

# Texas City Bid Cover Page

Thursday December 2, 2021

Mr. Michael Skiba  
Bayou Golf Club  
2800 Ted Dudley Dr  
Texas City, TX 77590

On behalf of the entire team at Yamaha Golf-Car Company, I would like to express my most sincere gratitude for the opportunity to submit this proposal for a new fleet of Yamaha golf cars at Bayou Golf Club. Consistently ranked among the most beloved and recognized brands in the world, Yamaha prides itself on providing superior engineering and efficiency in its vehicles, and our quality and image align seamlessly with that of your fine facility. We simply believe Yamaha will be the easiest and best decision you ever make.

Our primary goal at Yamaha is to look out for the best interests of your Club while maintaining your out-of-pocket maintenance costs and eliminating down time. I want to emphasize how confident we are you and your members' needs and expectations will be met and far exceeded with our world class vehicles and the personal touch of excellence from our Industry-Leading Service.

Here is a summary of the products included in the bid:

1. 75 QuieTech Fleet Golf Cars on a 48 Month Purchase Agreement
2. Utilizing the value of your current fleet as a Down Payment
3. Additions to new fleet: Undercoating of Frame and Rain Cover for the bag well

In closing, please know that Yamaha is not only committed to earning your trust and your business on this deal but building a long-term partnership as your golf car and utility fleet provider for years to come.

Most sincere regards,



J.T. Carney  
District Sales Manager  
(678) 551 - 0524  
Jt\_carney@yamaha-motor.com





# YAMAHA

*Revs Your Heart™*

## PROPOSAL

Expressly prepared for:



*Bayou  
Golf Course*



Proudly Presented By:

J.T. Carney

(678) 551-0524

[Jt\\_carney@yamaha-motor.com](mailto:Jt_carney@yamaha-motor.com)

### DRIVE<sup>2</sup>



## Table of Contents

Letter of Introduction .....	3
The Yamaha Story.....	4
Company Profile .....	5
Important Links .....	6
Our Partners.....	7
Proposed Equipment and Accessories.....	8-9
Warranty Statement for Drive <sup>2</sup> Golf Car.....	10
Service Details .....	11
Equipment Maintenance Schedule.....	12
Terms and Conditions for Returning Vehicles or Trades.....	13
Pricing Details.....	14
Notes.....	15



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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. The legacy and growth continues with the Drive<sup>2</sup> and UMAX, evolutions which maintained all the popular features of previous models while enhancing golfer comfort and connectivity and lowering the cost of ownership for your facility.

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

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## The Yamaha Story

### OUR CARS

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

Drive<sup>2</sup> PowerTech AC Electric

Drive<sup>2</sup> Standard AC Electric

Drive<sup>2</sup> Standard EFI Gas

Drive<sup>2</sup> QuietTech EFI, an Industry First

### OUR STATS

2,326 + Courses have switched to Yamaha in the past 8 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, I.L.C.



## Company Profile

Yamaha Golf-Car Company (YGC) is a for-profit subsidiary of Yamaha Motor Corporation, USA. We are an American company with nearly 1,700 American employees between our factory in Newnan, GA and our Southeastern Headquarters in Kennesaw, GA.

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

[www.yamahagolfcar.com](http://www.yamahagolfcar.com)

### Our Team

President: Tom McDonald

Division Manager, Operations: Mark Blankers

Division Manager, Direct Sales: Steve Donnell

Division Manager, Marketing: Kevin Norcross, PGA

Regional Sales Manager: Craig Sanford

District Sales Manager: J.T. Carney

Inside Sales Manager: Corey Tofano

Factory Service Provider: Action Buggies

### Manufacturing Facility

Yamaha Motor Manufacturing Corporation

1000 GA Hwy. 34 East  
Newnan, GA 30265

### Corporate Headquarters

Yamaha Golf-Car Company

1270 Chastain Rd. NW  
Kennesaw, GA 30144

### Parent Corporation

Yamaha Motor Corporation U.S.A. (YMUS)

