
**Yamaha Golf-Car Company
Proposal
Prepared for:**



**Texas Star Golf Course
Eules, TX**

**Presented By:
Michael Ellis
District Manager
Yamaha Golf-Car Company**



October 01, 2012

Dan Walden
Head Golf Professional
Texas Star Golf Club
1400 Texas Star Parkway
Eules, TX 76040

Mr. Walden,

Thank you for allowing Yamaha Golf-Car Company the opportunity to present a proposal for golf cars to Texas Star Golf Course. We understand the status and significance of Texas Star, and Yamaha is prepared to offer a very competitive and comprehensive proposal. The proposal is based on Buyboard pricing under Yamaha Buyboard number 373-11 as requested, and will involve a purchase/buyback option.

We will propose electric cars for 18 months prior to the shutdown to renovate greens and bunkers.

If you require additional information, or have any questions, please don't hesitate to ask. Yamaha would be honored to be Texas Star Golf Course golf car of choice.

Sincerely,

Michael L. Ellis
District Manager
Yamaha Golf-Car Company

Texas Star Golf Course

GOLF CAR FLEET

Eighty (80) 2013 Model Yamaha DRIVE Electric Golf Cars and one (1) Yamaha Adventurer One Utility Vehicles with top, split windshield, and a tow dolly.

*Color: Emerald Green
Fleet Numbers (2 per car)
Wheel Covers
Information Holders
2 Sand Bottles per car
Split Windshields
Palm Pilot for Diagnostics
Adventurer One Utility Vehicle*

*Climaguard Top
Club logo
Sweater Basket
Lights on Utility Vehicle
Trojan Hydrolink Watering System
Regulator Hose For Hydrolink
Club & Ball Washer
Tow Dolly*

TEXAS STAR PURCHASE / BUY BACK PACKAGE

Yamaha DRIVE Electric Cars – Buyboard Pricing

Yamaha Buyboard Number 373-11

- o Eighty (80) Yamaha Drive Electric Golf Cars with the accessories listed above. Delivery December, 2012.

	\$3,950.00 Per Car = \$316,000.00
Trade 80 EZGO RXV	<u>\$1,600.00 Per Car = \$128,000.00</u>
Net Price	\$2,350.00 Per Car = \$188,000.00*

***Trades must be running and chargers functional. If all cars are not running, Yamaha will offer \$1500.00 per car as-is.**

Yamaha will agree to buy back the above mentioned cars when the course is ready to shut down to rebuild greens and bunkers. The buy-back amount will be as follows: \$70.00 per car for the emerald green cars will be deducted from the purchase price (\$3950.00) for every month or monthly increment the cars are in Texas Star's possession. Cars must be in the condition which they were delivered, normal wear & tear excepted, with all cars running and chargers functioning. Example: if Texas Star keeps the cars for 18 months, Yamaha will buy the cars back for \$2690.00 each ($\$70.00 \times 18 = \1260.00 ; $\$3950.00 - \$1260.00 = \$2690.00$). Texas Star must keep the cars a minimum of 18 months.

(Continued next Page)

TEXAS STAR PURCHASE November, 2014

Yamaha agrees to sell Texas Star eighty (80), 2015 model Yamaha DRIVE electric cars in October, 2014, or whenever the course is ready to re-open after renovation. The pricing for the 2015 model cars has yet to be determined, but Yamaha will guarantee the price of the Metallic car not to increase more than 3% per year (6% total) over the current 2013 Metallic car pricing, which is \$100.00 more than the Emerald Green. The pricing will be based on Buyboard pricing and will include all accessories Texas Star has requested on the 2013 model.

Value-Added

- Yamaha will give Texas Star Golf Course a 2013 model Yamaha Adventurer One Utility Vehicle complete with head lights, tail lights, horn, sun top, and split windshield, along with a tow dolly if the need arises to bring a car in off the course. The utility vehicle and tow dolly will be yours to keep. **In addition, Yamaha Golf-Car Company will rent Texas Star Golf Course ten (10) cars for the months of May and October for \$70.00 per month per car. The \$70.00 per month per car includes all transportation.**

Service

- Yamaha will perform authorized factory Service. We will visit Texas Star Golf Course as needed on-call to perform any necessary warranty or repair work. Yamaha will have its Factory Service Representative or an authorized dealer make service visits and/or on-call service. A service contract (recommended) is available from an authorized Yamaha Dealer.
-

(Continued on next page)

