



To: Board of Parks and Recreation
From: Mark Heintz – Director of Parks and Recreation
Date: January 20, 2026
Re: ZTrak mowers and Utility Tractor replacement purchase

The Town of Munster is seeking to replace two ZTrak mowers and two utility tractors at this time. 1) Units #109 & #113, two ZTrak mowers and 2) units #251 and #252, John Deere 4320 utility tractors. These anticipated expenditures were both included in the 2025 Park Bond collectively budgeted for \$119,000.

A proposal was received through the Sourcewell cooperative purchasing program which meets the requirements for competitive bidding. The items would be purchased directly from Deere & Company but would be delivered locally from Castongia Tractor in Crown Point, Indiana. The proposal supplies new pieces of equipment detailed below and also gives a credit for the four units these items are replacing as trade-ins which are summarized in the attached proposal #14754676.

2026 John Deere Z960M ZTrak	\$13,871.68	
2026 John Deere Z960M ZTrak	\$13,871.68	
2026 John Deere 4052M Compact Utility Tractor	\$40,305.46	(loader bucket included)
2026 John Deere 4052M Compact Utility Tractor	<u>\$33,433.86</u>	(loader bucket not included)
Subtotal	\$103,046.88	

Less trade-ins:

#109	John Deere Z960M (ZTrak)	\$4,500.00
#113	John Deere Z950M (ZTrak)	\$4,250.00
#251	John Deere 4320 (Utility Tractor)	\$2,500.00
#252	John Deere 4320 (Utility Tractor)	<u>\$11,500.00</u>
Subtotal		<u>\$22,750.00</u>

TOTAL: \$80,296.88

Recommendation:

Staff is recommending the acceptance of the proposal with quote ID #14754676 from Deere & Company to be delivered by Castongia Tractor for the purchase of these four pieces of equipment for a total cost of \$80,296.88.



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
- ☐ 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

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.

For any questions, please contact:

Tyler Castongia
Castongia Tractor
11191 South Broadway
Crown Point, IN 46307
Work Phone: 2198665117
Cell Phone: 2198635239
Email: tcastongia@castrac.com



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

Deere & Company
2000 John Deere Run
Cary, NC 27513-2789 US
FED ID: 36-2382580
UEID: FNSWEDARMK53

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

Tyler Castongia
Castongia Tractor
11191 South Broadway Crown Point, IN 46307

Prepared For

MUNSTER PARKS AND
RECREATION
508 FISHER ST
MUNSTER, IN 46321
(219) 836-6928
KDARK@MUNSTER.ORG

Prepared By

Tyler Castongia
Castongia Tractor
11191 South Broadway
Crown Point, IN 46307
2198665117
tcastongia@castrac.com

Quote Id 1475467

Creation Date 08-Jan-2026

Expiration Date 07-Feb-2026

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

Deere & Company
2000 John Deere Run
Cary, NC 27513-2789 US
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Quote Id 1475467**Creation Date** 08-Jan-2026**Expiration Date** 07-Feb-2026**Quote Summary**

Equipment Summary	Suggested List	Selling Price	QTY In Group	Extended
4052M Compact Utility Tractor (40 PTO hp) Contract: IN Grounds Maint Sourcewell PA 92908 (PG 3P CG 22) Price Effective Date: 07-Jan-2026	\$49,935.10	\$41,087.56	1	\$41,087.56
4052M Compact Utility Tractor (40 PTO hp) Contract: IN Grounds Maint Sourcewell PA 92908 (PG 3P CG 22) Price Effective Date: 07-Jan-2026	\$41,555.10	\$34,215.96	1	\$34,215.96
Z960M ZTrak Contract: IN Grounds Maint Sourcewell PA 92908 (PG 3P CG 22) Price Effective Date: 07-Jan-2026 Z-Traks: Never Stop Loaner Program	\$17,909.10	\$13,871.68	1	\$13,871.68
Z960M ZTrak Contract: IN Grounds Maint Sourcewell PA 92908 (PG 3P CG 22) Price Effective Date: 07-Jan-2026 Z-Traks: Never Stop Loaner Program	\$17,909.10	\$13,871.68	1	\$13,871.68
Equipment Total				\$103,046.88

