



**KUBOTA UNIVERSITY**

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**Features | Functions | Benefits**

# **Kubota RTV-XG850**

## **Walk-Around Guide**

**May 2019**



**Features | Functions | Benefits**

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\*When demonstrating the equipment, observe and follow all safety precautions as stated in the Operator’s Manual and on product labels.\*



## PRODUCTIVITY

People invest in Kubota equipment because they have a job to do. Whatever that job is – making tall grass short, creating beautiful buildings and landscapes, or producing food and fuel – Kubota customers trust their Kubota equipment to do the job and do it effectively.

Productivity is best measured by the impact on time or money that Kubota solutions deliver to a customer. Such measures enable us to express our value propositions in ways that are meaningful to prospective customers. Quantifying productivity also enables us to contrast our solutions with those offered by competitors.

## RELIABILITY

People expect their equipment to work when they need it to work. Commercial customers make their living with our equipment. Rural lifestyle customers are making a choice to use our equipment as they invest their time caring for their property.

In either case, customers expect the Kubota equipment they have invested in to do the job when they need it.

Reliability is illustrated by how a product's attributes positively impact its durability, suitability for customer's applications, and serviceability/maintainability. When possible, quantify reliability in terms of time or money.

## OPERATOR EXPERIENCE

Work can be a chore, but it can also be a satisfying experience. Whether that work is done well or done poorly is influenced by the way a piece of equipment enables its operator to get the job done in relative ease and comfort. The form and function of a piece of equipment has a direct impact on this experience, in both operator engagement with the machine and in how the machine enables the operator to observe and interact with his or her environment. The benefits of a positive operator experience can also extend to non-operating owners because these attributes impact the productivity and satisfaction of their employees.

Product attributes that enhance the operator's comfort and ease-of-use should be highlighted and quantified in appropriate measures. Senses such as sight (visibility), sound (decibel levels), and touch (ergonomics and climate) can be utilized to appropriately inform prospective customers' expectations and to help them visualize what it will be like to own or operate a Kubota.



## RTV-XG850 Walk-Around Guide

The purpose of this Walk-Around guide for the RTV-XG850 Sidekick is to familiarize the Kubota sales professional with the key Features, Functions, and Benefits of the Sidekick and how they relate to the PRO framework. The PRO framework is a guide to relate certain product features with how they can add to Productivity for the customer; how they can ensure Reliability for the customer; and how they can equate with a positive Operator Experience for the customer. Our purpose is to help the customer solve a problem by using one or more Kubota products as the solution. We strive to make our customer's life better by providing quality products that will be Productive, Reliable, and lead to a good Operator Experience.

This Walk-Around guide, in conjunction with focused fact finding questions addressed to the customer, will provide information that can help the customer choose the right piece of equipment for their needs while experiencing a positive sales process. This guide will also help the sales person with selling more Kubota products.

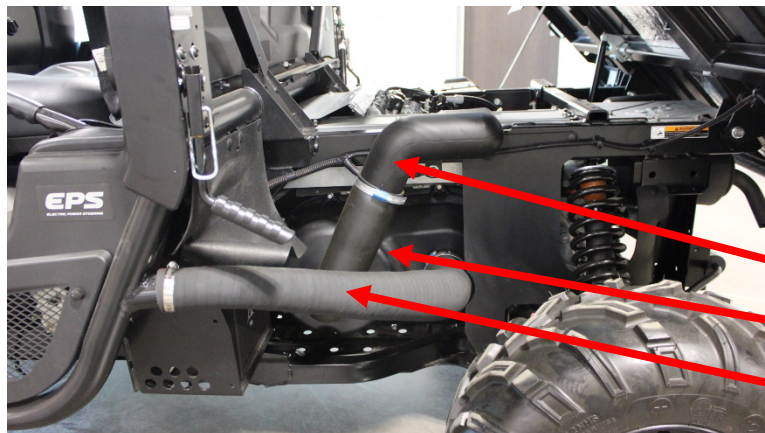
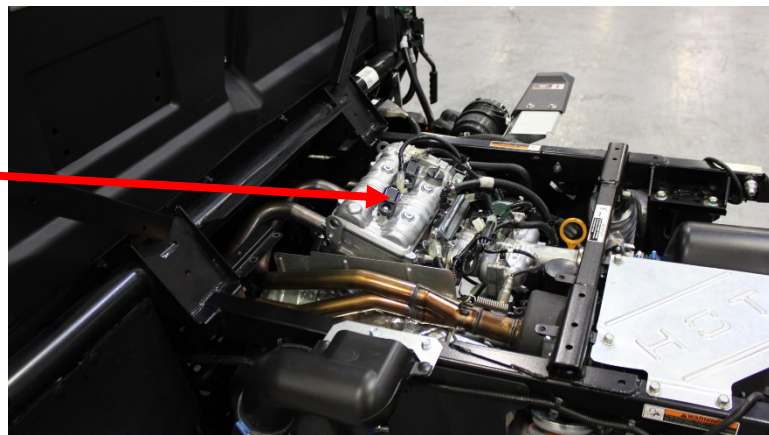
A Walk-Around in the order as shown in this guide will ensure that all notable features are mentioned. More details can be added by the sales professional as appropriate to customer needs or desires. The order provided will also ensure that the customer is in the driver seat and ready for a test drive at the conclusion of the Walk-Around.

