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HOW INDY LIFT PULLED THE PIN

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RENTAL: ELECTRIFIED



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Company business type (check all that apply)

- | | |
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| <input type="checkbox"/> Heavy Equipment Rental | <input type="checkbox"/> Equipment Manufacturer |
| <input type="checkbox"/> Equipment Dealer/Distributor | <input type="checkbox"/> Independent Sales Rep. |
| <input type="checkbox"/> Other _____ | |

PRIMARY rental market served (check one)

- | | |
|---|---|
| <input type="checkbox"/> Construction Contractor | <input type="checkbox"/> Industrial Contractor |
| <input type="checkbox"/> Do it yourself/homeowner | <input type="checkbox"/> Party/Event <input type="checkbox"/> Other _____ |

Approximate annual rental volume

- | | |
|--|--|
| <input type="checkbox"/> \$0-\$500,000 | <input type="checkbox"/> \$500,001-\$2 million |
| <input type="checkbox"/> \$2 million-\$4 million | <input type="checkbox"/> \$4 million-\$6 million |
| <input type="checkbox"/> \$6 million-\$8 million | <input type="checkbox"/> more than \$8 million |

Employees at this location

- | | |
|--------------------------------|-------------------------------------|
| <input type="checkbox"/> 1-10 | <input type="checkbox"/> 11-20 |
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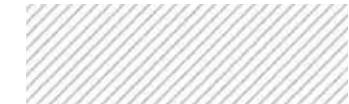
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WELCOME



CLAIR URBAIN

ARE YOU READY TO PULL THE PIN?

Interviewing Jenny and Tom Indykiewicz, former owners of Indy Lift in the Minneapolis area and this issue's cover story, was an interesting experience. It was an exercise in learning life's lessons and its one of those lessons where you learn as you go, but when you're finished with it, it's knowledge gained that you likely won't need again.

I am glad that the Indykiewiczes consented to the interview to share their retirement journey. After some in-depth meetings with their financial advisor, they officially closed their doors mid-2022. From their due diligence, they decided to auction off their inventory of aerial and lift equipment as opposed to selling their location and inventory to a competitor or investment group. With the supply chain crippling equipment deliveries, they found an eager audience of bidders interested in obtaining their well-maintained fleet of equipment.

If you are thinking about retiring from the equipment rental business, tap into counselors who are familiar with the ins and outs of the world of rental.

They recommend that others who are thinking about retiring from the equipment rental business to tap into counselors who are familiar with the ins and outs of the world of rental. Those familiar with how deals come down with various investors can provide some great insight into selecting an exit strategy that aligns best with your goals.

It's also not something that should be executed from start to finish in a few months. The amount of soul searching, strategizing and planning to execute the process takes some time. Experts recommend starting on your exit plan long before you begin to execute it to achieve the smoothest transition for all parties involved – including employees – who may stay with the new owner or need to consider other avenues for employment.

Once the Indykiewiczes liquidate the remaining parts inventory, they can settle into Tom's new man cave – the former shop – to pursue their lifelong dream of collecting hot rods and finish dressing out his 36-year old Nova car project.

Tom and Jenny, we hope you enjoy your retirement and we thank you for sharing your insights about your journey!

Clair D. Urbain

Contact: Clair Urbain at: curbain@urbaincomm.com

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PUBLISHER, EDITOR
Clair Urbain, Owner
Urbain Communications, LLC
curbain@urbaincomm.com

SALES
Kari Elbert
Associate Publisher
kelbert@urbaincomm.com

David Elbert
Associate Publisher
delbert@urbaincomm.com

ADMINISTRATIVE
Megan Levake
Account Services
acctsvcs@urbaincomm.com

Wendy Chady
Circulation Manager
bwchady@charter.net

Reid Urbain
Audience Development
rduurbain@gmail.com

DESIGN AND PRODUCTION
Todd Garrett
Creative Director - Dead Oak Design
deadoakdesign@gmail.com

CONTACT US
1539 Radhika St.
Fort Atkinson, WI 53538-3124
920.723.3476 | 920.563.4653 Fax

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» Tom Indykiewicz and his daughter, Chelsey KLasnich.



PULLING THE PIN

JENNY AND TOM INDYKIEWICZ DECIDED TO LIQUIDATE INDY LIFT IN 2022. HERE'S HOW THEY DID IT AND WHY. By Clair Urbain

After 23 years of owning and operating Indy Lift in St. Michael, Minnesota, owner/president Jenny Indykiewicz, and her husband, Tom, operations manager, truck driver and mechanic, decided in July, 2022, it was time to pull the pin.

For readers who don't have an agricultural background, that's an end-of-chapter/retirement euphemism. With its roots to unhitching an implement from a tractor, it's the time when one decides to take a different direction in one's life. Earlier in a career, it means a change in jobs or vocations; later in life, it means to retire. For the Indykiewiczes, the latter definition applies.

"Tom began his career in 1980 in the lift rental industry, says Jenny. "He's been with other rental companies, and through various promotions became a branch manager, but he was one of those affected by a corporate buyout in 1999. Customers began calling me directly to encourage Tom to start his own business," recalls Jenny.

Until that point, Jenny worked as a human resource professional; but when she and Tom started Indy Lift in 1999, she came became

president and inside and outside salesperson for the company.

Points of difference

While the company qualifies as a women-owned business, Jenny says the company didn't directly benefit from that standing. "However, contractors who were working on government jobs could list us as a minority-owned supplier in their contracts," Jenny explains. When state-run agencies talked with their contractors, they would often recommend Indy Lift as their preferred lift provider.

Indy Lift offered scissor lifts, boom lifts and telehandlers to customers throughout Minnesota. When it was time to liquidate, it had 185 units and a warehouse of parts for sale. "Our success has always been in the fact that we promote and teach safety," says Tom, "That is what we built our business on over the years."

While Jenny has been the primary inside salesperson, their daughter, Chelsey Klasnich, has been involved with inside and outside sales and lift operator training for the last nine years and enjoyed working in the rental industry. The company had a total of seven employees.

"I think if you work hard at your business,



» An aerial view of Indy Lift just before the sale. Some equipment was sold before auction; if they had to be on the lot with all of the units going to auction, it would have been difficult to park them all at the St. Michael, Minnesota facility.

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The liquidation sale
was September 15
and 16, 2022.



Tom and Jenny Indykiewicz,
owners of Indy Lift.



it pays off in the end. It's been a good ride for us. I have no complaints and we love all our customers who supported us for 22 years. I think the hardest part for us was to let them know we were shutting the doors. Some of them came in and told us how much they hated us shutting our doors, but how much they loved us and respected us and that they will miss our service. We were very diligent about our level of service and support to our customers. I spent a lot of nights and weekends delivering equipment to customers so they could be ready to roll the next morning. That's how we did it," says Tom.

In addition to servicing its own rental fleet, Indy Lift mechanics provided maintenance, inspection and training services for companies that also owned their own lifts. In the end, that was the catalyst for deciding to liquidate the business over continuing the business or selling to another entity.

"We are located 34 miles northwest of downtown Minneapolis. There are very few qualified service technicians; they very hard to find. I know we can train them, but we had such a good reputation. Our technicians were not parts changers. We actually could trouble-shoot, diagnose and repair equipment and we didn't want to stray from that.

"When the mechanics decided they didn't like one of our other workers, they resigned their positions. We could have made employment adjustments, but decided it was time to retire," says Jenny. "In this job market, there are so many job offers that you never knew when the day was coming that they were going to leave. Just the bonuses alone companies are using to attract skilled workers are incredible.

