



PROPOSAL

Expressly Prepared for:



Proudly Presented By:

Jorge Romero

District Sales Manager

(561) 598 - 9518

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2018



Tuesday, June 25, 2018

Ms. Beth Zickar
Palm Beach Par 3 Golf Course
2345 South Ocean Blvd
Palm Beach, FL 33480

Ms. Zickar

On behalf of the entire team at Yamaha Golf-Car Company, I would like to express my sincerest gratitude for the opportunity to submit this proposal for a new fleet of Yamaha golf cars at Palm Beach Par 3 Golf Course. Consistently ranked among the most beloved brands in the world, Yamaha prides itself on providing superior engineering and efficiency in its vehicles, and we believe we have a top-quality product and image that would align with that of your fine Club. We hope that Yamaha will be the easiest and best decision you ever make.

Since the launch of “The Drive” model golf car in late 2006, Yamaha has been on a steady climb to the top of the industry, gaining more than 15% market share over that span, due in large part to our:

- Industry-Leading Factory Direct Fleet Service
- Classy Body Styling & Premium Accessories
- Engineering that Emphasizes Player Comfort and Functionality
- Lowest-Maintenance Golf Car in the Industry

The combination of great products and great factory service is just one example of what sets Yamaha apart from the rest of the industry. Our goal is to look out for the best interests of your fleet and your Club, while maintaining your out-of-pocket maintenance costs and down time.

Most importantly, I want to emphasize how appreciative we are of this opportunity and how confident I am that you and your members’ needs and expectations will be met and far exceeded. Yamaha is committed to earning your trust and your business, and to becoming your golf car solutions provider for years to come.

Sincerest regards,

Jorge Romero
District Sales Manager,
Yamaha Golf-Car Company
(561) 598 - 9518
jorge_romero@yamaha-motor.com



The Yamaha Story

OUR CARS

The best cars in the industry and the only company with four power options:

Drive² PowerTech AC Electric

Drive² DC Electric

Drive² Carbureted Gas

Industry-First Drive² QuieTech EFI

OUR STATS

1,650 + Courses have switched to Yamaha in the past 6 years

#1 Rated in Satisfaction, Customer Support, and Reliability *

97% Brand Loyalty **

94% Customer Retention Rate

OUR AFFORDABLE GPS SOLUTION

Track and control your fleet.

Drive Profits. Reduce Costs.

Work Smarter.



* Golf Car Attitudes and Perceptions Research Study Published by NGF, 2015.

** Golf Car Fleet Study Published by Golf DataTech, LLC., 2015.

YGC funded the research studies conducted by NGF and Golf DataTech, LLC.



Company Profile

Yamaha Golf-Car Company (YGC) is a for-profit subsidiary of Yamaha Motor Corporation, USA. We are an American company with nearly 100 American employees at our manufacturing facility in Newnan, GA.

For more information, please visit us on the web at:

www.yamahagolfcar.com

Our Team

President: Tom McDonald

Division Manager, Direct Sales: Brooks West, PGA

Division Manager, Marketing: Kevin Norcross, PGA

Regional Sales Manager: Craig Sanford

District Sales Manager: Jorge Romero

Service Provider: Advantage Golf Cars

Headquarters & Manufacturing Plant

Yamaha Golf-Car Company

1000 GA Hwy. 34 East

Newnan, GA 30265

Parent Corporation & In-House Leasing Division

Yamaha Motor Corporation, USA

655 Katella Avenue

Cypress, CA 90630





Our Partners

Premier Partner:



Official Golf Car:



Silver Sponsor:



Affiliate Member:



Title Sponsor, Pro-Am:



Section Sponsor:

Carolinas Section, PGA
Dixie Section, PGA
Georgia Section, PGA
Gulf States Section, PGA
Northern California Section, PGA
North Florida Section, PGA
North Texas Section, PGA
Southern California Section, PGA
South Florida Section, PGA
South Texas Section, PGA
New England Section, PGA
Tennessee Section, PGA



