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RER's Annual Buyers Guide

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Photo by Rental Equipment Center



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Positive Expectations and Chip-Building

If you receive and regularly read our twice-weekly newsletter *RER Reports* – and if you're at all interested in the regular news that occurs in this industry, you should read it – then you would have noticed United Rentals CEO Matthew Flannery's take on prospects for the rest of this year and going into 2023. Flannery expressed a lot of optimism, and a lot of positive signs support his optimism. He pointed out that virtually all of the external indicators are favorable, including the Dodge Momentum Index, the Architectural Billings Index, contractor backlogs and customer sentiment. He pointed out that in the case of United Rentals, general rental and specialty segments were performing extremely well, and that all of the company's regions were delivering double-digit rental-revenue growth. In terms of project types, large data centers were breaking ground along with infrastructure projects and distribution centers, showing that manufacturing is coming back to North America.

He pointed out that in the case of infrastructure, the funding for the Infrastructure Legislation and Jobs Act that was passed last year is now being finalized in Washington and we should start seeing more benefits in 2023 and beyond. Projects funded by that legislation will be getting started between now and 2026, so hopefully more of those projects will get off the ground in areas where you all can benefit.

Flannery added that companies are investing hundreds of billions of dollars in mega projects in the U.S. and Canada to build plants in

verticals such as semiconductors and automotive.

So maybe we, collectively, are starting to learn something from the supply-chain issues that we keep hearing about. I know every time I would hear about manufacturing being held up because there was such a shortage of chips coming from Taiwan and China, I would wonder, are those the only countries that can make them? Don't we have engineers in North America as well? I know percentage-wise, the U.S. has fallen behind China and India in terms of graduating students in science and engineering, and restrictive immigration practices have limited the numbers coming here to study engineering from abroad, but these problems can be fixed.

Just after writing this, I looked at the news and saw that bi-partisan legislation was being signed to invest more than \$50 billion into research and manufacturing of semiconductor chips. So, apparently, it's an idea whose time has come.

Looking over at our top Industry News story in this issue on page 8, the second quarter Baird/*RER* Equipment Rental Industry survey indicated that the average rental revenue of survey respondents increased 14.3 percent year over year in the second quarter, the fourth consecutive quarter of double-digit growth, which most said exceeded expectations. However there continue to be concerns that are lowering expectations going forward. As you probably would expect, inflation is one of them, and workforce issues remains another major concern. It's hard to get work

done without workers. With the war continuing to rage in Ukraine, energy cost hikes are likely to continue to be an issue.

It's good to see rental rates rising to the tune of 4.5 percent on average so far this year according to survey respondents. OEMs have had little choice but to raise their prices because of the costs of materials. Cutting rental rates for short-term market share gain undercuts everybody and, at least so far this year, I'm not hearing widespread complaints of that going on. But survey respondents are suggesting that some of their competitors are not raising rates high enough, which is a concern, especially at a time when customers are likely to understand the need to keep rates at a respectable level. So, in essence, people are keeping rental rates up, but not high enough considering costs hikes.

Still, respondents expect an 11.3-percent revenue increase overall for 2022 and we'd expect you'll be able to keep the lights on and continue to expand fleets if you're able to get the equipment you need. I wish I had some insight into when lead times will lessen but I don't, even while some say this problem will ease somewhat sometime soon. But most pundits who are a lot smarter than I am think construction will continue on an upward cycle, albeit at a slower growth rate.

A handwritten signature of Michael Roth in black ink.

Michael Roth, mroth@rermag.com

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INDUSTRY

Rental Revenue Jumps 14.3 Percent in Q2, Baird/RER Survey Respondents Say

MILWAUKEE — Average rental revenue increased 14.3 percent year over year in the second quarter, according to respondents to the 2Q Baird/RER rental equipment industry survey. The increase was mostly in line with last quarter's 14.8-percent hike. This marks the fourth consecutive quarter of double-digit growth. Sixty-one

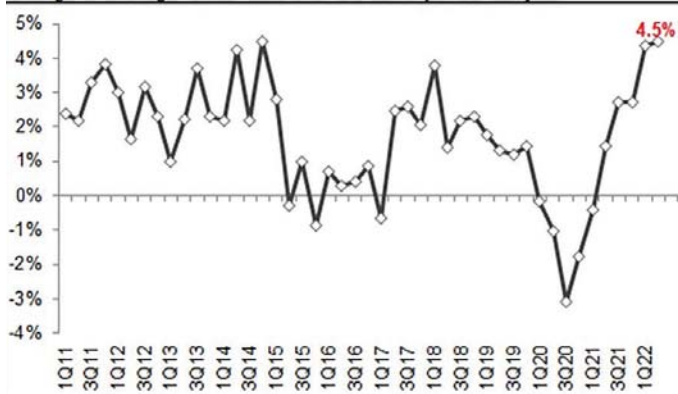
the industry and will significantly negatively impact value of infrastructure bill," said another.

