

New Jersey – Grounds Equipment

Contract Number:	ESCNJ 18/19-25
Contract Period:	February 22, 2019 – February 21, 2021
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 quasi-public entities.</p> <p>Membership must be verified before quoting. Click Here to access the ESCNJ website for membership search. Navigate to the left side of the website page and access the link stating: <i>To view our current member list or to see if you are a member Click HERE.</i></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 18/19-25**, 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 \$120.00 / Hour for the installation of additional (Open-Market) options and attachments.</p> <p><u>Travel Time for Repairs</u> The contract allows a \$135.00 / 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><u>Aftermarket Parts</u> The contract allows a 5% discount off published list price for parts. If the customer wishes to purchase parts after the equipment purchase, then the purchase order and invoice would be direct 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 1041 1089 1205"> <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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<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>										

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	Government Sales must contact ESCNJ for approval.																
Trade-In	<p>Allowed: Trade-Ins must be listed on the Quote as (Non-Contract) purchase. See Trade-In Summary example below.</p> <table border="1" data-bbox="341 730 1490 940"> <thead> <tr> <th>Trade In Summary</th> <th>Qty</th> <th>Each</th> <th>Extended</th> </tr> </thead> <tbody> <tr> <td>JOHN DEERE 650 (NON CONTRACT) - CHO650S011383</td> <td>1</td> <td>\$ 1,200.00</td> <td>\$ 1,200.00</td> </tr> <tr> <td>PayOff</td> <td></td> <td></td> <td>\$ 0.00</td> </tr> <tr> <td>Total Trade Allowance</td> <td></td> <td></td> <td>\$ 1,200.00</td> </tr> </tbody> </table>	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
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Price Structure

Price Page Tabs	Product Descriptions	Discounts off MSRP	Price Page Date
	All Parts	5%	Current
L25	Lawn Tractors (X300s only) & Equipment	17%	08Nov19
L30	Garden Tractors & Equipment	17%	08Nov19
L35	Equipment for Lawn & Garden Tractors	17%	05Nov19
C10	Commercial Walk-Behind Mowers & Equipment	22%	08Nov19
C13	Commercial Zero-Turn-Radius Mowers & Equipment	22%	12Nov19
C15	Commercial Front Mowers & Equipment	22%	08Nov19

C18	Commercial Wide Area Mowers & Equipment	22%	08Nov19
C20	Compact Utility Tractors & Equipment	17%	22Nov19
C25	Equipment for Compact Utility Tractors	17%	05Nov19
C39	Recreational Utility Vehicles & Equipment	13%	07Nov19
C40	Mid Duty Crossover Utility Vehicles & Equipment	13%	07Nov19
C41	Heavy-Duty Crossover Utility Vehicles & Equipment	13%	07Nov19
C42	Traditional Utility Vehicles & Equipment	13%	07Nov19
C47	HPX Utility Vehicles & Equipment	13%	07Nov19
C48	Equipment for Utility Vehicles	13%	04Nov19
G10	Reel Mowers & Equipment	23%	21Nov19
G15	Special Application Mowers & Equipment	23%	20Nov19
G20	Special Application Vehicles & Equipment	23%	20Nov19
G25	Aeration & Equipment	23%	08Nov19
G30	Debris Maintenance & Equipment	23%	08Nov19
A2	Tractors – 5000 and 6000 Series	22%	18Nov19
A9	Implements & Equipment	22%	18Nov19
Frontier	Cotton	17%	07Nov19
	Cutting & Mowing	17%	07Nov19

Hay & Forage	17%	18Nov19
Landscape	17%	20Nov19
Livestock	17%	07Nov19
Material Handling	17%	07Nov19
Planting & Seeding	17%	07Nov19
Snow	17%	07Nov19
Sprayers	17%	07Nov19
Tillage	17%	07Nov19

Contract Updates

January 7, 2020 – Price Pages have been updated. Discounts have not changed.

August 9, 2019 – Updated to new contract summary template.

July 23, 2019 – Trade-Ins allowed. Must be listed as Non-Contract on the quote.