

West Virginia - NASPO ValuePoint Ground Maintenance Equipment Contract

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| Contract Number: | CMA 0212 GRNDMAINT25A |
| Contract Period: | March 15, 2025 – October 31, 2026 |
| 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

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| Delivery Obligations | None. |
| Fees | Optional delivery fee of \$8 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>Sales of 3 or more like <u>self-propelled products</u> sold on the <u>same</u> purchase order are eligible for the multiunit discount. The 3 or more self-propelled products must be in the same equipment categories as shown below and included on the same purchase order. Compatible implements and attachments sold with such products also qualify for the multi-unit discount, but do not count as a unit. <u>Frontier Equipment is excluded from the Multiple Unit Discount.</u></p> <ul style="list-style-type: none"> • Riding Lawn Equipment • Commercial Mowers • Compact Tractors • Utility Vehicles (excludes Prognators) • Golf Equipment (includes Prognators) • Ag Tractors <table data-bbox="321 1381 1075 1549"> <thead> <tr> <th>Quantity</th> <th>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> | Quantity | Additional Discount | 3-4 | 1% | 5-6 | 2% | 7-8 | 3% | 9 units or more | 4% |
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| 3-4 | 1% | | | | | | | | | | |
| 5-6 | 2% | | | | | | | | | | |
| 7-8 | 3% | | | | | | | | | | |
| 9 units or more | 4% | | | | | | | | | | |
| 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> | | | | | | | | | | |

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| 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

| Product Descriptions | Discounts off MSRP | Price Page Dates |
|---|--------------------|------------------|
| Turf Equipment | | |
| Residential Zero-Turn-Radius Mowers & Equipment Z300 & Z500 | 4% | Current Price |
| Lawn Tractors & Equipment S100 & S200 | 4% | Current Price |
| Lawn Tractors & Equipment X300 | 18% | Current Price |
| Garden Tractors & Equipment X500 & X700 | 18% | Current Price |
| Equipment for Lawn & Garden Tractors | 18% | Current Price |
| Commercial Walk-Behind Mowers & Equipment | 18% | Current Price |
| Commercial Quik Trak Mowers & Equipment | 18% | Current Price |
| Commercial Zero-Turn-Radius Mowers & Equipment Z700 | 9% | Current Price |
| Commercial Zero-Turn-Radius Mowers & Equipment Z900 | 23% | Current Price |
| Commercial Front Mowers & Equipment | 23% | Current Price |
| Commercial Wide Area Mowers & Equipment | 23% | Current Price |
| Equipment for Commercial Mowing Products | 23% | Current Price |
| Compact Utility Tractors & Equipment | 18% | Current Price |
| Equipment for Compact Utility Tractors | 18% | Current Price |
| Mid-Size Crossover Utility Vehicles & Equipment | 14% | Current Price |
| Full-Size Crossover Utility Vehicles & Equipment | 14% | Current Price |



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|---|---|---------------|
| Traditional Utility Vehicles & Equipment Excludes GS Gators | 17% | Current Price |
| HPX Utility Vehicles & Equipment | 14% | Current Price |
| Golf Equipment | | |
| Reel Mowers & Equipment | 24% | Current Price |
| Special Application Mowers & Equipment | 24% | Current Price |
| Special Application Vehicles & Equipment | 24% | Current Price |
| Aeration & Equipment | 24% | Current Price |
| Debris Maintenance & Equipment | 24% | Current Price |
| Golf Fleet Management | 13% | Current Price |
| Ag Equipment | | |
| Tractors: 5050E, 5060E, 5067E, 5075E | 14% | Current Price |
| Tractors: 5090E, 5090EL, 5100E | 19% | Current Price |
| Tractors: 5000Ms, ENs, GLs, GNs, GVs, MHs and MLs | 22% | Current Price |
| Tractors: 6000 - 9000 Series Excludes Precision Upgrades | 24% | Current Price |
| Combines Excludes Precision Upgrades | 22% | Current Price |
| Cotton | 22% | Current Price |
| Hay & Forage | 22% | Current Price |
| Tillage | 22% | Current Price |
| Planters, Drills & Air Seeder | 22% | Current Price |
| Sprayers Excludes Performance Upgrades | 22% | Current Price |
| Implements & Attachments | 24% | Current Price |
| Ag Management Solutions (AMS) | Same as Tractor's Discount, 4% If Purchased w/o Tractor | Current Price |
| Frontier Equipment | | |
| Cutting & Mowing | 18% | Current Price |
| Material Handling | 18% | Current Price |
| Landscaping | 18% | Current Price |
| Planting & Seeding | 18% | Current Price |
| Hay & Forage | 18% | Current Price |
| Tillage | 18% | Current Price |
| Livestock Equipment | 18% | Current Price |
| Snow Products | 18% | Current Price |

Contract Updates