

ARIZONA Mohave - Utility Vehicles, Tractors, Golf Carts, Grounds Maintenance Vehicles, Equipment and Services

Contract Number:	15G-DEER-0824
Contract Period:	August 25, 2017 – August 24, 2020
Eligibility:	This cooperative purchase contract can be extended to the political subdivisions, cities and counties that have a signed cooperative purchasing agreement with the state. Includes public school districts and community colleges that have a signed cooperative purchase agreement. A member list may be found on Mohave's website, www.mesc.org under "Sign Up" - Mohave Members Sign Up

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 your 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	<p><u>Purchase orders</u> and <u>complete detailed quotes</u> must be faxed (928-718-3232) or emailed (orders@mesc.org) to Mohave for review.</p> <p>Training - available via John Deere dealer at price determined by dealer.</p>
Fees	None
Financing	Not Allowed. Contract prohibits financing.
Machine Hours	Not Allowed: Due to factory delivery, pre-delivery inspection, machine setup and installation of attachments, machines may have minimal hours. Machines designated as demos are not allowed.
Manuals	<p>An Operator's Manual and Parts Manual is included with the delivery of the equipment at no charge.</p> <p>Dealer will be reimbursed for manuals listed on the quote.</p>

Miscellaneous	Pricing Errors: must be approved by Mohave before offered to any agency.										
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"> <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> <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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3-4	1%										
5-6	2%										
7-8	3%										
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Open Market by John Deere (listed in the price book)	<p>Allowed: Open-Market items are implements, attachments, accessories, parts and 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> <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 not allowed.</p> <p>Remit to Address: Deere & Company Ag & Turf CBD & Government Sales 21748 Network Place Chicago, IL 60673-1217</p>										
Substitution	Government Sales must contact the state for approval.										
Trade-In	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

<u>Price Page Tabs</u>	<u>Product Descriptions</u>	<u>Discounts off MSRP</u>	<u>Price Page Dates</u>
L25	Lawn Tractors & Equipment (X300s Only)	17%	13Jan20
L30	Garden Tractors & Equipment (X500s, X700s)	17%	13Jan20
L35	Equipment for Riders & Tractors	17%	09Mar20
C10	Commercial Walk Behind Mowers & Equipment	22%	10Dec19
C13	Commercial Zero-Turn Radius Mowers & Equipment	22%	28Feb20
C15	Commercial Front Mowers & Equipment	22%	10Dec19
C18	Commercial Wide Area Mowers & Equipment	22%	10Dec19
C20	Compact Utility Tractors & Equipment	17%	09Apr20
C21	Equipment for Commercial Mowing Products	22%	10Dec19
C25	Equipment for Compact Utility Tractors	17%	15Apr20
C39	Recreational Utility Vehicle & Equipment	12%	20Jan20
C40	Mid Duty Crossover Utility Vehicles & Equipment	12%	03Feb20
C41	Heavy-Duty Crossover Utility Vehicles & Equipment	12%	10Mar20
C42	Traditional Utility Vehicles & Equipment	15%	18Dec19
C47	HPX Utility Vehicles & Equipment	12%	18Dec19
C48	Equipment for Utility Vehicles	12%	18Dec19

A2	Tractors - 5000M's, Gs, GV's, GNs, MHs, MLs and Rs	22%	14Apr20
A2	5045E, 5055E, 5065E, 5075E	14%	14Apr20
A2	Tractors - 5090E, 5100E, 5090EL	19%	14Apr20
A2	Tractors - 6000-9000 Series	24%	14Apr20
A9	Implements & Equipment	24%	09Mar20
A10	Ag Management Solutions	Receives the same discount as the tractor purchased	15Apr20
G10	Reel Mowers & Equipment	23%	09Mar20
G15	Special Application Mowers & Equipment	23%	03Feb20
G20	Special Application Vehicles & Equipment	23%	09Mar20
G25	Aeration & Equipment	23%	08Nov19
G30	Debris Maintenance & Equipment	23%	08Nov19
Frontier	Cotton	17%	07Nov19
Frontier	Cutting/Mowing	17%	07Nov19
Frontier	Hay & Forage	17%	18Nov19
Frontier	Landscaping	17%	20Nov19
Frontier	Livestock	17%	27Jan20
Frontier	Material Handling	17%	16Dec19

Frontier	Planting & Seeding	17%	07Nov19
Frontier	Snow	17%	07Nov19
Frontier	Sprayer	17%	07Nov19
Frontier	Tillage	17%	07Nov19

Contract Updates

May 8, 2020 – Price Pages have been updated.

August 27, 2019 – Changed contract end date from 24Aug2019 to 24Aug2020. Price Pages have been updated. Added Price Page Tab A10 – Ag Management Solutions. Discounts have not changed.

November 29, 2018 – Price Pages have been updated. Discounts have not changed.

August 29, 2018 – Changed contract end date from 24Aug2018 to 24Aug2019. Price Pages have been updated. Added Frontier Cotton and Frontier Sprayer Price Pages. Discounts have not changed.

March 13, 2018 - updated price book tab C41.