\*When demonstrating the equipment, observe and follow all safety precautions as stated in the Operator's Manual and on product labels.\*



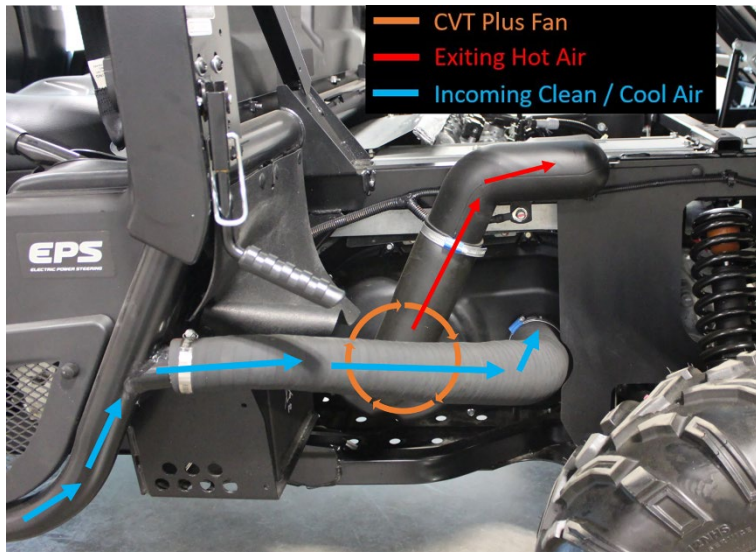
By starting a Walk-Around under the bed of the machine, we can begin by pointing out a main feature; the 48 hp gas engine with a flat torque band coming in between 4500 and 5700 rpm's. This engine was built for transport speed, cargo capacity, and towing.

- A flat torque band means more power to the wheels when needed
- Kubota owned engine co-developed with Subaru
- 40 mph transport speed
- EFI engine means stable performance under load or in transport
- One-way sprag and centrifugal clutch provide engine-assisted deceleration



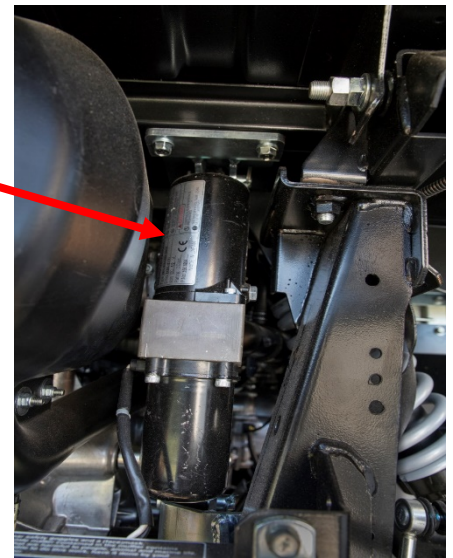
- CVT Plus transmission
- Centrifugal clutch keeps the thick, double-cogged belt tight for maximized performance; fast response and belt durability
- Hot air discharge
- Large CVT fan for cooling
- Clean, cool air comes in through the ROPS





- Kubota CVT Plus (continuously variable transmission) contributes to agile movement and outstanding acceleration performance
- CVT casing provides water and dust proof conditions
- Centrifugal clutch engagement means no belt adjustment and longer belt life

- Optional is the electric over hydraulic bed lift
- Cargo box comes standard with assist damper (N/A general purpose models)

