

Company	Model	Power type	HP	Max. Speed	Wheels	Tire Wdt (in.)	Turning Radius(ft.-in.)	Vehicle Lgt (in.)	Width (in.)	Weight (lbs.)	Cargo (cf)	Payload (lbs.)
<b>Club Car, Inc.</b> P.O. Box 4658 Augusta, Ga. 30917 Michael J. Alexander 404-863-3000 Circle No 201	Carryall I	Gas	8.5	14	4	8	8-6	101	48	679	8.7	1,000
	Carryall I	Electric	3	14	4	8	8-6	101	48	505	8.7	1,000
	Carryall II	Gas	8.5	16	4	8	10	113	50	788	15	1,200
	Tourall	Electric	3	14	4	8	8-6	100	47	490	4-seat	1,000
	Tourall	Gas	8.5	14	4	8	8-6	100	47	695	4-seat	1,000
<b>Columbia ParCar</b> One Golf Car Rd. Deerfield, Calif. 53531 Jack Laszewski 800-222-4653 Circle No 202	1000 Utilititruck	Gas	8	12	4	8	8	103	45	790	13.8	1,000
	1000 Utilititruck	Electric	8	12	4	4	8	103	45	1,100	13.8	1,000
	Utilititruck w/dump body	Gas	8	12	4	8	8	N/A	45	826	13.8	1,000
	Utilititruck w/dump body	Electric	8	12	4	8	8	N/A	45	1,138	13.8	1,000
	1990 G4S-Classic	Gas	8	12	4	8	8	94	44.3	735	N/A	N/A
	1990 E4S-Classic	Electric	2	12	4	8	8	94	44.3	672	N/A	N/A
<b>Cushman, Inc.</b> 900 N. 21st St. Lincoln, Neb. 68501 Clarke Staples 800-228-4444 Circle No 203	530 Turf Truckster	Gas	22	22.5	3	8, 9.5	17	99	55	975	17.3	2,000
	630 Turf Truckster	Gas	27	22.5	3	8, 9.5	17	99	55	1,055	17.3	2,000
	633 Turf Truckster	Kubota diesel	22	22.5	3	8, 9.5	17	99	55	1,165	17.3	2,000
	532 Turf Truckster	Gas	27	22.5	4	8.5, 9.5	24	106	55	1,190	17.3	2,000
	632 Turf Truckster	Gas	27	22.5	4	8.5, 9.5	24	106	55	1,190	17.3	2,000
	634 Turf Truckster	Kubota diesel	22	22.5	4	8.5, 9.5	24	106	55	1,290	17.3	2,000
<b>Deere &amp; Co.</b> John Deere Rd. Moline, Ill. 61265 Clair Peterson 309-765-4212 Circle No 204	1500	Gas	16	N/A	4	10, 12	10-10	N/A	56	890	N/A	N/A
	AMT 600	Gas	8.5	<20	5		N/A	102	51	800	13.2	600
	AMT 622	Gas	10	<20	5	12	N/A	104	54	860	13.2	600
<b>E-Z-Go Textron</b> 1451 Marvin Griffin Rd. Augusta, Ga. 30907 F.O. Smith 800-241-5855 Circle No 205	GXT-1500	Gas	20	24	3	9.5	10-4	124	61.5	1,400	19	1,500
	GXT-800	Gas	8	12	4	8.5	9-11	106	48	845	8	1,000
	GXT-500	Electric	2-6.5	12	4	8.5	9-3	96	48	715	5.7	1,000
<b>Hahn, Inc.</b> 1625 N. Garvin St. Evansville, Ind. 47711 Kent S. Hahn 800-457-HAHN Circle No 206	Multi-Pro 418	Kohler Magnum	18	10	4	10.5	7-1	94	56	920	15	1,700
	Maxi Pro 435	Wisconsin gas	35	12	4	12	8-1	120	72	1,550	34	3,900
<b>Kawasaki Motors</b> P.O. Box 25252 Santa Ana, Calif. 92799 N/A 800-543-MULE Circle No 207	KAF 450 B1 Mule 1000	Gas	N/A	25	4	10	14-5, 15-7	109	52	1,065	N/A	500
	KAF 540-C1 Mule 2010	Gas	N/A	N/A	4	10	N/A	112	59	1,221	N/A	1,100
<b>Melex USA, Inc.</b> 1221 Front St. Raleigh, N.C. 27609 800-334-8665 Bryan Taylor Circle No 208	152	Electric	2.1	12	3	8	16-5	100	52	697-743	8.6	330
	252	Electric	2.1	12	4	8	18-5	106	52	729-775	8.6	330
<b>Mitsubishi</b> 6400 Katella Ave. Cypress, Calif. 90630 Robert Hertel 1-800-FON-MITS Circle No 209	Mighty Mits 2 & 4WD	Gas	30	25	4	10	12-1	126	60	1,411	27.3	1,676
	Mighty Mits Tilt Beds	Gas	30	25	4	10	12-1	126	60	1,588	27.3	1,500
<b>Ranger All Season Corp.</b> Box 132 George, Iowa 51237 Aaron Stegeman 800-225-3811 Circle No 210	2x3	Electric	3	9.5	3	8	5	74	35	350	2.3	100
<b>Salsco, Inc.</b> 105 School House Rd. Cheshire, Conn. 06410 John Tucker 800-8SALSCO Circle No 211	Go-Fer	Kohler gas	8	12	3	8.5	4	119	72	N/A	29	1,000
	Mighty Mark	Kohler gas	20	15	3	8.5	4	125	72	1,500	29	2,200
<b>Smithco, Inc.</b> 11 West Ave. Wayne, Pa. 19087 Dan Smith 215-688-4009 Circle No 212	RC85ER	Kohler gas	8	12	3	9.5	N/A	102	60	710	23	1,000
	Runaway	Kohler gas	23	18	3	9.5-10.5	2-7	119	63	1,600	N/A	1,500
	Bandit	Kohler gas	23	16	4	12	10-4	129	55	1,560	N/A	1,500
<b>Taylor-Dunn</b> 2114 W. Ball Rd. Anaheim, Calif. 92804 Lori A. May 714-956-4040 Circle No 213	B2-10	Electric	6	12	4	5	10-5	120	44.3	1,360	44x76.3	2,400
	R6-80	Gas	8.6	13	4	5	9-6	98	42.5	675	32x42.5	1,150
<b>The Toro Co.</b> 8111 Lyndale Ave. So. Minneapolis, MN 55420 Dennis L. Brown 612-887-8805 Circle No 214	08326 Workmaster	Kohler gas	14	11	3	8.5	N/A	106	57	960	N/A	1,000



