

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

<b>Contract Number:</b>	20E-DEER-0825
<b>Contract Period:</b>	August 25, 2020 – August 24, 2021
<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 # 20E-DEER-0825.

## Contract Details

Delivery Obligations	<p><b>All 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>Do not perform any work or provide any equipment until <b>"MESC Reviewed"</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	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.

	Dealer will be reimbursed for manuals listed on the quote.										
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="1"> <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><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	Government Sales must contact the state for approval.										
Trade-In	<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.										

## Price Structure

<u>Price Page Tabs</u>	<u>Product Descriptions</u>	<u>Discounts off MSRP</u>	<u>Price Page Dates</u>
L21	Residential Zero-Turn Radius Mowers & Equipment (excludes Z700s)	3%	<a href="#">30Mar21</a>
L21	Residential Zero-Turn Radius Mowers & Equipment (Z700s only)	8%	<a href="#">30Mar21</a>
L25	Lawn Tractors & Equipment (\$100s - S240s only)	3%	<a href="#">10Mar21</a>
L25	Lawn Tractors & Equipment (X300s Only)	17%	<a href="#">10Mar21</a>
L30	Garden Tractors & Equipment (X500s, X700s)	17%	<a href="#">02Nov20</a>
L35	Equipment for Riders & Tractors	17%	<a href="#">29Jan21</a>
C10	Commercial Walk Behind Mowers & Equipment	22%	<a href="#">23Dec20</a>
C13	Commercial Zero-Turn Radius Mowers & Equipment	22%	<a href="#">30Mar21</a>
C15	Commercial Front Mowers & Equipment	22%	<a href="#">17Mar21</a>
C18	Commercial Wide Area Mowers & Equipment	22%	<a href="#">02Nov20</a>
C20	Compact Utility Tractors & Equipment	17%	<a href="#">11Jan21</a>
C21	Equipment for Commercial Mowing Products	22%	<a href="#">02Nov20</a>
C25	Equipment for Compact Utility Tractors	17%	<a href="#">03Feb21</a>
C39	Recreational Utility Vehicle & Equipment	13%	<a href="#">02Nov20</a>
C40	Mid Duty Crossover Utility Vehicles & Equipment	13%	<a href="#">19Mar21</a>
C41	Heavy-Duty Crossover Utility Vehicles & Equipment	13%	<a href="#">26Feb21</a>

C42	Traditional Utility Vehicles & Equipment	16%	<a href="#">27Mar21</a>
C47	HPX Utility Vehicles & Equipment	13%	<a href="#">06Nov20</a>
C48	Equipment for Utility Vehicles	13%	<a href="#">21Dec20</a>
A2	Tractors - 5045E, 5055E, 5065E, 5075E	13%	<a href="#">29Mar21</a>
A2	Tractors – 5090E, 5090EL, 5100E	18%	<a href="#">29Mar21</a>
A2	Tractors - 5000M's, Gs, GV's, GN's, MH's, ML's and R's	21%	<a href="#">29Mar21</a>
A2	Tractors - 6000-9000 Series	23%	<a href="#">29Mar21</a>
A9	Implements & Equipment	23%	<a href="#">03Feb21</a>
A10	Ag Management Solutions	Receives the same discount as the tractor purchased	<a href="#">12Mar21</a>
G10	Reel Mowers & Equipment	23%	<a href="#">19Mar21</a>
G15	Special Application Mowers & Equipment	23%	<a href="#">12Feb21</a>
G20	Special Application Vehicles & Equipment	23%	<a href="#">26Feb21</a>
G25	Aeration & Equipment	23%	<a href="#">18Mar21</a>
G30	Debris Maintenance & Equipment	23%	<a href="#">02Nov20</a>
G35	Fleet Management	12%	<a href="#">02Nov20</a>
Frontier	Cotton	17%	<a href="#">15Mar21</a>
Frontier	Cutting/Mowing	17%	<a href="#">17Mar21</a>
Frontier	Hay & Forage	17%	<a href="#">19Mar21</a>

Frontier	Landscaping	17%	<a href="#">26Mar21</a>
Frontier	Livestock	17%	<a href="#">15Mar21</a>
Frontier	Material Handling	17%	<a href="#">15Mar21</a>
Frontier	Planting & Seeding	17%	<a href="#">15Mar21</a>
Frontier	Snow	17%	<a href="#">19Mar21</a>
Frontier	Sprayer	17%	<a href="#">15Mar21</a>
Frontier	Tillage	17%	<a href="#">19Mar21</a>

## Contract Updates

April 22, 2021 – Updated all price pages.