



To: Board of Parks and Recreation
From: Mark Heintz – Director of Parks and Recreation
Date: December 20, 2022
Re: Purchase of Z-Trak Mowers

Background:

The purchase of two John Deere Z960M Z-Trak mowers was previously approved in early 2022. We were recently informed that due to labor and supply chain issues, they would not be able to fulfill that order. They are no longer building 2022 machines and are now in the process of building 2023 machines.

They can meet our order with 2023 machines in place of the 2022 machines but have price increases for the items. The 2023 machines would cost an additional \$1,723.92 per unit with the same specifications except they'd be a year newer. They are holding their trade-in pricing on the three pieces of equipment that we'd be trading in for these units despite the additional hours from use in the last year.

These units are listed in the current replacement schedule and were budgeted for in the 2021 bond issue. The proposal is from the Sourcewell cooperative purchasing program that the Town of Munster is part of and would be delivered from a local vendor, Castongia Tractor in Crown Point, Indiana.

Additionally, the 2022 Town bond issue also called for replacing two other units. Those are also included in the attached proposal along with their trade-ins. The proposal includes trade in credits for five current pieces of equipment which are scheduled for replacement.

Total for two new 2023 z960M Z-Trak mowers	\$27,110.88
Less trade in for unit #114 (serial # 1TC950RDCFT040792)	\$ 5,400.00
Less trade in for unit #117 (serial # 1TC950RDTFT040793)	\$ 5,100.00
Less trade in for 2012 Frontier FM1015R mower (serial #1XFFM10XPB0000180)	<u>\$ 4,600.00</u>
Subtotal	\$ 12,010.88
Plus Total for two new 2023 Z960M T-Trak mowers	\$27,110.00
Less trade in for unit #115 (serial #1TC950RDVJT060199)	\$5,500.00
Less trade in for unit #116 (serial #1TC950RDVHT060004)	<u>\$5,500.00</u>
Total	\$28,121.76

Recommendation: Seeking your approval to purchase (4) 2023 John Deere Z960M Z-Trak mowers for a net total price after trade-ins of \$28,121.76 from Deere & Company in Cary, North Carolina but taking delivery from Castongia Tractor in Crown Point, Indiana.



To Valued Customer:

Unfortunately, during 2022, John Deere like many other manufacturers faced many labor and supply chain issues.

Your original order of two John Deere 2022 Z960M w/ 72" Deck, Pneumatic tires, full suspension seats and mulch kit faced some of these challenges. Due to John Deere's suppliers' issues, we were unable to fulfill your request for these two units.

Fortunately, we can now fill these orders, with two 2023 Z960M w/ 72" Deck, Pneumatic tires, full suspension seats and mulch kit. With these units being a new model year and the price increases that the world is seeing, we cannot honor the original price. Below is a breakdown of the exact price changes on each unit based on options.

<u>Unit</u>	<u>2022</u>	<u>2023</u>	<u>Price Change</u>
Z960M Base Unit	\$10,733.03	\$12,172.93	\$ 1,439.90
72" Deck	\$ 415.80	\$ 577.50	\$ 161.70
Pneumatic Tires	\$ -	\$ -	\$ -
Suspension Seat	\$ 381.15	\$ 458.15	\$ 77.00
Mulch Kit	\$ 301.54	\$ 346.86	\$ 45.32
<u>Total</u>	\$11,831.52	\$13,555.44	\$ 1,723.92

Please feel free to reach out to your sales consultant with any questions you may have on this and let us know how we can help you in the future.

Thanks,

Team Castongia Tractor



JOHN DEERE

Customer:

Quotes are valid for 30 days from the creation date or upon contract expiration, whichever occurs first.

A Purchase Order (PO) or Letter of Intent (LOI) including the below information is required to proceed with this sale. The PO or LOI will be returned if information is missing.

