

WANTED

Compact Utility Loaders



Contract Killers

For Making Project Problems Disappear

is turning toward stand-on platforms. The platform makes it easier on the operator by not having to walk through mud or jobsite debris. It will also allow them to be more productive, since they will not be walking all day long to and from the work area. Toro, Bobcat, Ramrod and Ditch Witch offer both walk-behind and stand-on alternatives. Walk-behinds are often great units when it comes to rental (where safety is a major concern) and for contractors who like the option of planting their feet firmly on the ground.

Bobcat and Toro also offer unique, switcheroo compact utility loaders; Toro's TX platform has the ability to self store against the machine allowing an operator to walk behind the machine or ride, and Bobcat offers its optional stand-on platform available for both the MT52 and MT55 mini track loaders.

Compact Power also offers a unit from the old CSF MultiOne brand now in its model family — the Boxer 726DT. This is a popular European-style design, offering a seat, articulating body, big lift heights, ROPS and a distinctive approach to the market. Measuring only 39 in. wide, the 726DT moves effortlessly through gates, doors and other tight spaces while offering a telescopic boom that extends the machine's hinge pin height to over 8 ft.

Of course when it comes to the biggest overall selection, be sure to check out smaller manufacturers like Ramrod, which offers 13 models, including specialty units and attachments for markets like roofers, demolition, geothermal and remote control applications.

Married to the Job

To become a made piece of machinery, a compact utility loader needs the ideal marriage of a robust frame and a steel heart. In every unit, engines are the fiery power plants of the machine and its tracks or wheels are its sturdy set of legs. All are crucial components in your mini tool carrier's life cycle, keeping it strong and efficient on worksites.

When it comes to the power plant, 25-hp engines are the most common; diesel is popular among construction and some landscape contractors (who want a long lasting engine with good fuel mileage) while gas is popular with the rental yards and landscape operations who use other gas equipment (and who are more comfortable with gas engine technology). Kohler, Kubota, Kawasaki, Honda and Perkins are popular engine OEMs in the compact utility market.

"The majority of compact utility loader engines are in the 20-plus-hp range," notes Lawrence. "Gas models are more popular in rental

Increasing Rental Power

Five Questions with Compact Power Marketing Manager Andy Lewis

CE: How can a new renter judge the quality of a rental yard and a good compact utility loader?

A clean machine is always critical to contractors. Not only will they have more appeal from the consumer's perspective, they have to use these machines all day and don't want to sit or stand in the mess left behind from a previous renter. Customers tend to expect a rental yard to stock the array of attachments they might need. They want an expert rental professional that can recommend attachments to simplify their tasks, reduce man hours and deliver a quality job.

The equipment should be regularly serviced and the wear items such as tracks should be in good shape. A good service center can make the difference between happy customers and disgruntled customers. Lastly, many contractors expect a rental yard to be able to recover a downed machine and provide a replacement the same day if logistically feasible.

CE: How much does it cost to rent a compact utility loader? Daily, weekly and monthly?

It's important to note that with the increase in size, comes an increase in power and performance. Often the larger units come with features and functionality not available on the smaller units, so rental prices may be higher. While markets do vary and supply and demand is always a key attribute, I'd provide the following suggested rental rates:

Smaller units (+/-) 20 hp with a bucket: daily \$100; weekly \$300; monthly \$900.

Medium units (+/-) 27 hp with a bucket: daily \$150; weekly \$400; monthly \$1,150.

Large units (+/-) 30 hp with a bucket: daily \$190; weekly \$580; monthly \$1,800.

CE: How much do attachments cost to rent? Daily, weekly and monthly?

Non-hydraulic attachments can range from \$10 per day, \$30 to \$90 for a week and \$60 to \$180 a month. Hydraulic attachments can be as little as \$50 per day, \$150 to \$450 respectively for a week or month. For the more complex attachments with more moving and wear items, one could expect prices of \$100 per day, \$300, \$900 respectively for a week and month.



The only way to travel with a CUL is a customized trailer package.

CE: What's the best way to haul that compact utility loader?

No questions asked the best way to transport a compact utility loader and all the correlating attachments is with a system trailer. I cannot say for certain that all manufacturers manufacture the trailers that carry them. Boxer Equipment does have in-house trailer manufacturing under the brand name ProHauler.

CE: What are the advantages when renting for your small loader needs?

Clearly this would have to be considered on a case by case basis. If you have the occasional need for a compact utility loader then renting would be a clear choice, but for the landscape or utility professional that use these machines on a daily basis, acquisition would be the way to go from a cost perspective. The distinct advantage to renting is the lack of maintenance. However, these machines are built very sound and do not require degreed mechanics to work on them, though we do encourage you have your machine serviced by an expert.