You just get tired of being held hostage by your employees."

Decision process

Liquidating the firm was not a spontaneous decision in July, 2022. Instead, the Indy's had been thinking about exit strategies for several years.

"We worked with an advisory firm on selling our business. We started with them in 2020 when we were very confidentially seeking a buyer for the company. We didn't want it made public because we didn't want to lose employees if they knew we were for sale and we didn't want our major competition to know that we were for sale. While we generated some interest, we weren't willing to stay on long term to run the company and the investment firms that had any interest wanted us to stay on for two to three, four or five years, and we just weren't willing to do that," says Jenny.

The Indykiewiczzes say the groundwork with their advisor before making the decision to liquidate the business was invaluable. "Just learning about what to expect from investment companies trying to buy your business is helpful," says Jenny.

"He told us basically how big companies operate," says Tom. "They want to structure their deal to keep your money for as long as possible. He walked us through all of that. We didn't know about buybacks and all that kind of stuff. We did not know that and that is what we learned from those guys."

"We learned from an advisor that a deal can look great on paper with the selling price, but when you dive into the details and find you have earn-outs, must leave working capital

behind, account for working capital adjustments and write offs after close of inventory that the buyers write off at your expense, plus the owners must stay on at closing for a term. Those were concerns of ours," Jenny says. "Since we had never sold a business previously, this information was extremely helpful. It clarified our options. Bottom line, you need to look at all the numbers and make a decision that is right for you and your company. We were also concerned that a new company may not take care of business the way we took care of business."

Auction time

After exploring their options and gauging the used equipment rental market at the time, Jenny and Tom decided that a two-day auction was the best route to take. "We worked with Ritchie Bros. in one of its regional auctions. The equipment stayed in our yard; we did not take it to the auction yard," says Tom.

Daughter Chelsey sold some equipment out of the fleet before the auction. "We were very comfortable with the auction process because that's how we mostly acquired and disposed of equipment over the years," says Jenny. "We had equipment everywhere in the yard; if we hadn't sold some pieces before the auction, we would have run out of room!" However, 10 days after the auction, the yard was empty. All that remained was a parts inventory and one telehandler for snow removal.

"We continue to sell off our parts inventory; most of that has been by word of mouth. We are down to the little stuff in comparison to the fleet. It's amazing how people will pay a good price on a piece of equipment but argue \$10 over a little item, like a part," adds Jenny.



"If you are selling to somebody, you want to really think through to the bottom line." — JENNY INDYKIEWICZ

The new reality

They continue to sell off parts inventory and will likely begin posting items online. "In the meantime, Tom now has a 6,900 square-foot man cave that was our shop and office building," says Jenny. He's using it to finish work on some hot rods that have been their passion over the years. His separate business, Hot Rods and More, has eight cars in its inventory.

"He has a 36-year Nova project car that he is finally getting time to work on. It's a nice change from working on all the trucks, trailers and deliveries," adds Jenny. They own the building and will likely put it up for sale sometime in 2023.

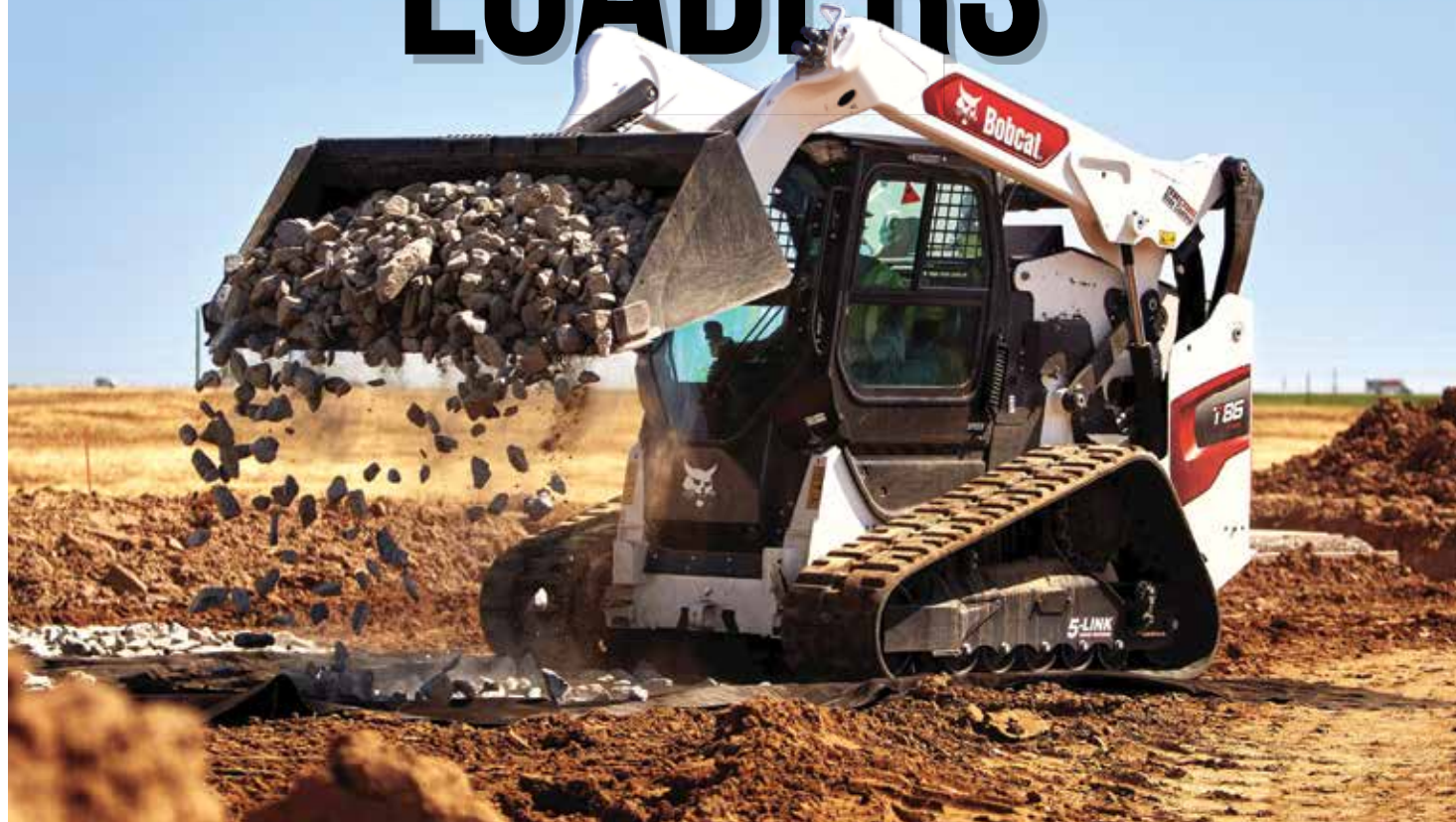
"If you are selling to somebody, you want to really think through to the bottom line. We had some buyers that we didn't think would continue the business like we ran it. We were diligent about our service and trucks and people. We were committed to delivering equipment on time and taking care of our customers. We felt we could have sold the business to someone else, but we wanted to protect our 22-year reputation. We didn't want another company to take our reputation down the toilet," says Tom. **PCR**



Indy Lift specialized in providing boom and scissor lifts as well as telehandlers to customers throughout Minnesota.

The Indykiewiczzes also sold off their truck fleet in the auction, which was part of a regional auction sponsored by Ritchie Bros.