Vendor: Deere & Company

- ☐ 2000 John Deere Run
Cary, NC 27513
- ☐ Signature on all LOIs and POs with a signature line
- ☐ Contract name or number; or JD Quote ID
- ☐ Sold to street address (no PO box)
- ☐ Ship to street address (no PO box)
- ☐ Bill to contact name and phone number
- ☐ Bill to address
- ☐ Bill to email address (required to send the invoice and/or to obtain the tax exemption certificate)
- ☐ Membership number if required by the contract

For any questions, please contact:

Benjamin St. John

Castongia Tractor
295 East Wood Rd
Rensselaer, IN 47978

Tel: 219-866-5117

Fax: 219-866-2182

Email: bstjohn@castrac.com

Quotes of equipment offered through contracts between Deere & Company, its divisions and subsidiaries (collectively "Deere") and government agencies are subject to audit and access by Deere's Strategic Accounts Business Division to ensure compliance with the terms and conditions of the contracts.



JOHN DEERE



Quote Id: 27903252

**ALL PURCHASE ORDERS MUST BE MADE OUT
TO (VENDOR):**

Deere & Company
2000 John Deere Run
Cary, NC 27513
FED ID: 36-2382580
UEID: FNSWEDARMK53

**ALL PURCHASE ORDERS MUST BE SENT
TO DELIVERING DEALER:**

Castongia Tractor
295 East Wood Rd
Rensselaer, IN 47978
219-866-5117
rensselaer@johndeerecountry.com

Prepared For:

MUNSTER PARKS AND RECREATION

Proposal For:

Delivering Dealer:

Benjamin St. John

Castongia Tractor
295 East Wood Rd
Rensselaer, IN 47978

rensselaer@johndeerecountry.com

Quote Prepared By:

Benjamin St. John
bstjohn@castrac.com

Date: 09 December 2022

Offer Expires: 08 January 2023

Confidential

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Deere & Company
2000 John Deere Run
Cary, NC 27513
FED ID: 36-2382580
UEID: FNSWEDARMK53

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Castongia Tractor
295 East Wood Rd
Rensselaer, IN 47978
219-866-5117
rensselaer@johndeerecountry.com

Quote Summary**Prepared For:**

MUNSTER PARKS AND RECREATION
508 FISHER ST
MUNSTER, IN 46321
Business: 219-836-6928
kdark@munster.org

Delivering Dealer:

Castongia Tractor
Benjamin St. John
295 East Wood Rd
Rensselaer, IN 47978
Phone: 219-866-5117
bstjohn@castrac.com

Quote ID: 27903252**Created On:** 09 December 2022**Last Modified On:** 15 December 2022**Expiration Date:** 08 January 2023

All Used Equipment is sold As Is, No Warranty implied by Castongia Tractor unless otherwise noted

By Signing this PO, customer acknowledges any and all trades are free and clear of any/all liens

By Signing this PO, customer understands that any required cash deposit will include a \$250 non-refundable fee on all cancelled orders.

Equipment Summary	Selling Price	Qty	Extended
2023 JOHN DEERE Z960M ZTrak - 1TC960MDPNT120146	\$ 13,555.44 X	1 =	\$ 13,555.44
Z-Traks: Never Stop Loaner Program	\$ 0.00 X	1 =	\$ 0.00
Contract: IN Grounds Maint Sourcewell PA 54401 (PG 3P CG 22)			
Price Effective Date:			
2023 JOHN DEERE Z960M ZTrak - 1TC960MDANT120154	\$ 13,555.44 X	1 =	\$ 13,555.44
Z-Traks: Never Stop Loaner Program	\$ 0.00 X	1 =	\$ 0.00
Contract: IN Grounds Maint Sourcewell PA 54401 (PG 3P CG 22)			
Price Effective Date:			
2023 JOHN DEERE Z960M ZTrak - 1TC960MDJNT120148	\$ 13,555.44 X	1 =	\$ 13,555.44
Z-Traks: Never Stop Loaner Program	\$ 0.00 X	1 =	\$ 0.00
Contract: IN Grounds Maint Sourcewell PA 54401 (PG 3P CG 22)			
Price Effective Date:			
JOHN DEERE Z960M ZTrak	\$ 13,555.44 X	1 =	\$ 13,555.44
Z-Traks: Never Stop Loaner Program	\$ 0.00 X	1 =	\$ 0.00

Salesperson : X _____**Accepted By :** X _____*Confidential*



JOHN DEERE



ALL PURCHASE ORDERS MUST BE MADE OUT TO (VENDOR):

