

New Jersey – Grounds Equipment

Contract Number:	ESCNJ 22/23-12
Contract Period:	February 22, 2023 – February 21, 2024
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 website for membership search. Navigate to the left side of the website page and access the link stating: <i>To print a pdf 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 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

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 \$175.00 / Hour for the installation of additional (Open-Market) options and attachments.

Travel Time for Repairs

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.

Multiple Unit Discount

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:

Quantity	Additional Discount
3-4	1%
5-6	2%
7-8	3%
9 units or more	4%

Frontier Equipment is excluded from the Multiple Unit Discount program.

Open Market by John Deere (listed in the price book)

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.

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.

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.

Open Market by Dealer (not listed in the price book)

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.

Payment and Remittance

Credit card payments not allowed.

	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>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="341 661 1490 871"> <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

<u>Product Description</u>	<u>Discount off MSRP</u>	<u>Price Page Date</u>
Residential Zero Turn Radius Mowers (excludes Z700 Series)	3%	01Oct22
Residential Zero Turn Radius Mowers Z700 Series Only	8%	01Oct22
Lawn Tractors S100 – S240 Series	3%	01Oct22
Lawn Tractors X300 Series Only	17%	01Oct22
Garden Tractors X500 & X700 Series	17%	01Oct22
Equipment for Lawn and Garden Tractors	17%	01Oct22
Commercial Walk-Behind Mowers	22%	01Oct22
Commercial Stand-On Mowers	22%	01Oct22

Commercial Zero Turn Mowers	22%	01Oct22
Commercial Front Mowers	22%	01Oct22
Commercial Wide Area Mowers	22%	01Oct22
Equipment for Commercial Mowing	22%	01Oct22
Compact Utility Tractors	17%	01Oct22
Equipment for Compact Utility Tractors	17%	01Oct22
Mid-Size Crossover Utility Vehicles	13%	01Oct22
Full-Size Crossover Utility Vehicles	13%	01Oct22
Traditional Utility Vehicles	16%	01Oct22
HPX Utility Vehicles	13%	01Oct22
G&T – Reel Mowers	23%	01Oct22
G&T – Special Application Mowers	23%	01Oct22
G&T – Special Application Vehicles	23%	01Oct22
G&T – Aercore	23%	01Oct22
G&T – Debris Maintenance	23%	01Oct22
G&T – Fleet Management	12%	01Oct22
Ag Tractors 5050E, 5060E, 5067E, 5075E	13%	01Oct22
Ag Tractors 5090E, 5090EL, 5100E	18%	01Oct22

Ag Tractors 5000Ms, GLs, GVs, GNs, MHs, ML	21%	01Oct22
Ag Equipment 6000 Series Tractors	23%	01Oct22
Ag Equipment – Material Handling, Cutters, and Shredders	23%	01Oct22
Frontier Cotton	17%	01Oct22
Frontier Cutting & Mowing	17%	01Oct22
Frontier Hay & Forage	17%	01Oct22
Frontier Landscape	17%	01Oct22
Frontier Livestock	17%	01Oct22
Frontier Material Handling	17%	01Oct22
Frontier Planting & Seeding	17%	01Oct22
Frontier Snow Equipment	17%	01Oct22
Frontier Sprayers	17%	01Oct22
Frontier Tillage	17%	01Oct22

Contract Updates

February 22, 2023 – New contract announced.