ParCar
Continued from page 25

into the golf car market.
"We have a two-year exclusive arrange-
ment with ParCar because they have put a
lot of time and money into testing the prod-
uct with us," Fiorenza said. "This is the first
time the motor has been used."

According to Fiorenza, the motor could
be used in turf maintenance equipment
and the company is currently testing the
system in other applications, such as power
sand rakes.

"The motor and control system can be
easily programmed and adapted to other
machines," he said. "We have a capacity to
produce 30,000 engines a year, so we will
be looking to grow into other markets."

In the meantime, ParCar intends to ex-
ploit the market advantage that they have
with the new ACE EPS system.

"We capitalized on an opportunity to bring
another unique technological innovation
to the market," said Utterback. "This is an
opportunity to support our customers and
provide cost savings and performance en-
hancements that are not available else-
where in the market today."

DaimlerChrysler
Continued from page 22

one," Fitzpatrick said. "On one we're do-
ing, the guy doesn't need the money. We
talked him into taking a loan. It's a 50-50
deal, a total of $10 million, and he'll put in
the other $5 million and personally guar-
antees it. It's kind of a no-brainer."

The sheer plethora of struggling new
courses, along with falling prices, portend
an active market in turnaround acquisi-
tions, starting around September,
Fitzpatrick predicts. "Six months from now
we'll be doing a lot more of them. Once
prices fall a little bit more, you're going to
see the operators jumping into the market
and picking these things up," he said.
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