled equipment sold to one customer on the same purchase order qualifies for an additional discount. Implements and attachments sold with and for self-propelled ride-on machines are also eligible for multi-unit discounts, but do not count towards the total number of ride-on units, which determines the multi-unit discount percentage. See discount structure below:</p> <table border="0" style="width: 100%;"> <thead> <tr> <th style="text-align: left;">Quantity</th> <th style="text-align: left;">Additional Discount</th> </tr> </thead> <tbody> <tr> <td>3-4</td> <td>1%</td> </tr> <tr> <td>5-6</td> <td>2%</td> </tr> <tr> <td>7-8</td> <td>3%</td> </tr> <tr> <td>9 units or more</td> <td>4%</td> </tr> </tbody> </table> <p>Frontier Equipment is excluded from the Multiple Unit Discount program.</p>	Quantity	Additional Discount	3-4	1%	5-6	2%	7-8	3%	9 units or more	4%
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Open Market by John Deere (listed in the price book)	<p>Allowed: <u>Per the contracts terms and conditions,</u> the addition of open market equipment will complete or enhance the operation or provide an additional level of safe operation of the contract equipment. Open market equipment is defined as products, implements, attachments, parts, and bundles not currently on contract.</p> <p>Items must be clearly labeled on the purchase order as Open Market.</p>										
Open Market by Dealer (not listed in the price book)	<p>Allowed. Open-Market items not available from John Deere but offered by the delivering Dealer to complete the purchase of John Deere equipment awarded on contract.</p> <p>Items must be clearly labeled on the purchase order as Open Market</p>										

Payment and Remittance	<p>Credit card payments allowed.</p> <p>Remit to Address: Deere & Company Ag & Turf CBD & Government Sales 21748 Network Place Chicago, IL 60673-1217</p>
Substitutions	Not applicable. This is a current price contract.
Trade-Ins	Allowed: Items must be clearly labeled on the purchase order or quote as Trade-In. The agency and the dealer will determine the trade-in value.

Price Structure

Price Page Tabs	Product Descriptions	Discounts off MSRP	Price Page Dates
Turf Equipment			
L21	Residential Zero-Turn-Radius Mowers & Equipment (excludes Z700s)	4%	Current Price
L21	Residential Zero-Turn-Radius Mowers & Equipment (Z700s only)	9%	Current Price
L25	Lawn Tractors (X300s only) & Equipment	18%	Current Price
L30	Garden Tractors & Equipment	18%	Current Price
L35	Equipment for Lawn & Garden Tractors	18%	Current Price
C10	Commercial Walk-Behind Mowers & Equipment	23%	Current Price
C13	Commercial Zero-Turn-Radius Mowers & Equipment	23%	Current Price
C15	Commercial Front Mowers & Equipment	23%	Current Price
C18	Commercial Wide Area Mowers & Equipment	23%	Current Price
C20	Compact Utility Tractors & Equipment	18%	Current Price
C21	Equipment for Commercial Mowing Products	23%	Current Price
C25	Equipment for Compact Utility Tractors	18%	Current Price
C40	Mid-Size Crossover Utility Vehicles & Equipment	14%	Current Price
C41	Full-Size Crossover Utility Vehicles & Equipment	14%	Current Price
C42	Traditional Utility Vehicles & Equipment Excludes GS Gators	17%	Current Price
C47	HPX Utility Vehicles & Equipment	14%	Current Price
Golf Equipment			
G10	Reel Mowers & Equipment	24%	Current Price
G15	Special Application Mowers & Equipment	24%	Current Price

G20	Special Application Vehicles & Equipment	24%	Current Price
G25	Aeration & Equipment	24%	Current Price
G30	Debris Maintenance & Equipment	24%	Current Price
G35	Golf Fleet Management	13%	Current Price
Ag Equipment			
A2	Tractors: 5050E, 5060E, 5067E, 5075E	14%	Current Price
A2	Tractors: 5090E, 5090EL, 5100E	19%	Current Price
A2	Tractors: 5000Ms, ENs, GLs, GNs, GVs, MHs and MLs	22%	Current Price
A2	Tractors: 6000 - 9000 Series Excludes Precision Upgrades	24%	Current Price
A3	Combines Excludes Precision Upgrades	22%	Current Price
A4	Cotton	22%	Current Price
A5	Hay & Forage	22%	Current Price
A6	Tillage	22%	Current Price
A7	Planters, Drills & Air Seeder Sprayers	22%	Current Price
A8	Excludes Performance Upgrades	22%	Current Price
A9	Implements & Attachments	24%	Current Price
A10	Ag Management Solutions (AMS)	Same as Tractor's Discount, 5% If Purchased w/o Tractor	Current Price
Frontier Equipment			
Frontier	Cutting & Mowing	18%	Current Price
Frontier	Material Handling	18%	Current Price
Frontier	Landscaping	18%	Current Price
Frontier	Planting & Seeding	18%	Current Price
Frontier	Hay & Forage	18%	Current Price
Frontier	Tillage	18%	Current Price
Frontier	Livestock Equipment	18%	Current Price
Frontier	Snow Products	18%	Current Price

Contract Updates

February 27, 2024 – Contract renewed through February 28, 2025.

February 28, 2023 – Contract renewed through February 27, 2024. Optional delivery fee increased to \$6.00 per loaded mile.

August 30, 2022 – Added note stating discount for AMS is 5% when purchased without the Tractor.