

New Jersey – Grounds Equipment

Contract Number:	ESCNJ 22/23-12
Contract Period:	February 22, 2023 – February 21, 2025
Eligibility:	<p>The contract is available to ESCNJ Co-op members consisting of public educational institutions, public colleges or universities, community colleges, vocational or technical schools, local municipal governments, and other public entities.</p> <p>Membership must be verified before quoting. Click Here to access the ESCNJ 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 quotes and purchase orders must show Deere & Company as the vendor and contain the **Contract Number, ESCNJ 22/23-12**, and the New Jersey approved **Co-op Number, 65MCESCCPS**.

Contract Details

Delivery Obligations	None
Fees	None
Financing	Allowed: Lease purchasing offered through ESCNJ.
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	<u>Authorized Dealers to provide and service equipment</u>

	<p>Central Jersey Equipment Finch Services, Inc. Power Place, Inc.</p> <p><u>Dealer Installed Options / Attachments (Open Market) At The Customer Request</u> The contract allows a \$175.00 / Hour for the installation of additional (Open-Market) options and attachments.</p> <p><u>Travel Time for Repairs</u> The contract allows a \$190.00 / Hour for In-Field Repairs. This service would be coordinated between the customer and dealer. This would be a separate invoice between the customer and the dealer.</p>										
<p>Multiple Unit Discount</p>	<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="337 877 1101 1045"> <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%										
<p>Open Market by John Deere (listed in the price book)</p>	<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>Allowed: AMS products that are not currently on contract but are requested by the customer to complete the purchase of John Deere equipment awarded on contract. Open Market AMS product discount would equal the tractor discount awarded.</p> <p>Allowed: Frontier products that are not currently on contract but are requested by the customer to complete the purchase of John Deere equipment awarded on contract. Discount would be equal to the Frontier Product Category awarded.</p>										
<p>Open Market by Dealer (not listed in the price book)</p>	<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. Frontier products will be allowed as Open Market when not on a John Deere contract.</p>										
<p>Payment and Remittance</p>	<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 ESCNJ for approval.
Trade-In	Allowed: Trade-Ins must be listed on the Quote as (Non-Contract) purchase. See Trade-In Summary example below.

Trade In Summary	Qty	Each	Extended
JOHN DEERE 650 (NON CONTRACT) - CHO650S011383	1	\$ 1,200.00	\$ 1,200.00
PayOff			\$ 0.00
Total Trade Allowance			\$ 1,200.00

Price Structure

<u>Product Description</u>	<u>Discount off MSRP</u>	<u>Price Page Date</u>
Residential Zero Turn Radius Mowers (excludes Z700 Series)	3%	01Feb24
Commercial Zero Turn Radius Mowers Z700 Series Only	8%	01Feb24
Lawn Tractors S100 – S240 Series	3%	01Feb24
Lawn Tractors X300 Series Only	17%	01Feb24
Garden Tractors X500 & X700 Series	17%	01Feb24
Equipment for Lawn and Garden Tractors	17%	01Feb24
Commercial Walk-Behind Mowers	22%	01Feb24
Commercial Stand-On Mowers	22%	01Feb24

Commercial Zero Turn Mowers	22%	01Feb24
Commercial Front Mowers	22%	01Feb24
Commercial Wide Area Mowers	22%	01Feb24
Equipment for Commercial Mowing	22%	01Feb24
Compact Utility Tractors	17%	01Feb24
Equipment for Compact Utility Tractors	17%	01Feb24
Mid-Size Crossover Utility Vehicles	13%	01Feb24
Full-Size Crossover Utility Vehicles	13%	01Feb24
Traditional Utility Vehicles Excludes GS Gators	16%	01Feb24
HPX Utility Vehicles	13%	01Feb24
G&T – Reel Mowers	23%	01Feb24
G&T – Special Application Mowers	23%	01Feb24
G&T – Special Application Vehicles	23%	01Feb24
G&T – Aercore	23%	01Feb24
G&T – Debris Maintenance	23%	01Feb24
G&T – Fleet Management	12%	01Feb24
Ag Tractors 5050E, 5060E, 5067E, 5075E	13%	01Feb24
Ag Tractors 5090E, 5090EL, 5100E	18%	01Feb24

Ag Tractors 5000Ms, Ens, GLs, GNs, GVs, MHs, MLs	21%	01Feb24
Ag Equipment 6000 Series Tractors	23%	01Feb24
Ag Equipment – Material Handling, Cutters, and Shredders	23%	01Feb24
Frontier Cutting & Mowing	17%	01Feb24
Frontier Hay & Forage	17%	01Feb24
Frontier Landscape	17%	01Feb24
Frontier Livestock	17%	01Feb24
Frontier Material Handling	17%	01Feb24
Frontier Planting & Seeding	17%	01Feb24
Frontier Snow Equipment	17%	01Feb24
Frontier Sprayers	17%	01Feb24
Frontier Tillage	17%	01Feb24

Contract Updates

February 22, 2024 – Contract renewed. New expiration date is February 21, 2025. Price pages have been updated.

February 22, 2023 – New contract announced.