COMPACT TRACK LOADERS



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RESPONSIVENESS
AND VERSATILITY.**



Marketing Manager
**MIKE
FITZGERALD**
Bobcat Company

■ AIM FOR ATTACHMENT VERSATILITY

Compact track loaders (CTL) have always been powerhouses of the job site, but OEMs are adding features to make these machines even more powerful and versatile than ever before. Customers value features that help maximize their productivity on the job site and are easy to use, which is particularly important

for rental customers.

Bobcat recently launched its most powerful loaders yet with the T86 compact track loader and S86 skid-steer loader, delivering more usable engine and hydraulic horsepower. Setting the T86 apart is Bobcat's exclusive Premium Power Performance, a power management system that distributes power more efficiently on loaders equipped with high-flow and super-flow hydraulics.

The T86 also offers more attachment versatility and productivity with its optional super-flow hydraulics. It's the first loader of its kind to offer three hydraulic flow options:

- Standard Flow (23.0 gpm, 3,500 psi) Standard on the T86; it operates attachments that require lower hydraulic horsepower.
- High Flow (36.6 gpm, 3,500 psi) This optional system provides additional hydraulic power to boost production of attachments such as a flail cutter, trencher, planer and stump grinder.
- Super Flow (42 gpm, 4,061 psi) With optional super flow, users can tackle the most demanding attachment applications, including pavement milling and clearing land of trees and brush.

The T86 features a larger, higher capacity radiator and a cooling fan that is about twice the size of traditional fans. The fan achieves more cooling at a slower rotation and is more energy efficient. It also has a higher capacity radiator, larger auxiliary hydraulic hoses and lines and reversing fan. It comes standard with an enclosed cab, dual-direction bucket positioning and the Power Bob-Tach system.

When considering new models in your fleet, first consider your customer base and their job site needs. If most of your customers are working in urban spaces with size restrictions, smaller compact track loaders can increase utilization.

Understand the types of jobs customers are renting the machines to support. Consider getting a unit with various auxiliary hydraulic-flow options, like the T86 compact track loader with super flow, to power more demanding attachment needs.

Rental centers can maximize their machine versatility and ROI by offering a variety of attachments to transform a compact track loader into a do-it-all machine to tackle job site demands. After buckets and pallet forks, other high-demand attachments for rental consideration are augers, grapples, brooms, trenchers and breakers.

To get the greatest ROI from any compact track loader, stay on top of service and maintenance to extend the equipment's longevity. Make the investment for comfort and productivity features. It helps position your company as the go-to resource for compact track loader rentals. Consider features such as heated and cooled cabs, two-speed travel and superior undercarriage technology with suspension.

Offer a wide variety of attachments to

rent with the CTLs. Know your product and customer by keeping detailed records of your rental inventory, including customer history, telematics information, service and maintenance history and/or any known customer feedback regarding the equipment.

Keep your equipment clean. A fleet in good condition is more likely to be treated well by your customers and employees, reducing repairs and maintenance expenses as well as boosting your company reputation. Clean equipment also helps identify any maintenance needs sooner, which if addressed quickly, minimizes downtime.

Finally, know when it's time to upgrade your fleet to offer your customers more versatility and performance as new models continue to evolve and improve.



Product Manager
**JEFF
JACOBMEYER**
Case Construction
Equipment

■ COMFORT + CONFIDENCE = PRODUCTIVITY

A general perception has always existed around rental equipment, that simpler is better. That doesn't mean, however, that equipment for rental businesses needs to have fewer features. Manufacturers are finding ways to build

in more advanced technology that delivers improved performance and does so intuitively. Features like electro-hydraulic controls are now easier to use and more intuitive than before, helping each operator work a machine how they like based on their preferences and skill levels.

Similarly, it's easier than ever with features like Hydraulics on Demand to properly dial in attachment performance that is critical for rental operations with a strong rotation of attachments. It makes it easier for an operator to dial in hydraulics performance to each attachment's optimal performance parameters.

Overall, the operator interface in modern compact track loaders is more intuitive with a more automotive style and feel. This helps operators who may not be as familiar with each make and model get comfortable in the machine; a comfortable and confident operator is a more productive operator.

Features that help simplify performance are also the types of features that make customers repeat customers. If they enjoy the experience with a machine, they will return for more.

It's always important to understand the types of customers and businesses that will regularly rent from you, and how that translates to the optimal type and style of compact track loader(s) you have in your fleet. In highly populated

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Manufacturers are finding ways to build in more advanced technology that delivers improved performance and does so intuitively.

EQUIPMENT INSIGHT

large-scale developments, then more large-frame units with higher operating capacities and auxiliary hydraulics may be preferred. If you're in an area that's more rural with landscaping and more light-duty type of construction work, then lower-horsepower machines or units with fewer bells and whistles may be in demand.

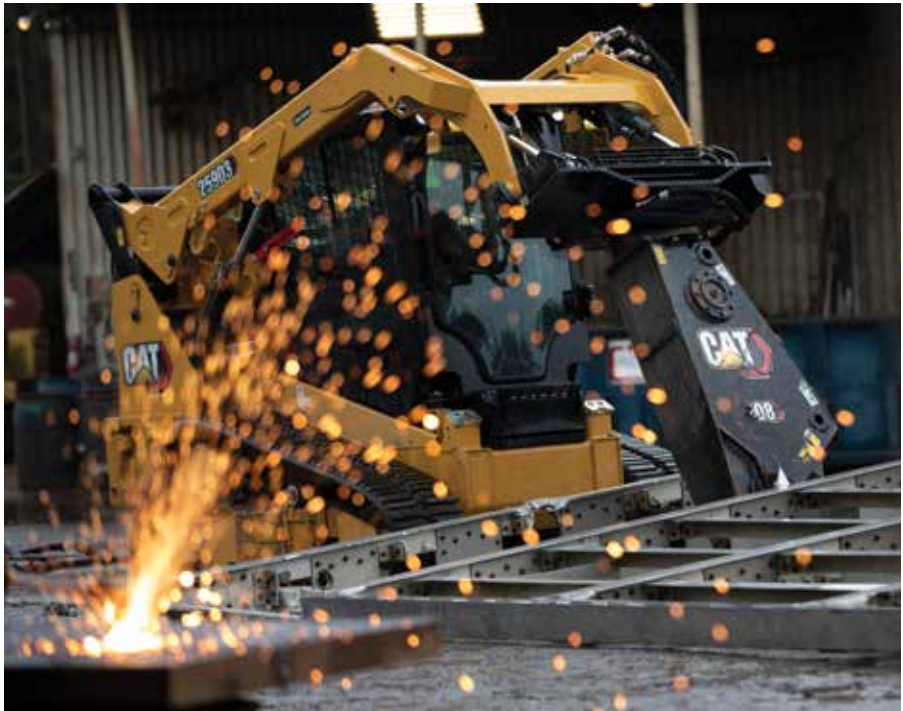
Keep in mind transportation options. What can your truck fleet handle or what do most of your customers have for transportation options? If the bulk of your client base is weekend warriors or light-duty contractors, then it's best to focus on smaller, easier to transport units. This is less of a concern in larger markets with larger contractors, as most will be able to haul all sizes of compact track loaders with ease.

Environment is important. If you're in northern states, an enclosed cab will be important because that will help ensure operator comfort even in colder temperatures and opens that machine up to be a rental asset in snow removal operations.

