

Utility Vehicle Makers

Vehicle width (in)	Weight (lb)	Cargo capacity (cf)	Payload (lb)	Towing capacity (lb)	Ground clear. (in)	Distribution	Retail price
50	712	8.6	800	N/A	4.5	Int'l	N/A
50	756	14.6	1,200	N/A	4.5	Int'l	N/A
44.25	815	12.5	1,100	N/A	4	Int'l	\$5,110
44.25	1,250	20.5	2,000	N/A	4	Int'l	\$6,982
59.8	800/1,015	10.1/11.2	500/800	750/1,200	6.7	Int'l	\$4,999/6,599
66	1,141	13.9	1,600	N/A	7.3	Int'l	N/A
48	895	12.25	1,000	3,600	5	Int'l	N/A
61.5	1,400	19	1,500	8,400	4.75	Int'l	N/A
60	1,454/1,630	16.6	1,500	N/A	15	Int'l	N/A
48	940	12.2	1,000	N/A	5	Int'l	N/A
49.6	719	9	662	900	6.3	Nat'l	N/A
57.5	1,104	13.3	1,200	1,200	6.7	Nat'l	N/A
48	609	N/A	350	2,000	4.5	Nat'l	\$3,900
52	695	N/A	350	2,000	4	Nat'l	\$3,700
60	1,411	N/A	1,676	1,500	5	Nat'l	\$8,319
60	1,566	N/A	1,521	1,500	6	Nat'l	\$9,506
55	1,200	26.6	2,000	N/A	6.6	Int'l	N/A
63.6	975/1,330	17.3	2,500/2,600	936	6.6	Int'l	N/A
60	700	23	1,000	N/A	6	Int'l	\$4,000
55	1,560	N/A	1,500	N/A	12	Int'l	\$12,000
58	1,400	20	2,600	1,500	7	Int'l	N/A
58	1,400	20	2,600	1,500	7	Int'l	N/A
44.8	868	14.5	1,000	150	5.3	Int'l	\$4,995

Superintendents seek proper mix of various utility vehicles at nation's golf facilities

Course managers re-evaluating needs concerning heavy and light-duty vehicles

By PETER BLAIS

An adjustment is taking place in the utility vehicle market as superintendents seek the proper mix of heavy-duty, light-duty and modified golf car vehicles that will meet the maintenance needs at their particular courses.

"Customers are reevaluating their needs relative to those three categories," said Steve Yolitz, director of marketing with Ransomes America Corp. "More changes are coming in the mix."

The Cushman Turf Truckster, a Ransomes product, is generally considered the forerunner of most heavy-duty utility vehicles. It has been on the market since 1964. Over the years it has evolved into a versatile product with many attachments — sprayers, aerators, core harvesters, etc.

"Customers continue to be more demanding of their utility vehicles. We've tried to make ours more versatile, with better performance and reliability...We increased the payload capacity and beefed up the braking system of the Truckster this year," Yolitz said.

Toro entered the heavy-duty market recently with its Workman 3200. It has topdresser, sprayer, spreader, lift and other attachments.

"The Cushman Turf Truckster evolved into a heavy-duty vehicle. We saw a need for a new machine that was designed from the start as a heavy-duty vehicle," said Toro Marketing Manager Rick Cairns.

Cairns sees a "real polarization" in the utility vehicle market with some companies concentrating in the heavy-duty arena, some in the lightweight market and others in both.

Club Car has placed its stock in the light-duty market. The Carryall I and Carryall II have been very well received by golf course superin-

'Customers continue to be more demanding of their utility vehicles.'

- Ransome's Steve Yolitz

tendents, according to Marketing Director Mike Alexander.

Carrying two people and from 800 to 1,200 pounds, they are among a number of general-purpose vehicles designed to move people and haul a considerable amount of equipment. Like most utility vehicles, equipment can be stowed in flat or boxed cargo beds and/or hauled behind with a trailer hitch.

Deere & Co. introduced a new, light-duty vehicle at the recent International Golf Conference and Show in Anaheim, Calif. The Gator is designed to be stable and quiet, yet big enough to carry up to 800 pounds and tow another 1,200. Hydraulic lift and sprayer attachments are also available.

"Affordability is important, too," said Deere spokesman Clair Peterson, noting the \$4,999 price tag for the Gator 4 x 2.

Versatility in its light-duty vehicles is also important at E-Z-GO. The Augusta, Ga.-based company introduced its Tuff 1 Series last fall, adding a dump bed that allows the lighter weight vehicle to perform more duties around the golf course. It has a payload capacity of 1,000 pounds and can tow another 3,600.

"Superintendents want a vehicle that can perform lots and lots of different functions. That's why we make our products as versatile as possible," said Ronald Skenes.

While no two courses may have exactly the same number and types of utility vehicles, Alexander said well-stocked facilities generally have two to three heavy-duty work trucks, four to six light-duty vehicles and one to three modified golf cars in their service fleet.

Electric vehicles make up a small (Alexander estimates 5 percent) portion of the utility market. While electrics have as much power as gas vehicles, their range is limited by how long they can hold a charge, often limiting their usefulness, the Club Car executive added.

Many companies have started offering leasing plans rather than requiring superintendents to buy their fleets.

"Leasing allows courses to preserve capital and update their equipment more often. All the major companies provide some type of leasing program now," Yolitz noted.