



# Dubsdread GC

Orlando, Florida July 22, 2016

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PROPOSAL





## PROPOSAL

### *Company Profile*

**Club Car combines a quality-driven philosophy, an innovative spirit, and a solutions-oriented approach to business. Club Car has established itself as a leading global manufacturer of vehicles that serve the golf, rough terrain, private owner, and commercial markets.**

#### **Founded in 1958 in Houston, Texas,**

Club Car, LLC moved to Augusta in 1962. Ingersoll Rand (NYSE: IR, [www.ingersollrand.com](http://www.ingersollrand.com)), a diversified multinational manufacturer of industrial and commercial equipment and components, acquired the company in 1995. Club Car employs more than 1,400 people worldwide and has a presence in more than 120 countries.

#### **In addition to golf cars,**

Club Car also manufactures a full line of turf maintenance and utility vehicles as well as hospitality and mobile merchandising vehicles to support the needs of golf course owners and operators. Off the course, Club Car has a growing presence in the rough terrain market, where its XRT vehicles are making jobs around the farm and lake easier and more enjoyable.

#### **More and more Club Car vehicles**

are showing up in communities where private owners are choosing the convenience and efficiency of a well-equipped golf car for short trips over the family automobile. One of the fastest growing segments of the Club Car business is its custom vehicles group, which combines imagination with decades of experience to meet the specific needs of a wide range of customers.

#### **Club Car is the world's largest manufacturer**

of small-wheel electric vehicles. Our worldwide distribution network of distributors, dealers, and factory branch locations also complements Club Car's direct sales operations and supports customers' needs wherever they might arise.

#### **Club Car introduced the Solutions Network™ in 2002**

to enhance its expertise and products in areas beyond vehicle sales. As an alliance of leading providers of complementary products and services, the Solutions Network is designed to help customers increase revenues and control costs.

#### **Club Car is part of Ingersoll Rand Company Limited (NYSE: IR).**

Ingersoll Rand is a diversified industrial company providing products, services, and integrated solutions to industries ranging from transportation and manufacturing to food retailing, construction, and agriculture. With a 100-year-old heritage of technological innovation, Ingersoll Rand helps companies worldwide to be more productive, efficient, and innovative. For more information, please visit [www.ingersollrand.com](http://www.ingersollrand.com).



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## Precedent i2 Excel

### FEATURES & BENEFITS

- Industry-leading (6) 8-volt battery, 48-volt power plant.
- Innovative Excel™ Drive System reduces maintenance and improves uptime with features like low-speed motor braking, hill descent assist, regenerative braking, and top speed control / speed range programming.
- The industry's tightest clearance circle provides superior maneuverability
- SportDrive™ steering and suspension provide an invigorating, sports car-like driving experience.
- PowerShield™ protective battery housing safeguards electrical power systems from chemicals, water, and ground debris.
- Monsoon Top™ has built-in drain spouts to automatically channel water straight to the ground.
- 360 degree bumper system protects the frame and overall vehicle.
- Molded-in body color with no clear coat or paint to worry about.
- IQDM diagnostic tool: keep your entire fleet operating at peak capacity and profitability.
- Sleek, functional dash allows golfers to easily see items and is easy to clean.

POWER SOURCE	
Batteries	(6) 8-volt batteries
Charger	ERIC High Efficiency
Horsepower	3.3 hp
STEERING / SUSPENSION	
Steering	Self-compensating double reduction helical rack and pinion
Front Suspension	Independent leaf spring with dual hydraulic shocks
Brakes	Self-adjusting rear mechanical drum
Park Brake	Foot-operated, multi-lock
BODY / CHASSIS	
Frame Chassis	Ladder-style aluminum box beam
Body / Body Color	Formion® / Molded in
Front / Rear Tires	18 x 8.50-8 / 18 x 8.50-8
Kickplate	Yes
Seating Capacity	2
DIMENSIONS	
Overall L x W x H	91.5 in x 47.25 in x 68.5 in (232 cm x 120 cm x 174 cm)
Wheelbase	65.5 in (166.4 cm)
Ground Clearance	4.5 in (11.4 cm)
Floor Height	12 in (30.5 cm)
Tread	34.5 in / 38.5 in (87.6 cm / 97.8 cm)
Dry Weight (Less Batteries)	495 lb (224.5 kg)
Speed Range	7 speed settings: 5 to 19 mph; 2 acceleration settings: Aggressive or traditional; 3 pedal-up braking settings: None, mild and aggressive; Speed adjustment in 0.1 mph increments
Vehicle Warranty	4-year: batteries (25,000 amp hours* or 1,000 rounds), canopy, electronics, pedal group, seats, suspension. 3-year: body panels, electric power train. 2-year: all remaining components. Limited lifetime: frame *Based on the proper use of the water deionizer filtering system

