



ATTACHMENT C (cont'd)

JOHN DEERE DEALER LISTING

Name	Contact	Address	City	ST	ZIP	Phone	FAX	E-MAIL
EAST COAST EQUIPMENT, LLC	Governmental Sales Representative	1000 GREAT BRIDGE BLVD	CHESEAPEAKE	VA	23330	7575478244	7575474393	cheapeake@eastcoastequip.com
PHILLIPS EQUIPMENT CORP.	Governmental Sales Representative	10364 WARDS ROAD ROUTE 29 S	RUSTBURG	VA	24508621	4348212640	4348213302	MAIL@PHILLIPSEQUIPMENTCORP.COM
EAHEART EQUIPMENT	Governmental Sales Representative	10413 DUFFRIES ROAD	MANASSAS	VA	20110	7033653880	7033652957	manassasgen@vtractor.com
JAMES RIVER EQUIPMENT	Governmental Sales Representative	10489 GENERAL MAHONE HWY	WAKEFIELD	VA	22886	7578996322	7578996464	WAKEFIELD@JRENET.COM
JAMES RIVER EQUIPMENT	Governmental Sales Representative	11053 LEADLETTER ROAD	ASHLAND	VA	230053293	8043586776	804358431	ashley@jrenet.com
ANDERSON TRACTOR & EQUIPMENT	Governmental Sales Representative	11160 VIRGIL H. GOODE HWY	ROCKY MOUNT	VA	24151	5404839234	5404837888	sanderson1@anderson-tractor.com
GREENLINE SERVICE CORP.	Governmental Sales Representative	11417 TIDEWATER TAIL	FREDERICKSBURG	VA	22408	5403737520	5403744113	greenlineservice@greenlineva.com
MEADE TRACTOR	Governmental Sales Representative	1258 HIGHWAY 16	MARION	VA	24354	2767834122	2767831646	mull@meadetractor.com
WHITSELL BROTHERS INC.	Governmental Sales Representative	1332 GARBERS CHURCH RD	HARRISONBURG	VA	22801	5404544457	5403944456	sales@whitesellbrothers.com
VIRGINIA TRACTOR	Governmental Sales Representative	13437 JAMES MADISON HIGHWAY	ORANGE	VA	22860072	5406615100	5406615101	gonoral@vtractor.com
WHITSEEL BROTHERS, INC.	Governmental Sales Representative	150 JOHNS MANVILLE DRIVE	EDINBURG	VA	22824	5409843337	5409843416	whitesel@shanel.net
S.G. WIMMER & SON, INC.	Governmental Sales Representative	1521 RADFORD ROAD	CHRISTIANSBURG	VA	24073	5403823521	5403821718	GENERALMAIL@SGWIMMER.COM
CARLYLE & ANDERSON, INC.	Governmental Sales Representative	17000 BERLIN TURNPIKE	PURCELLVILLE	VA	20152	5403984177	5403922288	purcellville@carlyleanderson.com
JAMES RIVER EQUIPMENT	Governmental Sales Representative	1711 E HUNDRED RD	CHESTER	VA	228312721	8047489324	8045301830	glenn@jrenet.com
CARLYLE & ANDERSON, INC.	Governmental Sales Representative	1752 BERRYVILLE PIKE	WINCHESTER	VA	225030121	5407226538	5407224833	wim@carlyleanderson.com
BLUERIDGE FARM CENTER, INC.	Governmental Sales Representative	17555 MAIN STREET	BUCHANAN	VA	24086	5402541441	5402542005	wandabfc@hotmail.com
