



1000 GA Highway 34 East • Newnan, Georgia • 30265-1320

Telephone: 866-747-4027 • Fax: 770-254-4158

September 16, 2015

City of Gainesville Staff Evaluators
City of Gainesville
200 East University Avenue
Gainesville, FL 32601

Esteemed Evaluators,

Thank you for this opportunity to quote you on the finest golf car built today. I am pleased to submit the enclosed proposal for your review. Included in the proposal is pricing on the Yamaha Drive-DC-3.5, and the Yamaha Drive- AC-6.7, as well as our Electronic Fuel Injected (EFI) Fairway Lounge and Ball Picker.

I appreciate this opportunity to provide you with the finest golf car you deserve, from the fastest growing golf car company in the world – Yamaha. We have switched over 1400 courses to Yamaha in the past five (5) years, have doubled our market share in the past 8 years, and are very proud of our heritage of great Yamaha products.

I know that both Yamaha Golf-Car Company and I can exceed your expectations, and once again I appreciate your time and consideration. If there is anything I have not addressed, please feel free to contact me.

Respectfully,

Paul Meyer

Paul Meyer
District Sales Manager
Yamaha Golf-Car Company
813-777-8133
pmeyer@ymmc.yamaha-motor.com



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September 11, 2015

Gainesville Purchasing and Evaluation Ream
City of Gainesville
Attn: Mr. Doug Drymon
200 East University Avenue
Gainesville, FL 32601

Mr. Drymon,

Please accept this letter as authorization for Mr. Paul Meyer, District Sales Manager, Yamaha Golf-Car Company, to negotiate, in good faith, with the City of Gainesville on your RFP No. PRCA-160005-DD, and is fully authorized to sign or submit any pertinent addenda or paperwork associated with winning this Bid.

Yamaha and I look forward to a positive response to this RFP, and adding the City of Gainesville to our ever growing list of conquest accounts and satisfied customers. If there is anything I can personally do for you, please do not hesitate to contact me.

Respectfully,

A handwritten signature in black ink that reads "Tom McDonald".

Tom McDonald
President
Yamaha Golf-Car Company

Notary:

A handwritten signature in black ink that reads "Bobbi D. Oates".

Expires: June 14, 2016





YAMAHA

Out Driving Them >>

City of Gainesville / Ironwood GC



2020

OUT DRIVING THEM

YAMAHA GOLF-CAR COMPANY



LEADING THE INDUSTRY IN EVERYTHING WE DO

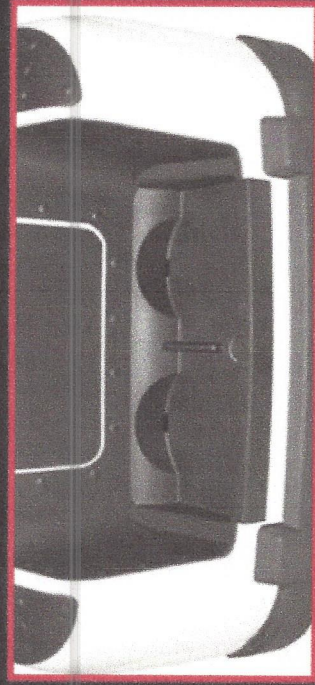
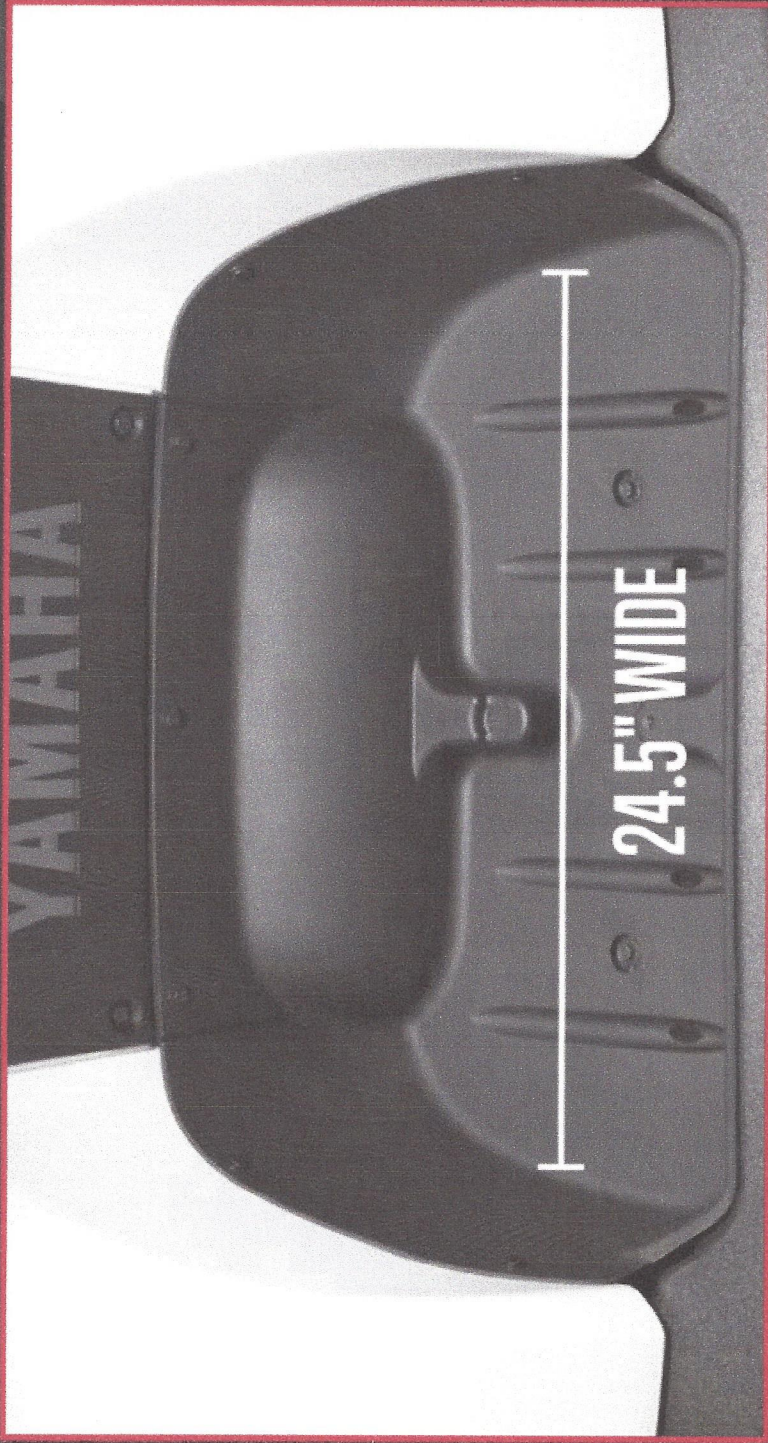
Yamaha customers are as loyal, if not more loyal, than competitive users. Almost all (97%) will reconsider Yamaha.

Largest growth in the golf car industry since 2008. Over **1400 competitive accounts** in last five (5) years.

Highest level of customer satisfaction than any golf car brand.

