

New Jersey – Grounds Equipment

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|-------------------------|---|
| 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

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|----------------------|---|
| 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% |
| 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> | | | | | | | | | | |

| 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="339 730 1489 936"> <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 |
| 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

| 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.