Trade In Summary**Extended**

Salesperson : X _____

Accepted By : X _____



2008 John Deere 4320	\$2,500.00
Final Trade Allowance	\$2,500.00
2008 John Deere 4320	\$11,500.00
Final Trade Allowance	\$11,500.00
2021 John Deere Z960M	\$4,500.00
Final Trade Allowance	\$4,500.00
2021 John Deere Z950M	\$4,250.00
Final Trade Allowance	\$4,250.00
Total For Trades	\$22,750.00
Trade In Total	\$22,750.00

Quote Summary

Total Selling Price	\$103,046.88
Total Trade-In Allowance	(\$22,750.00)
Trade Difference	\$80,296.88
Sub-total	\$80,296.88
Balance Due	\$80,296.88

Salesperson : X _____

Accepted By : X _____



Selling Equipment

Quote # 1475467

Customer MUNSTER PARKS AND RECREATION

4052M Compact Utility Tractor (40 PTO hp)

QTY In Group : 1

Hours	---	Suggested List
Serial Number	---	\$49,935.10
Stock Number	---	Selling Price
Contract	IN Grounds Maint Sourcewell PA 92908 (PG 3P CG 22)	\$41,087.56
Price Effective Date	07-Jan-2026	Discount Amount
PUK Parent Serial #		(\$8,847.54)

Equipment Summary

Code	Description	Qty	List Price	Discount %	Discount \$	Adjusted Selling Price
035BLV	4052M Compact Utility Tractor (40 PTO hp)	1	\$42,278.00	18.0%	(\$7,610.04)	\$34,667.96

Base / Options

Code	Description	Qty	List Price	Discount %	Discount \$	Adjusted Selling Price
0202	United States	1	\$0.00	18.0%	\$0.00	\$0.00
0409	English Operator's Manual and Decal Kit	1	\$0.00	18.0%	\$0.00	\$0.00
1381	12F/12R PowrReverser	1	(\$1,281.00)	18.0%	\$230.58	(\$1,050.42)
2000	Open Station with Marine Grade Vinyl Standard Seat	1	\$0.00	18.0%	\$0.00	\$0.00
4060	iMatch™ Quick Hitch Category 1	1	\$386.00	18.0%	(\$69.48)	\$316.52
5243	44x18-20 (4PR, R3 Turf, 1 Position)	1	(\$610.00)	18.0%	\$109.80	(\$500.20)
6243	27x10.50-15 (4PR, R3 Turf, 2 Position)	1	\$0.00	18.0%	\$0.00	\$0.00
1718	Factory Installed Loader with Bucket	1	\$8,380.00	18.0%	(\$1,508.40)	\$6,871.60
Total Base / Options			\$49,153.00		(\$8,847.54)	\$40,305.46

Dealer Attachments



Code	Description	Qty	List Price	Discount %	Discount \$	Adjusted Selling Price
BXX10590	ShadePro Designed Canopy	1	\$782.10	0.0%	\$0.00	\$782.10
Total Dealer Attachments			\$782.10		\$0.00	\$782.10
Selling Price Subtotal						\$41,087.56
Total Selling Price			\$49,935.10		(\$8,847.54)	\$41,087.56

**4052M Compact Utility Tractor (40 PTO hp)**

QTY In Group : 1

Hours	---	Suggested List
Serial Number	---	\$41,555.10
Stock Number	---	Selling Price
Contract	IN Grounds Maint Sourcewell PA 92908 (PG 3P CG 22)	\$34,215.96
Price Effective Date	07-Jan-2026	Discount Amount
PUK Parent Serial #		(\$7,339.14)

Equipment Summary

Code	Description	Qty	List Price	Discount %	Discount \$	Adjusted Selling Price
035BLV	4052M Compact Utility Tractor (40 PTO hp)	1	\$42,278.00	18.0%	(\$7,610.04)	\$34,667.96