TAKE RO
r Bag Well is

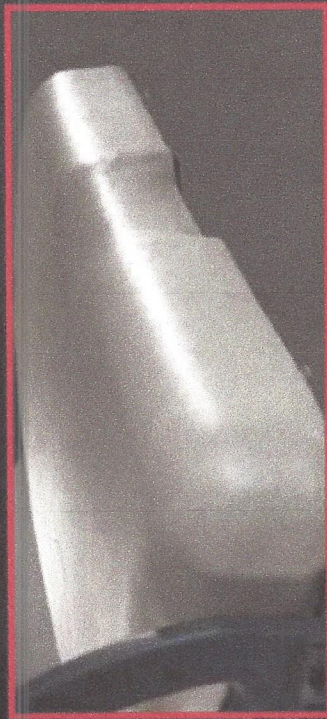
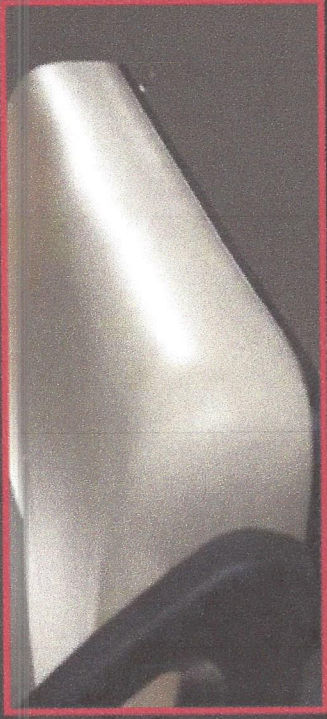
YAMAHA



E-Z-GO - ONLY 22.7" WIDE



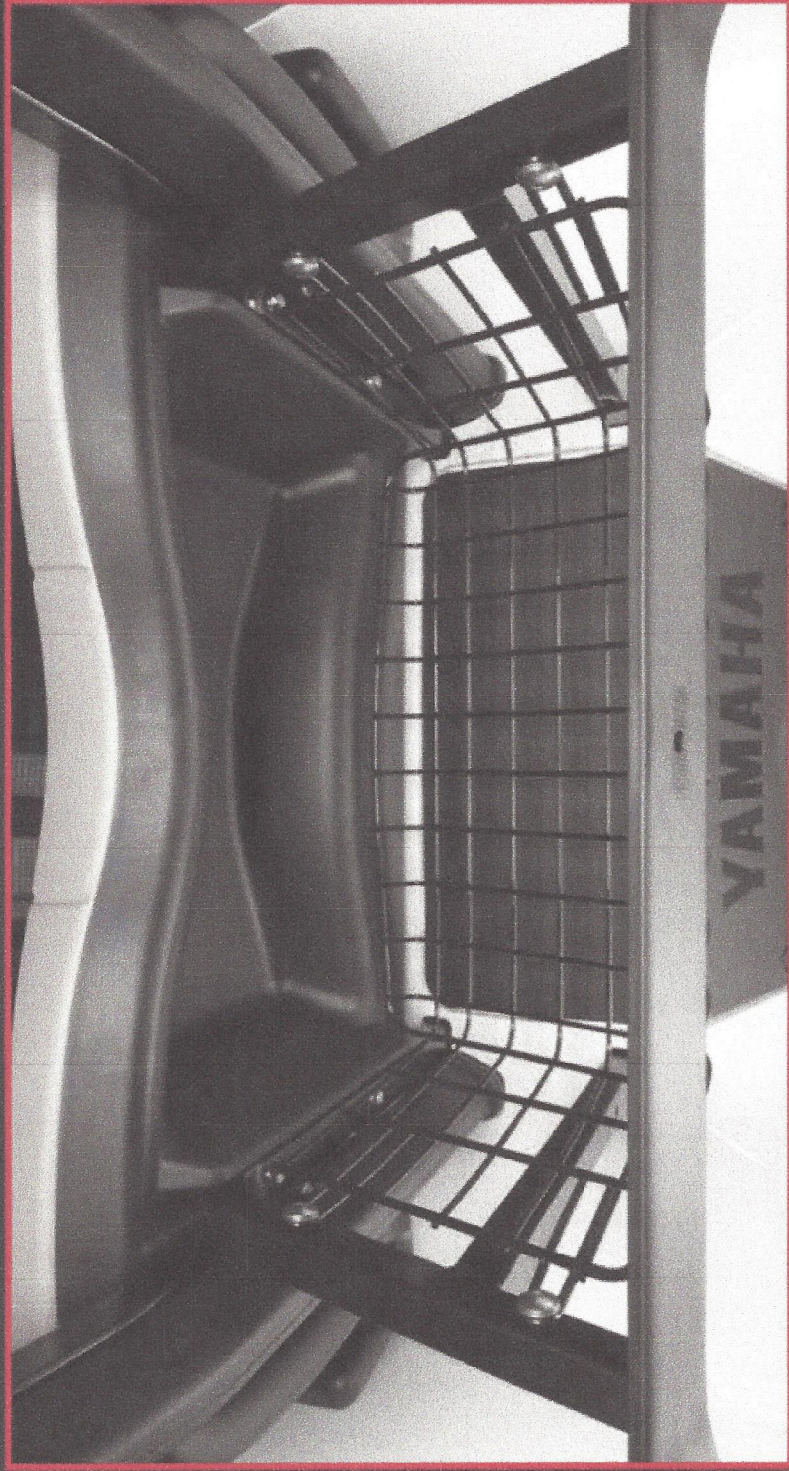
CLUBCAR - ONLY 22.4" WIDE



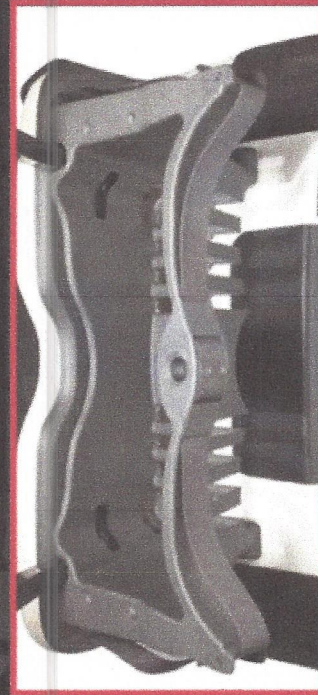
CLUBCAR - ONLY 39.56" WIDE

E-Z-GO - ONLY 39.35" WIDE

KE RO
Made The



31% BIGGER THAN CLUBCAR



51% BIGGER THAN E-Z-GO

TAKE RO
Sweater Ba

THE BEST MATERIALS MAKE THE BEST CARS

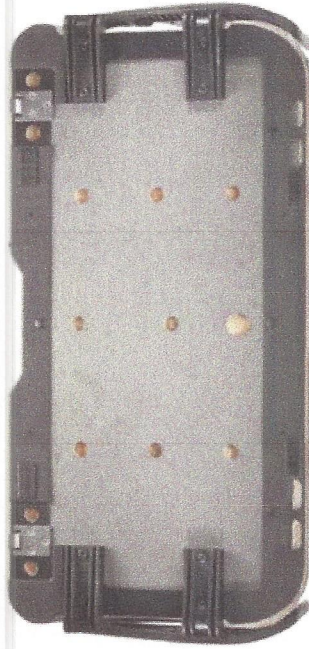
Engineered Composite Material For Under Seat Stability And Comfort