Deere & Company
2000 John Deere Run
Cary, NC 27513
FED ID: 36-2382580
UEID: FNSWEDARMK53

ALL PURCHASE ORDERS MUST BE SENT TO DELIVERING DEALER:

Castongia Tractor
295 East Wood Rd
Rensselaer, IN 47978
219-866-5117
rensselaer@johndeerecountry.com

Contract: IN Grounds Maint Sourcewell PA 54401 (PG 3P CG 22)

Price Effective Date:

Equipment Total **\$ 54,221.76**

Trade In Summary	Qty	Each	Extended
2016 JOHN DEERE Z950R - 1TC950RDCFT040792	1	\$ 5,100.00	\$ 5,100.00
PayOff			\$ 0.00
Total Trade Allowance			\$ 5,100.00
2016 JOHN DEERE Z950R - 1TC950RDTFT040793	1	\$ 5,400.00	\$ 5,400.00
PayOff			\$ 0.00
Total Trade Allowance			\$ 5,400.00
2012 Frontier FM1015R - 1XFFM10XPB0000180	1	\$ 4,600.00	\$ 4,600.00
PayOff			\$ 0.00
Total Trade Allowance			\$ 4,600.00
2018 JOHN DEERE Z950R - 1TC950RDVJT060199	1	\$ 5,500.00	\$ 5,500.00
PayOff			\$ 0.00
Total Trade Allowance			\$ 5,500.00
2018 JOHN DEERE Z950R - 1TC950RDVHT060004	1	\$ 5,500.00	\$ 5,500.00
PayOff			\$ 0.00
Total Trade Allowance			\$ 5,500.00
Trade In Total			\$ 26,100.00

* Includes Fees and Non-contract items

Quote Summary

Equipment Total	\$ 54,221.76
Trade In	\$ (26,100.00)
SubTotal	\$ 28,121.76

Salesperson : X _____

Accepted By : X _____

Confidential



**ALL PURCHASE ORDERS MUST BE MADE OUT
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Deere & Company
2000 John Deere Run
Cary, NC 27513
FED ID: 36-2382580
UEID: FNSWEDARMK53

**ALL PURCHASE ORDERS MUST BE SENT
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219-866-5117
rensselaer@johndeerecountry.com

Est. Service	\$ 0.00
Agreement Tax	
Total	\$ 28,121.76
Down Payment	(0.00)
Rental Applied	(0.00)
Balance Due	\$ 28,121.76

Salesperson : X _____

Accepted By : X _____

Confidential



Selling Equipment



Quote Id: 27903252

Customer Name: MUNSTER PARKS AND RECREATION

ALL PURCHASE ORDERS MUST BE MADE OUT
TO (VENDOR):

Deere & Company
2000 John Deere Run
Cary, NC 27513
FED ID: 36-2382580
UEID: FNSWEDARMK53

ALL PURCHASE ORDERS MUST BE SENT
TO DELIVERING DEALER:

Castongia Tractor
295 East Wood Rd
Rensselaer, IN 47978
219-866-5117
rensselaer@johndeerecountry.com

2023 JOHN DEERE Z960M ZTrak - 1TC960MDPNT120146

Hours: 0

Stock Number: 38519

Contract: IN Grounds Maint Sourcewell PA 54401 (PG 3P
CG 22)

Selling Price *
\$ 13,555.44

Price Effective Date:

* Price per item - includes Fees and Non-contract items

Code	Description	Qty	List Price	Discount%	Discount Amount	Contract Price	Extended Contract Price
2233TC	JOHN DEERE Z960M GAS MIDZ MOWER	1	\$ 15,809.00	23.00	\$ 3,636.07	\$ 12,172.93	\$ 12,172.93
Standard Options - Per Unit							
001A	COUNTRY CODES - US/ CANADA	1	\$ 0.00	23.00	\$ 0.00	\$ 0.00	\$ 0.00
1037	72" PNEUMATIC TIRE	1	\$ 0.00	23.00	\$ 0.00	\$ 0.00	\$ 0.00
1506	1506	1	\$ 750.00	23.00	\$ 172.50	\$ 577.50	\$ 577.50
2093	SUSP SEAT	1	\$ 595.00	23.00	\$ 136.85	\$ 458.15	\$ 458.15
Standard Options Total			\$ 1,345.00		\$ 309.35	\$ 1,035.65	\$ 1,035.65
Dealer Attachments/Non-Contract/Open Market							
TCB10951	Mulch Kit (1828.8-mm (72-in.) 7-Iron, 7-Iron II and 7-Iron PRO)	1	\$ 450.47	23.00	\$ 103.61	\$ 346.86	\$ 346.86
Dealer Attachments Total			\$ 450.47		\$ 103.61	\$ 346.86	\$ 346.86
Value Added Services							
	Z-Traks: Never Stop Loaner Program	1	\$ 0.00			\$ 0.00	\$ 0.00
Value Added Services Total			\$ 0.00			\$ 0.00	\$ 0.00
Total Selling Price			\$ 17,604.47		\$ 4,049.03	\$ 13,555.44	\$ 13,555.44

