

## Arizona – Landscape and Utility Vehicles, Trailers, and Equipment

<b>Contract Number:</b>	CTR062307
<b>Contract Period:</b>	October 1, 2022 – September 30, 2023
<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. When the webpage opens scroll down and select <b>VIEW THE FULL LIST OF THE ARIZONA COOPERATIVE MEMBERS</b> to view the current member list.</p>

### 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>Training</b></p> <p>If requested by the Eligible Agency, dealer shall provide, at no additional cost, onsite training to ensure proper use of equipment</p>
Fees	<p><b>None</b></p>
Financing	<p><b>John Deere Municipal Lease by John Deere Financial</b>  <b>Allowed:</b> If the agency rules and guidelines allow. This 12-60-month financial product require payments and enables ownership of the equipment.</p> <p><b>Government Operating Lease by John Deere Financial</b>  <b>Allowed:</b> If the agency rules and guidelines allow. This 24-60-month product requires payments, and the equipment is returned to the dealer location at the end of the term.</p> <p><b>Retail Note Financing by John Deere Financial or Third Party</b>  <b>Allowed:</b> If the agency rules and guidelines allow.</p>

Machine Hours	<p><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.</p>										
Manuals	<p>An operator’s manual is included with the delivery of the equipment at no charge.</p> <p>A digital version or hard copy of all manuals may be provided for an additional fee to the eligible agencies if requested. The manual fee(s) will be included on the quote.</p>										
Miscellaneous	<p><b>Shipping/Freight Charges</b> For deliveries, factory freight to the delivering dealer will be paid by the Eligible Agency. Factory freight is known at the time of quoting and will be included on the quote to the Eligible Agency.</p>										
Multiple Unit Discount	<p>Sales of 3 or more like self-propelled products sold on the same purchase order are eligible for the multi-unit discount. The 3 or more self-propelled products must be in the same equipment categories as shown below and included on the same purchase order. Compatible implements sold with such products also qualify for the multi-unit discount, but do not count as a unit.</p> <p>Lawn &amp; Garden Equipment Commercial Mowers Compact Utility Tractors Utility Vehicles (excluding ProGators) Golf Equipment (including ProGators) Ag Tractors</p> <p>See discount structure below:</p> <table data-bbox="354 1203 1107 1371"> <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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Open Market by John Deere (listed in the price book)	<p><b>Allowed:</b> Open-Market items are <b>implements, attachments, accessories, 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	Credit card payments allowed.  Remit to Address: Deere & Company Ag & Turf CBD & Government Sales 21748 Network Place Chicago, IL 60673-1217
Substitutions	Not applicable. This is a current price contract.
Trade-In	<b>Allowed:</b> Items must be clearly labeled on the purchase order or quote as Trade-In. The agency and the dealer determine the trade-in value.

## Price Structure

<u>Product Description</u>	<u>Discount off MSRP</u>	<u>Price Page Date</u>
Residential Zero Turn Radius Mowers (formally Tab L21)	4%	Current
Residential Zero Turn Radius Mowers Z700 Series Only (formally Tab L21)	9%	Current
Lawn Tractors S100 – S240 (formally Tab L25)	4%	Current
Lawn Tractors X300 Series Only (formally Tab L25)	18%	Current
Garden Tractors X500 & X700 Series (formally Tab L30)	18%	Current
Equipment for Lawn and Garden Tractors (formally Tab L35)	18%	Current
Commercial Walk-Behind Mowers (formally Tab C10)	23%	Current
Commercial Zero Turn Mowers (formally Tab C13)	23%	Current
Commercial Front Mowers (formally Tab C15)	23%	Current

Wide Area Mowers (formally Tab C18)	23%	Current
Equipment for Commercial Mowing (formally Tab C21)	23%	Current
Compact Utility Tractors (formally Tab C20)	18%	Current
Equipment for Compact Utility Tractors (formally Tab C25)	18%	Current
Mid-Size Crossover Utility Vehicles (formally Tab C40)	14%	Current
Full-Size Crossover Utility Vehicles (formally Tab C41)	14%	Current
Traditional Utility Vehicles (formally Tab C42)	17%	Current
HPX Utility Vehicles (formally Tab C47)	14%	Current
G&T – Reel Mowers (formally Tab G10)	24%	Current
G&T – Special Application Mowers (formally Tab G15)	24%	Current
G&T – Special Application Vehicles (formally Tab G20)	24%	Current
G&T – Aercore (formally Tab G25)	24%	Current
G&T – Debris Maintenance (formally Tab G30)	24%	Current
G&T – Fleet Management (formally Tab G35)	13%	Current
Ag Tractors 5050E, 5060E, 5067E, 5075 (formally Tab A2)	14%	Current
Ag Tractors 5090E, 5090EL, 5100 (formally Tab A2)	19%	Current
Ag Tractors 5000Ms, Rs, GLs, GVs, GNs, MHs, ML (formally Tab A2)	22%	Current
Ag Equipment 6000 Series Tractors (formally Tab A2)	24%	Current

Ag Equipment 7000-9000 Series Tractor (formally Tab A2)	24%	Current
Ag Equipment – Hay and Forage (formally Tab A5)	22%	Current
Ag Equipment – Tillage (formally Tab A6)	22%	Current
Ag Equipment – Planting and Seeding (formally Tab A7)	22%	Current
Ag Equipment – Sprayers (formally Tab A8)	22%	Current
Ag Equipment – Material Handling, Cutters, and Shredders (formally Tab A9)	24%	Current
Ag Equipment – Ag Management Solutions (AMS) (formally Tab A10)	Same As Tractors Discount 4% If Purchased w/o Tractor	Current
Frontier Cotton	18%	Current
Frontier Cutting & Mowing	18%	Current
Frontier Hay & Forage	18%	Current
Frontier Landscape	18%	Current
Frontier Livestock	18%	Current
Frontier Material Handling	18%	Current
Frontier Planting & Seeding	18%	Current
Frontier Snow Equipment	18%	Current
Frontier Sprayers	18%	Current
Frontier Tillage	18%	Current

## **Contract Updates**

October 1, 2022 – New contract announced.