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## New Fleet Car Agreement Prepared For:

# Indian Hills Golf Course

Fort Pierce, Florida

March 17, 2014

To: The City of Fort Pierce / Indian Hills GC

I really wanted to thank you for the opportunity to submit this proposal for new *Yamaha* golf cars at your facility. Our desire is to not only provide you with the best product and service in the industry, but to also form a lasting business partnership for many years to come.

This proposal should include everything you requested, but if you would like to change or customize a few things to better fit your needs please give me a call.

Included is a sixty (60) month Yamaha lease extension proposal on 73 new Yamaha standard gasoline and 2 electric golf cars. These cars will be delivered towards the end of April 2014. The club will make their current 4/1/2014 lease payment on the existing fleet cars and the new lease will begin with a 5/1/2014 payment on the new sixty (60) month lease of new 2014 fleet golf cars.

Please note the following conditions included with the acceptance of a new Yamaha Lease on seventy-five new 2014 Yamaha gasoline golf cars. See attached proposal.

- 1) Yamaha will pick up the existing lease golf cars at no cost to the City after 4/1 payment is made on the existing car lease.
- 2) Yamaha will require that all current 2009 trade in cars are in running condition with no extensive body damage and the chargers on the two (2) electric cars are working.
- 3) Upon agreement of this new lease proposal, Yamaha will terminate existing Lease agreement with the City after the 4/1/2014 payment has been received, and install 75 new golf cars, as stated in proposal, on a new Yamaha sixty (60) month Municipal lease.

I know that both *Yamaha Golf-Car Company* and I can exceed your expectations, and once again I appreciate your time and consideration.

Sincerely,

Tommy Dee  
District Manager – East Florida  
**Yamaha** Golf-Car Company  
561.598.9518 - Cell  
561.626.2505 - Fax



# Proposal Expressly Prepared For Indian Hills Golf Course

February 5, 2014

Seventy (73) 2014 Yamaha *Gasoline* “ Drive “ golf cars equipped with a 357 CC engine that is Yamaha built, low-emission, 11.4 HP, and single cylinder with splash style positive oil lubrication system. Yamaha is the only golf car manufacturer that makes their own engine and it is the only engine in the industry that was designed specifically for golf course use, thus making it the most fuel efficient engine available; and is 30 to 34%% better than the competition. Yamaha is proud of our industry first EnduraDrive transaxle that is essentially maintenance free and eliminates the need for brake drums and shoes. The cars also feature an automotive, ladder style, HybriCore Chassis consisting of a 100% robotically welded steel frame, that is protected by an 18 step paint process, with a polypropylene structural floor that is 2.5 times stronger than our previous model yet is also 20% lighter. Not only built for durability, but also comfort, the Drive features the largest and most comfortable contoured seat, the largest sweater basket, largest bag well and the largest canopy top in the industry. With the largest area of entry and egress, an automotive style dash, and a fully independent Tru-Trak II front suspension the Drive is designed to meet all of your customer’s needs.

## **Standard Features Included**

Sweater Basket	ClimaGuard Top with Dual Rain Gutters
Sentry Wraparound Protection System	Energy absorbing 5 MPH bumpers
Thermoplastic Olefin Body	Maintenance free Rack and Pinion Steering
Perma-lubed, sealed ball bearings	Self- adjusting Internal Braking System
Coil Springs Over Hydraulic Shock Absorbers	6.3 Gallon Gas Tank
Maintenance Free Internal Transaxle Disc Brake	Four (4) Cup Drink Holder

## **Optional Equipment Included**

Sand Bucket - 2 per car	Color: Glacier White
Fleet Numbers (2 per car)	
Hubcaps	

**60 Month Municipal Lease Option – Drive Gasoline Golf Car (Color: Glacier White)**

All equipment leased through an agreement with Yamaha Golf-Car Company is done by our sister division, **Yamaha Commercial Customer Finance**. Yamaha is proud to offer the only in house financing in the golf car industry and is able to custom fit a lease to your specific needs.

**Yamaha Lease: 60 month** payment lease with Twelve (12) monthly payments on cars as specified above in equipment page at \$45.08 per car per month with payments as follows: Payments include Seventy-three (73) white 2014 Yamaha Drive gasoline and two (2) electric golf cars.