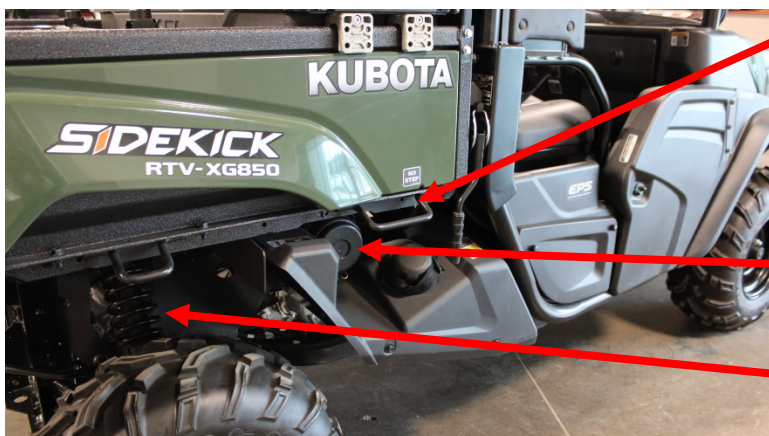


- Fully protecting the engine, transmission, and other vital components of the underbelly is the standard skid plate
- Bolted on and made of steel, the skid plate adds peace of mind and durability



- Cargo box: L x W x H = 40.5 x 57.5 x 11.4 (inches): Providing 15.2 cu. ft. of volume
- 1000 lbs weight capacity in cargo box (600 lbs capacity CA models)
- Tie-down hooks (4) securely in bed
- Cargo bed is made of durable steel
- Spray-on bed liner is standard on Special Edition and optional on Worksite editions

- Standard rear hitch holder
- Towing capacity: flat – 2000 lbs
- Towing capacity: slope – 1550 lbs
- Heavy duty suspension for a smooth ride and load handling capabilities
- Independent rear wheel suspension
- Urethane bumpstops used for enhanced durability
- Wide, stable, durable suspension



- Tie-down hooks on both sides of the cargo bed for easy load security
- Large, easy to access, 8.64 U.S. gallon fuel tank
- RTV or Turf tires available
- Engine air cleaner located here, but clean air comes from under the hood
- Large springs and enhanced CV joints add to heavy duty suspension for positive stance under load



- Half door and shoulder guard provide added protection for passenger and operator
- 3-point seat belts secure the operator and passenger safely in their seat.
- Tubular ROPS utilizes 2.0 inch high strength steel



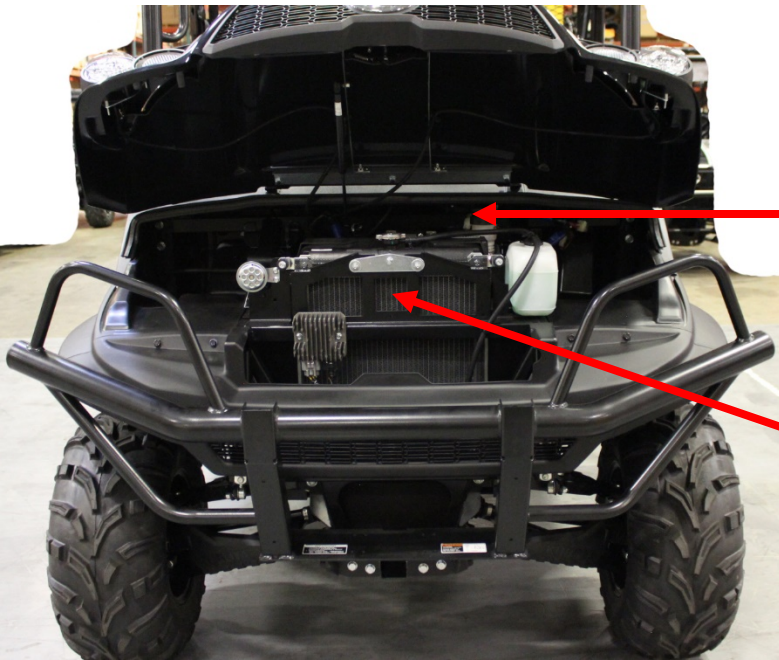
- Large capacity storage compartments are provided under the split bench seat for ease of access and security



- Front of machine with aggressive LED lighting and opportunity for easily installed optional LED lighting
- Front 2 inch hitch receiver for added convenience and optional implements
- Standard bumper (N/A general purpose), plus optional brush guard, under guard, and more; all for added stylish looks, convenience, and protection
- Front independent suspension with dual A-arms / adjustable spring
- Wide, stable, durable suspension