There are no warranties, express or implied, contained herein. See Limited Warranty found in the owner's manual or write to Club Car, LLC. The company reserves the right to make design changes without obligation to make these changes on units previously sold. These vehicles are designed and manufactured for off-road use only. They do not conform to Federal Motor Vehicle Safety Standards for automobiles or to FMVSS 500 for low-speed vehicles, and are not equipped for operation on public streets, roads or highways.





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## *Precedent i2 Excel*



Aluminum Frame



Steering



Suspension



Monsoon Top



ERIC Charger

- Club Car developed the 48v technology in 1994 and has been using it for over 20 years
- Club Car's standard battery pack has 128 minute capacity, single point watering, and a 4 year/25,000 amp hour warranty with the use of the water deionizer (included at no charge)
- Club Car developed the Armor Flex Body in 1991 and has continued to improve this and now has the Formion molded in body that has no paint or clear coat
- Club Car has an aluminum ladder style frame that is resistant to rust/corrosion and significantly lighter yet 3 times stronger pound for pound which provides: (1) more efficient golf car fleets, (2) drastic differences in turf compaction over the life of your fleet, (3) higher trade-in values
- Club Car has always had an independent front suspension and a spring-loaded steering gear that has improved with the Precedent car and turns 1.5 feet tighter than the closest competitor
- Monsoon Top allows water to drain down rear canopy struts rather than on your customers
- ERIC AC charger weighs 8 pounds and has a peak efficiency of 91% with a max draw of 7.5 amps
- ERIC AC charger has pull-away cords reducing charger repairs and also indicator lights to quickly confirm that your AC power is working and the charge status of your fleet
- ERIC AC charger has both an audible and visual alert confirming that the charge cycle has started when the charger cord is plugged into the car



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# Quotation Page July 22, 2016

We are pleased to present the following quotation to Dubsdread GC for your consideration.

Proposal based on delivery date of approximately 10/1/2016, Freight Terms – F.O.B. Augusta

Qty.	Description	Unit Cost	Total Cost
78	New Club Car Precedent I2 Excel Electric Golf Cars	\$4,417.85	\$344,592.30
Including the following equipment: Visage Console, Charger: ERIC solid state with 9ft DC, 6ft AC, (6) 8-volt Powerdrive Plus batteries with single point watering, molded-in scuff guards, sweater basket, premium tires, wheel covers, (2) number decals, driver side sand bucket, passenger side cooler, passenger side strut sand bottle, club protector rear rain cover, canopy top, hinged windshield, hard style information holder, freight & prepping			
Trade-ins			
(78)	Used 2014 Club Car Precedent	\$2,150.00	(\$167,700.00)
Trades must be intact and in fleet running condition with working charger. Non-running cars and cars with damage above normal wear & tear will be adjusted accordingly			
Additional Cars available:			
1	New Café Express beverage car	\$16,359.20	\$16,359.20
Including standard equipment, freight & prepping			
1	New Precedent 4-Fun 4 passenger vehicle	\$8,687.02	\$8,687.02
Including canopy top, hinged windshield, freight & prepping			
City of Kansas City / U.S. Communities Contract No. EV2024-02			
Net Total			\$201,938.52

Customer Initial



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# Special Considerations

**Club Car agrees to provide the following:**

- (1) Niagra Flowrite deionizer to filter water for the batteries (required for 25,000 amp hour warranty)
- (1) IQDM Diagnostic Tool to monitor fleet and rotate cars properly

### **Service and Warranty**

Service and Warranty repairs will be handled directly through Club Car's factory branch operation located in Maitland, Florida. In addition, Club Car now provides service contract options that include any or all service as described in the recommended service schedule depending on your club's needs.