<b>Number of cars =</b>	<b>75</b>	<b>Per car per year =</b>	<b>\$45.08</b>	<b>Total annual payment =</b>	<b>\$3,381.00</b>	
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	2014	2015	2016	2017	2018	2019
<b>January</b>		\$3,381	\$3,381	\$3,381	\$3,381	\$3,381
<b>February</b>		\$3,381	\$3,381	\$3,381	\$3,381	\$3,381
<b>March</b>		\$3,381	\$3,381	\$3,381	\$3,381	\$3,381
<b>April</b>		\$3,381	\$3,381	\$3,381	\$3,381	\$3,381
<b>May</b>	\$3,381	\$3,381	\$3,381	\$3,381	\$3,381	
<b>June</b>	\$3,381	\$3,381	\$3,381	\$3,381	\$3,381	
<b>July</b>	\$3,381	\$3,381	\$3,381	\$3,381	\$3,381	
<b>August</b>	\$3,381	\$3,381	\$3,381	\$3,381	\$3,381	
<b>September</b>	\$3,381	\$3,381	\$3,381	\$3,381	\$3,381	
<b>October</b>	\$3,381	\$3,381	\$3,381	\$3,381	\$3,381	
<b>November</b>	\$3,381	\$3,381	\$3,381	\$3,381	\$3,381	
<b>December</b>	\$3,381	\$3,381	\$3,381	\$3,381	\$3,381	
<b>Total</b>	<b>\$27,048.00</b>	<b>\$40,572.00</b>	<b>\$40,572.00</b>	<b>\$40,572.00</b>	<b>\$40,572.00</b>	<b>\$13,524.00</b>

The above 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 30 days. This agreement constitutes the entire agreement between the parties specified above and supersedes any previous agreements between the parties whether oral or in writing. Neither party has made any additional representations or understandings to the other party except as set forth in this agreement.

**Additional Benefits**

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

*If the proposal is acceptable under the above terms please sign and date*

Accepted by: \_\_\_\_\_ Date: \_\_\_\_\_  
 Indian Hills GC

Accepted by: Tommy Dee  
 Yamaha District Manager

Accepted by: \_\_\_\_\_ Date: \_\_\_\_\_  
 Yamaha Regional Manager

3/17/2014  
 Date





**Yamaha Standard Factory Warranty**

Company hereby warrants that any new YDRA gas or YDRE electric Yamaha golf car purchased from an authorized Yamaha golf car dealer 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 dealer 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.

**GENERAL 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. **b.** Accident or collision damage. **c.** Installation of parts or accessories that are not original equipment. **d.** Fading, rust, or deterioration due to exposure or ordinary wear and tear. **e.** 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. **f.** Damage due to improper transportation. **g.** Acts of God, i.e. lightning, hail damage, flooding, fire, etc.

**WARRANTY COVERAGE:**

**Year 1:** The first year of warranty shall cover the entire vehicle except for the Specific Exclusions below.

**Year 2:** The second year exclusions are the YDRA battery, body parts, seats, mats, bumper assembly, bag carrier, scorecard holder, trim, and the Specific Exclusions below.

**Year 3:** The third year exclusions include the second year exclusions, plus the control cables and electrical system (except electronic speed controller, battery charger, and electric motor), and the Specific Exclusions below.

**Year 4:** The fourth year of the warranty covers only the electric motor, speed controller, battery charger, and transaxle on the YDRE and the engine, clutch system (except drive belt), and transaxle on the YDRA.

**SPECIFIC EXCLUSIONS:** Specific exclusions from this warranty shall include the following:

- Any parts replaced due to normal wear or routine maintenance, including oil and air filter elements, 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 high parasitic current draw, unless the vehicle is equipped with an optional factory installed deep cycle starting battery.

**I have read and agree to the above conditions set forth in the Warranty**             
*Initial*

**YAMAHA FOUR-YEAR LIMITED BATTERY WARRANTY**

**Yamaha Golf-Car Company** hereby warrants to the original Retail Purchaser or Lessee or a Yamaha YDRE golf car, PTV or electric utility vehicle from an Authorized Yamaha Dealer, that the Trojan batteries charged with a Yamaha battery charger will be free for defects in material and workmanship, and will provide “36-hole performance” for a period of four-years, “1,000 rounds” or 20,000 amp hours discharged from date of purchase, whichever events occurs first, subject to the terms and conditions of the complete warranty within the warranty. A copy of the complete warranty has been included with this Proposal via email or print form.

**I have read and agree to the above conditions set forth in the Warranty**             
*Initial*

**Yamaha’s Factory Direct/Authorized Dealer Service**

Yamaha Golf-Car Company’s combination of factory direct service technicians and authorized dealers provides a level of service that is second to none. The fully equipped service trucks provide onsite repairs to help reduce down time. All visits are provided on an as needed basis by calling Yamaha’s fleet service supervisor, Steve White, at 1-800-390-5545.