YAMAHA



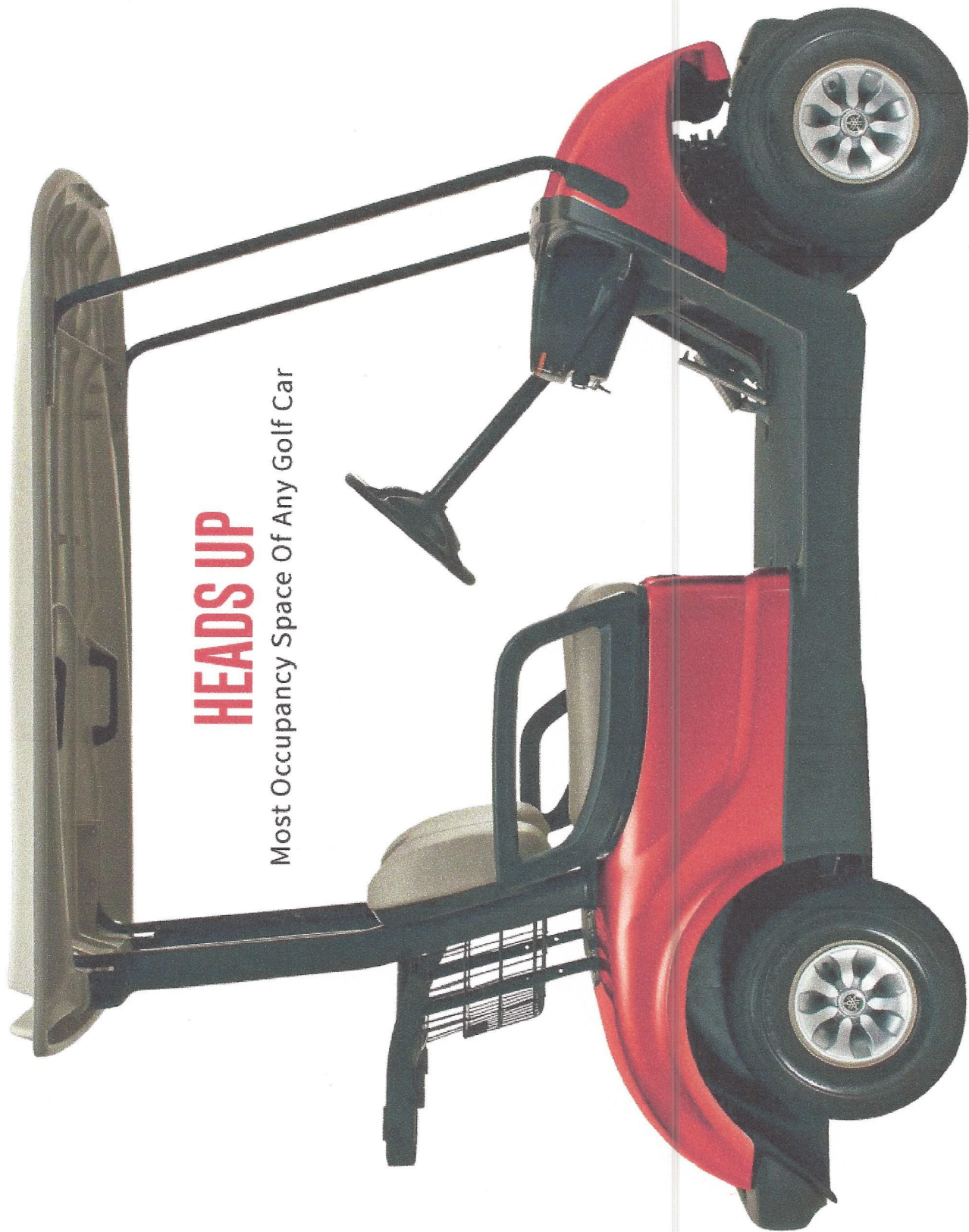
E-Z-GO

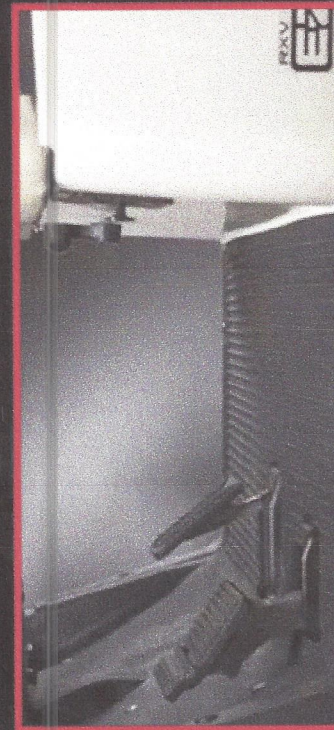
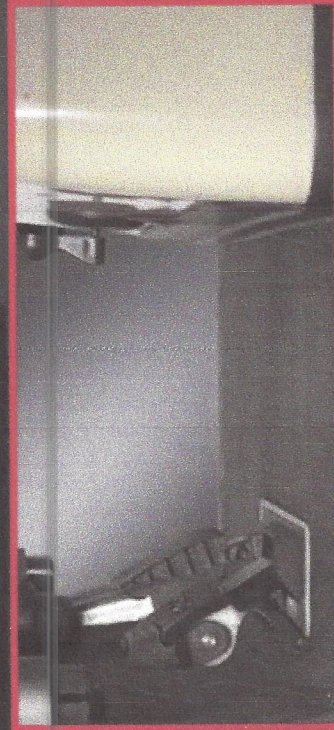
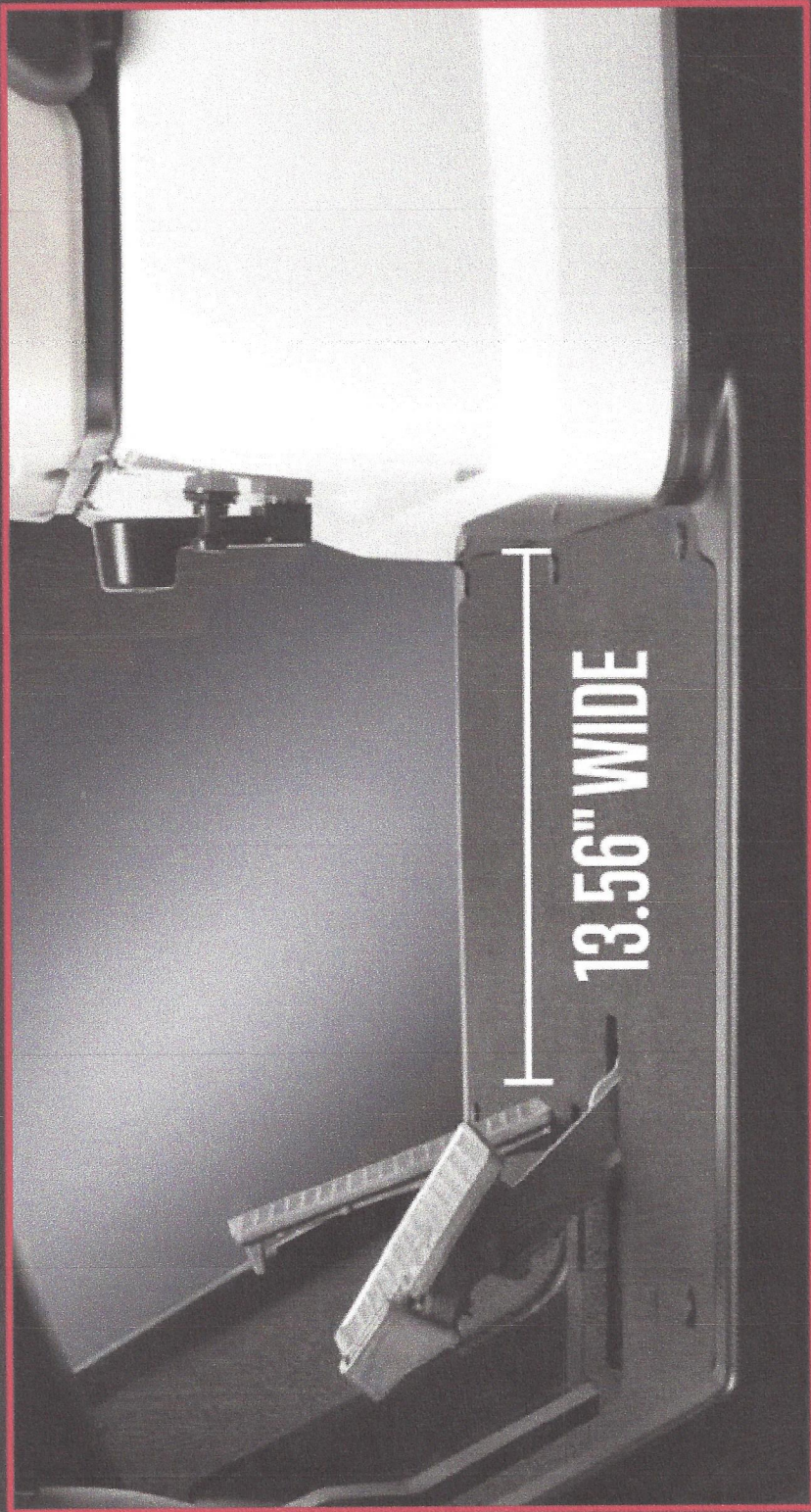