1270 Chastain Rd. NW  
Kennesaw, GA 30144

### Captive Finance Company

Yamaha Motor Finance Corporation (YMFUS)

6555 Katella Ave.  
Cypress, CA 90630





## Important Links

Yamaha Golf-Car Company Website:

<https://www.yamahagolfcar.com>

Yamaha Golf-Car Company Social Media Outlets:

Facebook: <https://www.facebook.com/YamahaGolfCarCompany>

Twitter: <https://twitter.com/yamahagolfcars>

YouTube [https://www.youtube.com/channel/UC3Znm5q\\_y-eavvxTM8uprQg](https://www.youtube.com/channel/UC3Znm5q_y-eavvxTM8uprQg)

Instagram: <https://instagram.com/yamahagolfcar>

Google + <https://plus.google.com/+Yamahagolfcarcompany>



Tellico Village Video Testimonial:

<https://vimeo.com/169796142>

2017 Drive2 Launch Video:

<https://www.youtube.com/watch?v=45RaUUgUqnY&t=40s>


2018 UMAX Utility Launch Video:

[https://www.youtube.com/watch?v=6M9HE\\_K5Q0E](https://www.youtube.com/watch?v=6M9HE_K5Q0E)



## Our Partners

Official Golf Car:  **NGCOA**

Official Golf Car: 

Affiliate Member:  **CLUB MANAGERS ASSOCIATION OF AMERICA**

Silver Sponsor: 

Member:  **INTERNATIONAL LIGHT TRANSPORTATION VEHICLE ASSOCIATION**

Section Sponsor:

Alabama - NW Florida Section, PGA  
Carolinas Section, PGA  
Georgia Section, PGA  
Gulf States Section, PGA  
New England Section, PGA  
North Texas Section, PGA  
Northern California Section, PGA  
Southern California Section, PGA  
South Central Section, PGA  
South Florida Section, PGA  
South Texas Section, PGA  
Tennessee Section, PGA



## Proposed Equipment and Accessories

### 2022 Yamaha Drive<sup>2</sup> QuieTech EFI (Fleet) Golf Car

#### Standard Vehicle Equipment

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##### Description

Yamaha-Built 357 cc EFI Gas Engine  
QuieTech 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  
ClimaGuard Top with Dual Rain Gutters



#### Installed Options

---

##### Description

(2) Single Sand Bottle w/ Handle  
Custom Club Logo on Front of Car  
Polycarbonate Clear, Hinged Windshield  
Color-Matched Custom Number Decals (2 per car)  
Silver Aluminum Wheel Covers (4)  
USB Charging Ports  
Clip-On Information Holder  
Black ClubPro Bag Protector w/ Custom Logo  
**UNDERCOATED FRAMES** - on top of frame upgrades

**DRIVE<sup>2</sup>**



# YAMATRACK

## BACK OFFICE

- Manage your tee sheet in the clubhouse, in the cloud, or wherever you choose.
- Manage your entire operation, including the golf shop, cart barn, restaurant, and maintenance building from your favorite mobile device with our web-based system.
- Integrated leasing with Yamaha's in-house financing, enabling a seamless transaction.
- Built-in point of sale system allows you to manage your customer's information and inventory easily.

## CAR CONTROL

- Set geo-fence zones to control speed and car location on the golf course (DC only)
- Use the shutdown feature to prevent losses by day, and the lockdown feature for better security overnight (DC only).
- Monitor amp hours and car battery conditions automatically to improve fleet rotation and maximize battery life (DC only).
- Monitor pace of play to assist with scheduling rounds and optimize marshal activity.

## PLAYER APP

If you have a Yamaha fleet, then we've already built your mobile app for you.

Activating the app for your course is easy and convenient, and the mobile-based software allows your players to navigate their round no matter where they are on the course or in the game. The YamaTrack Player App assures player support is just around the corner, so they can spend more energy on their game.

Customize your golf course's mobile player app with your unique club logo.

