



*Richard Hedahl
Hedahl Landscape Construction & Design
Silverdale, Washington*

Toro® Dingo® Gets it Done

Compact Utility Loader

Think of how your company would look with 50 more employees. You could open a branch office, expand your service menu and multiply your sales. Then again, 50 employees creates a great deal of overhead. In today's marketplace, running lean – doing more work with fewer people – is a more profitable option for many small businesses.

Thankfully, for landscape contractors, Toro offers the best of both worlds with the Toro Dingo® compact utility loader (CUL). A mighty force in a small package, one Dingo unit can be fitted with more than 35 interchangeable attachments, helping you boost your bottom line without bulking up your workforce. And with Toro's reputation backing every machine, you don't have to worry about the Dingo loader's quality or durability. Its impressive performance grows with your company – and with a Dingo CUL in your equipment fleet, there's no telling how much you can grow.

YOUR WORKFORCE MULTIPLIED. Whether you're pulling out shrubs with the multipurpose attachment, clearing a sidewalk with the snowthrower or hauling away debris with one of the available buckets, the Dingo CUL can help you and your crews finish jobs more efficiently, effectively serving as that additional team member or two! More than one landscape contractor has already had this experience.

"We work a lot of jobs with just two-person crews, and the Dingo really acts as our third or fourth person," says Paul McCaslin, owner of Redbird Landscaping, Fenton, Mo. "There are jobs when we could be taking on a two-

day project, and we're able to finish it in one day with just two crew members and the Dingo. There's not a day that we don't use the Dingo for one project or another."

Bob Maffei agrees, noting that he's used a Dingo CUL on almost every job his company has completed during the last seven years. "Each crew in our construction department and seasonal services department, which handles heavy maintenance, carries a Dingo," says the owner of Maffei Landscape Contractors, Mashpee, Mass., adding that the company currently has 11 Dingo CULs in its fleet. "If we didn't have the Dingos, we'd have to put more people on the road, we'd have to invest in more training for all types of work, and we'd displace management that much more to handle all the additional people and overhead."

Currently, Maffei Landscape Contractors has a

A Dingo loader can help you...

- Maximize manpower and minimize hand labor
- Finish jobs faster so you can take on more work
- Handle virtually any task, with versatile attachments
- Maneuver in tight spaces
- Go almost anywhere with a light footprint

TORO.

Count on it.

staff of 70, which Maffei says would be dramatically increased if they didn't have the Dingo loaders. "We would have to run four- or five-person crews to replace a three-person crew and a Dingo," he says. "The bottom line is that the Dingo was able to reduce our need for labor, which is a tremendous cost savings."

As a result of savings on labor and associated costs, Dingo equipment users can attribute their profitability to the machines and their unmatched utility. "I'm not the best businessperson, but there are a lot of contractors who have the same problem – we're good at the work, but not always at the business," says Richard Hedahl, owner of Hedahl Landscape Construction & Design, Silverdale, Wash. "I know that I have to mark-up my products and services to generate a profit and make a living, and I would say the mark-up and



profit I collect is very much in the cost-savings of the Dingo. My overhead is high for having a small crew, but I demand the best equipment and the best employees and that costs more – but it also produces a

better product and happier clients that will come back and let us do more work for them."

Hedahl, who's been using Dingo CULs for four years, doesn't know what it would cost to do the work by hand anymore, but he's certain of the edge the machine gives him over his competitors. "Our typical jobs range from \$10,000 to \$15,000, but we've done award-winning projects that were as high as \$55,000, all of them with the Dingo," he says. "On jobs like that, I know I can be in and out of the project with two crew members and a Dingo in the same amount of time it would have taken another contractor with six crew members and no Dingos. The cost savings in labor, insurance, unemployment and downtime is, to me, the value of at least two or three crew members."

UNMATCHED VERSATILITY. Undoubtedly, the most attractive aspect of the Dingo CUL is its ability to serve as 35 different pieces of construction and maintenance equipment – or more – in one, compact machine. With a wide range of attachments from which to choose, there's almost no job the Dingo loader can't do. Moreover, its compact size means there's almost no property the Dingo CUL can't access.



Getting Attached

Because labor is the single biggest expense landscape companies face, finding tools and equipment that heighten efficiency is essential. With more than 35 hardworking attachments that offer cost-effective alternatives to the jobs you and your crews are used to doing by hand, the Toro® Dingo® compact utility loader (CUL) is the one machine your company can't be without.