"Bit of a slowdown, not sure if it is weather or slowdowns caused by labor shortages," said a third respondent.

Another respondent said this spring was slower than 2021, and that his company's

Average rental rates were up 4.5 percent year over year, basically the same as last quarter when they rose 4.4 percent. Improvement in rental demand helped provide pricing flexibility. There was, relatively speaking, little commentary regarding rental rate pressure from larger competitors.

Change in average rental rates over the same period last year



Source: Baird Research

percent of respondents said second quarter revenue exceeded expectations, while 34 percent reported revenue in line with their initial expectations.

Overall commentary on rental revenue was more cautious compared to recent surveys.

"Our web inquiries have seen a dramatic decrease over the last two weeks, so we think the interest rate hikes have slowed some markets on new equipment purchases already," said one respondent. "The next rate hike in July may tip the scales and have us revisit our stock sales inventory forecasting for 2023."

"Unless energy costs stabilize, inflation will persist," said another. "Workforce is a much more severe problem to the growth of

revenue increase is from rate and price increases rather than organic growth.

Fleet utilization was 62.3 percent for the second quarter, up from 61.8 percent in the first quarter and a full percentage point from the second quarter of 2021 when it was 61.3 percent. The utilization was better for earthmoving equipment than it was for access machinery. Earthmoving utilization increased to 65 percent in the second quarter compared to 63.5 percent in the second quarter of 2021. However, access utilization decline year over year from 64.5 percent a year ago to 62.1 percent this year. Small iron improved from 52.2 percent a year ago to 53.3 percent this year.

Rental rates still to rise in 2022

Respondents said they expect rental rates to be up 5 percent for the year, which is similar to last quarter's forecast when respondents predicted a 5.1 percent for the year.

However, rental companies did express concerns.

"Competitors are not raising their rental rates in line with the price increases we are having to pay for new machines," said one.

"Expenses are superseding income increases," added another. "The cost of doing business is rising dramatically, and rental rates do not seem to be keeping up with the pace."

Respondent are expecting a 9.7-percent revenue hike in 3Q22 with 27 percent expecting a 1 to 5 percent increase year over year, 25 percent expecting 5 to 10 percent and 24 percent expecting a 10 to 15 percent leap.

Respondents still expect an 11.7 percent increase in 2022, up from an expected 9.2 percent increase last quarter. Steady demand from end markets is still expected to continue, but partially offset by equipment and labor shortages. However, respondent optimism is not as high for 2023.

continues on page 90

NEWS

Serious Labs Announces First-Ever ANSI and ISO-Compliant VR MEWP Training

EDMONTON, Alberta, Canada — Virtual reality pioneer Serious Labs, the global leader in virtual reality heavy equipment and vehicle training simulators, announced its new ANSI Compliant Assessment Scenario, the first-ever availability of American National Standards Institute (ANSI) and International Organization for Standardization (ISO) compliant VR operator training for articulated and telescopic boom lifts.

The announcement marks a breakthrough in the access industry benefiting North American and many international training entities, rental companies, subcontractors, unions and airline maintenance technicians.

Trainers who use the Serious Labs simulator to deliver the ANSI Compliant Assessment Scenario to new operators for MEWP 3b certification are no longer required to make those operators touch the actual equipment to finalize their training. If an operator completes and passes the Serious Labs ANSI Compliant Assessment Scenario with a minimum of 80 percent proficiency, they will have demonstrated sufficient skill, ability and awareness to be certified by the training entity. The simulator calculates this proficiency score based on dozens of data points aligned with industry testing standards.

“We have always known that our combination of VR and analytics is the best way to train MEWP operators, but now it’s official,” said Jim Colvin, CEO, Serious Labs. “Our team has worked hard over the past few years to refine our simulator training to meet ANSI’s strict requirements. I’m proud that we are the only VR developers in the world who have achieved this accomplishment.”

The ANSI Compliant Assessment Scenario is custom designed to verify the MEWP 3b ANSI A92.24 and ISO 18878:13 specified boom lift competencies. The simulated training features consequence-free obstacles and situations that would be difficult to set up in a real-life training space – the very reason traditional trainers struggle to meet the ANSI Standards. In VR, these conditions can be replicated safely and reliably to train and certify operators to a higher level of proficiency than ever before possible.