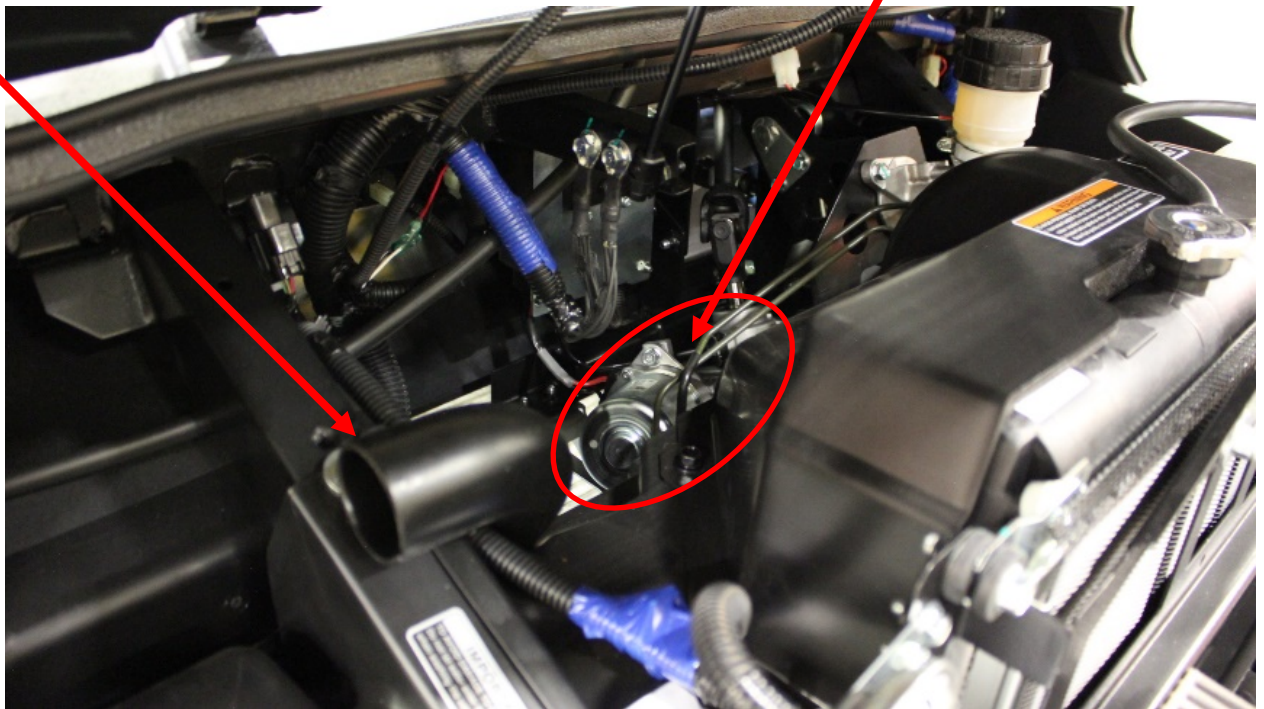






- Fresh / clean air is taken in under the dash and passed through the ROPS to provide dust-free air to the CVT Plus transmission
- Front-mounted radiator provides convenient location and reduced risk of overheating caused by sand and/or mud clogging

- Standard speed-sensitive Electric Power Steering (EPS) is finely tuned to maintain the best possible steering conditions. At low speeds extra amperage goes to the motor making it easier to steer, at higher speeds the amperage backs off providing more of a manual steer with better feel and less oversteer. With EPS the steering is stable and reliable no matter the speed or load.
- Air intake for engine air cleaner is located under the hood for better quality air





- Have the customer sit in the driver seat
- Plenty of leg space and room for operator to sit comfortably due to the minimized protrusions of the tire house
- Urethane step mat for prevention of slippage and ease of cleaning
- Low noise and low vibration to help reduce operator and passenger stress

- Selectable full-time 4WD for power and traction when needed, easily turn off 4WD when 2WD is sufficient for driving conditions
- Foot operated rear differential lock pedal with hand operated differential lock holder



- Hand operated rear wheel parking brake for safety and security when the machine is parked



- Newly designed steering wheel provides an easy-to-grasp feel along with refined styling that contributes to operational ease, comfort, and pleasure
- Tilt steering wheel is standard on the worksite and special edition
- All operator controls are easy to see and access for added comfort and convenience



- In-line gearshift featuring an upgraded design with a relaxing feel and ease of operation
- Horn is located in a prominent location for ease of access and added safety

- Multi-functional instrument panel with bright white backlight to enhance visibility, even in strong sunlight, allowing the operator to easily recognize the speedometer, engine RPMs, odometer, shift position, fuel gage, and more.
- Extremely convenient location of keyhole as well as the standard DC socket for charging a phone







- Cupholders are conveniently located for both the driver and the passenger
- Operational switch for headlights is easy to locate and control

- Lockable glovebox (N/A general purpose) holds plenty of important items that require a safe and secure location.
- Easy to access when needed



- You are now ready to have your customer test drive the machine.
- Have your customer pay attention to the power, acceleration, speed, and handling at low and high speeds.
- Continue to build value by pointing out key Features, Functions, and Benefits.

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