Proposed Equipment and Accessories

2019 Yamaha Drive² QuietTech EFI (Fleet) Golf Car

Standard Vehicle Equipment

Description

Yamaha-Built 357 cc EFI Gas Engine
QuietTech System, Complete w/ Fully-Independent Rear Suspension
TruTrack II Fully-Independent, Automotive-Style Front Suspension
HybriCore Chassis
Removable Modular Body Panels
Sentry Wraparound Protection System w/ 5 MPH-Rated Bumpers
Rack-and-Pinion Steering and Drum Brakes
Enhanced Automotive-Style Dash



Installed Options

Description

ClimaGuard—Top with Dual Rain Gutters
Custom Club Logo on Front of Car
Black ClubPro Bag Protector
Polycarbonate Clear, Hinged Windshield
Color-Matched Custom Number Decals (2 per car, #'s 1-60)
Brushed Aluminum Wheel Covers (set of 4)
USB Charging Ports
Information Holders
Sand Buckets (2 per car)
Extra Undercoating

DRIVE²



Proposed Equipment and Accessories

Vehicles displayed below may be shown with installed options not promised by District Sales Manager





Proposed Equipment and Accessories

2019 Yamaha U-MAX—Two Utility Vehicle

Standard Vehicle Equipment

Description

Yamaha-Built 402 cc EFI Gas Engine

TruTrack II Fully-Independent, Automotive-Style Front Suspension

HybriCore Chassis

Thermoplastic Olefin Body Panels

Rack-and-Pinion Steering and Drum Brakes

Cargo bed Capacity: 800 lbs

Towing Capacity: 1,200 lbs

Installed Options

Description

Polycarbonate, Clear Hinged Windshield

Suntop Kit-Includes Hardware



Proposed Equipment and Accessories

Vehicles displayed below may be shown with installed options not promised by District Sales Manager





Limited 4-Year Warranty for Drive² Golf Car

Yamaha Golf-Car Company hereby warrants that any new Yamaha DRIVE² Gas or DRIVE² Electric golf car purchased from Yamaha, or an Authorized Dealer or Distributor in the United States will be free from defects in material and workmanship for FOUR years from date of purchase, subject to the stated limitations. DURING THE PERIOD OF WARRANTY, any authorized Yamaha golf car service technician, dealer, or distributor will, free of charge, repair or replace, at Yamaha's option, any part adjudged defective by Yamaha due to faulty workmanship or material from the factory. Parts used in warranty repairs will be warranted for the balance of the vehicle's warranty period. All parts replaced under warranty become property of Yamaha Golf-Car Company.

Common Parts		Electric Car (DC or AC motor) Specific	
Frame	Limited Lifetime to Original Owner	Battery - Trojan ' T875 ' with HydroLink Watering System	4 Years or 25,000 amp-hours whichever comes first <small>*Detailed condition on the next page</small>
Transaxle	4 Years	Electric Motor	4 Years
Pedals	3 Years	Motor Controller / Charger	4 Years
Brakes (excluding shoes / pads)	4 Years	Charger Cord	4 Years
Electrical wires, switches, and relays	3 Years	Charger Receptacle	4 Years
Suspension / Steering components	4 Years	Throttle Position Sensor	2 Years
Seats	2 Years	GAS Car (QuieTech and Carb) specific	
Sun Top	4 Years	Exhaust / Intake / Generator	4 Years
Bumpers / Body Parts	3 Years	Gas Engine	4 Years
Floor Mats	2 Years	Throttle Cables / Controls	3 Years
Scorecard Holders	2 Years	Battery	1 Years
Bag Carrier	3 Years	Clutch (excluding drive belt)	4 Years
Common Accessories			
Windshield	3 Years		
Sand Bottle / Sand Bottle / Cooler	3 Years		
Information Holder / Bag Cover	3 Years	All Remaining Parts	1 Years

EXCLUSIONS from this Warranty shall include any failures caused by:

- Abnormal strain, neglect, or abuse, including lack of proper maintenance, and use contrary to the Owner's Manual instructions.
- Accident or collision damage.
- Installation of parts or accessories that are not original equipment.
- Fading, rust, or deterioration due to exposure or ordinary wear and tear.
- Modifications or alterations that affect the car's condition, operation, performance, or durability, or which makes the car serve a purpose other than use as a two-person, golf course vehicle.
- Damage due to improper transportation.
- Acts of God, i.e. lightning, hail damage, flooding, fire, etc.