Telematics, which is optional on Case B Series compact track loaders and standard on the TV620B model, is an excellent tool for rental businesses as it allows rental centers to monitor the performance, use and location of the machine. This helps managers keep ahead of service schedules with a real-time view into machine hours; it helps alert the owner if something is going wrong with it so it can be proactively addressed before it turns into downtime; and it helps precisely locate equipment when it's time to pull it back off rent.

Profitability goes up with utilization. Utilization goes up with the more things that single asset can do and the more often it is out on rent. An asset that is out on rent 80 percent of the time is going to have a greater ROI over its life than a machine that only goes out on rent 50 percent of the time.

One of the best ways to do this is through attachments. Outfitting a compact track loader with an auxiliary hydraulics package that can run a broad array of attachments makes it suitable for dozens of other tasks besides just being a loader. The more a machine can do, the more your clients will want to rent it. Hydraulics and attachments make that



Product Specialist
KEVIN COLEMAN
Caterpillar

a reality.

■ MAKE NOVICES LOOK LIKE PROS

Customers are looking for equipment that offers features to help make operation easier and more productive while helping turn a novice operator into a skilled operator. These features can aid customers in saving time and/or making more money by automating repetitive tasks like grading, digging and loading. While still reasonably new in the marketplace, these types of labor-saving features have been available on all Cat skid steer loader and compact track loader models since 2013 in the form of Dual Direction Self-Leveling, the Return-to-Dig and the Work Tool Positioning features.

The Dual Direction Self-Leveling system ensures optimum material retention and load control when truck-loading material or handling palletized products; Return-to-Dig allows the operator to fully lower the loader and return the bucket or attachment to a pre-selected angle with the touch of a button; and the Work Tool Positioner allows the

All Cat D3 Series compact track loaders have Cat Smart Technology that ushers in the highest level of integration between the machine and the line of Smart Attachments.

operator to set the working angle/tilt position of any attachment, achieving better control and finish quality.

All Cat D3 Series compact track loaders have Cat Smart Technology that ushers in the highest level of integration between the machine and the line of Cat Smart Attachments. This technology allows the machine to recognize when one of the Smart Attachments is connected and tailor the controls and operator information to match the tool and the task. The family of Smart Attachments include a backhoe, grader with assist and dozer with assist.

For Cat compact track loaders operating Cat Cold Planer or Wheel Saw attachments, Cat Smart Creep matches the machine speed to cutting conditions. By continually sensing the attachment load, Smart Creep increases machine speed when encountering less resistance and slows the machine under higher load.

Selecting the correct machine size, type and how to equip them can be challenging. Should the unit(s) be a small, medium, or large frame? Standard auxiliary flow or high flow? Enclosed cab or open canopy? Each decision will influence the return on investment (ROI) via

the acquisition cost, maintenance costs, rental rates and the attachments that can be rented with the machines.

Today's machines are being rented with a growing variety of attachments. In some locations, the focus is on small- to mid-size models. The mid-sized models are popular with rental customers due to the high performance delivered in relatively compact chassis size. This size is also easy to transport and can nimbly maneuver on tight job sites. Their performance allows them to be paired with many attachments. This versatility allows for excellent asset utilization and potentially more revenue for rentals that include multiple attachments.

In some regions, fleet utilization is increased by including larger machines in the fleet for handling larger loads or operating large, high-production hydro-mechanical attachments. Consider all these options before deciding what machine type, size, and features best suit your rental customer's needs.

To increase demand and ROI with these units, look for maximum versatility for minimum investment. Rental centers and customers are looking for ways to do more with their equipment to maximize their return on investment.

Rental centers are also looking for equipment that's easy to maintain after rent, easy for the customer to maintain while on rent, and ways the equipment can be used without damage. Machines that provide in-cab monitoring and messaging to communicate when routine maintenance is due are a huge benefit for the customer and the rental center.

Routine maintenance should be quick and simple to do without requiring bolts or panel removal. Other routine maintenance items should be easy to locate and access without requiring components to be removed. Look at the access to check and add fluids. These lead to improved equipment maintenance when on rent and quicker turnaround when the equipment comes off rent.

To help protect the investment, Cat compact track loaders deliver a rear-view camera-viewable image on the in-cab monitor. This provides excellent visibility to objects low to the ground behind the machine. It gives operators more confidence while avoiding items that could be damaged on the job site and/or potentially damage the machine.

Rental centers are also recognizing the value that tracked machines provide vs. a comparable-sized skid steer. Compact track loaders offer higher-rated operating capacity, more stability, lower ground pressure, less ground disturbance and a broad range of application capabilities than a rubber-tired skid steer. Cat compact track loaders are well-suited for a rental situation where it is difficult to control the application, material, maintenance and operating technique of their customers. The durable steel-embedded track and steel undercarriage compo-

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EQUIPMENT INSIGHT

centers. They also feature a standard torsion suspension undercarriage which helps extend track life while delivering improved traction, increased operator comfort and better material retention.



Solutions Marketing Manager
LUKE GRIBBLE
John Deere

■ ATTACHMENTS ADD VERSATILITY

One advance that allows operators to get the most out of their compact track loader is hooking up one of the many attachments compatible with the loader. John Deere's expanding lineup includes more than 100 models, so you're sure to find the right tool for the job. They're compatible with many comparable machine brands, and each attachment is backed by the John Deere parts, service and warranty coverage. By quickly adding an attachment, you can watch productivity simultaneously increase.

John Deere's attachment technology allows operators to switch between attachments easily. For example, with the self-cleaning Quik-Tatch easy-attachment system, you can go from bucket to grapple in no time, significantly increasing productivity.

Additionally, compact track loaders are incorporating telematic software such as JDLink, which remotely connects owners and managers to their fleets. This system allows customers to keep an eye on their machines while away from the job by delivering in-depth tracking information through real-time alerts and reports. If customers have access to the internet, via computer or smartphone, they can receive reports about their equipment and how it's being used. By providing alerts, JDLink helps customers keep track of their machine's health and usage, which can maximize uptime and prevent costly service interruptions.

These advances are designed to help customers get the most of their investment with greater performance and increased efficiency.

When rental centers think about bringing new compact track loader models into their rental fleets, they must



High-quality machines and proper routine maintenance will help limit maintenance downtime, ensuring the job site is always running on schedule.

prioritize time, versatility, and quality. Quality of the machines is very important when renting to companies with tight turnaround times. The machines should have the ability to run for longer periods of time even when faced with harsh conditions. High-quality machines and proper routine maintenance will help limit maintenance downtime, ensuring the job site is always running on schedule.

Additionally, customers are always looking for ways to increase efficiency and convenience on the job. Machines that offer versatility are an attractive option for any operator.

Rental centers should consider expanding their lineup to include compact track loaders once they have assessed customers' needs, job site conditions and the specific tasks needed. For those working on job sites that include soft ground conditions or steep terrain, compact track loaders are an ideal machine solution. Compact track loaders are an enticing option for most operators and rental centers as they are suited for all sorts of weather conditions and can tackle a variety of tough terrains on any given job site.

Rental centers can increase demand for a given machine by making sure it is configured to meet the needs of the market. Model size, transportability, arm length and track type will dictate the demand for the compact track loader. Understanding the requirements of the

local customer base and then assembling a rental fleet based on those needs will return the highest yield. Standard rubber tracks, and optional arm and counter-weight configurations are the ways John Deere tries to make its compact track loaders appealing to a broad set of users.

