

## ARIZONA - Landscape & Utility Vehicles, Trailers & Equipment

<b>Contract Number:</b>	ADSP018-202498
<b>Contract Period:</b>	May 8, 2018 – May 8, 2020
<b>Eligibility:</b>	<p>State of Arizona departments, agencies, commissions and boards.</p> <p>In addition, eligible universities, political subdivisions and nonprofit educational or public health institutions that has a cooperative purchasing agreement with the State Procurement Office and are included on the <a href="#">Cooperative Members List</a> located under State Purchasing Cooperative.</p>

### Quotes and Purchase Orders:

To obtain a quote, contact your local [John Deere Dealer](#). Submit purchase order to your local dealer.

All purchase orders must show Deere & Company as the vendor and reference the contract number.

## Contract Details

Quotes	Quotes are valid for 30 days from the creation date of the quote. All quotes created in JDQ2 have creation and expiration dates on the upper right hand corner of the first quote page for your convenience.
Allied (non-Deere)	Allowed. Allied equipment may only be sold in connection with the sale of a contract item. Items must be clearly labeled on the purchase order or quote as Allied. Allied items are Order Zone products, implements, attachments, accessories, parts or bundles not manufactured by John Deere that are requested by the customer to complete the purchase of John Deere equipment awarded on contract.
Credit Cards	Purchasing cards may be used.
Special Delivery Obligations	See Delivery Obligations below.
Fees	No fees may be charged.
Financing	Not allowed on this contract.

<p>Multiple Unit Discount</p>	<p>Multiple Unit Discount Program - Multiple unit discounts are allowed. The contract discount plus the multiple unit discount equals the total discount. Discounts are based on the following schedule:</p> <table border="1" data-bbox="321 373 743 867"> <thead> <tr> <th>Quantity</th> <th>Additional Discount</th> </tr> </thead> <tbody> <tr> <td>3-4 units</td> <td>1%</td> </tr> <tr> <td>5-6 units</td> <td>2%</td> </tr> <tr> <td>7-8 units</td> <td>3%</td> </tr> <tr> <td>9 units or more</td> <td>4%</td> </tr> </tbody> </table> <p>Sales of 3 or more like self-propelled products sold on the same purchase order are eligible for the multi-unit discount. Self-propelled products, with the exception of our utility vehicles must be listed in the same tabbed price book section. Compatible implements sold with such products also qualify for the multi-unit discount, but do not count as a unit.</p> <p>*Frontier Equipment is excluded from the Multiple Unit Discount.</p>	Quantity	Additional Discount	3-4 units	1%	5-6 units	2%	7-8 units	3%	9 units or more	4%
Quantity	Additional Discount										
3-4 units	1%										
5-6 units	2%										
7-8 units	3%										
9 units or more	4%										
<p>Non-contract (Deere)</p>	<p>Allowed. Non-contract equipment may only be sold in connection with the sale of a contract item. Items must be clearly labeled on the purchase order or quote as Non-Contract.</p> <p>Non-contract items are John Deere manufactured Order Zone products, implements, attachments, accessories, parts or 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>Rental</p>	<p>Not allowed on this contract.</p>										
<p>Substitution</p>	<p>Not allowed on this contract.</p>										
<p>Trade-in</p>	<p>Not allowed on this contract.</p>										
<p>Demo</p>	<p>Not allowed on this contract.</p>										

Miscellaneous

None

Delivery  
Obligations

**Manuals Required**

Upon request, 2 operator manuals, 1 parts manual and 1 technical manual must be provided to the customer at no charge.

Manuals must be included on the quote or the agency's PO. Dealer will be reimbursed.

**Training**

Submit [Training Reimbursement Form](#) for reimbursement. Please email the completed reimbursement form along with the GNS order confirmation to [CorpAcctGovSupport@JohnDeere.com](mailto:CorpAcctGovSupport@JohnDeere.com) to receive your credit.

Dealers shall provide, at no additional cost, on-site in-service training (if required) to the personnel of the Agency to ensure proper use of equipment.

Dealers shall be reimbursed at a per hour rate **based on MST** for training provided to the Agency.

In lieu of face-to-face training, the Agency may request to be provided copies of any existing DVD's and/or access to web content, which cover the inspection, service, and operation of purchased equipment.

**Training Requirements**

Equipment unit purchase price:

\$0 to \$4999.99 per unit does not require training, but can be offered.

\$5000.00 to \$15,000.00 per unit will require up to four (4) hours of training **based on MST**.

\$15,000.01 to unlimited cost per unit will require no less than four (4) hours and no more than eight (8) hours of training **based on MST**.

**Scheduling Training.**

Dealer shall be responsible for scheduling training.

**Operator and Mechanic Training**

Operator training shall focus on the operation of equipment, daily inspections, as well as, minor adjustments and shall be conducted at the location where the equipment is received. Mechanic training shall focus on the operations, routine/preventive maintenance and repair troubleshooting of equipment and shall be conducted at the organization's location that will be responsible for maintaining the equipment purchased. The contractor shall be notified of these locations at time that training is scheduled.