CLUB CAR

HEADS UP

Most Occupancy Space Of Any Golf Car





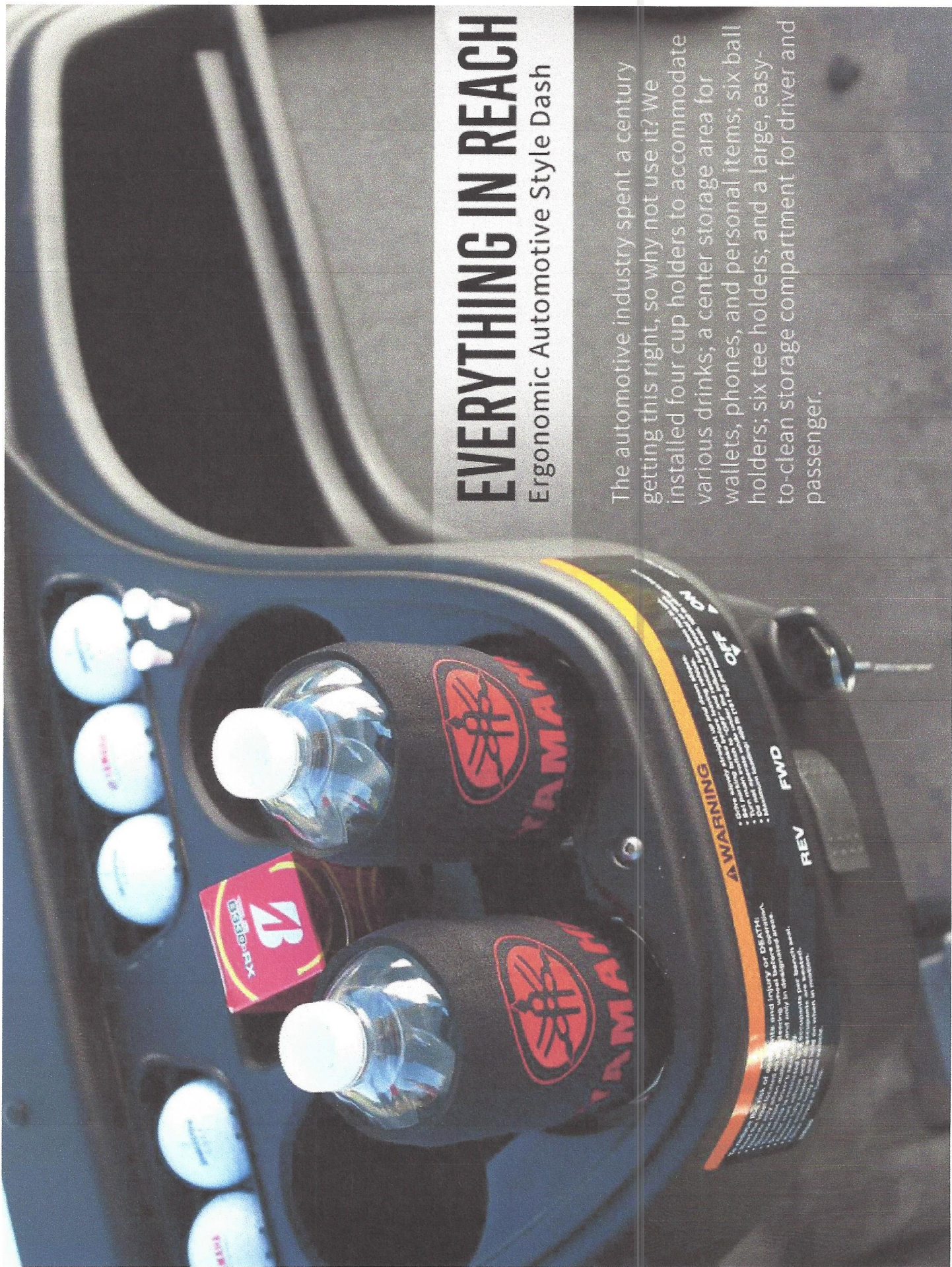
CLUBCAR - ONLY 13.0" WIDE

E-Z-GO - ONLY 11.93" WIDE

EVERYTHING IN REACH

Ergonomic Automotive Style Dash

The automotive industry spent a century getting this right, so why not use it? We installed four cup holders to accommodate various drinks; a center storage area for wallets, phones, and personal items; six ball holders; six tee holders; and a large, easy-to-clean storage compartment for driver and passenger.