# GOLF COURSE NEWS

## Utility vehicle options abundant

BY PETER BLAIS

The options seem endless.

Club Car, Columbia ParCar, Cushman, Deere, E-Z-GO, Hahn, Kawasaki, Melex, Mitsubishi, Ranger All Season, Salsco, Smithco, Taylor-Dunn, Toro and on and on and on. . . .

Almost everyone has a utility vehicle designed specifically with the golf course superintendent in mind. Perhaps that's not surprising considering the recent growth of the sport. But, E-Z-GO Turf Sales Manager Frank Smith, for one, sees a possible industry shakeout coming.

"I'm not a pessimist. But I don't see how a lot of these companies are going to stay in the business. The utility vehicle industry is growing. But not as fast as other vehicles (golf carts). You just don't need as many," he explained.

National Golf Foundation figures show that the average 18-hole course has about a half-dozen utility vehicles, according to Club Car Product Manager/Carryall Line Mike Alexander. The golf car fleet is likely to be five to 10 times that size.

That utility vehicle pie looks to get sliced even further as more Japanese and Korean companies belly up to the table.

Most Japanese utility vehicles are pick-up trucks that have been modified for off-road use in the United States, explained Mitsubishi Motor Sales of America, Inc. Manager of Industrial Sales Robert Hertel. Foreign manufacturers have yet to develop specialized turf care accessories and attachments, although Japanese engines are increasingly driving American-made turf-care vehicles.

"So we're already competing with ourselves in a way when we sell utility vehicles," said Hertel. "If a Japanese company wants to get into the field, they'll spend a lot of money on research first. There are a lot that are capable."