Accurate course diagrams and the GPS Precise Distance to Pin feature enables players to gauge their shots for more holes-in-one than ever before.

Food and beverage ordering from the course means a satisfying meal or refreshing beverage is never far away.



## AFFORDABILITY

Offered at the low price of \$35.00 per car per month



# WARRANTY

## 4-YEAR LIMITED WARRANTY FOR DRIVE<sup>2</sup> FLEET GOLF CAR

Yamaha Golf-Car Company hereby warrants that any new Yamaha DRIVE<sup>2</sup> Gas or DRIVE<sup>2</sup> Electric Fleet 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.

Car Components	Warranty Period	Electric Car Specific Parts	Warranty Period
Frame	Limited Lifetime to Original Owner	Battery - Trojan T875 FLA	4 Years or 23,500 amp hours whichever comes first / without HydroLink Watering System
Transaxle / Transmission	4 Years		4 Years or 25,000 amp hours whichever comes first / with HydroLink Watering System <i>*See Trojan Warranty Statement for details</i>
Steering / Suspension Components	4 Years	Battery - Trojan T875 AGM	5 Years or 50,000 amp hours whichever comes first <i>*See Trojan Warranty Statement for details</i>
Brakes (Excluding Shoes / Pads)	4 Years		
Sun Top	4 Years	Battery Charger and Cord	4 Years
Electrical Wires, Switches, and Relays	3 Years	Electric Motor and Controller	4 Years
Pedal Assy	3 Years	Charger Receptacle	4 Years
Body Parts	3 Years	Throttle Position Sensor	2 Years
Bumpers / Bag Carrier	3 Years	<b>Gas Car Specific Parts</b>	<b>Warranty Period</b>
Seats	2 Years	Gas Engine	4 Years
Scorecard Holder	2 Years	Starter Generator	4 Years
Floor Mats	2 Years	Exhaust / Intake	4 Years
<b>Common Accessories</b>	<b>Warranty Period</b>	Clutch (Excluding Drive Belt)	4 Years
Genuine Yamaha Fleet Accessories	3 years* <i>*Refer to the Accessory Warranty Statement for details</i>	Throttle / Control Cables	3 Years
YamaTrack Specific Components	1 Year	Starting Battery	1 Year
		<b>All Remaining Parts</b>	<b>1 Year</b>

**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/Operator'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.
- Damage due to improper transportation.
- Acts of God, e.g. 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, personal transportation vehicle (PTV), or commercial (Utility) vehicle as specified in the appropriate Owner's/Operator's manual, and
- Give notice to an authorized Yamaha Golf car dealer/distributor of all apparent defects within ten (10) days of discovery, and make the car available at that time for inspection and repairs at the dealer's/distributor's place of business, and
- Transport the car to and from an authorized dealer or distributor for warranty service.

**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.

**EMISSION CONTROL SYSTEM WARRANTY (USA only):**

Yamaha Golf-Car Company also warrants to the ultimate purchaser of each gas-powered golf car covered by this warranty that the product is designed, built, and equipped so as to conform at the time of sale with all U.S. emission standards applicable at the time of manufacture and that it is free from defects in materials and workmanship which would cause it not to meet these standards within the same time period described in THE PERIOD OF WARRANTY above, or a minimum of two years, whichever is longer. Failures other than those resulting from defects in material or workmanship which arise solely as a result of owner abuse and/or lack of proper maintenance are not covered by this 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 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.*