Customer Initial



## PROPOSAL

## ACCEPTANCE OF PROPOSAL BY DUBSDREAD GC

### Please initial selections below:

Golf Car Body Color    Beige\_\_\_\_\_    Green\_\_\_\_\_    White\_\_\_\_\_

Golf Car Top Color    Beige\_\_\_\_\_    White\_\_\_\_\_

Golf Car Seat Color    Beige\_\_\_\_\_    White\_\_\_\_\_

Club Protector Rear Rain Cover    Beige\_\_\_\_\_    Black\_\_\_\_\_    Green\_\_\_\_\_

### Additional Cars:

Include Café Express Beverage Car    Yes\_\_\_\_\_    No\_\_\_\_\_

Include Precedent 4-fun passenger car    Yes\_\_\_\_\_    No\_\_\_\_\_

### Accepted by: Dubsdread GC

Customer:

Club Car: Rick DeMott

Signature:

Signature:

Title:

Title: Territory Manager

Date:

Date: July 22, 2016



## **CLUB CAR® LIMITED WARRANTY FOR PRECEDENT VEHICLES**

**WARRANTY:** CLUB CAR, LLC ("CLUB CAR") hereby warrants to the Original Purchaser or Lessee, as those terms are defined herein, and subject to the provisions, limitations and exclusions in this limited warranty, that its new vehicle or new component purchased from CLUB CAR or an Authorized Dealer or Distributor shall be free from defects in material and workmanship under normal use and service for the periods stated below, subject to the provisions, limitations and exclusions in this limited warranty.

This limited warranty covers material, workmanship and repair labor cost as to those items specifically listed below for the periods specified. Such repair labor shall be performed only by CLUB CAR, its Authorized Dealers or Distributors, or a service agency approved by CLUB CAR. For repairs made by qualified technicians other than CLUB CAR's factory technicians or an Authorized Dealer or Distributor, CLUB CAR will provide only the replacement parts or components.

IF THE WARRANTY REGISTRATION FORM IS NOT COMPLETED AND RETURNED TO CLUB CAR AT THE TIME OF THE ORIGINAL RETAIL SALE, PURCHASER MUST PROVIDE PROOF OF DATE OF PURCHASE WITH ANY WARRANTY CLAIM.

	I2L	I2	V4
<b>VEHICLE MAIN FRAME</b>	<b>LIMITED LIFETIME</b>		
<b>GASOLINE POWERTRAIN:</b> Engine, transaxle, torque converter (drive and driven).	5	5	5
<b>SUSPENSION:</b> Steering gearbox, steering column, shocks, and leaf springs.	4	4	4
<b>MAJOR ELECTRONICS:</b> Solid state speed controller and battery charger.	4	4	4
<b>DEEP CYCLE BATTERY:</b> 25,000 amp hours as recorded by the controller, or four years, whichever occurs first, for vehicles properly maintained using an authorized deionizer system. Otherwise, 20,000 amp hours or four years, whichever occurs first.	4	4	4
<b>PEDAL GROUP:</b> Pedal group mechanical assembly, brake cluster assemblies, and brake cables.	4	4	4
<b>SEATS:</b> Seat bottom, seat back, and armrests.	4	4	4
<b>CANOPY SYSTEM:</b> Canopy, rear canopy supports, drainage system and Structural Accessory Module (SAM).	4	4	4
<b>ELECTRIC POWERTRAIN:</b> Electric motor, transaxle and MCOR.	3	3	3
<b>GASOLINE SYSTEMS:</b> Air intake system, exhaust system, and starter generator.	3	3	3
<b>BODY GROUP:</b> Beauty panels, and front and rear underbody.	3	3	3
<b>ALL REMAINING COMPONENTS:</b> Solenoid, GCOR, limit switches, voltage regulator, F&R switch, and options and accessories supplied by CLUB CAR, including components not specified otherwise.	2	2	2