Identifying areas of improvement

The simulator provides a data-based report of the operator’s techniques and behavior. The trainer is then able to focus specifically on areas for improvement in the operator’s skills, an aspect especially important for plant facility maintenance turnarounds and shutdowns where it is critical to understand the skills gaps for temporary workers who are operating equipment on location.

“Serious Labs has effectively created a virtual environment that will test operators’ MEWP skills in VR to a high degree of reliability,” said Wallace Judd, PhD, president, Authentic Testing Corp., and former ANSI Assessor. “How operators perform in this virtual test is going to correlate very closely to their skills and capabilities on a real boom lift, to the point of being usable for certifying operators. The test carefully and faithfully measures the qualities that ANSI asks for in a proficient MEWP operator.”

“There isn’t a single training entity in the access industry that’s delivering this level of training to the ANSI standard,” said Wade Carson, senior director of product portfolio, Serious Labs. “We are pleased that we have achieved compli-



The simulator provides a data-based report of the operator's techniques and behavior.

Graphic by Serious Labs

ance for the organizations that want to offer better, safer working conditions. Our customers can feel the highest level of confidence that operators completing the training are proficient to use that piece of equipment safely on a job site.” Serious Labs’ ANSI and ISO-compliant operator equipment training via a Serious Labs’ MEWP simulator is available now in the United States, Canada, Mexico, the Carib-

bean, Central and South America. The new training scenario is available in English, and will soon be available in Spanish, French and German.

ANSI and ISO-compliant scissor lift operator training via a Serious Labs’ simulator will be available late in the third quarter. Please contact Wade Carson for more information at wade.carson@seriouslabs.com. **RER**

Cooper Equipment Rentals Acquires Alberta’s One Stop Rentals & Sales

AIRDRIE, Alberta, Canada — Cooper Equipment Rentals Ltd., leading Canadian-owned and operated construction equipment rental company, has acquired 100 percent of the shares of Airdrie,

supported by a highly experienced team of approximately 25 rental professionals.

“Our team is very proud to join the Cooper Equipment Rentals family and have found the acquisition and transi-

of regional manager Justin Wharton. “We’re delighted that Todd Maxwell, one of the shareholders of One Stop, will maintain his function as branch manager and play an integral role in as-



The acquisition of One Stop Rentals expands Cooper’s presence in Alberta.

Photo by Cooper Equipment Rentals

Alberta-based One Stop Rentals/Sales Ltd. Consistent with the growth vision for Cooper Equipment Rentals, this acquisition is a further step towards Cooper firmly establishing itself as the only Canadian-owned, nationally positioned, rental company.

Established in 2013, One Stop is an equipment rental company focused on providing rental services throughout Southern Alberta, including Airdrie, Calgary, Strathmore, Cochrane, Chestermere, and Olds. The company offers quality, late model equipment that is

tion to be seamless,” said Todd Maxwell, president of One Stop.

“We’re pleased to welcome One Stop into the Cooper family,” said Doug Dougherty, CEO of Cooper. “The One Stop team has built a great business with a quality reputation in the market, and we are proud to be partnering with them as we continue to grow our company across Canada.”

The One Stop branch, which includes a significant climate control business, will join Cooper’s Southern Alberta Region under the direction

sisting us in the transition of the acquisition over the next several months,” said Wharton.

This latest acquisition extends Cooper Equipment Rentals’ coverage of the greater Calgary area, adding to the growing network of strategically located branches across Canada and supporting Cooper’s existing presence in the Alberta Region.

Headquartered in Mississauga, Ontario, Cooper Equipment Rentals has more than 55 branches in six provinces. Cooper is No. 17 on the **RER** 100. **RER**

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Bert DeJong, 30-Plus-Year Bomag Veteran, Dies

RIDGEWAY, S.C. — Bomag Americas announced the passing of Bert DeJong, a company leader and industry veteran for more than 30 years. DeJong is well remembered for being smart, honest, and fair

and an industry pioneer, who helped drive success for both rental customers and Bomag.

“Through-out his 32-year career with Bomag, Bert was a consummate professional and team player, always willing to put forth the

dedication and effort required to support his fellow colleagues and customers,” said Rob Mueckler, president of Bomag Americas Inc. “Today, Bomag commands a large presence in the rental market, mainly due to Bert’s leadership and valuable commitments to this customer segment, which is a

true success story. More importantly, he was one of the most genuine and respectful colleagues that I’ve had the privilege to work with, and he will be deeply missed by the Bomag family and our rental customers. Bert’s contributions and compassion for others will be long remembered by us all, and his family will remain a part of the Bomag family.”

