

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>John Deere dealers must verify membership before quoting. Click Here to view current member list.</p>

Quotes and Purchase Orders:

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, 65MCECCPS.

Contract Details

Quotes	<p>Quotes are valid for 30 days from the creation date of the quote OR until the contract expires, <u>whichever occurs first</u>. All quotes created in JDQ2 have creation and expiration dates on the upper right hand corner of the first quote page for your convenience. lick here to enter text.</p>
Open-Market Items Offered by John Deere	<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>
Additional Items Offered by Dealer	<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>

Credit Cards	Not allowed on this contract.										
Demo	Not allowed on this contract.										
Fees	None.										
Financing	Lease purchasing offered through ESCNJ.										
Leasing	Lease purchasing offered through ESCNJ.										
Multiple Unit Discount	<p>Multiple unit discounts are allowed. The contract discount plus the multiple unit discount equals the total discount. Discounts are based on the following schedule:</p> <table border="1"> <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>Sales of 3 or more like self-propelled products sold on the same purchase order are eligible for the multi-unit discount. Self-propelled products, with the exception of our utility vehicles must be listed in the same tabbed price book section. Compatible implements sold with such products also qualify for the multi-unit discount, but do not count as a unit.</p> <p>Frontier Equipment is excluded from the Multiple Unit Discount.</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%										
Rental	Not allowed on this contract.										
Special Delivery Obligations	None.										
Substitutions	ESCNJ must approve any substitution.										
Trade-ins	Not allowed on this contract.										

Miscellaneous

Authorized Dealers to provide and service equipment

Central Jersey Equipment
 Finch Services, Inc.
 Power Place, Inc.

Dealer Installed Options / Attachments (Open Market) At The Customer Request

The contract allows a \$120.00 / Hour for the installation of additional (Open-Market) options and attachments.

Travel Time for Repairs

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.

Aftermarket Parts

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.

Payment Remittance Information

Remit to Address:
 Deere & Company
 Ag & Turf CBD & Government Sales
 21748 Network Place
 Chicago, IL 60673-1217

Price Structure

Price Page Tabs	Product Descriptions	Discounts off MSRP	Price Page Date
	All Parts	5%	Current
L25	Lawn Tractors (X300s only) & Equipment	17%	21Dec18
L30	Garden Tractors & Equipment	17%	21Dec18
L35	Equipment for Lawn & Garden Tractors	17%	03Dec18

C10	Commercial Walk-Behind Mowers & Equipment	22%	01Nov18
C13	Commercial Zero-Turn-Radius Mowers & Equipment	22%	17Dec18
C15	Commercial Front Mowers & Equipment	22%	17Dec18
C18	Commercial Wide Area Mowers & Equipment	22%	01Nov18
C20	Compact Utility Tractors & Equipment	17%	14Dec18
C25	Equipment for Compact Utility Tractors	17%	03Dec18
C39	Recreational Utility Vehicles & Equipment	13%	01Nov18
C40	Mid Duty Crossover Utility Vehicles & Equipment	13%	10Dec18
C41	Heavy-Duty Crossover Utility Vehicles & Equipment	13%	24Dec18
C42	Traditional Utility Vehicles & Equipment	13%	01Nov18
C47	HPX Utility Vehicles & Equipment	13%	17Dec18
C48	Equipment for Utility Vehicles	13%	01Nov18
G10	Reel Mowers & Equipment	23%	03Dec18
G15	Special Application Mowers & Equipment	23%	02Nov18
G20	Special Application Vehicles & Equipment	23%	17Dec18
G25	Aeration & Equipment	23%	26Nov18
G30	Debris Maintenance & Equipment	23%	01Nov18

A2	Tractors – 5000 and 6000 Series	22%	18Dec18
A9	Implements & Equipment	22%	18Dec18
Frontier	Cotton	17%	01Nov18
	Cutting & Mowing	17%	01Nov18
	Hay & Forage	17%	03Dec18
	Landscape	17%	03Dec18
	Livestock	17%	01Nov18
	Material Handling	17%	01Nov18
	Planting & Seeding	17%	10Dec18
	Snow	17%	01Nov18
	Sprayers	17%	01Nov18
	Tillage	17%	26Nov18

Contract Updates