

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

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|-------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Contract Number:</b> | 20E-DEER-0825                                                                                                                                                                                                                                                                                                                                                                                                                |
| <b>Contract Period:</b> | August 25, 2020 – August 24, 2022                                                                                                                                                                                                                                                                                                                                                                                            |
| <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% |
| Quantity                                             | Additional Discount                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |          |                     |     |    |     |    |     |    |                 |    |
| 3-4                                                  | 1%                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |          |                     |     |    |     |    |     |    |                 |    |
| 5-6                                                  | 2%                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |          |                     |     |    |     |    |     |    |                 |    |
| 7-8                                                  | 3%                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |          |                     |     |    |     |    |     |    |                 |    |
| 9 units or more                                      | 4%                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |          |                     |     |    |     |    |     |    |                 |    |
| 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:<br/>Deere &amp; Company<br/>Ag &amp; Turf CBD &amp; Government Sales<br/>21748 Network Place<br/>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<br/>Tabs</u> | <u>Product Descriptions</u>                                         | <u>Discounts<br/>off MSRP</u> | <u>Price Page<br/>Dates</u> |
|----------------------------|---------------------------------------------------------------------|-------------------------------|-----------------------------|
| L21                        | Residential Zero-Turn Radius Mowers & Equipment<br>(excludes Z700s) | 3%                            | <a href="#">30Mar21</a>     |
| L21                        | Residential Zero-Turn Radius Mowers & Equipment<br>(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, GNs, MHs, MLs and Rs | 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

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

April 22, 2021 – Updated all price pages.