YAMAHA GOLF-CAR COMPANY, KENNESAW, GEORGIA 30144

EFFECTIVE DATE: 07/01/20

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



## Service Details

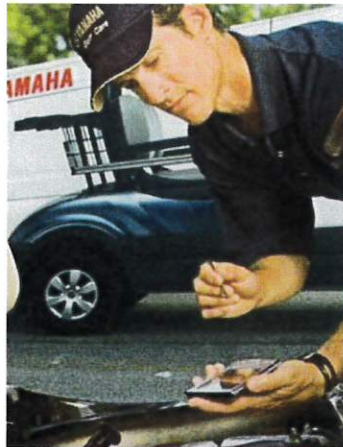
Yamaha Golf-Car Company's factory-supported service is the clear leader in the industry. Factory-supported dealers' and technicians' vehicles are fully equipped with the parts and tools necessary to provide on-site repairs and get your golf car back out on the course in the event that it should become 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 Bayou Golf Club is Action Buggies. Action has been with Yamaha for many years and has received countless positive reviews from the customers he services. His goal is to be your partner and look out for the best interests of your fleet and your Club, while minimizing your down time. For your convenience, Action's contact information is listed below.

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.

### Factory Service Provider

Action Buggies  
(936) 856-8309  
[chris@gobuggies.com](mailto:chris@gobuggies.com)





## 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:

Bayou Golf Club 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, Bayou Golf Club 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)*



## Proposal Details and Acceptance

GOLF CAR PRICING - BUYBOARD CONTRACT # 611-20 - WITH RAIN COVER:

Unit	Qty.	Term	Car/Month	Lease/Month	Roll-Out
Fleet Cars	75	48 Months	\$60.00	\$4,500.00	36 Months

- This includes a trade in credit of \$2850/car for 73 cars = Total = \$208,050

This total would be after you own the fleet

- Early Roll Option:

Upon entering into the last year of the lease with Yamaha Commercial Customer Finance, if all terms and conditions of the lease have been satisfactorily met, Yamaha Golf-Car Company will grant customer the option of rolling into a new fleet of Yamaha golf cars. The new agreement must be with Yamaha Commercial Customer Finance and will be subject to their credit approval process. The new payment will be based upon current fleet condition, product pricing, and interest rates at that time.

The preceding quotation does not include any applicable taxes or insurance and is subject to the final approval of Yamaha Commercial Customer Finance and Yamaha Golf-Car Company; additional documentation to follow.

This quotation is valid for seven (7) 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: \_\_\_\_\_

Bayou GC- City of Texas City

Accepted by: *John J. Carney* Date: 12/2/21

Yamaha District Sales Manager

Accepted by: \_\_\_\_\_ Date: \_\_\_\_\_

Yamaha Regional Sales Manager



## Notes

# Frame Design Improvements

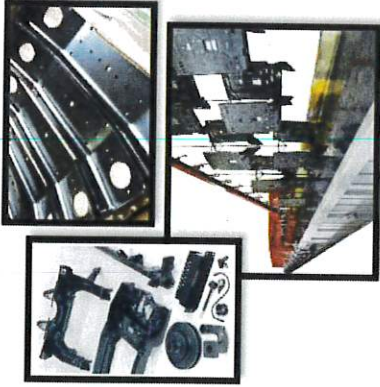


Yamaha Golf-Car Company

# E-Coat: New Improved Formula

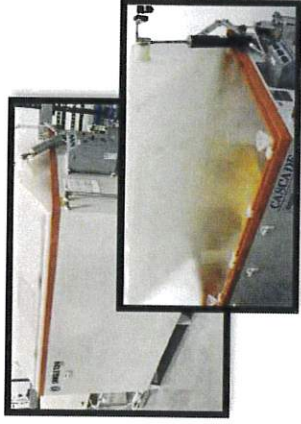
## E-Coat Formula Improvements

- ✓ Enhanced corrosion protection
- ✓ Improved edge protection
- ✓ Improved throw power
- ✓ Controlled, consistent thickness
- ✓ Improved finish



## Corrosion Protection

- Improved endurance to environmental exposure



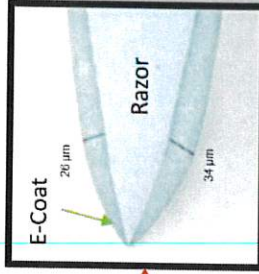
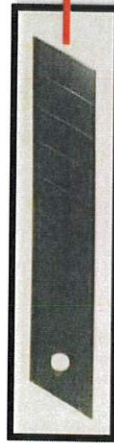
(Salt water spray testing chamber)