DeJong began his long career with Bomag in 1986, when he joined the sales team at Bomag Canada in Mississauga, Ontario. Displaying a true passion for building the Bomag brand and integrity when working with customers, DeJong worked his way up to general manager of Bomag Canada.

Bomag’s acquisition of the Stow Manufacturing equipment line in the mid-1990s afforded DeJong the opportunity to lead the North American rental equipment business for the company. He worked with internal sales, dealers and manufacturer representatives to successfully expand the Bomag brand and increase sales for the broad light equipment range throughout the United States and Canada.

One of his signature accomplishments, DeJong was instrumental in Bomag’s development of the articulated trench roller and its introduction to

DeJong was considered a mentor and friend to many in the rental business.

Photo provided by Bomag



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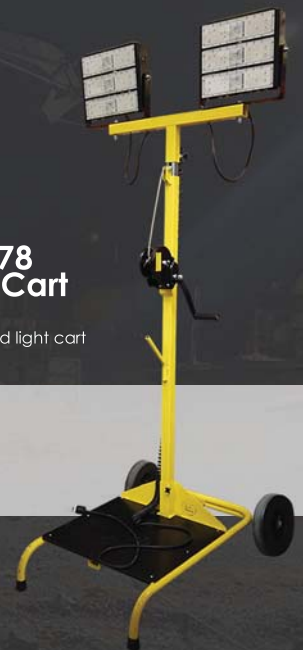
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North America. The Bomag BMP 8500 quickly became a preferred trench roller among contractors and enjoyed a dominant market share throughout North America.

"My father took great satisfaction in bringing the highly successful BMP 8500 trench roller to market, and he represented the Bomag brand with integrity and a calm demeanor," said Wayne DeJong, Bomag rental sales manager for Canada, who is following in his father's footsteps with the

company. "Even with his many sales accomplishments, he took the most pride in being a mentor and friend to many in the rental business. He spurred many careers in the industry simply by helping when asked."

Bert DeJong retired from Bomag in late 2018, and the company held a reception for him attended by family, customers and team members during The Rental Show 2019 in Anaheim, Calif. He passed away on May 26, 2022, at the age of 68. **RER**

Skyworks Acquires Razor Rents in Midland, Texas

MIDLAND, Texas — Skyworks, a heavy equipment and aerial rental company, has finalized the acquisition of Razor Rents' Midland, Texas, location, from the Leppo Group, extending the company's footprint into the Southwest United States.

As part of Skyworks' ongoing expansion strategy, this addition extends its fleet, infrastructure, and reach. Skyworks' Pennsylvania branches have served the oil and gas industry for many years, and the company now takes that expertise to Texas.

Skyworks, a major player in heavy equipment rental, sales and service, has branches in the Northeast, Midwest and Southeastern United States. Skyworks, No. 29 on the **RER** 100, is headquartered in Buffalo, N.Y. **RER**



The acquisition of Razor Rents in Midland, Texas, expands SkyWorks more deeply into the Texas oil-and-gas rental market.

Photo by Razor Rents



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Herc Rentals' Rental Revenue Jumps 35.1 Percent in Second Quarter

BONITA SPRINGS, Fla. — Herc Rental reported equipment rental revenue of \$605.4 million in the second quarter of 2022 compared to \$448 million in the second quarter of 2021, a 35.1-percent leap. Total revenues for Q222 were \$640.4 million compared to \$490.9, a 30.5-percent jump. Herc reported net income of \$72.2 million compared to \$47.1 million a year ago, a 53.3-percent increase.

Pricing increased 5.5 percent compared to the same period in 2021. Dollar utilization increased to 42.5 percent compared to 42.1 percent in Q221, primarily because of increased volume and rate.

"We continued to see strong demand for our equipment rental services across all of our geographic regions," said Larry Silber, president and CEO. "Our rental revenue increased 35.1 percent over the prior year, while average

fleet increased 32.1 percent to \$4.9 billion. Dollar utilization increased to 42.5 percent in the second quarter as market demand supported strong sequential and year-over-year rate growth. Adjusted EBITDA increased 36.8 percent to \$284.2 million and adjusted EBITDA margin expanded 210 basis points to 44.4 percent in the quarter."

