

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

Contract Number:	20E-DEER-0825
Contract Period:	August 25, 2020 – August 24, 2024
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, <a href="http://www.mesc.org">www.mesc.org</a> 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 # 20E-DEER-0825.

## Contract Details

Delivery Obligations	<p><b><u>All Purchase Orders</u></b> and <b><u>complete detailed quotes</u></b> must be faxed (928-718-3232) or emailed (<a href="mailto:orders@mesc.org">orders@mesc.org</a>) to Mohave for review.</p> <p>Do not perform any work or provide any equipment until <b><u>"MESC Reviewed"</u></b> purchase order is received.</p> <p><b>Training</b> - available via John Deere dealer at price determined by dealer.</p>
Fees	<b>None</b>
Financing	<b>Not Allowed.</b> Contract prohibits financing.
Machine Hours	<b>Not Allowed:</b> 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. These manuals may be provided in paper, electronic or online formats.</p> <p>Dealer will be reimbursed for manuals listed on the quote.</p>										
Miscellaneous	<p><b>Pricing Errors:</b> must be approved by Mohave before offered to any agency.</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> <tr> <th>Quantity</th><th>Additional Discount</th></tr> <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> </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><b>Allowed:</b> Open-Market items are <b>implements, attachments, accessories, parts and bundles</b> 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><b>Allowed:</b> Open-Market items <b>not available from John Deere but offered by the delivering Dealer</b> 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 &amp; Company Ag &amp; Turf CBD &amp; Government Sales 21748 Network Place Chicago, IL 60673-1217</p>										
Substitution	<p>Government Sales must contact the state for approval.</p>										

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>Product Descriptions</u>	<u>Discounts off MSRP</u>	<u>Price Page Dates</u>
Residential Zero Turn Radius Mowers (formally Tab L21)	3%	<a href="#">01Aug23</a>
Residential Zero Turn Radius Mowers Z700 Series Only (formally Tab L21)	8%	<a href="#">01Aug23</a>
Lawn Tractors S100 – S200 Series (formally Tab L25)	3%	<a href="#">01Aug23</a>
Lawn Tractors X300 Series Only (formally Tab L25)	17%	<a href="#">01Aug23</a>
Garden Tractors X500 & X700 Series (formally Tab L30)	17%	<a href="#">01Aug23</a>
Equipment for Lawn and Garden Tractors (formally Tab L35)	17%	<a href="#">01Aug23</a>
Commercial Walk-Behind Mowers (formally Tab C10)	22%	<a href="#">01Aug23</a>
Commercial Zero Turn Mowers (formally Tab C13)	22%	<a href="#">01Aug23</a>
Commercial Front Mowers (formally Tab C15)	22%	<a href="#">01Aug23</a>
Commercial Wide Area Mowers (formally Tab C18)	22%	<a href="#">01Aug23</a>
Equipment for Commercial Mowing (formally Tab C21)	22%	<a href="#">01Aug23</a>
Compact Utility Tractors (formally Tab C20)	17%	<a href="#">01Aug23</a>
Equipment for Compact Utility Tractors (formally Tab C25)	17%	<a href="#">01Aug23</a>
Mid-Size Crossover Utility Vehicles (formally Tab C40)	13%	<a href="#">01Aug23</a>

Full-Size Crossover Utility Vehicles (formally Tab C41)	13%	<a href="#">01Aug23</a>
Traditional Utility Vehicles (formally Tab C42)	16%	<a href="#">01Aug23</a>
HPX Utility Vehicles (formally Tab C47)	13%	<a href="#">01Aug23</a>
Tractors - 5050E, 5060E, 5067E, 5075E (formally Tab A2)	13%	<a href="#">01Aug23</a>
Tractors – 5090E, 5090EL, 5100E (formally Tab A2)	18%	<a href="#">01Aug23</a>
Tractors - 5000Ms, MHs, MLs, GLs, GNs, GVs (formally Tab A2)	21%	<a href="#">01Aug23</a>
Tractors - 6000-9000 Series (formally Tab A2)	23%	<a href="#">01Aug23</a>
Material Handling, Cutters, and Shredders (formally Tab A9)	23%	<a href="#">01Aug23</a>
Ag Management Solutions (AMS) (formally Tab A10)	Same As Tractors Discount  4% If Purchased w/o Tractor	<a href="#">01Aug23</a>
Golf – Reel Mowers (formally Tab G10)	23%	<a href="#">01Aug23</a>
Golf – Special Application Mowers (formally Tab G15)	23%	<a href="#">01Aug23</a>
Golf – Special Application Vehicles (formally Tab G20)	23%	<a href="#">01Aug23</a>
Golf – Aercore (formally Tab G25)	23%	<a href="#">01Aug23</a>
Golf – Debris Maintenance (formally Tab G30)	23%	<a href="#">01Aug23</a>
Golf – Fleet Management (formally Tab G35)	12%	<a href="#">01Aug23</a>
Frontier Cutting & Mowing	17%	<a href="#">01Aug23</a>

Frontier Hay & Forage	17%	<a href="#">01Aug23</a>
Frontier Landscape	17%	<a href="#">01Aug23</a>
Frontier Livestock	17%	<a href="#">01Aug23</a>
Frontier Material Handling	17%	<a href="#">01Aug23</a>
Frontier Planting & Seeding	17%	<a href="#">01Aug23</a>
Frontier Snow Equipment	17%	<a href="#">01Aug23</a>
Frontier Sprayers	17%	<a href="#">01Aug23</a>
Frontier Tillage	17%	<a href="#">01Aug23</a>

## Contract Updates

August 25, 2023 – Contract extended to August 24, 2024. Updated all price pages. Discounts have not changed.

August 25, 2022 – Contract extended to August 24, 2023. Updated all price pages. Discounts have not changed.

August 30, 2021 – Contract extended to August 24, 2022. Price pages and discounts have not changed.

April 22, 2021 – Updated all price pages.