

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

Contract Number:	20E-DEER-0825
Contract Period:	August 25, 2020 – August 24, 2023
Eligibility:	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, www.mesc.org 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>All Purchase Orders and complete detailed quotes must be faxed (928-718-3232) or emailed (orders@mesc.org) to Mohave for review.</p> <p>Do not perform any work or provide any equipment until "MESC Reviewed" purchase order is received.</p> <p>Training - available via John Deere dealer at price determined by dealer.</p>
Fees	None
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	<p>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.</p> <p>Dealer will be reimbursed for manuals listed on the quote.</p>										
Miscellaneous	<p>Pricing Errors: must be approved by Mohave before offered to any agency.</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="337 730 1092 898"> <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%										
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Open Market by John Deere (listed in the price book)	<p>Allowed: Open-Market 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 Open Market.</p>										
Open Market by Dealer (not listed in the price book)	<p>Allowed: Open-Market items not available from John Deere but offered by the delivering Dealer 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 & Company Ag & Turf CBD & Government Sales 21748 Network Place Chicago, IL 60673-1217</p>										
Substitution	<p>Government Sales must contact the state for approval.</p>										

Trade-In

Allowed: 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>Product Descriptions</u>	<u>Discounts off MSRP</u>	<u>Price Page Dates</u>
Residential Zero Turn Radius Mowers (formally Tab L21)	3%	01Aug22
Residential Zero Turn Radius Mowers Z700 Series Only (formally Tab L21)	8%	01Aug22
Lawn Tractors S100 – S240 (formally Tab L25)	3%	01Aug22
Lawn Tractors X300 Series Only (formally Tab L25)	17%	01Aug22
Garden Tractors X500 & X700 Series (formally Tab L30)	17%	01Aug22
Equipment for Lawn and Garden Tractors (formally Tab L35)	17%	01Aug22
Commercial Walk-Behind Mowers (formally Tab C10)	22%	01Aug22
Commercial Zero Turn Mowers (formally Tab C13)	22%	01Aug22
Commercial Front Mowers (formally Tab C15)	22%	01Aug22
Commercial Wide Area Mowers (formally Tab C18)	22%	01Aug22
Equipment for Commercial Mowing (formally Tab C21)	22%	01Aug22
Compact Utility Tractors (formally Tab C20)	17%	01Aug22
Equipment for Compact Utility Tractors (formally Tab C25)	17%	01Aug22
Mid-Size Crossover Utility Vehicles (formally Tab C40)	13%	01Aug22

Full-Size Crossover Utility Vehicles (formally Tab C41)	13%	01Aug22
Traditional Utility Vehicles (formally Tab C42)	16%	01Aug22
HPX Utility Vehicles (formally Tab C47)	13%	01Aug22
Tractors - 5050E, 5060E, 5067E, 5075E (formally Tab A2)	13%	01Aug22
Tractors – 5090E, 5090EL, 5100E (formally Tab A2)	18%	01Aug22
Tractors - 5000Ms, MHs, MLs, GLs, GNs, GVs (formally Tab A2)	21%	01Aug22
Tractors - 6000-9000 Series (formally Tab A2)	23%	01Aug22
Material Handling, Cutters, and Shredders (formally Tab A9)	23%	01Aug22
Ag Management Solutions (AMS) (formally Tab A10)	Same As Tractors Discount 4% If Purchased w/o Tractor	01Aug22
Golf – Reel Mowers (formally Tab G10)	23%	01Aug22
Golf – Special Application Mowers (formally Tab G15)	23%	01Aug22
Golf – Special Application Vehicles (formally Tab G20)	23%	01Aug22
Golf – Aercore (formally Tab G25)	23%	01Aug22
Golf – Debris Maintenance (formally Tab G30)	23%	01Aug22
Golf – Fleet Management (formally Tab G35)	12%	01Aug22
Frontier Cotton	17%	01Aug22

Frontier Cutting & Mowing	17%	01Aug22
Frontier Hay & Forage	17%	01Aug22
Frontier Landscape	17%	01Aug22
Frontier Livestock	17%	01Aug22
Frontier Material Handling	17%	01Aug22
Frontier Planting & Seeding	17%	01Aug22
Frontier Snow Equipment	17%	01Aug22
Frontier Sprayers	17%	01Aug22
Frontier Tillage	17%	01Aug22

Contract Updates

August 25, 2022 – Contract extended to August 24, 2023. Updated all price pages. Discounts have not changed.

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

April 22, 2021 – Updated all price pages.