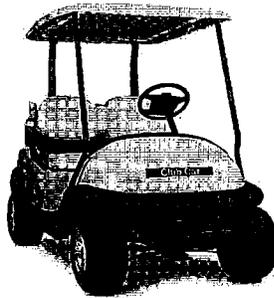


CENTURY *Equipment*

Has Designed this Proposal
Especially For:



City of Gahanna Parks & Recreation

Gahanna, Ohio

October 7, 2014



Presented By:
Tim Cunningham

This quote expires thirty (30) days from its date, unless Century Equipment agrees to extend the time frame. In consideration of receipt of this proposal, City of Gahanna Parks & Recreation agrees to hold its contents in confidence and will not disclose, use, or copy the same in whole or in part for any purpose other than to evaluate this proposal.

CENTURY EQUIPMENT CLUB CAR DIVISION



Century Equipment was established as a *Club Car* Distributor in 1985. Our responsibilities include sales and leasing of *Club Car* Gas and Electric Golf Cars and *Carryall* Utility Vehicles.

Since 1985, Century Equipment has realized a steady increase over the years in sales and market share. We believe there are certain factors that have been a significant part of our successful selling efforts.

- ➔ *Club Car's* history of producing the highest quality products in the industry.
- ➔ Century Equipment's total commitment is to satisfy the needs of ALL customers.
- ➔ Our reputation of providing excellent service to golf courses is the best of anyone in Century Equipment's marketing area.
- ➔ Completely stocked Parts Department which allows us to offer next day delivery in most cases.

We feel golf courses operating *Club Car* fleets can support these claims. We have available for you a list of all golf facilities with *Club Car* fleets in Century Equipment's territory. Please feel free to contact any of them to obtain their evaluation of *Club Car* and the service performance of Century.

In many cases, revenue generated by golf car rentals is the highest produced by any category at golf courses. It is absolutely essential to have a dependable, well running fleet of cars at all times for these revenues to be maximized. Selecting *Club Car* assures you of this desirable goal and avoids the "down car" syndrome that has affected some courses operating other brands.

We can assist you in your service requirements by offering a Service Contract, if you own your fleet, or a variety of service options that are tailored to fit your needs as part of your lease package.

For golf courses choosing to maintain their own cars, *Club Car, Inc.*, conducts Factory Service Seminars each month at their Augusta, Georgia facility. In addition, local training sessions are held occasionally to teach service procedures for *Club Car's* Electric and Gasoline cars and *Carryall* products.

Century Equipment can also be of service to golf courses in providing extra golf cars for outings and special events. We offer a large fleet of gasoline *Club Cars* at reasonable rates. The high quality of these cars will project a good image to your members and customers.

In summary, all independent testing that has been conducted in recent years clearly shows *Club Car* to be the superior golf car on the market today. The *Carryall* Utility Vehicle has also been rated #1 in overall performance, reliability and service support.

Century Equipment Profile

Combining these facts with Century Equipment's commitment, "to always take care of our customer's needs", we feel we have a winning team.

We pride ourselves on the numerous awards this department has attained over the years and feel they are a significant part of our sales success. The value of the product received is measured by the years of quality performance.



"Outstanding Service Distributor"[®]
(Top Award out of 65 U.S. Distributors)
1987

"Overall Superior Performance"
(Awarded for Overall Performance in Sales, Parts & Service)
#1: -- 1991 1993 1994 1997

"Club Car #1 Distributor - Carryall Work Vehicles"
1992

WE WELCOME THE OPPORTUNITY TO SERVE YOU.



Incorporated in Houston, Texas in 1958, Club Car, Inc. marketed its first product, a three-wheeled golf car. Over the next 20 years, through two changes in ownership and a move to Augusta, Ga., Club Car remained a small regional company. It wasn't until 1978, when eight top executives left another golf car company to purchase Club Car, that the real Club Car story began.

The new owners renewed Club Car's commitment as the technological leader in golf car industry with such innovations as:

- Surlyn, molded-in body colors
- stronger-than-steel, lightweight aluminum frame system
- the revolutionary PowerDrive® 48-volt electrical system
- PowerDrive® Plus regenerative braking
- IQ System with programmable speed control and diagnostics
- Single point wanter systems. Standard on all *Precedent* electrics

These innovations, along with their commitment to quality, have brought Club Car, Inc. from a small southeastern company with one product, 72 employees and a three percent market share, to today with 35 products, more than 300 distribution points worldwide, and a market share that rivals any manufacturer in the industry.

In 1995, Club Car's success attracted the attention of Clark Equipment who then acquired the company. Later that year when Ingersoll-Rand purchased Clark Equipment, Club Car, Inc. became one of Ingersoll-Rand's operating groups.

Club Car, Inc. has built an enviable image in the golf car industry because of its commitment to innovation, quality and total customer satisfaction. In the future, Club Car will continue to offer their customers products and services that make it truly Golf's Driving Force.



Precedent Gas Golf Car w/EFI Engine Proposal

Proposed Precedent Gas Golf Car w/EFI Engine Options

(2015 Precedent Gas Golf Car w/EFI Engine)

Thirty (30) Precedent Gas Golf Car w/EFI Engine including all standard equipment plus the following options:

Color: Dark Green

Number Decals: 2/Car

Information Holder

Windshield: Hinged

Freight: To Course

Delivery Date Approximately January, 2015

Precedent Gas Golf Car w/EFI Engine Proposal

City of Gahanna Parks & Recreation

Century Equipment's funding source, VGM Financial Services, proposes to lease to City of Gahanna Parks & Recreation (30) 2015 Precedent Gas Golf Car w/EFI Engine equipped as specified in this quote (See previous page). All pricing quoted herein are subject to VGM Financial Services normal credit approval.

Precedent Gas Golf Car w/EFI Engine Leasing Options

Payment Schedule

1 Payment per year (due May 1st each year of the lease)

	<u>Leased Thru</u>	<u>Qty</u>	<u>Per Car Payment</u>	<u>Monthly Payment</u>	<u>Buyout Option/Car</u>	<u>Optional Roll</u>
Option A -	05/01/19	30	\$1,083.88	\$32,516.40 *	\$0.00	

Summary of Lease Terms

<u>Qty</u>	<u>Cost Per Car</u>	<u>Extension</u>	<u>Terms Net 10 Days</u>
30	\$4,986.58	\$149,597.40 *	

The above proposal is firm for 30 days. After 30 days should vehicle prices or interest rates fluctuate, these prices will be adjusted accordingly. \$0.00 buyout option assumes lease qualifies as a Municipal Lease.

Accepted By:

City of Gahanna Parks & Recreation

By: _____

Title: _____

Date: _____

Century Equipment

By: _____

Title: _____

Date: _____