Track maintenance is vital to the performance and uptime of any compact track loader. By training operators, inspecting and cleaning tracks and maintaining proper tension, track life can be extended, limiting downtime and reducing operating costs. While these machines are some of the most reliable in the John Deere equipment portfolio, following regular maintenance will help rental centers get ahead of potential downtime issues and major repairs



Product Manager, Construction Equipment
JERRY CORDER
Kubota Tractor Corp.

■ TAKE ADVANTAGE OF TELEMATICS

Customers are seeking advances and efficiencies across the board for compact track loaders, including increased comfort, operation upgrades for convenience and updated technology inside and outside the machine. Kubota's newest compact track loader is the SVL75-3 that comes with a new



Customers are seeking advances and efficiencies across the board for compact track loaders, including increased comfort, operation upgrades for convenience and updated technology inside and outside the machine.

one-piece sealed cab. Inside the cab, there is a new 7-inch touch screen which includes keyless start, integrated Bluetooth and a digital gauge display. A standard wide-angle reversing camera offers a 176-degree field of view.

The engine bay places the radiator on top of the engine and the fuel tank in the door for unrestricted access to the battery, service filters and fluid fill. Front and rear LED lights are now standard, enhancing visibility in low-light conditions.

The Advanced Auto Downshift from Kubota excavators is standard; it automatically shifts from high to low speed when turning. Kubota's Advanced Multi-Function Valve enables simultaneous operation of the machine, bucket, and auxiliary hydraulic attachment.

Knowing the market that you are competing in is the most important factor when considering adding units to their fleet. Compact track loaders are most popular with professional contractors, but residential users are outpacing the contractors' growth rate.

Using telematics is the best way for a rental center to increase ROI. It is a reliable way to track service and maintenance intervals which can increase longevity. It can also alert when a machine

throws an error code. Technicians can use the error code to act proactively and rental centers can swap out machines so customers can keep working and reduce downtime

Telematics also can geofence, creating a virtual perimeter in a geographical area. A rental center can create custom perimeters around facilities and can be alerted when machines leave or enter the designated perimeter.



Product Marketing Manager
RYAN ANDERSON
New Holland

■ GREATER SOPHISTICATION YIELDS PRODUCTIVITY

Advances with the machine include greater as comfort, ease of operation and performance. New Holland engineers have included an 8-inch LCD multifunction display that allows the operator to use many custom options, including EZ EH control adjustments, backup camera, menus that allows tracking maintenance schedules and shutdown timers.

For operator comfort, engineers have maximized the legroom in cabs by mak-

ing changes to control arms and overall ergonomics by placing controls and buttons in the operator's field of view so there are no hidden controls. The cabs come standard with a Bluetooth radio for hands-free calls.

New Holland EH machines come standard with ISO and H-pattern control selections. The EZ EH controllability allows the operator to regulate how the machine behaves. The electro-hydraulic controls offer adjustments and enhanced performance through New Holland's Load Management System that provides additional power to the drive system and won't allow the machine to stall.

The variety of attachments and applications for compact track loaders grows every year. Popular attachments coming out include new drum-style mulching heads, rotary cutters and precision graders. High-flow auxiliary hydraulic attachments require more hydraulic performance from the machine, so New Holland offers auxiliary hydraulic packages such as Enhanced High Flow for 90 horsepower and above machines.

When contemplating adding more compact track loaders to the rental fleet, consider whether a radial or vertical lift machine will better meet customers' needs. If a customer is looking for better digging performance, radial lift is going to be more suitable. For primarily loading and material handling, vertical lift offers greater reach of the vertical lift at the top of the lift cycle.

Another point to consider is the customer acceptance of different emissions technology. If customers are not comfortable with having to add diesel exhaust fluid (DEF) to rental machines, consider keeping your rental fleet at 74 horsepower or below.

Rental centers can increase demand or increase ROI with preventive maintenance schedules that can help avoid unexpected parts and service costs.

To increase demand, make sure customers are getting the most out of the versatility of a compact track loader. Having a wide offering of attachments for many applications will increase the usability of a compact track loader.

To take that point further, offering a

continued on page 18 →



When contemplating adding more compact track loaders to the rental fleet, consider whether a radial or vertical lift machine will better meet your customers' needs.

compact track loader with a mulching attachment may not be enough. Mulchers require a high level of skill and operator knowledge to be safe and effective. To provide a high level of service, it may be best to include a skilled operator with the rental.

To increase demand, having an appropriate level of machines in the fleet and have them on display. It will allow you to serve more customers and make your market aware of your capabilities to meet customer needs.



Product Marketing Manager
KAITLYN INGLI
Toro

■ STAND-UP MODELS
GO ELECTRIC

Operators report they want three things: versatility, ease of use and reliable power. Toro is constantly working to design new equipment that meets those expectations and make users' jobs easier.

To that end, standard features in the Dingo line include 360-degree visibility, allowing the operators to be highly aware of their surroundings and easily perform any function. By removing the need to

enter and exit a cab, operators have more control of their immediate environment and can quickly step on and off the machine. The controls on Dingo machines are simple to use, which helps reduce the learning curve, ultimately contributing to productivity.

A major trend is battery power. Battery-powered equipment offers contractors more flexibility and easily increases productivity and efficiency. Battery power has opened a whole new door, quite literally, to indoor construction and demolition. The new Toro eDingo 500 is powered by HyperCell, Toro's Li-ion battery solution, which produces zero engine exhaust emissions. This allows contractors to use their units in areas that used to require manual labor or ventilation systems to protect crews.

Because compact utility loaders are so versatile and can be outfitted with multiple attachments, they function as a real workhorse for rental customers looking to get the most bang for their buck. With the growing popularity of the compact utility loader category, many rental houses are looking to incorporate more units into their fleets, but picking the right models is important.

Consider ease of use. Simple, intuitive controls allow customers to get right to work. Think about the types of jobs

your customers most often rent equipment to support. Are they contractors or homeowners operating in tight spaces? Do they need maximum maneuverability with true spin-turn or 4-wheel drive? Are tracks needed? What operating capacity and lift height will be required? Would a ride-on or walk-behind configuration be a better solution? Is there a need for zero emissions? Are there any auxiliary attachment requirements or uses?

Rental centers should position themselves as the experts when it comes to equipment and best practices. Knowing the possibilities and limitations of equipment is essential. Compact utility loaders offer an instant productivity boost and can take the place of several machines, which means rental customers might be able to simply rent one unit vs. several dedicated machines. Compact utility loaders also have intuitive controls and can be operated by almost anyone, no matter their level of experience, which makes them very appealing to weekend DIYers. Ensuring customers are aware of the flexibility and ease of use of these units can increase demand and ultimately ROI.



Because compact utility loaders are so versatile and offer multiple attachments, they function as a real workhorse for rental customers looking to get the most bang for their buck.