THE COMPETITORS DON'T PROTECT YOU LIKE WE DO

YAMAHA CLIMATEGUARD™ TOP WITH DUAL GUTTERS

46.0" Wide

72.25" Long



E-Z-GO

41" Wide

56" Long

CLUB CAR

43.375" Wide

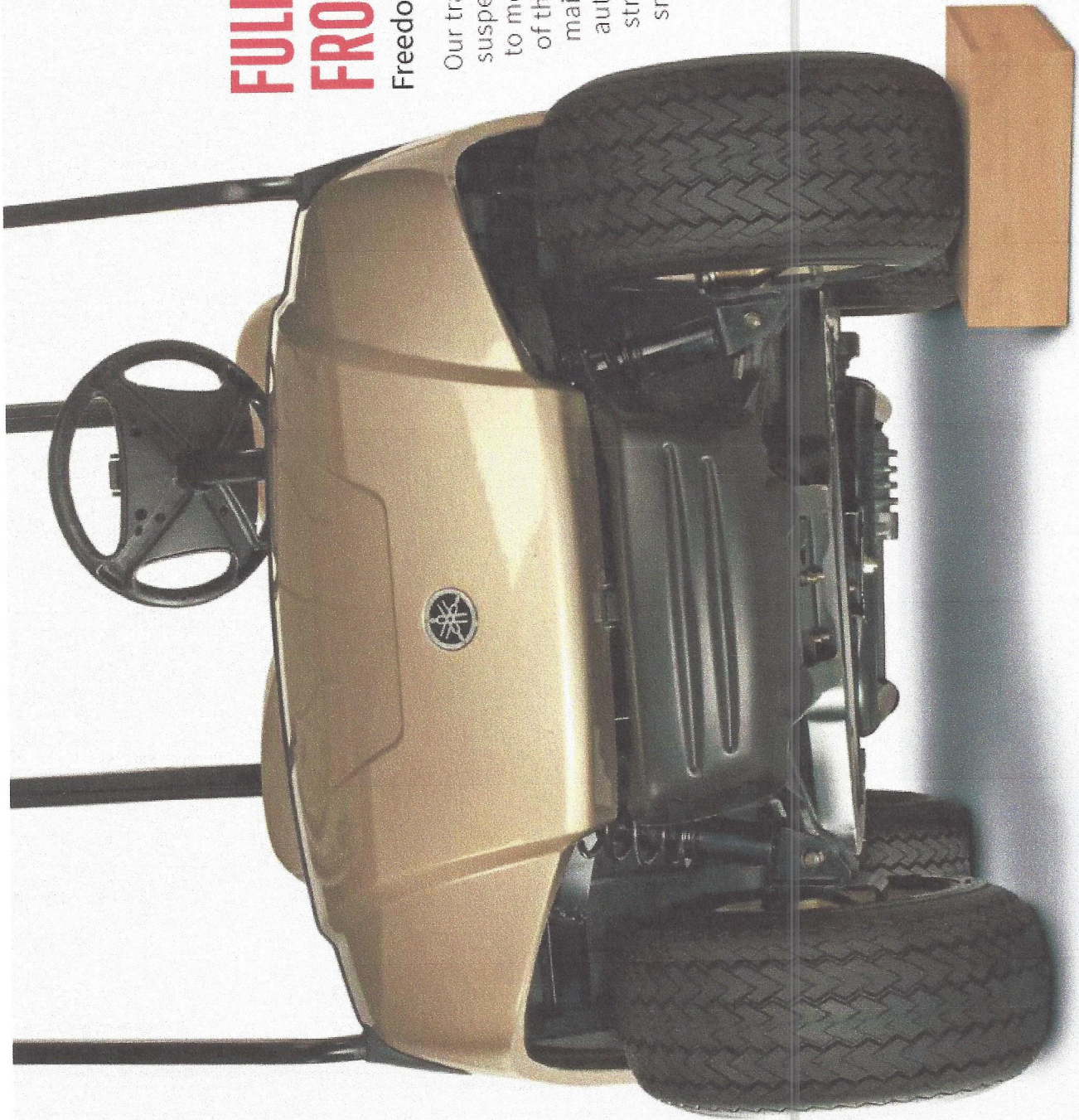
58.75" Long

Can You Afford To Lose This Much Coverage?

TRU-TRAK II™ FULLY INDEPENDENT FRONT SUSPENSION

Freedom To Move Around The Course

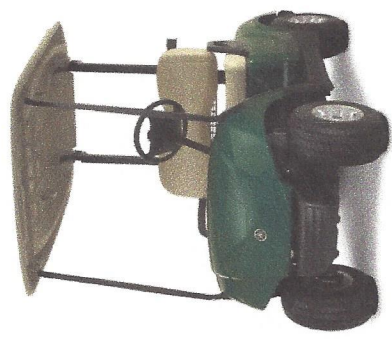
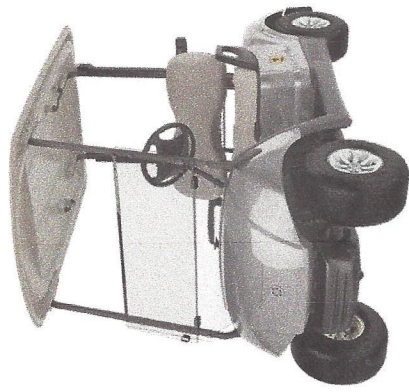
Our trademarked independent front suspension system allows the wheels to move and respond independent of the other. We designed this maintenance-free suspension using automotive-style, coil-over-shock struts to minimize roll and deliver a smooth, comfortable ride.



YAMAHA

2020

OUT DRIVING THEM



SENTRY WRAPAROUND PROTECTION SYSTEM™

Superior Protection From Any Angle

Our cars come with 360° protection against scrapes, scratches, and bumps. Polypropylene side sills protect against side impacts. In the front and rear, energy-absorbing bumpers release air on impact to protect the body and frame while tires fill in the gaps. Let come what may. You're protected all around.



YAMAHA

2020

OUT DRIVING THEM

©2019 Yamaha Motor Corporation, U.S.A.