MEADE TRACTOR	Governmental Sales Representative	19226 LEE HIGHWAY	ABINGDON	VA	24210	2766285126	2766289231	chuckmeade@meadetractor.com
OUTBACK MOTORSPORTS	Governmental Sales Representative	1955 S AMHERST HWY	AMHERST	VA	245218016	4343816035	4343816072	guth@outbackmotor.com
VIRGINIA INDUSTRIAL CLEANERS	Governmental Sales Representative	2011 APPERSON DRIVE	SALEM	VA	24153	5407728394	5407726397	vic@sales@vicid.com
JAMES RIVER EQUIPMENT	Governmental Sales Representative	2055 S. BOSTON ROAD	DAWVILLE	VA	245405527	4348226110	4348226055	DanVillAGAdmin@jrenet.com
ANDERSON LAWN AND GARDEN	Governmental Sales Representative	2120 VIRGIL H. GOODE HWY	ROCKY MOUNT	VA	241510526	5403342040	5403341004	sanderson1@anderson-tractor.com
VIRGINIA TRACTOR	Governmental Sales Representative	2415 IVY ROAD	CHARLOTTEVILLE	VA	22903	8045778100	4349777794	general@vtractor.com
JAMES RIVER EQUIPMENT	Governmental Sales Representative	510 W. COLONIAL TRL HWY	BURKEVILLE	VA	22922	8004511351	4347673774	BURKEVILLE@ADMINISTRATION@JRENET.COM
CHIMNEY CORNER LAWNMOWER INC	Governmental Sales Representative	5183 GEORGE WASHINGTON HWY	WHITE MARSH	VA	23183	8046945395	8046945365	CHIMNER@INNA.NET
BROWN MOTOR PARTS, INC.	Governmental Sales Representative	5285 RIVER ROAD WEST	GOOCHLAND	VA	23083	8044574495	8044579512	gogoochland@hotmail.com
JAMES RIVER EQUIPMENT	Governmental Sales Representative	618 EAST ATLANTIC AVENUE	SOUTH HILL	VA	239707710	4344471329	4344471329	SOUTHHILL@ADMINISTRATION@JRENET.COM
ROCKBRIDGE FARMERS COOP, INC	Governmental Sales Representative	645 WADELL ST	LEXINGTON	VA	24450	5404633656	5404632085	michael.sharfer@ssccorp.com
JAMES RIVER RAPPAHANNOCK	Governmental Sales Representative	646 RICHMOND HIGHWAY	TAPPAHANNOCK	VA	22560	8044434374	8044434038	mlee@jrenet.com
JAMES RIVER FLEET	Governmental Sales Representative	7761 RICHMOND ROAD	TOANO	VA	23168	7575667350	7575660016	bray@jamesriverequipment.com
EAHEART EQUIPMENT	Governmental Sales Representative	8326 MEETZE ROAD	WARRENTON	VA	20187	5403472880	5403483327	warrentongen@vtractor.com
CHIMNEY CORNER LAWNMOWER INC	Governmental Sales Representative	8451 BUCKLEY HALL ROAD	MATHEWS	VA	23109	8047252471	8047257021	CHIMNER@INNA.NET
JAMES RIVER EQUIPMENT	Governmental Sales Representative	98 EXPO ROAD	FISHERSVILLE	VA	228398630	5403372057	5403371495	FISHERSVILLE@ADMINISTRATION@JRENET.COM
CONNYS SERVICE CENTER, INC	Governmental Sales Representative	HWY 19 & 460 WEST	TAZEWELL	VA	246519637	2769803193	2769895072	X1A2113@NETSCOPE.NET