**EXCLUSIONS:** Excluded from any CLUB CAR warranty is damage to a vehicle or component resulting from a cause other than a defect including poor maintenance, neglect, abuse, accident and collision, maintenance adjustments, unreasonable or unintended strain or use, improper installation of accessories (such as connecting any accessories to less than the full pack of batteries), installation of parts or accessories that are not original equipment including non-approved GPS systems, non-approved alteration and acts of God. Also excluded from any CLUB CAR warranty are all fuses, filters, decals (except safety decals), lubricants, routine wear items such as the charger plug and receptacle, engine mounts, mats, pads, spark plugs, light bulbs, brake shoes, belts, brushes, bushings, drive buttons, cosmetic deterioration, and items that deteriorate, fade or fail due to exposure or ordinary wear and tear.





The provisions of this limited warranty shall not apply to failure due to the following conditions:

1. Batteries

- 1.1 Improper charging of a vehicle due to the use of a battery charger model not approved by Club Car for use with the vehicle.
- 1.2 Use of water in batteries, including tap water that contains impurities. Distilled water or a properly maintained, Club Car approved battery water deionizer and filter system should be used to ensure water quality.
- 1.3 Abuse such as overcharging, undercharging, improper fluid levels, loose wiring and fasteners, or rusted or corroded hardware.
- 1.4 Use of energy management systems that do not allow a minimum of 12 hours of charge time to assure proper charging.
- 1.5 Use of any accessories that do not draw power off the complete 48V pack.
- 1.6 Neglect, breakage, freezing, fire, explosion, wreckage, melted terminal posts, the addition of any chemical, or the operation of the battery in an uncharged condition (below half charge 1.200 specific gravity); the installation of the batteries in reverse or recharging in reverse, breakage of containers, covers, or terminal post, or batteries used in applications for which they were not designed.
- 1.7. A battery damaged by a defective charger or batteries in vehicles that do not receive proper charging.
- 1.8. A vehicle not having an operational charger on a circuit that has the parameters specified in the vehicle owner's manual (the number of operational chargers must equal the number of operational vehicles), or use of an unapproved algorithm.

2. Lack of proper maintenance such as preventive maintenance checks, proper rotation of vehicles in a fleet application, maintaining proper tire pressure and alignment and tightening loose wire connections as outlined in the owner's manual.

3. Damages caused by improper installation of the component.

4. Failed semiconductor parts such diodes and fuses that are vulnerable to electrical overloads (including lightning) beyond the control of CLUB CAR.

5. Damaged charger AC and DC cord set with plug, which is a wear item and subject to user abuse.

6. Use of gasoline containing more than 10% ethanol. Transportation expenses for warranty services are also excluded from this warranty.

Without limiting the generality of the foregoing in any way, and as part of its limited warranty exclusion, CLUB CAR does not warrant that its vehicle or components such as batteries, computer, controller or electrical device are suitable for use in any application other than in its products. As in the use of any vehicle, batteries, computer, controller or electrical device, a prudent owner will read and study the owner's manual, the operator instructions and the warning labels; and will exercise due care in working on or around vehicles, batteries or electrical devices.

Transportation expenses for warranty services are also excluded from this warranty.

**VOIDING OF WARRANTY:** THIS AND ANY OTHER WARRANTY SHALL BE VOID IF THE VEHICLE OR COMPONENT IS ABUSED OR USED IN AN UNINTENDED MANNER OR SHOWS INDICATIONS THAT IT HAS BEEN ALTERED IN ANY WAY, INCLUDING, BUT NOT LIMITED TO, MODIFICATION OF THE SPEED GOVERNOR, BRAKING SYSTEM, STEERING, TRANSAXLE, OR OTHER OPERATING SYSTEMS OF THE CAR TO CAUSE IT TO PERFORM OUTSIDE CLUB CAR SPECIFICATIONS. THE WARRANTY IS LIKEWISE VOID IF THE VEHICLE SHOWS INDICATIONS THAT REASONABLE OR NECESSARY MAINTENANCE AS OUTLINED IN THE OWNER'S MANUAL AND MAINTENANCE AND SERVICE MANUAL WAS NOT PERFORMED AT THE TIME AND IN THE MANNER SPECIFIED IN SUCH MANUALS.



