

ParCar

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into the golf car market.

"We have a two-year exclusive arrangement with ParCar because they have put a lot of time and money into testing the product 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 exploit 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 enhancements that are not available elsewhere in the market today." ■

DaimlerChrysler

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one," Fitzpatrick said. "On one we're doing, 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 guarantee 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 acquisitions, 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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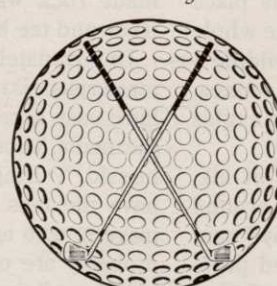


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- MAY**
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- 14 — Field Day at University of Arizona Karsten Turf Research Center. Contact lynn@cactusandpine.com.
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