# COMMONWEALTH of VIRGINIA

## Department of General Services

Division of Purchases and Supply

1111 East Broad Street  
P.O. Box 1199  
Richmond, Virginia 23218-1199  
(804) 786-3842  
FAX (804) 225-3707

### ADDITIONAL eVA ORDERING PROCEDURES REVISED

(CHANGES MADE TO THE ORDERING PROCEDURES ARE INDICATED IN RED HIGHLIGHTS)

Date: May 8, 2013  
Contract No.: E194-1483  
Issued By: Commonwealth of Virginia  
Department of General Services  
Division of Purchases and Supply  
Contractor: John Deere Company  
Commodity: Ground Maintenance Equipment

These instructions are in addition to the Instructions listed in Attachment C of the original Contract Award dated November 5, 2012 as follows.

### Procedures to order Ground Maintenance Equipment through eVA.

John Deere Company will establish a link on their Website to gain access to the Commonwealth of Virginia awarded Contract E194-1483 for Ground Maintenance Equipment, which will be accessed by clicking the link below:

<https://dps.dgs.virginia.gov/dps/contracts/CovaContractDetail.aspx?ContractNumber=E194-1483>.

This link provides the end users for John Deere's equipment with the instructions of how to contact the dealers for a quote. Once a quote has been generated, the end user will need to order their equipment through the non-catalog process based on the quotation obtained from the John Deere dealer. The buyer must provide the NIGP Code, the contract number and model number of the basic unit. The buyer should include the description of the basic unit with the dealer's name and quote number referenced in the description field. The end user or buyer should also attach the Quote received from the dealer to the order.

Example:

Buyer links to the state contract for John Deere Company



## Contract Files

[Return to Contracts](#)

Document	Contract Number
<u>CONTRACT AWARD</u>	E194-1483
<u>Attachment A - Specifications</u>	E194-1483
<u>Attachment B - Price Schedule</u>	E194-1483
<u>Attachment C - Dealer List</u>	E194-1483

The end user shall choose from the Attachment C – Dealer List the appropriate dealer from their area. Based on requested specifications from the end user, the dealer must provide an itemized quote based on the specifications required by the agency. The end user shall create a Requisition in eVA with one non-catalog line that shall include the NIGP Code, the contract number and model number of the basic unit. The buyer should include the description of the basic unit with the dealer’s name and quote number referenced in the description field. The end user or buyer should also attach the Quote received from the dealer to the order. Any order received from an agency that do not include the contract number and model number of the basic unit, must be rejected by the Contractor. The Contractor must notify the agency and advise them to modify their purchase order in eVA to include the minimum information required. Equipment ordered shall not be delivered by the Contractor until the purchase order has been revised to include the minimum information requested.

Reference the eVA Requisition Page below for the entry of the required information stated above.

PR606256: asdfadf Items:0 Total:

If you cannot locate the item you want in the catalog, request a non-catalog item using the fields below. Non-catalog items may take longer to process because your purchase order is not in the catalog.

Full Description: \*  Description with Quote Number Referenced

Commodity Code:  Supplier Auxiliary Part ID:

Supplier:  Quantity:

Contact: (no value) Unit of Measure:

Reg. Type:  Price:

Supplier Part Numbers:  Amount:

Contract List:  Contract Number

Contract #:

Except for the changes provided herein, all other terms and conditions of this Contract remain unchanged and in full force and effect.

*Mary L. Hicks-Coston*

Mary L. Hicks-Coston, VCO  
 Statewide Contract Officer  
 Phone: 804-786-4068  
 Fax: 804-786-5413

**PARTICIPATING ADDENDUM**  
**WSCA/NASPO COOPERATIVE PURCHASING ORGANIZATION, LLC**  
**Ground Maintenance Equipment**  
**Administered by the Commonwealth of Virginia (hereinafter "Lead State")**

MASTER AGREEMENT  
 John Deere & Company  
 VA Contract Number: E194-1483  
 (hereinafter "Contractor")

And  
 State of Missouri

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1. Scope: This addendum covers the Ground Maintenance Equipment Contracts lead by the Commonwealth of Virginia for use by state agencies and other entities located in the Participating State of Missouri authorized by that state's statutes to utilize State of Missouri contracts with the prior approval of the state's chief procurement official.

2. Participation: Use of specific WSCA/NASPO cooperative contracts by agencies, political subdivisions and other entities (including cooperatives) authorized by an individual state's statutes to use State of Missouri contracts are subject to the prior approval of the respective State Chief Procurement Official. Issues of interpretation and eligibility for participation are solely within the authority of the State Chief Procurement Official.