Rental houses can quickly build trust with customers by asking the right questions. Listening to the customer and offering advice when appropriate will help match the right equipment with the project and encourage contractors and homeowners to come back for any project they may be undertaking in the future. **PCR**



▲ Practical, versatile track loader

The Kubota SVL75-2 compact track loader is rated at 74.3 horsepower and is suited for a wide variety of landscaping, hardscaping, grading and digging jobs. Available as an open or closed cab, the SVL75-2's side-screen to side-screen width of 36 inches, which means the operator has room to stretch out to be as productive as possible. The vertical lift-arm unit features a rated operating capacity of 2,300 pounds, bucket breakout force of 6,204 pounds and lift arm breakout force 4,766 pounds. Maximum travel speed is 4.7 mph in low and 7.1 mph in high. The auxiliary hydraulic circuit provides 17.4 gpm in low and 29.3 gpm in high.

www.kubotausa.com

▼ Stand-on compact track loader

The new Toro Dingo TX 700 is rated at 700 pounds operating capacity and features the patented Dingo TX 1000 traction controls and a dedicated stand-on platform. Its small size allows it to reach areas larger Dingo models may not. It's compatible with more than 35 available attachments, meaning the machine can be used for a wide range of jobs. The Dingo TX 700 is available in narrow track and wide track configurations.

www.toro.com



Next-gen compact track loader ▼

Cat D3 Series compact track loaders build on D and D2 Series' reputation and include improvements in operator experience, stability and technology. The D3 Series models support Cat Smart Attachments that use technology to recognize Smart attachments and tailors the controls and operator information to match the tool and the task. Undercarriage frame and torsion axle changes reduce machine pitching and rocking, while offering superior ride comfort. They feature two-speed travel to deliver high torque digging performance as well as high top-end speed for travel.

www.cat.com





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| PRODUCT FOCUS | **COMPACT TRACK LOADERS**



▲ **Stand-on unit**

The Ditch Witch SK3000 compact track loader is the largest and most powerful unit on the Ditch Witch stand-on models. It has an operating capacity of 3,100 pounds, 50 percent more than its closest competitor, sources report. It delivers 5,500 pounds of breakout force and directs up to 51 horsepower to the attachment, more than any other machine in its class, sources report. It offers the same level of comfort as the other Ditch Witch SK units. With optional automatic ride control, the machine provides a smooth, comfortable ride with outstanding maneuverability and stability, even when transporting heavy loads across rough terrain.
www.ditchwitch.com/stand-on-skid-steers/full-size-skid-steers/sk3000



◀ **Compact track loader with integrated grade control**

John Deere has integrated SmartGrade, its proprietary grade control technology, into the 333G compact track loader. It enables users to take on new tasks and larger jobs that require accuracy. It increases productivity by completing grading tasks faster with fewer passes and less rework. It is also outfitted with DozerMode so the EH joystick to function like a crawler dozer. With a six-way dozer blade attachment, it can cut a grade and spread materials, streamlining attachment needs and setup time. The blade is fine-tuned to meet the performance needs of a compact track loader and does not require tools to change between attachments.
<http://www.johndeere.ca/>



▼ **Cab-over mini track loader**

The Barreto 825TKL compact mini track loader features the industry's first cab-over design. Routine maintenance components are easily accessed and by completely cabbing over the machine to gain access to the engine, hydraulic pumps and internal components are easily accessed. The unique track tensioning system keeps tracks in place despite challenging conditions. The Tip Over Protection feature locks the unit and shuts off the fuel supply in the event of a rollover situation, preventing engine damage and immobilizing the machine for operator safety. The unit is equipped with a universal attachment plate and it accommodates high- and low-flow industry-standard attachments.
www.barretomfg.com

▼ **Compact dozer loader**

The Case Minotaur DL550 looks like a compact track loader, but in reality is a compact dozer with ripper that can also work as a compact track loader. Weighing 18,000 pounds and working with 114 horsepower, the first-of-its-kind machine delivers true dozing and grading performance as well as powerful site-loading capabilities and compatibility with hundreds of attachments. It has a chassis-integrated C-frame with six-way dozer blade; the C-frame hydraulically couples into the machine chassis and the blade, providing the stability and smooth operating plane of a small dozer while channeling operating power through the whole body of the machine. An optional ripper can tear up tough terrain to simplify dozing and earthmoving operations. The dozer blade can be changed out to a 1.25-cubic-yard bucket or other attachments.
www.CaseCE.com/Minotaur



| PRODUCT FOCUS | **JOB SITE LIGHTING**



◀ **Solar-powered light tower**

The HiLight S2+ from Atlas Copco Power Technique is a next-generation job site lighting system that features four 90W LED floodlights that deliver 21,527 square feet of light coverage. The light tower can be easily maneuvered into place and adjusted for maximum illumination and the solar panels are easy to set up to charge the on-board battery system. The new HiLight S2+ solar light tower provides autonomous operation where solar yield is greater than energy demand, but in environments where energy demand to power the lights is higher than solar yield, the tower can also be charged or powered with Atlas Copco's Energy Storage Systems, portable generator or any external power grid, achieving a total green and clean solution. The on-board batteries can be recharged with solar energy in eight hours or by an external power source in just three hours. The HiLight S2+ light tower offers a robust alternative to temporary diesel job site lighting towers for end users and rental companies operating in infrastructure, construction projects, mining, oil and gas and event sites. Because the portable solar-powered light tower works at temperatures from 23F to 122F, it can operate reliably at high altitudes without derating. It is also ideal for remote work sites.
www.atlascopco.com/en-us/construction-equipment/products/light-towers-us/hilight-s2-plus

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▲ Solar light tower

National Signal LLC offers its Solar Light Tower series with high-powered LED lighting that is ideal in low-to-no-lighting situations such as in traffic, construction, mining, utilities and for security. Models include the Narrow, 750W, 1,000W and the Event Lite; each unit contains heavy-duty LED light fixtures with ultra-high intensity and state-of-the-art LEDs with multiple brightness settings. These high-performance light fixtures are designed to maximize light utility with very little lost light. To optimize charge, the solar arrays are tiltable to 40 degrees. To maximize performance and manage energy usage, the user has complete control over lamp brightness, on/off times and other automatic settings. Their LED drivers are designed specifically for this application. www.nationalsignalinc.net

▼ Worksite lighting platforms

Progress Solar Solutions offers proven worksite lighting platforms with its mobile solar light towers. These units are perfect for work in the field with little to no maintenance or support trips to fuel or operate them. Silent operation and light controls that are timer- or photocell-controlled keeps staff focused on the mission, not maintaining light towers. With more than 35 hours of stored light available at full charge and high-performance LED floodlights, these light towers are logistically superior and allow year-round operation, sources report. There are many options from which to choose, including a hybrid backup generator and wind turbine. www.progressolarsolutions.com



LED temporary lighting system ▼

Lind Equipment's LED Jobsite System is purpose-built to save contractors time and money while creating a safer, more efficient jobsite. All products in the suite work together as one system and are built to exceed military-grade drop-test standards and have IP65 weatherproof ratings. The key to using the LED Jobsite products together is different cable lengths with daisy-chains and triple-tap outlets. The new lighting line includes: the Beacon360 Blaze that can replace traditional string lights or high bay lights to provide 2,500 square feet of light coverage; the Beacon360 Spark that allows a main circuit to run down hallways/corridors and individual lights can branch off into individual rooms; and the Beacon120 High Bay that provides 13,250 lumens to illuminate 2,500 square feet when mounted on a ceiling 20 feet high. It can run 15 lights daisy-chained on the same 15A circuit. www.ledjobsite.com



DESIGNED FOR RENTAL

Skyjack's TH Series telehandlers offer increased machine reliability and longevity, while continuing to offer best-in-class serviceability.



www.skyjack.com

SKYJACK
simply reliable

www.ProContractorRentals.com

◀ Balloon bag light

Multiquip, Inc. offers the GloBug lighting series that features LED technology and includes the GBX24BK model. It is a unique, 2,400-watt LED diffused balloon bag lighting system that produces 399,000 lumens of output that casts a 360-degree, shadow-free lighting diameter of more than 225 feet. It has more than a 40,000-hour chip life cycle, low power demands and instant lamp strike/re-strike capability. The balloon bag automatically inflates within 15 seconds. The cabinet/trailer assembly meets all DOT/NHSTA requirements. A Kubota liquid-cooled EPA/CARB-certified diesel engine powers the light tower and can operate for 200 hours on a tank of fuel. A five-stage anodized aluminum telescopic mast and electrically controlled lamp-tilt actuator provides swift light deployment. www.multiquip.com