Designed specifically for the Dingo machine, Toro's full line of CUL attachments offers contractors a perfect fit plus superior performance. Since generic aftermarket attachments aren't matched to the capabilities of a Dingo, performance can be compromised. With these and other hardworking attachments, you can eliminate

Dingo Gets

"My client base is almost 100-percent residential, so we have tight, small, narrow areas to work in a lot of the time," Hedahl says. "Who wants to bring a mammoth skid-steer loader on the property when you only have 10 or 20 feet of space to move around in?" While he'll occasionally rent a skid steer for larger jobs if necessary, Hedahl says his Dingo CULs rarely need to be set aside for bigger machines. "There's so much you can use it for," he emphasizes. "We do irrigation, retaining walls, fences, arbors, gates, decks, plantings, lawn amendments, water features – the more attachments you have and the speed with which you can change them out, the more versatile and efficient you can be in your own work."

Maffei agrees. "The attachments are a big deal – they're what really make the Dingo such an important piece of equipment that helps us with all different types of landscape needs," he says. "There's something that each of our departments can take advantage of. We have the construction

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the need for shovels, rakes, wheelbarrows, axes, pry bars and other time-consuming tools...

Auger Power Head	Adjustable Forks	Trencher
Standard Bucket	Stump Grinder	Tree Forks
Snowthrower	Hydraulic Breaker	Backhoe
Rotary Broom	Power Box Rake	Leveler
Grading Rake	Vibratory Plow	Tiller
Bore Drive Head	Soil Cultivator	Cement Bowl

The purchase of one loader with multiple attachments can replace several dedicated pieces of equipment. This kind of flexibility can greatly reduce your overall fleet costs and trailer requirements. With the simple addition of rotary brooms, hydraulic blades or snow throwers, the Dingo CUL enables even small businesses to easily expand into year-round service offerings. And because attachments are quick and easy to change out – by simply turning two locking pins and connecting hydraulic lines – a Dingo machine maximizes productivity while remaining extremely efficient.

Maffei agrees that the machine's power is something to be reckoned with. "The Dingo can carry a 3- or 4-inch caliper tree back to the planting site and we can use the auger to dig the hole in no time," he says. "You could put three guys with shovels next to the Dingo and they wouldn't be able to match its digging power. This is an invaluable machine."

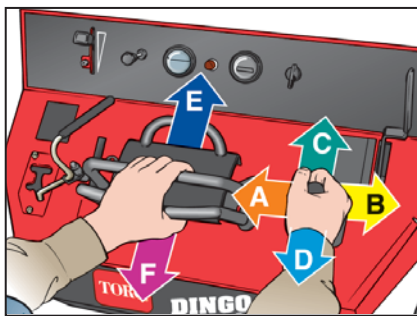
Not only is it powerful – it's easy to use. "People get nervous about operating a new piece of equipment, but the Dingo you can teach in five minutes, and within half-an-hour, a new employee is pretty proficient," McCaslin says. He uses the tracked version of the Dingo CUL, which operates with the patented TX Control System steering. Hedahl agrees that the tracked model's steering system is the way to go for contractors looking for ease of use.

"Most of the compact utility loaders on the market have a number of joysticks to operate the machines, but I find those difficult to use – I don't have enough fingers!" Hedahl says. "The controls on the tracked units are very easy to handle and they're easy for a new person to understand as well."

Additionally, Hedahl comments that Toro's stewardship of Dingo equipment has been exceptional. "Toro is always making improvements to their machines, and those changes are as a result of comments we've made to them about how the equipment operates," he says. "I've also really enjoyed working with our dealer – they're always helpful in getting us demos to try out or use if our machine is being repaired, and we can always get parts quickly if we need them."

Maffei, who opts for wheeled Dingo models in his fleet, agrees that the options available to Dingo CUL users – as well as the durability and strength of the machines on the whole – are a direct result of operators' interaction with Toro dealers and engineers. "The bottom line is that they've listened to us," Maffei says. "We own multiple pieces of Toro equipment, and we'll talk to the engineers about fixing or improving certain aspects. They really want to know what contractors need, and they've incorporated a lot of our suggestions into upgraded versions of their equipment. Not only that, but the Dingos have proven parts – from the engines to the hydraulics, everything is of a quality that you know will last. These machines are bulletproof."

