

IT'S ONLY IN  
TO WANT THE BEST

# Muscle up

## Manufacturers of utility vehicles keep making them stronger, more versatile and more efficient

Vehicles with more horsepower and greater payload capacity are what contractors are looking for, and manufacturers are responding by putting more muscle in their products. We asked several manufacturers what the driving force was in their design of these products, and here's what they had to say:

**ASV, INC.,**  
**GRAND RAPIDS, MI**  
**218/327-3434**

Brad Lemke, director of new product development  
**Utility vehicle:** RC30 all-surface loader  
**Key trends:** "We'd been building larger rubber-track vehicles for a number of years, then  
**ASV RC30** ▼

heard more people talk about smaller machines. In response, we developed the RC30."

**Best features:** "Our rubber-track technology allows our machines to go anywhere."

**On the horizon:** "I think there will be multiple models of rubber-track machines to choose from, and more choices in size and horsepower."

**JOHN DEERE,**  
**TRIANGLE PARK, N.C.**  
**800/537-8233**

Collis R. Jones, product marketing manager, vehicle group  
**Utility vehicles:** Gators  
**Key trends:** "Landscape professionals need a versatile vehicle that will allow them to efficiently

haul and tow needed supplies."

**Best features:** "John Deere Gators are popular because of the engine options and varying payload capacities."

**Finance/purchasing decisions:** "Most landscape professionals own their units, but for large jobs and immediate needs, Gators have become a popular item with rental companies."

**THE TORO COMPANY,**  
**BLOOMINGTON, MN**  
**612/888-8801**

Jody Hinkle, marketing communications manager  
**Utility vehicle:** Toro Twister, Toro Workman 2100 and 1100 mid-duty vehicles  
**Key trends:** "Utility vehicles are becoming more popular within the landscape marketplace. The new breed of vehicles have greater power, payload and traction abilities."

**Best features:** "Toro utility vehicles offer the highest horsepower and payload available, and the Toro Active In-Frame suspension and traction system allows for the vehicles to easily and comfortably get to a work site."

**Finance/purchasing decisions:** "Vehicles are typically owned.

Landscape professionals will primarily shop their local dealers. Larger, national landscape companies are more likely to have a distributor relationship."

**On the horizon:** "More vehicles in this class will offer more power, which means more advancements in attachments."

**OTHER MANUFACTURERS:**  
Kawasaki Motors Corp., USA  
949/770-0400

Broyhill  
800/228-1003

Club Car  
800/258-2227

Kent Mfg. of Venice, Inc.  
800/330-5368

Mitsubishi Fuso Truck of America, Inc.  
877/202-9650

MTD Products, Inc.  
330/225-2600

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Visit our Web site to read about what other manufacturers have to say about trends in the utility vehicle market.