▼ Long-running portable light tower

The Trime EL1250H LED light tower has heavy-duty galvanized steel with durable corrosion protection inside and out, so it is tough enough for any job site, but quiet enough for any event. With a 288-hour run time, it only needs to be refueled once a month. A timer allows setting an on/off schedule or dusk to dawn operation. It features four high-efficiency LED lamps equivalent to the output of two metal halide towers. www.TrimeUSA.com



www.ProContractorRentals.com



▲ 15,870-pound capacity telehandler

Applied Machinery Systems offers the Merlo P72.10Plus telehandler. With a maximum load capacity is 15,870 pounds and the low pivot, no-flex boom has a lift height up to 31 feet 3 inches. Top load at full height is 9,000 pounds and maximum reach of 17 feet 1 inch easily manages 4,500 pounds. Powered by a 115 horsepower Perkins engine with Eco Power Drive (EPD) that automatically adjusts engine speed, hydrostatic pump flow rate and hydrostatic engine displacement reducing fuel consumption up to 18 percent. A load-sensing hydraulic pump with a flow-sharing distributor offers high efficiency and smooth operation. The hydrostatic 4WD/3 steering mode transmission and up to 25 mph. The adaptive stability control system (ASCS) recognizes the machine's operating parameters in real time. Depending on the implement in use, the system can vary the response of the machine and the speed of movements. It is also equipped with frame leveling, boom side-shift and inching pedal for safe precision material placement.

www.ams-merlo.com



▲ 12,000-pound capacity telehandler

The new Cat TL1255 telehandler is built on the qualities of its D-Series predecessor with a Cat C3.6L engine that meets U.S. EPA Tier 4 Final emission standards. It also has operator station enhancements improved sight lines, and an expanded range of work tool attachments to increase the telehandler versatility in job site applications. With a rated lift capacity of 12,000 pounds and a maximum lift height of 55 feet, the TL1255 is designed with ample forward reach and three-mode steering to allow placing heavy loads on congested job sites with power and precision.

www.cat.com

▼ High-capacity telehandler

The Genie GTH-1256 telehandler delivers a 12,000-pound capacity and is designed to improve durability, lower total cost of ownership and provide maximum productivity on the job site. It shares many features and parts across the other models in the GTH product line. It delivers more capacity at maximum lift height than any other telehandler in its class, sources report: It can lift 6,000 pounds at a maximum height of 56 feet 3 inches and 3,500 pounds at maximum outreach of 42 feet. Powered by a 120 horsepower Deutz engine with four-speed powershift transmission, it delivers 15 percent greater efficiency in power transfer for picking and placing activities.

www.genielift.com



▼ 15K telehandlers

Expanding the capabilities of its X-Series product lineup, Pettibone introduces its 15,000-pound-capacity (15K) telehandlers. This adds two models to Pettibone's Extendo telehandler line. Each machine is powered by a 117-horsepower Cummins Tier 4 diesel engine and offers a maximum lift capacity of 15,000 pounds. They feature an advanced boom design, including formed boom plates for a high strength-to-weight ratio. Drivetrain and axles provide greater tractive effort with minimal tradeoff on top-end speed. The units offer full-time 4-wheel-drive with limited-slip front axle differential.

www.gopettibone.com



www.ProContractorRentals.com



▲ Mini telehandlers

The Bobcat TL723 and TL923 telehandlers feature redesigned cabs, turbo-charged Tier 4 engines and easy-access service points. The patented hydraulic lift optimizes lift capabilities while providing high-speed movement. The units are equipped with automatic ride control that enables faster travel speeds for increased productivity. Five operation modes give operators the versatility needed for a wide variety of applications. The low-profile boom sits below operator eye level and the redesigned engine basket sits lower for increased line of sight. A unique wrap-around rear-view window gives operators a clear view of the side and rear of the machine. A single, intuitive joystick controls travel direction, lift and tilt functions, boom extension and auxiliary hydraulics.

www.bobcat.com



◀ Super compact telehandlers

Manitou North America offers the Ultra-Light Manitou ULM 412 and ULM 415 super-compact telehandlers. They can maneuver on tight job sites and excel as loaders, telehandlers or rough-terrain forklifts. Less than 60 inches wide and 76 inches tall, they have a maximum reach of 14 feet 1 inch with maximum capacity of 2,755 pounds for the ULM 412 and 3,300 pounds for the ULM 415. They have a two-speed hydrostatic transmission, a 35-horsepower Yanmar diesel engine and four-wheel drive/four wheel-steer. and has 11.5 inches of ground clearance and 8 foot 7 inch outside turning radius. Vehicle weight under 6,000 pounds.

www.manitou.com

▶ Fixed-boom telehandlers

Magni Telescopic Handlers introduces its TH series fixed boom models with best-in-class performance and safety, sources report. The lineup of 6 models have lift capacities ranging from 10,000 to 13,200 pounds, lifting heights from 25 to 79 feet and maximum reach from 14 to 63 feet. The TH series offers a leveling system that assists operators on uneven terrain. This feature allows the operator to adjust the machine leveling loaded or unloaded +5/+10 degrees on either side with a full load chart while in operation. The spacious cab design with unrivaled visibility, full-color digital display, and Load Monitoring Indicator (LMI) provides operators with a comfortable, user-friendly and safe working environment. The Magni TH line is the only fixed boom 10/12K machine in the U.S. that has LMI and Load-Limiting Technology to ensure safe operation.

www.magnith.com

www.ProContractorRentals.com

▼ Compact telehandler

The SJ519 TH is the first compact telehandler in Skyjack's product lineup. "The addition of a compact telehandler means that Skyjack is now positioned to compete in a whole new class of telehandlers," says Malcolm Early, vice president of marketing at Skyjack. "The SJ519 TH also redefines the compact market with its class-leading cab size." This new product offers a 5,500 pounds lift capacity and a maximum lift height of 19.1 feet. With a fully opening door, operators can access the cab with ease. At its maximum reach of 11.25 feet, the SJ519 TH can still lift a rated load of 4,400 pounds. All major service points are easily accessible.

www.skyjack.com



Stand-up compact track loaders have unique maintenance needs, which if properly addressed, can mean the difference between having a machine that's ready for the next renter rather than one that's sitting idle, waiting to be repaired.



STAND-ON COMPACT TRACK LOADER MAINTENANCE

Address these common issues with track maintenance and achieve longer life, more uptime and greater ROI. | by Brad Kukuk |

Demand for stand-on skid steers has grown in recent years, with contractors and a new wave of pandemic-era DIYers seeking the versatile machines for a wide range of jobs. The increased demand is putting a renewed focus on maintenance in rental yards to make sure these compact loading machines are always available when they're in stock.

A defining feature of stand-on skid steers is their track systems. These systems have their own unique maintenance needs, which if properly addressed, can mean the difference between having a machine that's ready for the next renter rather than one that's sitting idle, waiting to be repaired.

Here are seven common maintenance mistakes to avoid to maximize the uptime and readiness of your stand-on skid steer fleet.