2023 JOHN DEERE Z960M ZTrak - 1TC960MDANT120154

**JOHN DEERE**

Selling Equipment



Quote Id: 27903252

Customer Name: MUNSTER PARKS AND RECREATION

ALL PURCHASE ORDERS MUST BE MADE OUT TO (VENDOR):

Deere & Company
2000 John Deere Run
Cary, NC 27513
FED ID: 36-2382580
UEID: FNSWEDARMK53

ALL PURCHASE ORDERS MUST BE SENT TO DELIVERING DEALER:

Castongia Tractor
295 East Wood Rd
Rensselaer, IN 47978
219-866-5117
rensselaer@johndeerecountry.com

Equipment Notes:

Hours: 0

Stock Number: 38518

Selling Price *

Contract: IN Grounds Maint Sourcewell PA 54401 (PG 3P
CG 22)

\$ 13,555.44

Price Effective Date:

* Price per item - includes Fees and Non-contract items

Code	Description	Qty	List Price	Discount%	Discount Amount	Contract Price	Extended Contract Price
2233TC	JOHN DEERE Z960M GAS MIDZ MOWER	1	\$ 15,809.00	23.00	\$ 3,636.07	\$ 12,172.93	\$ 12,172.93
Standard Options - Per Unit							
001A	COUNTRY CODES - US/ CANADA	1	\$ 0.00	23.00	\$ 0.00	\$ 0.00	\$ 0.00
1037	72" PNEUMATIC TIRE	1	\$ 0.00	23.00	\$ 0.00	\$ 0.00	\$ 0.00
1506	1506	1	\$ 750.00	23.00	\$ 172.50	\$ 577.50	\$ 577.50
2093	SUSP SEAT	1	\$ 595.00	23.00	\$ 136.85	\$ 458.15	\$ 458.15
Standard Options Total			\$ 1,345.00		\$ 309.35	\$ 1,035.65	\$ 1,035.65
Dealer Attachments/Non-Contract/Open Market							
TCB10951	Mulch Kit (1828.8-mm (72-in.) 7-Iron, 7-Iron II and 7-Iron PRO)	1	\$ 450.47	23.00	\$ 103.61	\$ 346.86	\$ 346.86
Dealer Attachments Total			\$ 450.47		\$ 103.61	\$ 346.86	\$ 346.86
Value Added Services							
	Z-Traks: Never Stop Loaner Program	1	\$ 0.00			\$ 0.00	\$ 0.00
Value Added Services Total			\$ 0.00			\$ 0.00	\$ 0.00
Total Selling Price			\$ 17,604.47		\$ 4,049.03	\$ 13,555.44	\$ 13,555.44

2023 JOHN DEERE Z960M ZTrak - 1TC960MDJNT120148

**JOHN DEERE**

Selling Equipment

**Quote Id:** 27903252**Customer Name:** MUNSTER PARKS AND RECREATION**ALL PURCHASE ORDERS MUST BE MADE OUT TO (VENDOR):**

Deere & Company
 2000 John Deere Run
 Cary, NC 27513
 FED ID: 36-2382580
 UEID: FNSWEDARMK53

ALL PURCHASE ORDERS MUST BE SENT TO DELIVERING DEALER:

Castongia Tractor
 295 East Wood Rd
 Rensselaer, IN 47978
 219-866-5117
 renselaer@johndeerecountry.com