In the first six months of 2022, equipment rental revenue increased 33.5 percent to \$1,132.2 million compared to \$848.4 million in the prior-year period. Total revenues increased 27.8 percent to \$1,207.7 million compared to \$944.7 million in the prior-year period. The year-over-year increase of \$263.0 million was related to an increase in equipment rental revenue of \$283.8 million, offset primarily by lower sales of rental equipment of \$27.5 million. The reduction in sales of rental equipment resulted from strong rental demand and the strategic management of Herc's fleet to maximize fleet size and minimize the sales of rental equipment.



Rental rates increased 4.9 percent year over year for Herc.

Photo by Herc Rentals

Pricing increased 4.9 percent compared to the same period in 2021. Dollar utilization increased to 42.0 percent compared to 40.4 percent in the prior-year period primarily because increased volume and rate.

Herc acquires nine companies

Herc said it acquired nine companies with a total of 12 locations and opened 10 new greenfield locations during the first half of 2022.

The company reported net rental equipment capital expenditures of \$508.5 million for the first half of 2022 compared with \$168.3 million in the prior-year period. Gross rental equipment capital expenditures were \$555.3 million compared to \$239.3 million in the comparable prior-year period. Proceeds from disposals were \$46.8 million compared to \$71.0 million last year. As of June 30, 2022, the company's total fleet was approximately \$5.1 billion at original equipment cost. Average fleet at OEC in the first half increased year-over-year by 32.1 percent compared to the prior-year period. Average fleet age was 49 months as of June 30, 2022, compared to 48 months in the comparable prior-year period.

Herc also announced a plan to repurchase shares.

Given the recent downturn in the stock price and our conviction that the company's valuation is discounted compared to our long-term growth expectations, the company will begin utilizing the remaining authorization under the Share Repurchase Program," Silber said. "Consistent with our capital allocation goals, we expect to remain within our targeted net leverage range of 2x to 3x while executing on our long-term strategy of organic and M&A growth and allocating capital to our shareholders." **RER**

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Good Timing and Doing the Right Thing

Two rental veterans do well with independent construction rentals in the Rockies.

BY MICHAEL ROTH, *RER*
PHOTOS BY RENTAL EQUIPMENT CENTER

One wouldn't think that the beginning of a pandemic is an ideal time to start any kind of business, certainly not equipment rental. But that's what happened with Denver-based Rental Equipment Center, which opened for business late in 2019. But a unique combination of circumstances came together for REC and the company is now the leading independent rental player in the mid-range contractor construction space throughout Colorado.

Part of its rapid growth owes itself to the experience of the founding partners. Troy Miller and Jerry Morin started REC in 2019 but both have long histories in the equipment rental industry. Morin can trace his rental career back to Center Rentals & Sales, a Denver-based regional company that was one of the biggest rental companies in the industry when owner Dave Lanoha sold it to then-national rental giant Rental Service Corp. around 1996.

Morin, REC's president and CEO, has been in the rental business for more than 30 years with his experience ranging from being a territory manager, location manager and district manager for Center Rental and Sales, Rental Service Corp. and other major rental houses in Denver and Minnesota. He was also a location manager for Contractors Equipment Center (CEC) in Denver



and was later promoted to director of sales. REC's chief financial officer Miller has more than 20 years of experience in finance and accounting, merger and acquisition activity, banking and private equity, with an accounting degree and master's degree in finance from Colorado State University. He was also the CFO for Contractors Equipment Center in Denver.



Troy Miller, left, and Jerry Morin launched Rental Equipment Center in December 2019 on the eve of the Covid-19 pandemic. It didn't stop them.

Miller and Morin met in 2013 when they both worked for Contractors Equipment Center. Morin, a former Center employee, was branch manager for CEC and Miller was brought in as controller. The two men continued to work for CEC until it was acquired by H&E Equipment Services in 2017.

Morin remained with H&E and Miller went to work for D&D Lift, a California-based JLG dealer that predominately rented forklifts, scissors and booms and had been around since the 1980s. Morin came out to do some consulting but he and Miller ultimately decided to return to Denver to join forces on a new rental company venture. D&D Lift was

recently purchased by Sunbelt Rentals and its founders are current investors in REC.

“We found a piece of real estate, made a few phone calls to some manufacturers that we knew in the industry and late in 2019 we started Rental Equipment Center,” says Miller. “We gained some momentum and market share those first 90 days and then Covid hit.”

When the far-reaching effects of the pandemic started to become clear, Miller and Morin decided they had two choices: Either

professionals that we pulled together. Now we’re close to three years into this and we have more than \$58 million worth of rental fleet and almost 50 employees. Currently we have two locations – one in Denver and one in Fort Collins (soon to be relocated to a larger facility in Loveland, Colo.) – and our next branch will be in Colorado Springs. The first year, we did about \$4 million in revenue, last year we did \$11 million and this year we’re shooting for \$20+ million.”