This Limited Warranty does not cover any parts replaced due to normal wear or routine maintenance, including oil and air filter elements, brake shoes, tire wear, spark plugs, starter and clutch drive belts. Any charges incurred in transporting a golf car or charger to and from an authorized Yamaha golf car dealer for service or in performing field service are also excluded from this warranty. Gasoline powered golf car starting batteries on vehicles equipped with a golf course GPS device, or any other device with a parasitic current draw, unless the vehicle is equipped from the factory with an optional deep cycle starting battery, are also excluded from this warranty.

THE CUSTOMER'S RESPONSIBILITY under this warranty shall be to operate and maintain the golf car and charger as specified in the appropriate Owner's/ Operator's Manual, and give notice to an authorized Yamaha golf car dealer of any and all apparent defects within ten (10) days after discovery, and make the vehicle or charger available at that time for inspection and repairs by the dealer's authorized representative.

WARRANTY TRANSFER: Any transfer of warranty must take place within the first three years of the original in-service date of the vehicle. The vehicle must be re-registered by an authorized Yamaha Golf-Car Dealer within 30 days of transfer. A fee may be charged for the transfer of the warranty.

Yamaha Golf-Car Company makes no other warranty of any kind, expressed or implied. All implied warranties of merchantability and fitness of merchantability and fitness for a particular purpose which exceed the obligations and time limits stated in this warranty are hereby disclaimed by Yamaha Golf-Car Company and excluded from this Warranty. Some states do not allow limitations on how long implied warranty lasts, so the above limitation may not only apply to you. Also excluded from this Warranty is any incidental or consequential damages including loss of use. Some states do not allow the exclusion or limitation of incidental or consequential damages, so the above exclusion may not apply to you. This Warranty give you specific legal rights, and you may also have other rights, which vary, from state to state.

I have read and agree to the above conditions set forth in the Golf-Car Warranty _____ (Initial)



Limited 2-Year Warranty for Transportation and Utility Vehicles

Yamaha Golf-Car Company hereby warrants that any new Yamaha utility vehicle or any multi passenger cars or specialty vehicles purchased from Yamaha, or an Authorized Dealer or Distributor in the United States will be free from defects in material and workmanship for TWO years from date of purchase, subject to the stated limitations. DURING THE PERIOD OF WARRANTY, any authorized Yamaha golf car service technician, dealer, or distributor will, free of charge, repair or replace, at Yamaha's option, any part adjudged defective by Yamaha due to faulty workmanship or material from the factory. Parts used in warranty repairs will be warranted for the balance of the vehicle's warranty period. All parts replaced under warranty become property of Yamaha Golf-Car Company.

Common Parts		Electric Car Specific	
Frame	2 Years	Battery - Trojan ' T875 ' <u>without</u> HydroLink Watering System	4 Years or 23,500 amp-hours whichever comes first <small>*Detailed condition on the next page</small>
Transaxle	2 Years		
Pedals	2 Years	Electric Motor	2 Years
Brakes (excluding shoes / pads)	2 Years	Motor Controller / Charger	2 Years
Electrical wires, switches, and relays	2 Years	Charger Cord	2 Years
Suspension / Steering components	2 Years	Charger Receptacle	2 Years
Seats	2 Years	Throttle Position Sensor	2 Years
Sun Top	2 Years	GAS Car specific	
Bumpers / Body Parts	2 Years	Exhaust / Intake / Generator	2 Years
Floor Mats	2 Years	Gas Engine	2 Years
Scorecard Holders	2 Years	Throttle Cables / Controls	2 Years
Bag Carrier	2 Years	Battery	1 Years
Common Accessories		Clutch (excluding drive belt)	2 Years
Windshield	3 Years		
Head Light	2 Years		
Tail Light	2 Years	All Remaining Parts	1 years

EXCLUSIONS from this Warranty shall include any failures caused by:

- Abnormal strain, neglect, or abuse, including lack of proper maintenance, and use contrary to the Owner's Manual instructions.
- Accident or collision damage.
- Installation of parts or accessories that are not original equipment.
- Fading, rust, or deterioration due to exposure or ordinary wear and tear.
- Modifications or alterations that affect the car's condition, operation, performance, or durability, or which makes the car serve a purpose other than use as a two-person, golf course vehicle.
- Damage due to improper transportation.
- Acts of God, i.e. lightning, hail damage, flooding, fire, etc.