Equipment Notes:**Hours:** 0**Stock Number:** 38520**Selling Price ***

Contract: IN Grounds Maint Sourcewell PA 54401 (PG 3P
 CG 22)

\$ 13,555.44

Price Effective Date:

* Price per item - includes Fees and Non-contract items

Code	Description	Qty	List Price	Discount%	Discount Amount	Contract Price	Extended Contract Price
2233TC	JOHN DEERE Z960M GAS MIDZ MOWER	1	\$ 15,809.00	23.00	\$ 3,636.07	\$ 12,172.93	\$ 12,172.93
Standard Options - Per Unit							
001A	COUNTRY CODES - US/ CANADA	1	\$ 0.00	23.00	\$ 0.00	\$ 0.00	\$ 0.00
1037	72" PNEUMATIC TIRE	1	\$ 0.00	23.00	\$ 0.00	\$ 0.00	\$ 0.00
1506	1506	1	\$ 750.00	23.00	\$ 172.50	\$ 577.50	\$ 577.50
2093	SUSP SEAT	1	\$ 595.00	23.00	\$ 136.85	\$ 458.15	\$ 458.15
Standard Options Total			\$ 1,345.00		\$ 309.35	\$ 1,035.65	\$ 1,035.65
Dealer Attachments/Non-Contract/Open Market							
TCB10951	Mulch Kit (1828.8-mm (72-in.) 7-Iron, 7-Iron II and 7-Iron PRO)	1	\$ 450.47	23.00	\$ 103.61	\$ 346.86	\$ 346.86
Dealer Attachments Total			\$ 450.47		\$ 103.61	\$ 346.86	\$ 346.86
Value Added Services							
	Z-Traks: Never Stop Loaner Program	1	\$ 0.00			\$ 0.00	\$ 0.00
Value Added Services Total			\$ 0.00			\$ 0.00	\$ 0.00
Total Selling Price			\$ 17,604.47		\$ 4,049.03	\$ 13,555.44	\$ 13,555.44

JOHN DEERE Z960M ZTrak

**JOHN DEERE**

Selling Equipment



Quote Id: 27903252

Customer Name: MUNSTER PARKS AND RECREATION

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219-866-5117
rensselaer@johndeerecountry.com

Equipment Notes:**Hours:****Stock Number:****Selling Price ***

Contract: IN Grounds Maint Sourcewell PA 54401 (PG 3P
CG 22)

\$ 13,555.44

Price Effective Date:

* Price per item - includes Fees and Non-contract items

Code	Description	Qty	List Price	Discount%	Discount Amount	Contract Price	Extended Contract Price
2233TC	Z960M ZTrak	1	\$ 15,809.00	23.00	\$ 3,636.07	\$ 12,172.93	\$ 12,172.93
Standard Options - Per Unit							
001A	United States/Canada	1	\$ 0.00	23.00	\$ 0.00	\$ 0.00	\$ 0.00
1037	24x12x12 Pneumatic Turf Tire for 72" Decks	1	\$ 0.00	23.00	\$ 0.00	\$ 0.00	\$ 0.00
1506	72 In. Side Discharge Mower Deck	1	\$ 750.00	23.00	\$ 172.50	\$ 577.50	\$ 577.50
2093	Fully Adjustable Suspension Seat with Armrests (24" High Back)	1	\$ 595.00	23.00	\$ 136.85	\$ 458.15	\$ 458.15
Standard Options Total			\$ 1,345.00		\$ 309.35	\$ 1,035.65	\$ 1,035.65
Dealer Attachments/Non-Contract/Open Market							
TCB10951	Mulch Kit (1828.8-mm (72-in.) 7-Iron, 7-Iron II and 7-Iron PRO)	1	\$ 450.47	23.00	\$ 103.61	\$ 346.86	\$ 346.86
Dealer Attachments Total			\$ 450.47		\$ 103.61	\$ 346.86	\$ 346.86
Value Added Services							
	Z-Traks: Never Stop Loaner Program	1	\$ 0.00			\$ 0.00	\$ 0.00
Value Added Services Total			\$ 0.00			\$ 0.00	\$ 0.00
Total Selling Price			\$ 17,604.47		\$ 4,049.03	\$ 13,555.44	\$ 13,555.44