The Denver REC team. Many of the employees worked with Miller and Morin at Contractors Equipment Center and are experienced rental professionals.

sell off their fleet and give it up, or try to persevere despite the odds.

“We were stubborn and made the decision that we were going to try to grow through it and so we did,” Miller says. “We had pretty strong lender relationships, so between the manufacturers, the lenders, an abundance of available fleet and the lack of people borrowing in the summer of 2020, we were able to secure enough fleet for our current needs, so we were up and running.

“Before we knew it, we had \$20 to \$25 million in fleet and quite a talented group of

Morin says much of the fast success has been related to several pandemic timing factors. “The first is that in the spring of 2020 other companies were looking just to survive,” he notes. “They were cutting costs and laying off extremely talented people just as we were looking to hire. Our company’s success is largely because of the caliber and experience of the staff we have been fortunate enough to employ, particularly in service and inside operations support. Our employees are familiar with the REC culture and have worked in the Colorado rental market for decades. Their

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An REC mechanic works on a scissorlift. REC is a pure rental house, mostly renting to mid-sized contractors.



experience and commitment are unparalleled in the industry, locally and nationally. The second factor is that there seemed to be a void in the market when it came to strong independent companies.

"Troy and I have worked in this market for the last 10 years. We felt the small to

mid-size contractor market was underserved by our competitors and offered us a unique opportunity to take market share quickly. As REC started, everything kind of triangulated with people getting laid off, companies cutting back on their purchasing, lenders looking to loan money and customers that still had quite a pipeline during COVID who

needed a customer-focused, local rental center. We were fortunate in our timing and able to seize that opportunity and scale effectively. Once we solidified our customer base, personnel, and facilities, we began expanding to larger customers and other industry sectors."

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Morin adds that their experiences prepared them for the challenges the pandemic created. “Even though we’re an independent, in our market we run our business like a national,” he says. “We buy a lot of fleet, we get a lot of customers and we do it the same way the nationals do. We learned a great deal from the nationals we worked for.”

“We are a true rental house,” says Morin. “We don’t do new equipment sales. We don’t do merchandise sales and don’t do parts and service for profit.”

Still grassroots

REC’s customers come in all sizes, spending anywhere from \$20,000 a year up to \$1 million on rentals, Miller says.

“We have to be dynamic in our approach,” Morin says. “It makes us perform like a national but allows us to still be grassroots enough to interact with the smaller customers.”

The company needs to be flexible enough to deal with smaller customers because it continues to get a lot of walk-in business. “We’re a general rental business. We have around 60 categories of equipment including aerial, dirt, material handling all the way down to sump pumps and trash pumps, which are probably our smallest equipment categories,” says Morin.

“We don’t do any homeowner rentals such as lawnmowers, weed eaters or small heaters. However, we do have everything from a 135-foot boom lift to a three-yard loader. Our sweet spot is mini-excavators, skid-steers, scissorlifts, along with 60-foot and 80-foot booms.”

The company’s marketing method is straightforward as well. “We have nine sales reps who go out and call on jobsites,” says Miller. During the early part of the pandemic when just showing up on jobsites was problematic, the sales reps made the contacts through a lot of phone calls, competitive pricing and keeping promises to customers who needed a home-town rental company during such tumultuous times.



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“What I learned during my time with the nationals is that the sales reps are the real key to marketing,” says Morin. “We give out company swag and things like that, but it’s the relationships the reps have with the customers that really matter.”

Miller and Morin obtained more than half of their \$58 million in fleet in 2021 before all the price increases and significant supply chain delays occurred. “Through the whole growth process this last year, we rarely dropped below 70-percent utilization and ran between 67 percent to 75 percent throughout,” Miller says.

REC prides itself on fast service, as professional as national companies but with the close relationships of an independent.



“We ran 76, 77, 78 percent at times, but we never grew at the mercy of our time utilization or our dollar utilization. We know what risk factors there are and what metrics work for us in this market.”

REC is, essentially, a company that knows who it is and how it wants to do business.

“Jerry’s go-to-market strategies have been effective for the past 20 years in this industry,” Miller says. “We keep doing what we know works. We don’t take a lot of chances. We don’t try to re-invent the wheel. We stay in our lane. We know the core categories of fleet that we rent, and we know what we don’t want to rent. We know what customers and industries we want to avoid.”