Base / Options

Code	Description	Qty	List Price	Discount %	Discount \$	Adjusted Selling Price
024H	United States Minor Outlying Islands	1	\$0.00	18.0%	\$0.00	\$0.00
0409	English Operator's Manual and Decal Kit	1	\$0.00	18.0%	\$0.00	\$0.00
1381	12F/12R PowrReverser	1	(\$1,281.00)	18.0%	\$230.58	(\$1,050.42)
2000	Open Station with Marine Grade Vinyl Standard Seat	1	\$0.00	18.0%	\$0.00	\$0.00
4060	iMatch™ Quick Hitch Category 1	1	\$386.00	18.0%	(\$69.48)	\$316.52
5243	44x18-20 (4PR, R3 Turf, 1 Position)	1	(\$610.00)	18.0%	\$109.80	(\$500.20)
6243	27x10.50-15 (4PR, R3 Turf, 2 Position)	1	\$0.00	18.0%	\$0.00	\$0.00
1795	Less Loader	1	\$0.00	18.0%	\$0.00	\$0.00
Total Base / Options			\$40,773.00		(\$7,339.14)	\$33,433.86

Dealer Attachments

Code	Description	Qty	List Price	Discount %	Discount \$	Adjusted Selling Price
BXX10590	ShadePro Designed Canopy	1	\$782.10	0.0%	\$0.00	\$782.10
Total Dealer Attachments			\$782.10		\$0.00	\$782.10



Selling Price Subtotal			\$34,215.96
Total Selling Price	\$41,555.10	(\$7,339.14)	\$34,215.96

**Z960M ZTrak**

QTY In Group : 1

Hours	---	Suggested List
Serial Number	---	\$17,909.10
Stock Number	---	Selling Price
Contract	IN Grounds Maint Sourcewell PA 92908 (PG 3P CG 22)	\$13,871.68
Price Effective Date	07-Jan-2026	Discount Amount
PUK Parent Serial #		(\$4,143.49)

Equipment Summary

Code	Description	Qty	List Price	Discount %	Discount \$	Adjusted Selling Price
2234TC	Z960M ZTrak	1	\$16,209.00	23.0%	(\$3,728.07)	\$12,480.93

Base / Options

Code	Description	Qty	List Price	Discount %	Discount \$	Adjusted Selling Price
001A	United States /Canada	1	\$0.00	23.0%	\$0.00	\$0.00
1506	72 In. Side Discharge Mower Deck	1	\$750.00	23.0%	(\$172.50)	\$577.50
2093	Fully Adjustable Suspension Seat with Armrests (24" High Back)	1	\$595.00	23.0%	(\$136.85)	\$458.15
1037	24x12x12 Pneumatic Turf Tire for 72" Decks	1	\$0.00	23.0%	\$0.00	\$0.00
Total Base / Options			\$17,554.00		(\$4,037.42)	\$13,516.58

Dealer Attachments

Code	Description	Qty	List Price	Discount %	Discount \$	Adjusted Selling Price
TCB10951	Mulch Kit (1828.8-mm (72-in.) 7-Iron, 7-Iron II and 7-Iron PRO)	1	\$461.17	23.0%	(\$106.07)	\$355.10
Total Dealer Attachments			\$461.17		(\$106.07)	\$355.10

Value Added Services

Description	Qty	Agreed Price
Z-Traks: Never Stop Loaner Program	1	\$0.00
Total Value Added Services		\$0.00



Selling Price Subtotal			\$13,871.68
Total Selling Price	\$17,909.10	(\$4,143.49)	\$13,871.68

**Z960M ZTrak**

QTY In Group : 1

Hours	---	Suggested List
Serial Number	---	\$17,909.10
Stock Number	---	Selling Price
Contract	IN Grounds Maint Sourcewell PA 92908 (PG 3P CG 22)	\$13,871.68
Price Effective Date	07-Jan-2026	Discount Amount
PUK Parent Serial #		(\$4,143.49)

Equipment Summary

Code	Description	Qty	List Price	Discount %	Discount \$	Adjusted Selling Price
2234TC	Z960M ZTrak	1	\$16,209.00	23.0%	(\$3,728.07)	\$12,480.93

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Total Value Added Services		\$0.00



Selling Price Subtotal			\$13,871.68
Total Selling Price	\$17,909.10	(\$4,143.49)	\$13,871.68



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