Texas Star Golf Course

Service Contract Option

- Yamaha will provide an optional service contract to Texas Star Golf Course. The service contract is a one (1) year contract and will include the utility vehicles as well as golf cars. The service will be provided by Golf Cart Solutions, Plano, TX. The service contract will include weekly visits on a day to be agreed upon by Texas Star and Golf Cart Solutions. The contract will include the following monthly service:
 1. Check and adjust brakes to specified tolerances.
 2. Check and maintain proper water levels in batteries.
 3. Check and adjust tire pressures.
 4. Neutralize and clean batteries.
 5. Check front ends and analyze tire wear.
 6. Check and tighten battery cables and eliminate corrosion.
 7. Check all chargers.
 8. Physical inspection of all cars, perform warranty work needed, and advise Texas Star of damage repairs required.
 9. Perform battery discharge tests annually and provide test results to Texas Star, the battery manufacturer, and Yamaha.
 10. Provide the course with a fleet maintenance and repair log, which will provide data of all preventative maintenance in addition to repairs needed and completed.
 11. Repairs to be made on damaged golf cars or chargers free of labor charges if work performed on specified weekly service visit. Texas Star will be liable for the cost of parts for the repairs performed on the specified service visit. All parts for the repairs must be purchased from the authorized Yamaha service provider. If Texas Star requires service and/or repairs on a date other than the scheduled weekly day, Texas Star will be charged a one hour minimum service call of \$75.00, and will be charged at a rate of \$75.00 for every hour thereafter.

Cost - \$12.00 Per Unit Per Month

Perception

- Yamaha is well known for the quality of its entire product from motorcycles, to boats and Wave Runners, to ATVs, to musical instruments, to electronics, and all of the other fine products produced by Yamaha. The Yamaha golf cars and utility vehicles are no different. We invite customers to compare the Yamaha product with our competitors – to drive them side by side to determine which is the best product, and which best fits their needs. At the annual PGA Merchandise Show in Orlando every year Yamaha has competitor products in their booth and invites the customer to take a test drive in all three. We have increased our market share nationally by 8% in the last 4 years, at the expense of our competitors. More than 50% of our golf car fleet deliveries are conquest accounts that Yamaha took away from the competitor. It is true that our marketing budget is a fraction of the other two, and for that reason some customers believe we don't have the quality product in comparison, but I assure you that is not true. Along with the product, our warranty is second to none, and Yamaha puts a high priority on premium service. I have included a list of references of some of the "high profile" accounts that Yamaha has, and urge you to contact them for an honest opinion of our golf car.

(Continued on next page)

Texas Star Golf Course

Nationally Recognized Yamaha Customers

- 1) Crystal Downs- Crystal Downs, MI. #10 on Golf Digests top 100 courses in the USA.
- 2) National Golf Links- South Hampton, NY. #13 on Golf Digests top 100 courses in the USA.
- 3) Cog Hill- Lemont, IL. Home of the PGA Tour Western Open, also #29 on the Golf Digest top 100 public golf courses in the USA. Jemsek family owns 1100 Yamaha golf cars for all their courses.
- 4) PGA West- La Quinta, CA. Includes the Stadium course which is #4 on the Golf Digest top 100 toughest courses in the USA and is ranked #89 on Golf Digests top 100 public courses.
- 5) Four Seasons Aviara- #44 on Golf Digests top 100 golf resorts.
- 6) Doral- Miami FL. #72 on Golf Digests top 100 golf resorts, also includes the Blue Monster, home of the PGA tour World Golf Championship.
- 7) La Costa- Carlsbad, CA. #68 on Golf Digests top 100 golf resorts, also the former home of the World Golf Championships.
- 8) Aronimink- Newton Square, PA. Hosted the 1962 PGA Championship, and the 2003 Senior PGA Championship.
- 9) Philadelphia CC- Gladwyne, PA. Hosted the 1939 US Open, the 2003 US Women's Amateur, and the 2005 US Amateur.
- 10) Kemper Lakes- Kildeer, IL. Home of the 1989 PGA Championship.
- 11) The Hermitage- Nashville, TN. Home of the LPGA Sara Lee Classic.
- 12) Grand Traverse Resort- Includes The Bear, which is #18 on Golf Digests top 100 toughest courses in the USA.
- 13) Wolf Creek- Mesquite, NV. #25 on Golf Digests top 100 public golf courses.
- 14) Rivers Edge- Shallotte, NC. #62 on Golf Digests top 100 public golf courses.
- 15) The Ridge at Back Brook, Ringers, NJ. The #2 Golf course in New Jersey behind Pine Valley.

Warranty

- Enclosed is a copy of the standard warranties offered to Texas Star Golf Course. Fleet Golf Cars have a limited 4-year warranty. Utility Vehicles have a limited 2-year warranty. Trojan offers a 4-year, 1000 round, or 20,000 amp-hour warranty on the batteries if the customer is using the Trojan Hydrolink watering system and a GPS system. Amp-hour warranty without a GPS system is 23,000.

(Continued on next page)

Texas Star Golf Course

The above quotation does not include any applicable taxes and is subject to the credit approval of Yamaha Leasing. This proposal is valid for 30 days. This agreement constitutes the entire understanding and agreement among the parties hereto relative to the subject matter hereof and supersedes all prior agreements and understandings between the parties whether oral or in writing. Either party has made no representations or promises to the other with respect to the subject matter of this agreement except as set forth in this agreement.

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

Approved: _____ 10-01-12 _____ Accepted by: _____
Yamaha District Manager Date Texas Star Golf Course Date
City of Euless, TX