“We are a true rental house,” adds Morin. “We don’t do new equipment sales. We don’t do merchandise sales and don’t do parts and service for profit. It’s not a traditional dealer model, it’s pure general rental. In addition to that, we are accessible. We don’t have a phone

tree so if you call into our main line, you will get a live person who is sitting within 10 or 15 feet from an owner who hears every phone call. If there’s an upset customer, we want to know about it, we want to talk to them, we want to defuse the situation immediately. We don’t call them back in two weeks and issue a credit, we deal with it that day.

“When issues arise, we always try to do the right thing for the customer and the employee. If there’s a problem in the field or in the shop, we resolve it quickly. We are focused on maintaining and developing both

the customer and the employee experience. Our success is simply a product of our people and the relationships they have developed with the customers. We started REC because of an unmet need for contractors to rent quality new equipment while being served by a team who prides itself on customer service and attention to detail.”

Rental Equipment Center opened in Fort Collins in July 2021 and already has more

than \$13 million of equipment on rent in that market, which reaches beyond northern Colorado into parts of Wyoming. This branch will be moving to a larger facility in August 2022 in Loveland, Colo., having outgrown its current location.

REC is already working on its next branch, which will be in Colorado Springs, in order to enable the company to cover southern Colorado more efficiently.

“No customer is too big for us,” says Miller. “We know the basic blocking and tackling in this industry. We can get core fleet. We can get the resources and the real estate. What it really comes down to is relationships. Do what you say you’re going to do and do the right thing. In rental, things happen, it’s all in how you deal with it. Doesn’t matter if it’s a \$20,000 a year customer or one who spends millions, it still comes down to doing the right thing and the handshake. We do business on a handshake and a basic contract.” **RER**



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ANA

ANA offers a fully automatic resistive load bank SmartLoad system, which is available as an option for current Airman generator models ranging from the 40 kVA to 400 kVA.

The SmartLoad add-on feature helps to reduce issues created by light loading, avoiding downtime, costly repairs, and maintenance. SmartLoad system also gives the further benefit of down renting when needed. The SmartLoad system is composed of a heater with heavy-duty coil-over resistors and mica insulators, a controller, and roof mount/vertical air discharge with the automatic phase and voltage of single-phase to three-phase, 120V-480V models.



Atlas Copco

Atlas Copco Power Technique's ZBC is the latest model in its lithium-ion energy storage system range, called ZenergiZe. It can be used as a standalone source, combined with generators to make a hybrid power solution or renewable sources of energy as well as to create microgrids. The ZenergiZe is designed for demanding applications that require a constant and significant flow of electrical energy. ZenergiZe ZBC offers rated power from 100kVA to 1000kVA and an energy storage capacity of 250kWh to 2000kWh each. It can serve as the primary source of power when used in the island mode.



Caterpillar

The Cat XQ1140 mobile diesel generator features a twin-pack design with two generator sets that can be paralleled to share larger loads or operate independently to support different loads and voltages. Its two Cat C18 generator sets meet U.S. EPA Tier 4 Final emission standards and can be paralleled to share larger loads or operate independently to support different loads and voltages. Its EMCP control system balances the operating hours of each generator set to keep maintenance schedules aligned. The unit carries enough onboard fuel and DEF to run continuously for 24 hours.



Cummins

Cummins Inc.'s line of diesel generator sets is applicable with paraffinic fuels (EN15940), including hydrotreated vegetable oil (HVO), when used in standby applications. HVO is derived from the same feedstocks used to produce biodiesel, however, it is produced via a hydrotreated process vs. transesterification process, which helps improve its oxidation stability. It has a low life cycle carbon emission, making it attractive as a sustainable fuel. Constituent emissions are equivalent to or lower than they are with diesel, and existing emissions data sheets and EPA Tier 2 certifications apply while operating generator sets on HVO.



ESAB Corp.

ESAB Corp.'s line of heavy industrial systems includes the Warrior 750i CC/CV power source, the Aristo 500ix pulsing power source, the Robust Feed Pulse and Robust Feed U6 wire feeders. With a 750-amp output at 100 percent duty cycle and an 820-amp output at 60 percent duty cycle, the Warrior 750i offers up to 100 amps, and offers Stick and TIG welding output, and uses 380V – 575V 3ph primary power and weighs 231.5 pounds. The Aristo 500ix provides a maximum output of 500A/39V at 60 percent duty cycle and a 100 percent duty cycle rating at 400A/39V.



