

CALIFORNIA MULTIPLE AWARD SCHEDULE (CMAS) – UTILITY VEHICLES

Contract Number:	4-18-78-0032B
Contract Period:	September 1, 2021 – August 31, 2026
Eligibility:	<p>State and Local Government agencies are eligible to use this contract.</p> <p>A local government agency is any city, county, district, other local governmental body, or educational system including the California State University (CSU), the University of California (UC), K-12 public schools, and community colleges empowered to expend public funds.</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**. Your local **John Deere Dealer** will contact the Direct Government Sales office for a direct sales quote.

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

Contract Details

Delivery Obligations	None			
Fees	<table border="0"> <tr> <td>California Tire Fee New Tire</td> <td>All Motorized Equipment (Utility Vehicles)</td> <td>\$1.75 per</td> </tr> </table> <p>Please review the California Tire Fee publication issued by the California Department of Tax and Fee Administration for more details. California Tire Fee must be included on the Quote or Purchase Order.</p>	California Tire Fee New Tire	All Motorized Equipment (Utility Vehicles)	\$1.75 per
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Financing	Not Allowed. Contract prohibits financing.			
Machine Hours	Not Allowed: 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 is included with the delivery of the equipment at no charge.			

Miscellaneous	<p>The State of California requires the following information to be listed on the purchase order before processing:</p> <ul style="list-style-type: none"> • Contract Number • Itemized pricing for all codes • Agency contact name • Agency contact telephone number <p>Attachments for Field Conversion that are on contract must be purchased with a self-propelled base machine and are not eligible for purchase as separate items on this contract. Customers that would like to purchase Attachments for Field Conversion must contact their local John Deere Dealer or purchase from John Deere as Not Specifically Priced (NSP).</p>										
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 data-bbox="342 911 1078 1077"> <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%										
9 units or more	4%										
Open Market by John Deere (listed in the price book)	<p>Allowed: Open Market items (Not Specifically Priced (NSP) items) are implements, attachments, accessories, parts and 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>Items must be clearly labeled on the purchase order as NSP.</p> <p>Order Limitations:</p> <ul style="list-style-type: none"> • Purchase orders \$250,00 or less – NSP items must not exceed \$5000 • Purchase orders over \$250,000 – NSP items must not exceed 5% of the purchase order or \$25,000 whichever is lower. 										
Open Market by Dealer (not listed in the price book)	<p>Not allowed.</p>										
Payment and Remittance	<p>Credit card payments not allowed.</p>										

	Remit to Address: Deere & Company Ag & Turf CBD & Government Sales 21748 Network Place Chicago, IL 60673-1217
Substitution	Government Sales must contact the state for approval.
Trade-In	Allowed: 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

Price Page Tabs	Product Descriptions	Discount off MSRP	Price Page Dates
C39	High Performance Utility Vehicles & Equipment	18%	01Jan20
C40	Mid-Size Crossover Utility Vehicles & Equipment	18%	08Jun20
C41	Heavy-Duty Crossover Utility Vehicles & Equipment	18%	08Jun20
C42	Traditional Utility Vehicles & Equipment	18%	18Dec19
	TS Gator	18%	
	TE Gator	25%	
	(Temporary discount through December 31, 2021)		
C47	HPX Utility Vehicles & Equipment	18%	18Dec19
C48	Equipment for Utility Vehicles	18%	15Jun20

Contract updates

September 1, 2021 - Contract extended to August 31, 2026. No other changes made.

August 27, 2020 – Updated all price pages.

March 20, 2020 – Updated Temporary Discount date for TE Gator

October 2, 2019 – Local Government agencies are now eligible to use the contract.

August 2, 2019 – Updated price pages.

February 18, 2019 – Updated CA Tire Fee to include all motorized equipment.

March 21, 2018 – Added C48 and updated C40, C41 and C42 price pages.