

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

<b>Contract Number:</b>	15G-DEER-0824
<b>Contract Period:</b>	August 25, 2017 – August 24, 2020
<b>Eligibility:</b>	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 number.

## Contract Details

Delivery Obligations	<p><b>Purchase orders</b> and <b>complete detailed quotes</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><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.</p> <p>Dealer will be reimbursed for manuals listed on the quote.</p>
Miscellaneous	<b>Pricing Errors:</b> 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 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>	Quantity	Additional Discount	3-4	1%	5-6	2%	7-8	3%	9 units or more	4%
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	<p>Frontier Equipment is excluded from the Multiple Unit Discount program.</p>										
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	<p><b>Allowed:</b> 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.</p>										

## 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%	<a href="#">01Aug19</a>
L30	Garden Tractors & Equipment (X500s, X700s)	17%	<a href="#">01Aug19</a>

L35	Equipment for Riders & Tractors	17%	<a href="#">29Jul19</a>
C10	Commercial Walk Behind Mowers & Equipment	22%	<a href="#">07Aug19</a>
C13	Commercial Zero-Turn Radius Mowers & Equipment	22%	<a href="#">06Aug19</a>
C15	Commercial Front Mowers & Equipment	22%	<a href="#">29Jul19</a>
C18	Commercial Wide Area Mowers & Equipment	22%	<a href="#">07Aug19</a>
C20	Compact Utility Tractors & Equipment	17%	<a href="#">02Aug19</a>
C21	Equipment for Commercial Mowing Products	22%	<a href="#">11Mar19</a>
C25	Equipment for Compact Utility Tractors	17%	<a href="#">29Jul19</a>
C39	Recreational Utility Vehicle & Equipment	12%	<a href="#">24Jun19</a>
C40	Mid Duty Crossover Utility Vehicles & Equipment	12%	<a href="#">26Jun19</a>
C41	Heavy-Duty Crossover Utility Vehicles & Equipment	12%	<a href="#">25Jun19</a>
C42	Traditional Utility Vehicles & Equipment	15%	<a href="#">17Jun19</a>
C47	HPX Utility Vehicles & Equipment	12%	<a href="#">17Jun19</a>
C48	Equipment for Utility Vehicles	12%	<a href="#">29Jul19</a>
A2	Tractors - 5000M's, Gs, GV's, GNs, MHs, MLs and Rs	22%	<a href="#">06Aug19</a>
A2	5045E, 5055E, 5065E, 5075E	14%	<a href="#">06Aug19</a>
A2	Tractors - 5090E, 5100E, 5090EL	19%	<a href="#">06Aug19</a>
A2	Tractors - 6000-9000 Series	24%	<a href="#">06Aug19</a>

A9	Implements & Equipment	24%	<a href="#">08Jul19</a>
A10	Ag Management Solutions	Receives the same discount as the tractor purchased	<a href="#">21Jun19</a>
G10	Reel Mowers & Equipment	23%	<a href="#">06Aug19</a>
G15	Special Application Mowers & Equipment	23%	<a href="#">23Apr19</a>
G20	Special Application Vehicles & Equipment	23%	<a href="#">17Jun19</a>
G25	Aeration & Equipment	23%	<a href="#">06May19</a>
G30	Debris Maintenance & Equipment	23%	<a href="#">21Mar19</a>
Frontier	Cotton	17%	<a href="#">01Aug19</a>
Frontier	Cutting/Mowing	17%	<a href="#">02Aug19</a>
Frontier	Hay & Forage	17%	<a href="#">01Aug19</a>
Frontier	Landscaping	17%	<a href="#">02Aug19</a>
Frontier	Livestock	17%	<a href="#">29May19</a>
Frontier	Material Handling	17%	<a href="#">02Aug19</a>
Frontier	Planting & Seeding	17%	<a href="#">01Aug19</a>
Frontier	Snow	17%	<a href="#">03Jun19</a>
Frontier	Sprayer	17%	<a href="#">01Nov18</a>
Frontier	Tillage	17%	<a href="#">01Aug19</a>

## Contract Updates

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.