"They (Japanese and Koreans) certainly have the potential to influence the market," agreed Cushman, Inc. Advertising Manager Scott Stuckey. "They haven't been a major factor so far because of the distribution networks Americans already have set up. That's one of the reasons Americans have had the upper hand so far. But they'll become more of a factor in the future."

Utility vehicles are replaced at various rates depending on the region of the country — for example, approximately one a year in the year-round playing conditions of the Southeast compared to every two years in the limited-season Northwest, according to the NGF.

Durability is one of the most important considerations when a superintendent goes shopping for a new vehicle, said Alexander. So, too, are price, versatility and service.

"Price is a significant factor. It's not somewhere between second and fifth like a lot of market researchers say. Superintendents are looking for a combination of price, durability, versatility and service," said the Club

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Towing Cap.(lbs.)	Ground Clear.(in.)	Distribution Area	Retail price	Attachments (Can vary w/model
1,000 1,000 1,000 N/A N/A	4.5 4.5 4.5 4.5 4.5	Int'l Int'l Int'l Int'l Int'l	\$ 3,985 \$ 3,667 \$ 4,692 \$ 3,528 \$ 3,928	Portable refreshment center; trailer hitch; canopy top; snap-on tinted windshield; weatherproof enclosure; custom cab assembly; driving range protective enclosure.
N/A N/A N/A N/A N/A N/A N/A N/A	4 4 4 4 4 4 4 4	Int'l Int'l Int'l Int'l Int'l Int'l Int'l Int'l	\$ 5,010 \$ 5,010 \$ 5,867 \$ 5,867 \$ 4,250 \$ 3,920 \$ 4,235 \$ 3,910	Steel and wood sides and tailgate; bedliner; many others.
3,000 3,000 3,000 3,000 3,000 3,000 3,000 1,000	4.6 4.6 4.6 4.6 4.6 4.6 4.6 5	Nat'l Nat'l Nat'l Nat'l Nat'l Nat'l Nat'l Nat'l	\$ 6,500-\$8,000 \$ 7,200-\$8,800 \$ 9,200-\$10,500 \$ 7,900-\$8,900 \$ 7,900-\$8,900 \$ 9,900-\$11,500 \$ 5,400 \$ 3,295	Quick aerator; Greensaver aerator; core harvester; top dresser; greens sprayer; vicon spreader; seed and fertilizer; spreader; cab; heater; custom spray applicator; low profile 120- and 150-gallon sprayer; carrier set; tailgate ramp
N/A N/A N/A	3.3 10 10	N/A N/A N/A	N/A N/A N/A	Sprayer, spreader, utility bed, 90-boom mower Hydraulic dump cylinder
3,000 3,000 3,000	7 5 5	Nat'l Nat'l Nat'l	See dealer See dealer See dealer	PTO, sprayers, aerators, hydraulic dump, cab, top dresser, seeders, loading ramp; ball picker cage, lights, sprayers, loading ramp, windshield, solid-state energy control
1,700 3,900	10 8	Nat'l Nat'l	\$ 7,500 \$12,900	160-gal sprayer, 17.1 cu. ft. spreader/topdresser 300-gal sprayer, 31 cu. ft. topdresser
1,000 1,000	8.1 6.7	N/A N/A	\$ 5,395 \$16,495	
N/A N/A	N/A N/A	Nat'l Nat'l	See distributor See distributor	Utility platform with wooden or metal sides
N/A N/A	N/A N/A	Nat'l Nat'l	\$ 7,150-\$9,495 \$ 8,495-\$10,495	Locker box
N/A	5	N/A	\$ 3,495	Various baskets and carriers
N/A 1,500	7 7.5	Nat'l Nat'l	\$ 3,195 N/A	None None
N/A N/A N/A	6 10 10	Int'l Int'l Int'l	\$ 3,500 \$ 9,000 \$10,000	None Hydraulic dumping system, PTO, cabs, sprayer, vicon spreader
8,400 5,000	14 14	Nat'l Nat'l	\$ 4,987 \$ 4,695	Cab, doors, stake sides, steel cargo box, type EE. Convertible seating for two more passengers, cargo sides, steel cab and doors, lockable toolbox, enclosures, flat-out tire treatment.
N/A	9	Nat'l	See distributor	Yes



## Utility vehicles

Continued from page 21

Car representative.