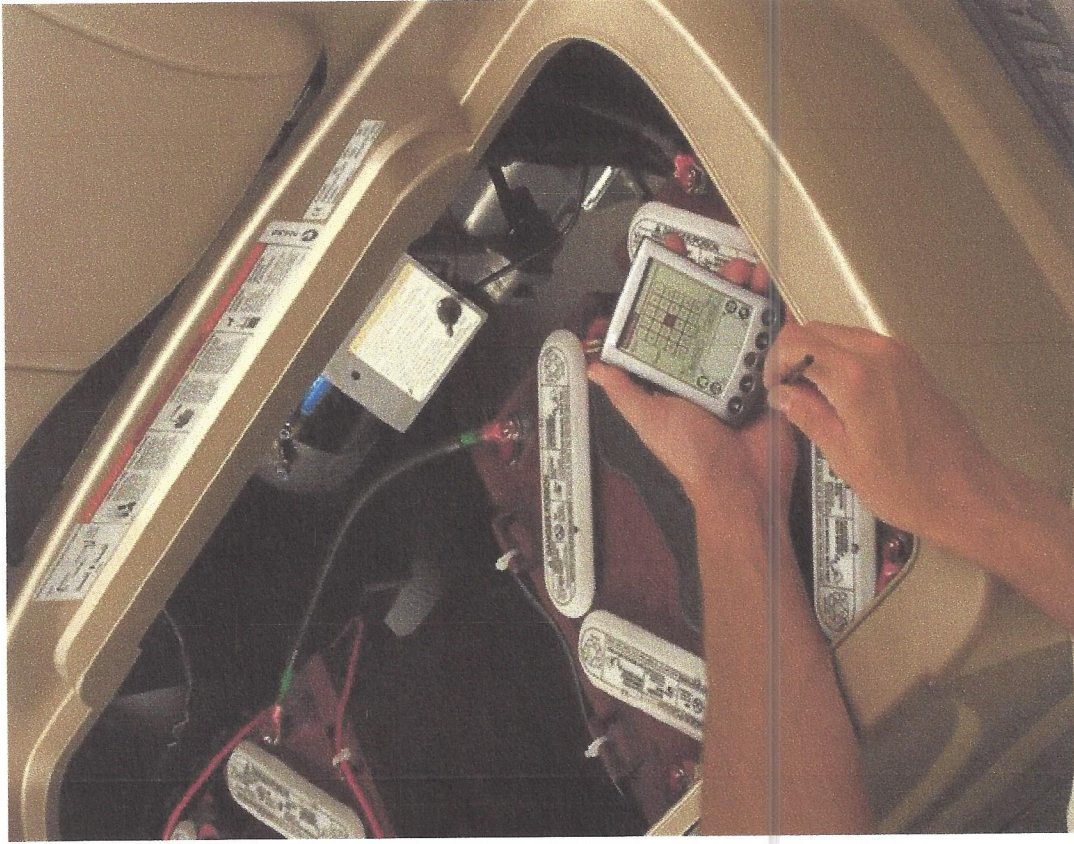


You know and we know: things happen out there. So we made our bumpers with thicker walls and textured surfaces to withstand mishaps. They're the same height front and rear to minimize damage. They release air on impact; in fact, they're 5 mph rated. And if worse comes to worst, you can replace them by removing only two bolts.

Genius System

Allows you to check the following items:

- Battery Amp Hours
- Control speed & Braking
- Give fault codes

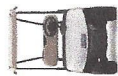
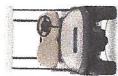




How could we dream of powering our car with anything less than the most reliable, longest-lasting batteries in the industry? Trojan Batteries also come with one of the industry's best warranties: 4 years or 25,000 AMP hours.

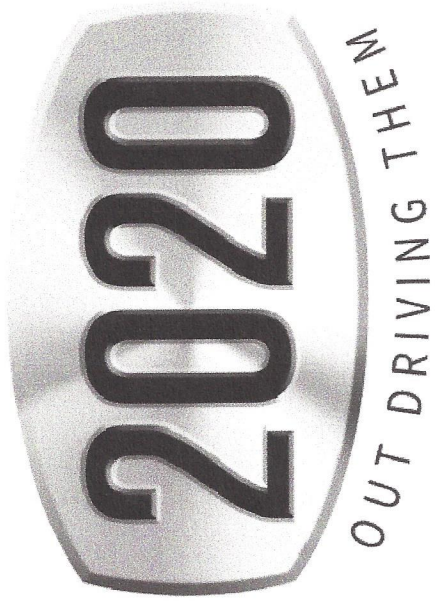


Sealed bearings,
automotive grade tie-rods
and permanently
lubricated steering
components that never
need greasing save you
time and money. That's
smart design.



Write your score below (1-10) for each category

Category	YAMAHA	Club Car	E-Z-GO
Styling – How does the car look? Is it attractive? Durable?			
Dash Layout- Layout. Access. The ability to store your stuff?			
Seat Comfort- Is the cushion too hard? Too soft? Just right?			
Leg Room- Are you cramped or comfy?			
Sun Top- Does it do its job? Does it allow you to get in and out easily?			
Acceleration Smoothness- Is it smooth at top speeds?			
Quietness- Does it respect the players on the next fairway?			
Steering / Turning- Is it responsive or is there a lag when you turn?			
Power / Hill Climbing- Does it power up hills or fear them?			
Brakes- Are they responsive? Do they squeak or pull?			
Total Score			



May The Best Car Win!

DRUG-FREE WORKPLACE FORM

The undersigned vendor in accordance with Florida Statute 287.087 hereby certifies that


YAMAHA GOLF-CAR COMPANY

does:

(Name of Business)

1. Publish a statement notifying employees that the unlawful manufacture, distribution, dispensing, possession, or use of a controlled substance is prohibited in the workplace and specifying the actions that will be taken against employees for violations of such prohibition.
2. Inform employees about the dangers of drug abuse in the workplace, the business's policy of maintaining a drug-free workplace, any available drug counseling, rehabilitation, and employee assistance programs, and the penalties that may be imposed upon employees for the drug abuse violations.
3. Give each employee engaged in providing the commodities or contractual services that are under bid a copy of the statement specified in subsection (1).
4. In the statement specified in subsection (1), notify the employees that, as a condition of working on the commodities or contractual services that are under bid, the employee will abide by the terms of the statement and will notify the employer of any conviction of, or plea of guilty or nolo contendere to, any violation of Chapter 893 or of any controlled substance law of the United States or any state, for a violation occurring in the workplace no later than five (5) days after such conviction.
5. Impose a sanction on, or require the satisfactory participation in a drug abuse assistance or rehabilitation program if such is available in the employee's community, by any employee who is so convicted.
6. Make a good faith effort to continue to maintain a drug-free workplace through implementation of this section.

As the person authorized to sign the statement, I certify that this firm complies fully with the above requirements.



Bidder's Signature

9/16/15

Date

CITY OF GAINESVILLE

CERTIFICATION OF COMPLIANCE WITH LIVING WAGE

The undersigned hereby agrees to comply with the terms of the Living Wage Ordinance and to pay all covered employees, as defined by City of Gainesville Ordinance 020663 as amended at 030168 (Living Wage Ordinance), during the time they are directly involved in providing covered services under the contract with the City of Gainesville for the **Purchase of a New Fleet of Golf Carts for Ironwood Golf Course**, a living wage of \$11.6587 per hour to covered employees who receive Health Benefits from the undersigned employer and \$12.91 per hour to covered employees not offered health care benefits by the undersigned employer.

Name of Service Contractor/Subcontractor: YAMAHA GOLF CART COMPANY

Address: 1000 GA HWY 34 EAST, NEWNAN, GA 30265

Phone Number: 866-747-4027

Name of Local Contact Person PAUL MEYER

Address: 1 CLEMENT CT., PALM COAST, FL 32137

Phone Number: 813-777-5133

\$ 146,000.00 +
(Amount of Contract)

Signature: 

Date: 9/16/15

Printed Name: PAUL MEYER

Title: DISTRICT SALES MANAGER

LIVING WAGE COMPLIANCE
See Living Wage Decision Tree (Exhibit C hereto)

Check one:

- Living Wage Ordinance does not apply
(check all that apply)
 - Not a covered service
 - Contract does not exceed \$100,000
 - Not a for-profit individual, business entity, corporation, partnership, limited liability company, joint venture, or similar business, who or which employees 50 or more persons, but not including employees of any subsidiaries, affiliates or parent businesses.
 - Located within the City of Gainesville enterprise zone.

- Living Wage Ordinance applies and the completed Certification of Compliance with Living Wage is included with this bid.

NOTE: If Contractor has stated Living Wage Ordinance does not apply and it is later determined Living Wage Ordinance does apply, Contractor will be required to comply with the provision of the City of Gainesville’s living wage requirements, as applicable, without any adjustment to the bid price.

ADDENDUM NO. 1



Date: September 1, 2015

Proposal Due Date: September 16, 2015
at 3:00 P.M. (Local Time)

Proposal Name: **Purchase of a New Fleet of Golf Carts for Ironwood Golf Course**

Proposal No.: PRCA-160005-DD

NOTE: This Addendum has been issued only to the holders of record of the specifications.