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The Toro® Dingo® TX Control System operates with just three easy controls.

crews that will use the auger for planting or the leveler for carrying plants or sod around the site, our maintenance crews can use the buckets for debris removal, and even our snow operation can use the Dingo to clear walkways or use the power broom for parking lot sweeping or light snow removal."

Not only is the Dingo CUL ideal for yard work, offering a light footprint that's safe for turf, it's also safe for the operator. Without a skid steer-style cage or lower-set vantage point to

hamper visibility, Dingo machine operators are able to see all around themselves at all times, which makes using the CUL safer for them and other crew members in their vicinity.

DINGO POWER, TORO PRIDE. So the Dingo CUL can go virtually anywhere and do anything a contractor asks of it – but at an operating capacity of 500 pounds and lifting capacity of 1,500 pounds, does it really stand up to its larger competition? Count on it.

"In terms of its size compared to its weight, the power of the machine is impressive," Hedahl says. "When we're building a waterfall or pond, we can use the Dingo to set huge boulders in place, but it's also light enough that we don't need a heavy-duty trailer to get it to the job. It's also a great help on multilevel retaining wall projects – we can drive the machine into a dump trailer, raise the trailer to the next level and just drive the Dingo right off and keep working."

TORO**Count on it.**

Meet the Powerful Toro® Dingo® Family...

At Toro, innovative product development teams keep working to make the series of Dingo compact utility loaders better, stronger, and more versatile. Currently, the family includes six models, encompassing both wheeled and tracked units in walk-behind and ride-on designs. All offer incredible hydraulic power in a compact, maneuverable package:

What's Right for you... Wheels or Tracks?

Though similar in function and versatility, the wheeled and tracked models each offer their own advantages. The wheeled Dingo units (220, 323, and 320D) are ideally suited for hard surfaces and long-distance riding. Plus, their shorter wheel base creates a more compact design that helps them maneuver in tight spaces.

The tracked models (TX 413, TX 420, and TX 425) accommodate difficult turf conditions and terrains such as mud or sand. The patented TX Control System makes them easy to learn and operate, with only three controls.

"The choice of a wheeled vs. tracked model really comes down to personal preference," explains Greg Lawrence, product manager for the Toro Dingo® line. "Both models have their own advantages – it depends on who will be using the machine and how. Your best bet is to demo both machines to determine which one best suits your needs."

When paired with any of our more than 35 rugged Dingo attachments, either the tracked or wheeled models can tackle virtually any job, any time, anywhere.

Dingo TX 425 Wide Track – This 41.5"-wide model includes our most powerful gas engine, at 25hp, and the easy-to-use, patented TX Control System. Its Kevlar-reinforced wide track is 60% wider than the Dingo TX 420 to increase flotation and traction. A hydraulic system with 3000 psi and 16.7 gpm provides plenty of power to the versatile attachments.

Dingo 220 - Provides exceptional value for its economical price. This 41.5"-wide, ride-on, wheeled unit is packed with 3000 psi and 14.8 gpm of hydraulic power and a 20hp Kohler® gas engine.

Dingo 323 - Equipped with the Toro-designed 4-Paw, independent 4-wheel drive system and a 23hp Kohler engine, this 41.5"-wide, ride-on, wheeled unit offers incredible power and durability. Its two gas tanks provide expanded fuel capacity, plus a front cover prevents dirt from entering the engine.

Dingo 320D – This 41.5"-wide, ride-on, wheeled unit is powered by a 20hp, liquid cooled, Kubota® diesel engine. It includes the Toro-designed 4-Paw, independent 4-wheel drive system. This is an ideal choice for contractors who prefer diesel equipment.

Dingo TX 413 – This value-packed tracked unit offers a dedicated system trailer; our easy-to-use, patented TX Control System; and a 13 hp Honda® gas engine. Multiple attachment options make this 33.7"-wide machine a great choice for anyone buying their first compact utility loader.

Dingo TX 420 – The patented TX Control System on this tracked unit means it's simple to operate and easy to learn, with only three controls. With a 20hp Kohler gas engine in a 34.5" wide machine, it's perfect for maneuvering in tight spaces. Great for demolition applications.

CONTACT US to locate the dealer nearest you, or to receive your free demo video and brochure:

The Toro Company

Siteworks Systems

Bloomington, Minn.

800-DIG-TORO

(800-344-8676)

www.toro.com/Dingo



Toro offers innovative finance programs to meet your purchase needs. Visit Toro.com/Dingo and click on "Special Financing for Sitework Systems."

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