3. Participating State Modifications or Additions to Master Agreement:  
 (These modifications or additions apply only to actions and relationships within the Participating Entity.)

**No Changes Are Required accept for the completion of State of Missouri Cooperative Contract Procurement Document (Contract No. C114030002)**

4. Primary Contacts: The primary contact individuals for this participating addendum are as follows (or their named successors):

Lead State

Name	Katherine Bosdell, CPPB, VCO, Division of Purchases and Supply
Address	1111 E. Broad Street Richmond, VA 23219
Telephone	804-786-2397
Fax	804-786-5413
E-mail	katherine.bosdell@dgs.virginia.gov

Contractor

Name	Tamara Herbert, Contract Administration, Government Sales
Address	
Telephone	919-804-2862
Fax	
E-mail	herberttamara@johndeere.com

Participating Entity

Name	Cale Turner, CPPB, Buyer III
Address	Division of Purchasing and Materials Management

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And  
State of Missouri

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	301 West High Street, Room 630 Jefferson City, Missouri 65102-0809
Telephone	573-526-2716
Fax	573-526-9816
E-mail	Cale.turner@oa.mo.gov

**5. Subcontractors:**

All John Deere & Company dealers and resellers authorized in the State of Missouri, as shown on the dedicated John Deere & Company (cooperative contract) website, are approved to provide sales and service support to participants in the Master Agreement. The John Deere & Company dealer's participation will be in accordance with the terms and conditions set forth in the aforementioned Master Agreement.

**6. Purchase Order Instructions:**

All orders should contain the following (1) Mandatory Language "PO is subject to NASPO Contract # E194-1483" (2) Your Name, Address, Contact, & Phone-Number (3) Purchase order amount. Please channel your PO through one of our authorized resellers so they can arrange for proper ordering and installation of your unit.

Orders can be made out to either (a) John Deere & Company or (b) to an AUTHORIZED reseller depending upon the preference of the Participating State or other participating legal entity.

**8. Price Agreement Number:**

All purchase orders issued by purchasing entities within the jurisdiction of this participating addendum shall include the Participating State contract number: C114030002 and the Lead State price agreement number: E194-1483.

**7. Individual Customer:**

Each State agency and political subdivision, as a Participating Entity, that purchases products/services will be treated as if they were Individual Customers. Except to the extent modified by a Participating Addendum, each agency and political subdivision will be responsible to follow the terms and conditions of the Master Agreement; and they will have the same rights and responsibilities for their purchases as the Lead State has in the Master Agreement. Each agency and political subdivision will be responsible for their own charges, fees, and liabilities. Each agency and political subdivision will have the same rights to any indemnity or to recover any costs allowed in the contract for their purchases. The Contractor will apply the charges to each Participating Entity individually.

This Participating Addendum and the Master Agreement number E194-1483 (administered by the Commonwealth of Virginia) together with its exhibits, set forth the entire agreement

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**MASTER AGREEMENT**

John Deere & Company  
VA Contract Number: E194-1483  
(hereinafter "Contractor")

And

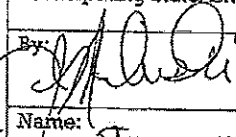
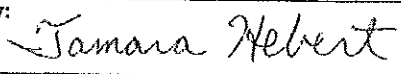
State of Missouri

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between the parties with respect to the subject matter of all previous communications, representations or agreements, whether oral or written, with respect to the subject matter hereof. Terms and conditions inconsistent with, contrary or in addition to the terms and conditions of this Addendum and the Master Agreement, together with its exhibits, shall not be added to or incorporated into this Addendum or the Master Agreement and its exhibits, by any subsequent purchase order or otherwise, and any such attempts to add or incorporate such terms and conditions are hereby rejected. The terms and conditions of this Addendum and the Master Agreement and its exhibits shall prevail and govern in the case of any such inconsistent or additional terms within the Participating State.