The original Specifications remain in full force and effect except as revised by the following changes which shall take precedence over anything to the contrary:

1. Any questions shall be submitted in writing to the City of Gainesville Purchasing Division by 12:00 p.m. (noon) local time, September 10, 2015. Questions may be submitted as follows:

Email: drymonjd@cityofgainesville.org
or
Faxed (352) 334-3163
Attention: Doug Drymon, Senior Buyer

2. Please find attached:

- a) Copy of the black out period definitions (Financial Procedures Manual Section 41-424 Prohibition of lobbying in procurement matters).

3. Section I(B) - REQUEST FOR PROPOSAL OVERVIEW & PROPOSAL PROCEDURES (“RFP TIME TABLE”) is hereby amended as follows:

Projected contract start date: ~~January 2016~~ Upon Final Execution

4. Section VI(A) - TECHNICAL SPECIFICATIONS (“SCOPE”) is hereby amended to state as follows:

It is the intent of the City of Gainesville to obtain proposals for 66 new AC and DC electric golf carts, 2 gas-powered Ranger carts, 2 gas-powered beverage carts, and a gas-powered driving range cart (ball picker attachment not required) on a replacement basis every four years. The highest amp hour batteries are preferred. This solicitation includes the trade in of the existing 74 cart fleet as well as 2 gas-powered Ranger carts, 2 gas-powered beverage carts, and a gas-powered driving range cart.

These carts should include, but are not limited to: 4 year warranty and 4 year battery warranty on AMP hours, discount pricing on parts/ labor and service call fees (if needed), 2 extra battery chargers, 2 extra windshields and 2 extra bag covers.

Each cart must be numbered, come with sandbuckets, storage baskets, rain bag covers, divot storage and windshields.

~~Vendor to provide 20 loaner carts for Ironwood's use starting from the executed contract until the course is closed down for fairway renovations, anticipated to occur in May 2016.~~

The City of Gainesville strongly prefers to take delivery of the entire fleet of new carts no later than December 15, 2015; however, proposals which provide for a delivery date that does not extend beyond January 8, 2016 will still be taken into consideration.

5. Section II(B) – SCOPE OF SERVICES (“MINIMUM REQUIREMENTS”): The third paragraph is hereby deleted, as this requirement will no longer apply in view of the change in Scope discussed previously.
6. In addition to the Non-Mandatory Pre-Proposal Conference, vendors may, after contacting Ironwood Golf Course Management in advance for approval, examine the current Ironwood Golf Course cart fleet on Tuesday, September 8th, between 1:00 p.m. and 5:00 p.m., or on Wednesday, September 9th, between 9:00 a.m. and 5:00 p.m. No other opportunities outside these times will be afforded to view the current cart fleet. Golf course staff will not be available to answer questions. Any questions must be submitted in writing to Doug Drymon, Senior Buyer, on or before the deadline for questions given in Item 1 above. Vendors should carefully review and observe the black out period definitions which are attached.

Following are answers/clarifications to questions received as of the date of this Addendum's issuance:

7. Question: There is an anticipated executed contract date of January 2016 but not a projected delivery date for the golf cars and utilities to be delivered to the course.
Answer: Vendors should include within their proposals the earliest practicable date when delivery of the fleet of new golf carts, as well as the 2 gas-powered Ranger carts, the 2 gas-powered beverage carts, and the gas-powered driving range cart can take place. **Please note, however, the delivery time-lines that are discussed in Item 4 above.**
8. Question: There is a note on the web site that says "Vendor to provide 20 loaner carts for Ironwood's use starting from the executed contract until the course is closed down for fairway renovations, anticipated to occur in May 2016."
 - a. Please advise if this is a onetime need?
 - b. Please advise if these need to be electric or gas or is either good?Answer: This requirement is no longer in effect, and should be disregarded in the vendor's proposal.

ACKNOWLEDGMENT: Each Proposer shall acknowledge receipt of this Addendum No. 1 by his or her signature below, **and a copy of this Addendum to be returned with proposal.**

CERTIFICATION BY PROPOSER

The undersigned acknowledges receipt of this Addendum No. 1 and the Proposal submitted is in accordance with information, instructions, and stipulations set forth herein.

PROPOSER: YAMAHA GOLF-CART COMPANY

BY:  PAUL MEYER

DATE: 9/16/15

ADDENDUM NO. 2



Date: September 8, 2015

Proposal Due Date: September 16, 2015
at 3:00 P.M. (Local Time)

Proposal Name: **Purchase of a New Fleet of Golf Carts for
Ironwood Golf Course**

Proposal No.: PRCA-160005-DD

NOTE: This Addendum has been issued only to the holders of record of the specifications and to the attendees of the non-mandatory pre-proposal conference held on September 8, 2015.

The original Specifications remain in full force and effect except as revised by the following changes which shall take precedence over anything to the contrary:

1. Any questions shall be submitted in writing to the City of Gainesville Purchasing Division by 12:00 p.m. (noon) local time, September 10, 2015. Questions may be submitted as follows:

Email: drymonjd@cityofgainesville.org
or
Faxed (352) 334-3163
Attention: Doug Drymon, Senior Buyer

2. Please find attached:

- a) Copy of the black out period definitions (Financial Procedures Manual Section 41-424 Prohibition of lobbying in procurement matters) distributed during mandatory pre-proposal meeting.
- b) Copy of the Pre-Proposal Conference Sign-in Sheet.
- c) Photos of the two beverage carts the City intends to replace.

3. Doug Drymon, Senior Buyer with the City Purchasing Division, discussed proposal requirements.

- a. Sign-in Sheet is circulating.
 - i. Submitted proposal to match business name as signed in at pre-proposal.
- b. Proposals are to be received by the Purchasing office no later than 3:00 p.m. (local time) on September 16, 2015. Any proposals received after 3:00 p.m. on that date will not be accepted.
- c. Send questions in writing to Doug Drymon via email or fax.
 - i. Questions submitted after the stated deadline will not be addressed.
 - ii. All communication is to be conducted solely through Doug Drymon or the Central Purchasing Office in his absence. Communication with other City staff or officials will result in the proposer being disqualified.
- d. Discussed proposal due date, time and delivery location.
 - i. Deliver (or have delivered) to the Purchasing Division office by 3PM on September 16, 2015. Address is: Rm 339, City Hall, 200 E. University Avenue, Gainesville, FL 32601.

- e. Various forms (i.e. Tabulation of Subcontractor and Material Suppliers) are to be completed and returned with your proposal.
 - i. Sign, date and return all Addenda with proposal.
 - f. Doug Drymon brought to everyone's attention that among the changes to the RFP discussed in Addendum #1 was the City's intention to take delivery of the entire fleet of new golf carts by December 15, 2015 if possible, but no later than January 8, 2016 under any circumstance. He noted additionally that the City would not need loaner carts as originally advertised in the RFP.
4. Jeff Cardozo, Ironwood Golf Course Manager, commented that the City has 14 golf carts remaining in its fleet which were purchased as far back as 2003. Of these 14, seven (7) are still running.