This Limited Warranty does not cover any parts replaced due to normal wear or routine maintenance, including oil and air filter elements, brake shoes, tire wear, spark plugs, starter and clutch drive belts. Any charges incurred in transporting a golf car or charger to and from an authorized Yamaha golf car dealer for service or in performing field service are also excluded from this warranty. Gasoline powered golf car starting batteries on vehicles equipped with a golf course GPS device, or any other device with a parasitic current draw, unless the vehicle is equipped from the factory with an optional deep cycle starting battery, are also excluded from this warranty.

THE CUSTOMER'S RESPONSIBILITY under this warranty shall be to operate and maintain the golf car and charger as specified in the appropriate Owner's/ Operator's Manual, and give notice to an authorized Yamaha golf car dealer of any and all apparent defects within ten (10) days after discovery, and make the vehicle or charger available at that time for inspection and repairs by the dealer's authorized representative.

WARRANTY TRANSFER: Any transfer of warranty must take place within the first three years of the original in-service date of the vehicle. The vehicle must be re-registered by an authorized Yamaha Golf-Car Dealer within 30 days of transfer. A fee may be charged for the transfer of the warranty.

Yamaha Golf-Car Company makes no other warranty of any kind, expressed or implied. All implied warranties of merchantability and fitness of merchantability and fitness for a particular purpose which exceed the obligations and time limits stated in this warranty are hereby disclaimed by Yamaha Golf-Car Company and excluded from this Warranty. Some states do not allow limitations on how long implied warranty lasts, so the above limitation may not only apply to you. Also excluded from this Warranty is any incidental or consequential damages including loss of use. Some states do not allow the exclusion or limitation of incidental or consequential damages, so the above exclusion may not apply to you. This Warranty give you specific legal rights, and you may also have other rights, which vary, from state to state.

I have read and agree to the above conditions set forth in the Golf-Car Warranty _____ (Initial)



Service Details

Yamaha Golf-Car Company's factory-supported service is the clear leader in the industry. Factory-supported dealers' and technicians' vehicles are fully equipped with the parts and tools necessary to provide on-site repairs and get your golf car back out on the course in the event that it should become disabled. Our service providers are trained extensively on the mechanical aspects of Yamaha golf cars and are routinely re-trained throughout the course of their tenure. The timely response and attentive manner of our service providers are two key factors in the success and customer satisfaction that we have been able to achieve at Yamaha.

The service provider for Palm Beach Par 3 Golf Course is Advantage Golf Cars. Their goal is to be your partner and look out for the best interests of your fleet and your Club, while minimizing your down time.

Please refer to your owner's manual for maintenance requirements and recommended service intervals. For further reference, a quick service check guide is included on the following page with tips to ensure your fleet runs as expected.

Service Provider

Advantage Golf Cars
(561) 253-6800





Equipment Maintenance Schedule

While Yamaha Golf-Car Company maintains a network of reliable service providers that are willing and able to assist you at any time, the following are best practices that will ensure that your golf car fleet stays in optimum working condition, cutting down on the need of service assistance:

Daily Safety Checklist:

- Visually inspect all equipment for damage. Be sure all nuts, bolts, and screws are tight.
- Insure that all warning and instruction labels are on equipment and in good condition.
- Check equipment for proper and safe operation.
- Maintain a proper tire pressure of 18 psi for gas cars, and 22 psi for electric cars.
- Check drive unit, transmission, engine, and fuel system (gasoline equipment) for leaks.

Daily Performance Inspection:

- *Forward/Reverse Switch:* Check for proper operation.
- *Brakes:* Be sure brakes function properly.
- *Parking Brake:* When latched, the parking brake should lock the wheels and hold the vehicle stationary.
- *Reverse Buzzer:* The reverse buzzer will sound as a warning when the forward/reverse handle or switch is in the reverse position.