This training shall contain the following information:

- TECHNICAL MANUALS
- VEHICLE FAMILIARIZATION
- ENGINE
- TRANSMISSION
- BRAKES AND AIR SUPPLY SYSTEM

BODY AND COMPONENTS  
HYDRAULIC SYSTEMS  
COMPLETE ELECTRICAL COMPONENTS  
CALIBRATION SYSTEMS (if applicable)

Training objectives

Operator Training - At completion of training session the attending equipment operators shall be able to:

- Describe the operating capabilities and any special features present on the equipment.
- Identify all control devices to the equipment model.
- Describe the proper/safe techniques to use for transporting the equipment including loading and tie-down.

Use the Operator's Manual to identify:

- Special safety considerations including cautions and warnings applicable to the operation of the equipment.
- Manufacturer's recommended preventive maintenance service intervals and procedures including pre- and post-operational inspection and service requirements.

Demonstrate on the equipment:

- The ability to identify inspection and service points.
- Proper/safe start-up and shutdown procedures.
- Proper/safe use of all controls.

Mechanic Training - At the completion of these training sessions, the attending technicians will be able to:

- Describe the primary equipment systems design features, function & capabilities.
- Identify the primary equipment systems component location and function.
- Use manufacturer's reference literature and materials to identify:
  - Manufacturer's Preventive Maintenance service intervals & procedures
  - Recommended system diagnostic procedures & repair processes
  - Representative component part numbers & nomenclature.

Demonstrate on the equipment, the use of specified diagnostic procedures and appropriate tools/devices to diagnose the most likely primary equipment system failures & describe the procedures that would be required to repair these failures.

	Dealer shall provide documentation signed by the user trained that all necessary elements were covered in training.
Payment Remittance Information	Remit to Address: Deere & Company Ag & Turf CBD & Government Sales 21748 Network Place Chicago, IL 60673-1217

## Price Structure

Price Page Tabs	Product Descriptions	Discounts off MSRP	Price Page Dates
L25	Lawn Tractors (X300 models Only) & Equipment	17%	<a href="#">11Feb19</a>
L30	Garden Tractors & Equipment	17%	<a href="#">19Feb19</a>
L35	Equipment for Lawn and Garden Tractors	17%	<a href="#">18Feb19</a>
C10	Commercial Walk-Behind Mowers & Equipment	22%	<a href="#">18Feb19</a>
C13	Commercial Zero-Turn-Radius Mowers & Equipment.	22%	<a href="#">22Feb19</a>
C15	Commercial Front Mowers & Equipment	22%	<a href="#">15Feb19</a>
C18	Commercial Wide Area Mower & Equipment	22%	<a href="#">06Feb19</a>
C20	Compact Utility Tractors & Equipment	17%	<a href="#">08Feb19</a>
C21	Equipment for Commercial Mowing Products	22%	<a href="#">11Feb19</a>
C25	Equipment for Compact Utility Tractors	17%	<a href="#">04Mar19</a>

C39	Recreational Utility Vehicles & Equipment	12%	<a href="#">01Nov18</a>
C40	Mid Duty Crossover Utility Vehicles & Equipment	12%	<a href="#">04Mar19</a>
C41	Heavy-Duty Crossover Utility Vehicles & Equipment	12%	<a href="#">14Jan19</a>
C42	Traditional Utility Vehicles & Equipment	15%	<a href="#">04Mar19</a>
C47	HPX Utility Vehicles & Equipment	12%	<a href="#">14Jan19</a>
C48	Implements for Utility Vehicles	12%	<a href="#">04Mar19</a>
G10	Reel Mowers & Equipment	23%	<a href="#">04Mar19</a>
G15	Special Application Mowers & Equipment	23%	<a href="#">04Mar19</a>
G20	Special Application Vehicles & Equipment	23%	<a href="#">04Mar19</a>
G25	Aeration & Equipment	23%	<a href="#">04Mar19</a>
G30	Debris Maintenance & Equipment	23%	<a href="#">19Feb19</a>
G35	Fleet Management & Equipment	13%	<a href="#">01Nov18</a>
A2	5045E, 5055E, 5065E, 5075E	14%	<a href="#">25Feb19</a>
A2	5090E, 5090EL and 5100E	19%	<a href="#">25Feb19</a>
A2	5000Ms, R's, GL's, GV's, GN's, MH's and ML's	22%	<a href="#">25Feb19</a>
A2	6000 – 9000 Series Tractors	24%	<a href="#">25Feb19</a>
A5	Hay and Forage	21%	<a href="#">04Mar19</a>
A6	Tillage	21%	<a href="#">27Feb19</a>

A7	Planters and Seeding	21%	<a href="#">04Mar19</a>
A8	Sprayers	21%	<a href="#">25Feb19</a>
A9	Implements & Equipment	24%	<a href="#">04Mar19</a>
A10	Ag Management Solutions	4%	<a href="#">04Mar19</a>
Frontier	Cutting & Mowing	17%	<a href="#">01Mar19</a>
	Hay & Forage	17%	<a href="#">01Mar19</a>
	Landscaping	17%	<a href="#">01Mar19</a>
	Livestock	17%	<a href="#">01Mar19</a>
	Material Handling	17%	<a href="#">01Mar19</a>
	Planting & Seeding	17%	<a href="#">18Feb19</a>
	Snow	17%	<a href="#">07Jan19</a>
	Sprayers	17%	<a href="#">01Nov18</a>
	Tillage	17%	<a href="#">01Mar19</a>

## Contract updates

March 12, 2019 – Updated all price pages. Contract has been extended to May 8, 2020.

November 5, 2018 – Manual verbiage updated.