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 John Deere & Company  
 VA Contract Number: E194-1483  
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IN WITNESS WHEREOF, the parties have executed this Addendum as of the date of execution by both parties below.

Participating State/Entity:	Contractor: John Deere & Company
By: 	By: 
Name: James Milwski	Name: Tamara Hebert
Title: Director	Title: Contract Administrator
Date: 8-13-13	Date: 8-22-2013



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Appendix A  
**CATEGORY AND CATALOG DISCOUNT INSTRUCTIONS**

**Contract: E194-1483 (JDC ONLY)**

Attachment A, B and C that follows the Master Agreement includes the only approved equipment by Category and line item specifications. Each Category listed includes a completely configured unit to meet the specifications listed in Attachment A. Each Category in Attachment B includes a complete unit on line item one, to match the specification in Attachment A. The End Users may reconfigure this line item basic unit and/or all other basic units listed in each Category to meet their specification. Attachment B includes the manufacturer's model number, list price, less the firm percentage of discount for the basic unit. The basic unit(s) may be configured using the attachment/implements options per the published price listed with the firm percentage of discounts to meet the needs of the End Users. The Manufacturers' current published price, less the percentage of discount, unit price and the current published price list effective date by Category and by line item are on Attachment B.

TO USE THESE PRICE SHEETS PROCEED AS FOLLOWS:

**ATTACHMENT A: APPROVED CONTRACT SPECIFICATIONS BY CATEGORY AND LINE ITEM FOR GROUND MAINTENANCE EQUIPMENT:**

- 1) Identify the Commodity Category. Search the individual Category per line item listed in Attachment A for your required specification. Each Category listed in Attachment A includes specification for the basic unit, and may include additional order codes (attachments/implements or options) that meet or exceed the minimum specification in Attachment A.
- 2) Contact the "preferred dealer" or Contractor to determine if the item(s) needed is covered under this Contract. If model number is not listed on Attachment A and B, it is not covered under this Contract. Only the basic units listed by Category with the manufacturer's model number(s) are covered under this Contract. Contractor percentage(s) of discount will not apply to equipment not covered under this Contract.

**ATTACHMENT B: Contract Pricing, Model Numbers, Delivery & Effective Published Price List by Category and Line Item for Ground Maintenance Equipment:**

- 1) After you have identified equipment specifications in Attachment A, proceed to Attachment B for pricing information. The items that are listed in Attachment B, Pricing Information are based on the manufacturer's published price list per category and line item, less a firm percentage discount.
- 2) If the line items listed do not meet your required specification, the agency's End User

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must contact their "preferred local Deere & Company Dealer" to configure the listed basic unit with the additional attachment/implements to meet their desired specifications and to obtain a written quote. The written quotation must include the contract number, the manufacture's list price less the percentage of discount and the effective date of the price list.

- 3) Upon receipt of your written quotation from your "preferred dealer", and with the authorized approval at your agency, the agencies' End User should submit the purchase order.
- 4) Your "preferred local Deere & Company Dealer", which must be referenced on your order, will deliver and set-up your equipment F.O.B. Destination.

**ATTACHMENT C: Commonwealth of Virginia Deere and Company's Authorized Dealers ~~**

- 1) Find Attachment C, which include all of Deere & Company's' authorized Dealers for the Commonwealth of Virginia. Any dealers that are not listed on Attachment C cannot offer a quotation on behalf of Deere & Company using the fixed firm percentage of discount under this Contract.
- 2) The Contractor's website and direct contact information is listed in Attachment B. Find a list of the Deere & Company's Dealers for the Commonwealth of Virginia in Attachment C.
- 3) End Users electing to use this "optional" use contract shall contract only with the Contractor or Dealer(s) listed herein, in order, to receive the firm percentage of discount offered through Deere and Company.