Mistake 1: INCORRECT TRACK TENSION

Separation of the track rubber from the track system is the most common cause of downtime for stand-on track loaders. It's critical to ensure the track is properly tensioned every day and before every stand-up skid-steer is rented out.

There are different ways to check track tension, depending on the model.

On machines that use a grease-based

track-tensioning system, use a special gauge to check track tension. A gauge reading in the green indicates the grease pressure is good and the track is properly tensioned. A reading in the red indicates the grease pressure is low and it's time to pump more grease into the grease cylinder. After adding the grease, start the machine, drive it forward one machine length and then recheck the track tension.

While a loosely tensioned track is the more common problem, an over-tensioned track can also cause issues. It can stress the machine's rollers, motors and other undercarriage components, which can eventually lead to downtime. An over-tensioned track can also require more horsepower to run, which can hurt a customer's productivity.

On machines that use a bolt to tension the track rubber, make sure the bolt is screwed in securely to achieve the proper tension. This may require more time and effort than a visual inspection with a gauge – which means people sometimes procrastinate doing it – but it should still be done daily to assure availability.

Mistake 2: IGNORING TRACK RUBBER CONDITION

Just like not checking the wear on your car's tires can result in a flat tire, ignoring the wear on a stand-on skid steer's track rubber can cause downtime.

Watch for exposed cords in the rubber. If you see them, then there are likely broken cords within the rubber, which makes it more difficult to properly tension the track and can lead to the track rubber falling off.

Keep an eye out for metal embeds coming out of the track rubber. This is another sign that it's time to replace the track.

Mistake 3: OPERATING WITH SPROCKET WEAR AND TEAR

Another component to monitor for signs of wear and tear is the track system's sprockets. If you notice the teeth on the sprockets are becoming smaller, then it's time to replace them. While you'll likely discover this issue with a visual inspection, you can also hear it. Narrow sprocket teeth can cause the track system to make loud clicking

noises when the sprockets become misaligned with the track rubber.

Because smaller sprocket teeth can prematurely wear track rubber, it's recommended that you also replace the rubber when replacing the sprockets.

Mistake 4: NOT CHECKING FOR ROLLER BEARING PLAY

If the bearing play on a stand-on skid steer's rollers becomes loose, dirt and debris can get into the rollers and damage the bearings. Over time, this can result in machine downtime.

To avoid this issue, lift the machine off the ground and check the rollers after about every 50 hours of machine run-time. If the bearing play is loose, tighten the castle nut to keep the roller tight.

Mistake 5: SKIPPING ON REPLACEMENT PARTS

When buying replacement parts, don't go online; go to your dealer. OEM replacement parts are recommended because they're designed for your machine and their quality is typically proven with rigorous testing.

In an effort to save costs, some rental companies buy cheaper replacement parts in place of OEM parts. Some even turn to online auction sites in hopes of getting parts at the lowest possible bid.

But as the saying goes, you get what you pay for. When you purchase after-market parts online, you don't know where it's coming from or the quality of parts that you're getting. What may seem like a cheaper alternative to OEM parts may ultimately cost you more in the long run in the form of lower machine availability and more replacement parts.

Mistake 6: KEEPING A DIRTY TRACK SYSTEM

Clean machines don't just look better; they can last longer. Routine cleaning of the stand-on skid steers' track systems can help prevent dirt and debris from getting into the rollers and damaging them. To help keep track systems clean and issue-free, wash them with a hose on a weekly basis and after machines return from renters.

Mistake 7: IMPROPER MACHINE OPERATION

You can't control how customers will use your stand-on skid steers once they leave the rental yard, but you can promote proper machine operation to help reduce the wear and tear that happens to your machines on job sites.

Stand-on skid steers are best suited for use on soil-based job sites with minimal rocks and debris. Operating the machines on concrete or asphalt can accelerate rubber track wear. Advise customers to keep the machines off hard surfaces. If it's necessary for a job, educate customers on how to run the machines on hard surfaces and avoid sharp and quick turns.

Also, advise customers to avoid driving the machines with the track edges pressed against hard walls or curbs. Similarly, advise them to drive over curbs slowly. Driving over curbs at full speed can stress and damage the track system's rollers. Customers should also avoid operating the machines on corrosive materials like salt and fertilizer.

Good maintenance is good business

Maintenance issues shouldn't be a sudden surprise on your stand-on skid steers. By conducting regular maintenance checks, using OEM-quality parts and ensuring proper machine operation, component issues will most likely develop gradually over time meaning you can spot them early and plan their repair.

In addition to following good maintenance practices, consider making maintenance part of the decision process when buying new machines. Designs are constantly evolving to ease maintenance.

For example, even the gauge for checking track tension is being designed out. Soon, you will be able to check track tension just by looking at an indicator on the machine's track system. Newer stand-on skid steers also offer telematics that can track machines, making it easy to know when it's time to do certain maintenance checks. This complete life-cycle approach to track maintenance can help you keep your stand-on skid steers at the ready for customers. **PCR**

Brad Kukuk is the compact equipment product manager at Ditch Witch.

■ 10,000 generators for Ukraine

The Plant & Hire Aid Alliance has launched Power to Ukraine in association with Ro-tary International to send at least 10,000 desperately needed generators to Ukraine.

Ukraine's President Zelensky said that generators had become "as important as armor in helping Ukraine to survive this winter". Zelensky described the Russian bombardment as "blackout and energy terror", creating a desperate situation that has left up to 12 million Ukrainians without power in the depths of winter.

By donating to the Power to Ukraine appeal, you or your company can make a real difference, providing life-saving winter heating to Ukrainian families. "A donation of \$330 is enough to buy and send a generator to Ukraine to help keep these families warm," says Jeremy Fish, the CEO of Ardent, which set up the Alliance. "Working with Rotary International, we're appealing to colleagues across the U.S. rental industry to join us to help reach this ambitious target of 10,000 generators."

The Alliance is working with Rotary Clubs across Ukraine, which will help distribute the generators and confirm that they have only been provided directly to those intended. "This not only maximizes the impact of the campaign, but also gives our generous donors the reassurance that their contribution is making a real difference," says Fish.

To find out more, and to make your donation, visit aid-alliance.com, email ukraine@ardenthire.com or donate by visiting: www.justgiving.com/fundraising/ukraine-gensets.

■ Skid steer loader creators inducted into National Inventors Hall of Fame

Cyril and Louis Keller, the brothers who invented the world's first compact loader, later named the Bobcat skid-steer loader, have been selected as 2023 inductees for the National Inventors Hall of Fame (NIHF).

The NIHF annually recognizes inventors, promotes creativity and advances the spirit of innovation and entrepreneurship.

In the 1950s, brothers Cyril and Louis operated a small machinist-blacksmith shop in Minnesota. A farmer approached them with a need for a self-propelled loader light enough to lift into the second floor of a turkey barn and small enough to clean around the barn's upright poles. The Kellers built a three-wheeled loader with two drive wheels in front and a caster wheel in the rear, the precursor to the modern skid-steer loader.

Melroe Manufacturing Company (now Bobcat Company) was interested in the idea and invited the Kellers to demonstrate their invention at the Minnesota State Fair in 1958. After a successful demonstration at the fair, the Melroe Manufacturing Company was awarded exclusive manufacturing rights to the machine on a royalty basis and hired the Keller brothers to refine the design and put the machine into production.

To improve on the design of the loader, a second set of drive wheels was added to the loader in 1960. The M400 became the world's first true skid-steer loader.

National Inventors Hall of Fame

■ Reman engines for mini excavators

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■ Cordless line expands

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