Daily Maintenance:

- Remove trash from bag well, floorboard, dash compartment, and drink holders.
- Wash exterior of equipment, including seats and bag well. Do not pressure wash.
- Wash engine compartment. Avoid all electrical components and connections. Do not pressure wash.
- Keep equipment clean with damp cloth.
- Change or repair flat tires.
- *Fuel:* Check fuel level.
- *Engine:* Check for proper engine oil level.
- *Battery:* Check battery post; wires should be tight and free of corrosion, and battery should be fully charged.

Monthly Maintenance:

- *Engine:* Check engine cooling air intake; clean if necessary. Visually inspect the unshrouded area around the engine exhaust for grass and debris; clean if necessary.
- *Tires:* Check air pressure and adjust as necessary.

I have read and understand the above Equipment Maintenance Schedule (Initial) _____



Terms and Conditions for Returning Vehicles or Trades

Sole Responsibility, if applicable:

Palm Beach Par 3 Golf Course agrees to accept sole responsibility for any loss or damage to its returned cars beyond ordinary wear due to normal use. The returned cars must meet the following conditions:

- 1.) All cars must be free of all liens and encumbrances.
- 2.) All cars must be capable of running at least nine (9) holes of golf.
- 3.) All cars must be the same quantity and year model as originally evaluated.
- 4.) All cars must be clean, and free of trash, scorecards, pencils, tees, etc.
- 5.) All cars must have a working charger.
- 6.) All cars must have four (4) serviceable tires that retain proper air pressure.
- 7.) All cars must steer properly in all directions.
- 8.) All batteries must be free of corrosion, and properly filled with water.

Furthermore, Palm Beach Par 3 Golf Course understands and agrees to further charges being assessed if the below conditions are found upon Yamaha Golf-Car Company's inspection of the returned cars:

- 1.) Severely damaged or missing chargers
- 2.) Inoperable cars
- 3.) Minor damage (damage to bodies, bumpers, or seats)
- 4.) Major damage (frame damage, wrecked cars, etc.)

I have read and agree to the above terms and conditions for returning vehicles and/or trades (Initial) _____



NJPA—Purchase Pricing Details

PRICING:

(30) 2019 Yamaha Drive2 QuieTech Gas Fleet Golf Cars

\$4,836.00 per car = \$145,080.00

(1) 2019 Yamaha U-MAX 2 Gas Utility Vehicle

\$9,011.40

TRADES:

Yamaha Golf-Car Company offers \$2,500.00 per car trade value for (20), 2015 Club Car Precedent EFI Gas golf cars, and \$3,000 for (1) 2015 Club Car Carryall 300. Trade value assumes all cars are in running condition. As shown below, the trade value is being applied to net down the new car price. Upon delivery of new cars, Yamaha assumes ownership of all traded equipment.

(20) 2015 Club Car Precedent EFI Gas

\$2,600.00 per car = \$(52,000.00)

(1) 2015 Club Car Carryall 300

\$(3,000.00)

Total Trades = \$(55,000.00)

Net Total Due = \$99,091.40

I have read and agree to the above conditions set forth in the Purchase Pricing Details (Initial) _____



Proposal Details and Acceptance

ADDITIONAL BENEFITS:

All terms of the 4-year limited warranty will be honored, without any exclusion, for product failure caused as a result of cars being stored in outside conditions.

At no extra cost to the course, (1) monthly service visit will be provided by a Yamaha authorized service provider to perform any warranty related work, and to ensure that all the cars are running properly.

This quotation is valid for (30) days and is subject to change beyond that date. Furthermore, this proposal constitutes the entire understanding and agreement amongst the parties, whether oral or in writing. Neither party has made any further representations or promises to the other with respect to the subject matter of this agreement, except as set forth in this agreement. This agreement supersedes any previous agreements made between parties and is confidential in nature.

If this proposal is acceptable under the above terms, please sign and date below:

Accepted by: _____ Date: _____

Palm Beach Par 3 Golf Course

Accepted by:

Jorge Romero

Date: 7/01/2018

Yamaha District Sales Manager

Accepted by: *Craig Sanford*

Date: 07/01/2018