

## New Jersey – Grounds Equipment

<b>Contract Number:</b>	ESCNJ 22/23-12
<b>Contract Period:</b>	February 22, 2023 – February 21, 2026
<b>Eligibility:</b>	<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. <a href="#">Click Here</a> 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	<b>None</b>
Fees	<b>None</b>
Financing	<b>Allowed:</b> Lease purchasing offered through ESCNJ.
Machine Hours	<b>Not Allowed:</b> 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	<b><u>Authorized Dealers to provide and service equipment</u></b>

	<p>Central Jersey Equipment Finch Services, Inc. Power Place, Inc.</p> <p><b><u>Dealer Installed Options / Attachments (Open Market) At The Customer Request</u></b> The contract allows a \$175.00 / Hour for the installation of additional (Open-Market) options and attachments.</p> <p><b><u>Travel Time for Repairs</u></b> 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>										
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> <tr> <th>Quantity</th><th>Additional Discount</th></tr> <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> </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%										
Open Market by John Deere (listed in the price book)	<p><b>Allowed:</b> Open-Market items are <b>implements, attachments, accessories, parts and bundles</b> 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><b>Allowed:</b> <b>AMS</b> 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><b>Allowed:</b> <b>Frontier</b> 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>										
Open Market by Dealer (not listed in the price book)	<p><b>Allowed:</b> 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>										

	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	<p><b>Allowed:</b> Trade-Ins must be listed on the Quote as (Non-Contract) purchase. See Trade-In Summary example below.</p> <table><tr><th>Trade In Summary</th><th>Qty</th><th>Each</th><th>Extended</th></tr><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></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

<u>Product Description</u>	<u>Discount off MSRP</u>	<u>Price Page Date</u>
Residential Zero Turn Radius Mowers Z300 & Z500 Series	3%	<a href="#">01Feb25</a>
Lawn Tractors S100 – S240 Series	3%	<a href="#">01Feb25</a>
Lawn Tractors X300 Series Only	17%	<a href="#">01Feb25</a>
Garden Tractors X500 & X700 Series	17%	<a href="#">01Feb25</a>
Equipment for Lawn and Garden Tractors	17%	<a href="#">01Feb25</a>
Commercial Walk-Behind Mowers	22%	<a href="#">01Feb25</a>
Commercial QuikTrak Mowers	22%	<a href="#">01Feb25</a>
Commercial Zero Turn Mowers Z700 Series	8%	<a href="#">01Feb25</a>

Commercial Zero Turn Mowers Z900	22%	<a href="#">01Feb25</a>
Commercial Front Mowers	22%	<a href="#">01Feb25</a>
Commercial Wide Area Mowers	22%	<a href="#">01Feb25</a>
Equipment for Commercial Mowing	22%	<a href="#">01Feb25</a>
Compact Utility Tractors	17%	<a href="#">01Feb25</a>
Equipment for Compact Utility Tractors	17%	<a href="#">01Feb25</a>
Mid-Size Crossover Utility Vehicles	13%	<a href="#">01Feb25</a>
Full-Size Crossover Utility Vehicles	13%	<a href="#">01Feb25</a>
Traditional Utility Vehicles <b>Excludes GS Gators</b>	16%	<a href="#">01Feb25</a>
HPX Utility Vehicles	13%	<a href="#">01Feb25</a>
G&T – Reel Mowers	23%	<a href="#">01Feb25</a>
G&T – Special Application Mowers	23%	<a href="#">01Feb25</a>
G&T – Special Application Vehicles	23%	<a href="#">01Feb25</a>
G&T – Aercore	23%	<a href="#">01Feb25</a>
G&T – Debris Maintenance	23%	<a href="#">01Feb25</a>
G&T – Fleet Management	12%	<a href="#">01Feb25</a>
Ag Tractors 5050E, 5060E, 5067E, 5075E	13%	<a href="#">01Feb25</a>
Ag Tractors 5090E, 5090EL, 5100E	18%	<a href="#">01Feb25</a>

Ag Tractors 5000Ms, Ens, GLs, GNs, GVs, MHs, MLs	21%	<a href="#">01Feb25</a>
Ag Equipment 6000 Series Tractors	23%	<a href="#">01Feb25</a>
Ag Equipment – Material Handling, Cutters, and Shredders	23%	<a href="#">01Feb25</a>
Frontier Cutting & Mowing	17%	<a href="#">01Feb25</a>
Frontier Hay & Forage	17%	<a href="#">01Feb25</a>
Frontier Landscape	17%	<a href="#">01Feb25</a>
Frontier Livestock	17%	<a href="#">01Feb25</a>
Frontier Material Handling	17%	<a href="#">01Feb25</a>
Frontier Planting & Seeding	17%	<a href="#">01Feb25</a>
Frontier Snow Equipment	17%	<a href="#">01Feb25</a>
Frontier Sprayers	17%	<a href="#">01Feb25</a>
Frontier Tillage	17%	<a href="#">01Feb25</a>

## Contract Updates

February 12, 2025 – Contract renewed. New expiration date is February 21, 2026. Price pages have been updated.

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

February 22, 2023 – New contract announced.