**SOLE REMEDY:** CLUB CAR's liability under this limited warranty or in any action whether based upon warranty, contract, negligence, strict product liability or otherwise, shall be the repair or replacement, at CLUB CAR's option, of the vehicle or component thereof that CLUB CAR deems to be defective. Replacement shall mean furnishing, during the applicable limited warranty period, a new vehicle or factory-reconditioned vehicle or component thereof that is identical or reasonably equivalent to the warranted product or component at no cost to the purchaser. Repair shall mean remedying a defect in the vehicle or component thereof at no cost to the purchaser during the applicable limited warranty period. CLUB CAR reserves the right to test and recharge any component returned for adjustment. If CLUB CAR elects to repair the vehicle or component, it may provide factory-reconditioned parts or components. All parts and components replaced under warranty shall become the property of CLUB CAR.

**DISCLAIMER:** THIS LIMITED WARRANTY IS EXCLUSIVE. CLUB CAR MAKES NO OTHER WARRANTY OF ANY KIND, EXPRESSED OR IMPLIED. ANY IMPLIED WARRANTIES OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE ARE HEREBY DISCLAIMED BY CLUB CAR AND EXCLUDED FROM THIS WARRANTY. THE PURCHASER AND CLUB CAR EXPRESSLY AGREE THAT THE SOLE REMEDY OF THE REPLACEMENT OR REPAIR OF THE DEFECTIVE VEHICLE OR COMPONENT THEREOF IS THE SOLE REMEDY OF THE PURCHASER. CLUB CAR MAKES NO OTHER REPRESENTATION OR WARRANTY OF ANY KIND, AND NO REPRESENTATIVE, EMPLOYEE, DISTRIBUTOR OR DEALER OF CLUB CAR HAS THE AUTHORITY TO MAKE OR IMPLY ANY REPRESENTATION, PROMISE OR AGREEMENT, WHICH IN ANY WAY VARIES THE TERMS OF THIS WARRANTY.

In the event that another pre-printed warranty document, certificate or both offered by or through Club Car at the time of sale of this vehicle (each an "Additional Warranty Document") is deemed to conflict with the limitations or exclusions contained herein, the limitations and exclusions contained herein shall continue to apply to both this limited warranty statement and, to the maximum extent permitted by law, to each Additional Warranty Document.

**NO CONSEQUENTIAL DAMAGES:** IN NO EVENT SHALL CLUB CAR BE LIABLE FOR ANY INCIDENTAL OR CONSEQUENTIAL DAMAGES INCLUDING, BUT NOT LIMITED TO, LOSS RELATED TO PROPERTY OTHER THAN THE VEHICLE, LOSS OF USE, LOSS OF TIME, INCONVENIENCE, OR ANY OTHER ECONOMIC LOSS.

Some states allow neither limitation on the duration of an implied warranty nor exclusions or limitation of incidental or consequential damages. Therefore, the above limitations or exclusions may not apply to you. This warranty gives you specific legal rights, and you may also have other rights, which vary from state to state.

**HOW TO MAKE A WARRANTY CLAIM:** To make a warranty claim under this limited warranty, you must present the vehicle or defective component with evidence of proof of purchase date and number of amp hours (if applicable) to an authorized CLUB CAR dealer.

For warranty-related communication, contact Warranty Services, Club Car, 4125 Washington Rd., Evans, GA 30809, USA, 706.863.3000.

**WARNING:** Any modification or change to the vehicle that affects the electrical system, stability or handling of the vehicle, or increases maximum vehicle speed beyond factory specifications, could result in severe personal injury or death.