Prices industry-wide vary anywhere from \$3,000 for a basic golf cart-like vehicle that will transport a couple of workers and a few tools on an inspection tour of the course's irrigation system, to more than \$11,000 for a vehicle like the Cushman 634 Turf Truckster with optional attachments that will seemingly do anything except wash the dirty dishes from the clubhouse kitchen.

In fact, because of the attachments, Stuckey sees the Turf Truckster's main competition as machines dedicated to a single task, like sprayers and core harvesters, rather than other utility vehicles.

"The trend has been toward dedicated turf vehicles, like the multi-purpose Turf Truckster, for some time. A utility vehicle isn't for basic transportation. That's the job of a golf cart," said Stuckey.

Modified carts were the original golf course utility vehicles. A superintendent looking for an easier way to get a load of sand to the trap in front of the 12th green would take an aging cart, slap a homemade wooden bed on the back and send his grounds people on their way.

"Things like the springs and suspension systems on carts just weren't up to the hard use they got as utility vehicles. There was a lot of down time. Superintendents were looking for something to fill their needs and took it into their own hands. The turf vehicle industry recognized that and did something about it," said Alexander.

Manufacturers beefed up the engines, suspension, outer bodies and the like for the heavier demands of the grounds crew. Options became available so that "you can dress a utility vehicle up to be just about anything you want," said Alexander, whose Club Car Carryall I, for instance, can be fitted with everything from a portable refreshment center to a driving range protective enclosure. "You can custom order a vehicle today for your specific needs."

## E-Z-Dumper fleets eyed

Valley Manufacturing Inc. of Waynesboro, Pa., has acquired the E-Z Dumper product line from Jerr-Dann Corp. and is launching an aggressive fleet sales program targeted at selling E-Z Dumper to golf courses, municipalities and companies involved with nursery activities and the like.

Valley President Nick Turano said: "This move ... promises great returns in that fleet-oriented companies must constantly look for ways to improve their bottom lines, and one of the best ways to do that is to save time in labor... Literally, you can unload a two-ton payload in seconds using the E-Z Dumper."

The E-Z Dumper units are designed to be installed in standard pickup trucks using existing holes. They are hydraulically operated and powered by a 12-volt battery.

## Landscaping catalog released

Applewood Seed Co.'s 1990 landscaping catalog celebrates the Colorado firm's 25th year in the wildflower industry.

Applewood was the first company to offer wildflower seeds to retailers nationally. It expanded into the bulk wild-

flower seed market in 1982, and after five years of research, introduced wildflower sod in 1987.

The catalog is available from Applewood Seed Co., 5380 Vivian St., Arvada, Colo. 80002; 303-431-6283. **Circle No 250**

## Profs write on landscaping, water

Cook College Professors Theodore Shelton and Bruce Hamilton have written a 24-page booklet "Landscaping for Water Conservation: A Guide for New Jersey."

The booklet contains information in the areas of selecting and

using landscape materials.

It is available from the New Jersey Department of Environmental Protection's Division of Water Resources and from the state's various Cooperative Extension offices.

## NEW LITERATURE

### Cushman turf care encompassed

A new four-color catalog covers the complete line of Cushman turf-care vehicles and accessories.

The catalog includes information on the three- and four-wheel Turf-Truckster vehicles and the Runabout unit.

It also covers the full line of accessories and attachments for the Turf-Trucksters, including the Core Harvester, seed and fertilizer spreader and four sprayers.

For a free copy contact a Cush-

man dealer or write Cushman, P.O. Box 82409, Lincoln, Neb. 68501; 800-228-4444. **Circle No 253**

### Grass gardening illustrated

"Ornamental Grass Gardening," written by Reinhardt, Reinhardt & Moskowitz, is a new illustrated book on the many ways to use ornamental grasses.

It is published by HP Books, a division of Price Stern Sloan.

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