No corrosion after 1,000 hours of direct salt water exposure

## Edge Protection

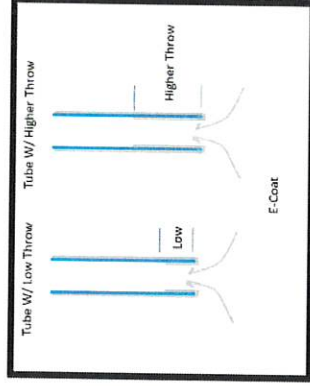
- The new formula can wrap around the smallest edges.



(Magnified edge of the razor blade)

## Coverage

- The new E-coat has improved "throw power" giving it the ability to reach further into recessed areas of the frame.



## ***Frame: Improved Steel Formula***

### **Upgraded Steel Specifications:**

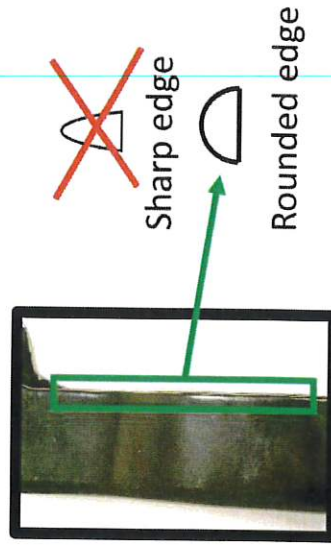
The copper percentage used in key frame components was increased to give the steel improved corrosion resistance and increased strength.

Element	Content (%)
Carbon, C	0.34
Iron, Fe	0.60
Manganese, Mn	0.44
Phosphorous, P	0.21
Sulfur, S	0.03
Chromium, Cr	4.78
Copper, Cu	0.08
Nickel, Ni	0.15
Molybdenum, Mo	1.61
Vanadium, V	0.51



### **Upgraded Parts Preparation:**

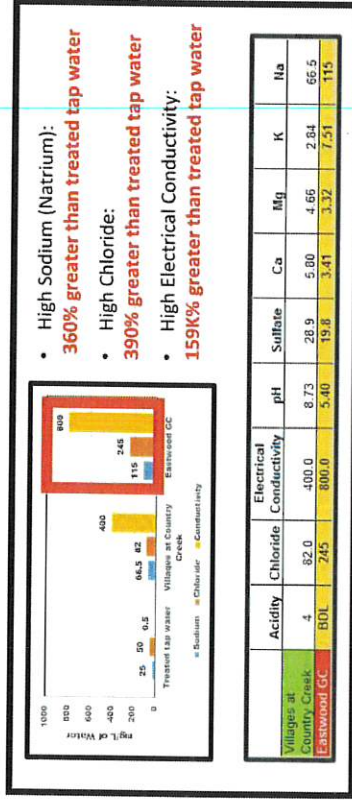
The edges for key frame components have been rounded to increase the E-coats ability to edge wrap / protect the metal.



# Frame Corrosion: Leading Causes and How to prevent it

## Leading causes of frame corrosion:

**#1. Reclaimed Wastewater:** Wastewater discharged from buildings and processes, treated at a wastewater treatment facility, and then reused in applications such as irrigation and industrial processes. (Also known as reclaimed water, water recycling, recycled water, and water reuse)



\*\* Reclaimed / Salt water is highly corrosive to all metals\*\*

**#2. Salt Water:** Water that contains a high concentration of dissolved salts (mainly sodium chloride). Salt water is an electrolyte which conducts ions, speeding up corrosion of metal.

## Best Practices for Preventing Frame Corrosion:

1. Do not use reclaimed and/or salt water when washing cars.



2. If reclaimed and/or salt water is used as a source of irrigation at the course, it is recommended the cars (including the undercarriage) be washed daily with clean water to remove any harmful chemicals.



3. When possible install a water filtration system that removes harmful chemicals from car wash water.