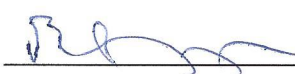
Following are answers/clarifications to questions received prior to and at the pre-proposal conference:

5. Question: When would the City like to see a demonstration of the carts that vendors would like to offer as part of their proposal?
Answer: It was decided that vendors may call Jeff Cardozo, Ironwood Golf Course Manager, to schedule a time on either September 14, 15 or 16 in the morning (only) to arrange a time to bring one or two of their company's carts by the golf course to give the Mr. Cardozo and his Evaluation Team the opportunity to see the carts and test-drive them, if they wish to do so. However, this is not a mandatory requirement of vendors.
6. Question: Is the term "sandbuckets" used in the RFP a reference to divot storage?
Answer: Yes.
7. Question: How would the City like the presentation of AC and DC carts to be handled in the proposal?
Answer: Vendors should include AC-equipped carts on one page, and DC-equipped carts on a second, separate page of their proposal.
8. Question: Does the City have any preference as to which size or sizes of beverage cart it wants to purchase in the new fleet of carts?
Answer: The City would like to purchase two beverage carts that are similar in size to the smaller of its current two beverage carts. (The smaller cart is the one shown in the photo which has E-Z-Go clearly visible on the side of the cart.)
9. Question: The current fleet of golf cars has a Single point filling system on the batteries and it isn't listed as a requested accessory on the new fleet. Is this something that should be one of the accessories listed on the new cars?
Answer: A single point filling system on the batteries would be very nice to have, and would be the City's preference; however, it is not one of the Technical Specifications listed within the RFP which comprise the minimum standards a vendor's proposal must meet in order to be considered.

ACKNOWLEDGMENT: Each Proposer shall acknowledge receipt of this Addendum No. 2 by his or her signature below, **and a copy of this Addendum to be returned with proposal.**

CERTIFICATION BY PROPOSER

The undersigned acknowledges receipt of this Addendum No. 2 and the Proposal submitted is in accordance with information, instructions, and stipulations set forth herein.

PROPOSER: YAMAHA GOLF-CART COMPANY
BY:  Paul Meyer
DATE: 9/16/15



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Proposal Especially Prepared For City of Gainesville / Ironwood Golf Course

September 16, 2015

Proposal includes new 2016 Yamaha Drive 48-volt electric golf cars equipped with a 3.5 horsepower DC motor, or 6.7 horsepower AC motor, that are high quality, highly efficient, and whisper quiet. The cars also feature an automotive, ladder style, HybriCore Chassis consisting of a 100% robotically welded steel frame, protected by an 18 step paint process. Included is a polypropylene structural floor that is 2.5 times stronger than our previous model, yet is 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 | Four (4) Cup Drink Holder |
| Maintenance free Rack and Pinion Steering | Perma-lubed, sealed ball bearings |
| Self-adjusting Dual Rear Wheel Braking System | Yamaha Built Battery Charger |
| Coil Springs Over Hydraulic Shock Absorbers | Genius Diagnostic System |
| Trojan HydroLink Battery Fill System | Six (6) Eight Volt Trojan T875 Batteries |

Optional Equipment Included

- | | |
|-------------------------------------|--|
| Fold Down Windshield | Club Pro Bag Cover (Stone Color) |
| Fleet Numbers | Aluminum Look Wheel Covers |
| Dual Sand Buckets | Deionizer and Battery Fill Gun |
| Two (2) Additional Battery Chargers | Two (2) Additional Windshields |
| Two (2) Additional Bag Covers | Color: Glacier White or Sunstone Beige |

Yamaha's Factory Authorized Dealer Service

Yamaha Golf-Car Company's Factory Service Technician, provides a level of service that is second to none. His fully equipped service truck provides onsite repairs to help reduce down time. All visits are provided on an as needed basis by calling Yamaha's Fleet Service Technician, Pat Lanius, at 1-404-472-4364.



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 (gas car) 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 or 25,000 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



Purchase Quote – Special Florida Municipal Pricing

New DC-3.5 Electric Golf Cars & Utility Vehicles

New 2016 Yamaha Drive DC Electric Golf Cars – 66 x \$3688.00 =	\$243,408.00
New 2016 Yamaha Drive EFI Gasoline Ranger Cars – 2 x \$4088.00 =	\$8,176.00
New 2016 Yamaha EFI Fairway Lounge Standard Beverage Cars – 2 x \$8988.00 =	\$17,976.00
New 2016 Yamaha EFI Range Picker with Cage and Adaptor =	\$6,988.00
<u>Total New Vehicle Cost</u>	<u>\$276,548.00</u>

Trade Allowance

2003 E-Z-GOI TXT-E – 14 x \$650.00 =	\$9,100.00
2011 E-Z-GO TXT-E – 20 x \$1500.00 =	\$30,000.00
2011 E-Z-GO TXT-G – 2 x \$2250.00 =	\$4,500.00
2012 E-Z-GO TXT-E – 10 x \$1650.00 =	\$16,500.00
2013 E-Z-GO TXT-E – 10 x \$1950.00 =	\$19,500.00
2014 E-Z-GO TXT-E – 20 x \$2250.00 =	\$45,000.00
2011 E-Z-GO Utility Car Picker =	\$2,200.00
2011 E-Z-GO Utility Beverage Car =	\$2,200.00
2003 E-Z-GO Utility Car Beverage Car =	\$1,000.00
<u>Total Trade Allowance</u>	<u>\$130,000.00</u>

Total New Vehicle Cost - \$276,548.00
Total Trade Allowance (79 Cars) – (130,000.00)
Net Total - \$146,548.00

Delivery – 30 days ARO

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.

This proposal is subject to Credit and Upper Management Approval

Accepted by: _____ Date: _____
City of Gainesville / Ironwood GC

Accepted by:  Date: 9/16/15
Yamaha District Sales Manager



Purchase Quote – Special Florida Municipal Pricing

AC-6.7 Electric Golf Cars & Utility Vehicles

New 2016 Yamaha Drive AC Electric Golf Cars – 66 x \$4058.00 =	\$267,828.00
New 2016 Yamaha Drive EFI Gasoline Ranger Cars – 2 x \$4088.00 =	\$8,176.00
New 2016 Yamaha EFI Fairway Lounge Standard Beverage Cars – 2 x \$8988.00 =	\$17,976.00
New 2016 Yamaha EFI Range Picker with Cage and Adaptor =	\$6,988.00
<u>Total New Vehicle Cost</u>	<u>\$300,968.00</u>

Trade Allowance

2003 E-Z-GOI TXT-E – 14 x \$650.00 =	\$9,100.00
2011 E-Z-GO TXT-E – 20 x \$1500.00 =	\$30,000.00
2011 E-Z-GO TXT-G – 2 x \$2250.00 =	\$4,500.00
2012 E-Z-GO TXT-E – 10 x \$1650.00 =	\$16,500.00
2013 E-Z-GO TXT-E – 10 x \$1950.00 =	\$19,500.00
2014 E-Z-GO TXT-E – 20 x \$2250.00 =	\$45,000.00
2011 E-Z-GO Utility Car Picker =	\$2,200.00
2011 E-Z-GO Utility Beverage Car =	\$2,200.00
2003 E-Z-GO Utility Car Beverage Car =	\$1,000.00
<u>Total Trade Allowance</u>	<u>\$130,000.00</u>

Total New Vehicle Cost -	\$300,968.00
Total Trade Allowance (79 Cars) –	<u>(130,000.00)</u>
Net Total -	<u>\$170,968.00</u>

Delivery – 30 days ARO

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.

This proposal is subject to Credit and Upper Management Approval

Accepted by: _____ Date: _____ City of Gainesville / Ironwood GC	Accepted by:	Date: <u>9/16/15</u> Yamaha District Sales Manager
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