Generac Mobile

Generac Mobile's MDE330 and MDE570 diesel mobile generators are aimed at providing ease of operation and maintenance. The machines feature wide-opening removable doors. The steel design and construction allow for operation for a variety of applications. The MDE330 features a 9.3L Perkins Tier 4 Final-certified engine, while the MDE570 utilizes an 18.1L Perkins Tier 4 Final-certified engine. Both engines offer standard Perkins exhaust temperature management load management technology, eliminating the issue of wet stacking during low-and no-load conditions. Generac's MDE330 and MDE570 come standard with a 500-hour oil and filter service interval. Large capacity fuel and DEF tanks allow for a runtime of at least 25 hours before refueling is needed.



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The Champion Elite 225 welder/generator is an all-in-one welder/generator that combines an 11,000-watt generator with a 225-amp DC welder. It is designed for stick welding with quick arc starts. The arc starts allow operators smooth arc starts with minimal sticking. The unit is lightweight and compact in design, measuring just over three feet long. It is equipped with an OHV Kohler engine and a 12-gallon fuel tank. Low oil pressure shutdown is a standard feature.



Honda Power Sports & Products

The Honda EU3200i generator is included in the Honda Super Quiet EU Series lineup. It delivers 3,200 watts of power and is 22.5 inches x 12.0 inches x 17.8 inches and weighs 59.1 pounds. The unit has a no-choke design and requires only the flip of a switch and a pull on the recoil rope to power the unit on. The Honda EU3200i is equipped with a 1.2-gallon fuel tank and is powered by a Honda GX130 engine. The EU3200i features the Honda Co-Minder system, which is designed to help protect users from injury or death from accidental carbon monoxide poisoning.



Jenny Products

The K11HGA-17P-3000W compressor/generator features Jenny's K pump, a heavy-duty, single-stage cast-iron compressor pump. The unit is powered by an 11-horsepower Honda GX series OHV engine with electric start and produces 8.9 CFM @ 100 PSI or 8.6 CFM @ 125 PSI. Featuring a G pump and a 13-horsepower, electric start Honda GX engine, the G13HGA-17P-3000W delivers 16.2 CFM @ 100 PSI or 15.6 CFM @ 125 PSI. Each model includes a 3,000-watt, 115V/230V generator. The compressor/generator units are offered with 17-gallon (64.3 liter), powder-coated, ASME certified air tanks. Maneuvering is simple with lifting handles integrated into opposite ends of the compressors' frames, and pneumatic tires are included to further enhance portability.



Kubota

The Kubota GL7000TM – 7000 watt Lowboy II series industrial diesel generator is designed to have the minimum possible height while using a vertical diesel engine. Safety features include automatic engine shut down if the water temperature is excessive or oil pressure drops below a safe level and double circuit protectors to prevent

over-current damage. The 479cc Kubota Z482 liquid-cooled diesel engine has a large capacity oil pan that provides oil change intervals up to 200 hours. A large capacity 7.4-gallon diesel fuel tank provides up to 10 hours of run-time. The unit has a prime output of 6.5 kVA (kw) and a standby output of 7.0 kVA (kW).



Lincoln Electric

Lincoln Electric's Frontier 400X Pipe next-generation diesel engine driven welders/generators are designed for the pipeline industry. Powered by a 24.7 HP, turbocharged Perkins diesel engine, the Frontier 400X Pipe delivers power with 400 amps of welding output to handle high amperage applications, and 11kW of 1/3 phase auxiliary power. The machine features an impact-resistant digital user interface that allows for machine control and simplicity, along with the additional benefits of saving weld mode memories, maintenance reminders, productivity metrics, and optional PIN authorization. The machine also includes a dedicated pipe mode designed specifically for downhill pipe welding that delivers DC-style arc.



Miller Electric

The Millermatic 355 MIG welder is designed for fabricators and manufacturers who need to MIG weld a variety of materials. The Millermatic 355 can operate on single-phase or three-phase AC power. The machine provides MIG and pulsed MIG capabilities for mild steel, aluminum and stainless steel in thicknesses from 22 gauge to 1/2-inch. With high amperage output and a long duty cycle, operators can make longer welds without stopping. The pulsed MIG capabilities allow operators to reduce heat input for better results on stainless steel, less risk of distortion or burn-through on thin metals, and reduced spatter on all materials.



Tomahawk Power

The Tomahawk TWG120A welder generator is designed for high power and durability. The unit is designed for farms, workshops, or any job that requires electrical power and CC (constant current) stick welding. Producing up to 120 Amps of DC output with a 60-percent duty cycle, it is suitable for welding from 6010 rods up to 6013 rods. Convenient back wheels allow for maneuverability for portable onsite welding and can also be used for emergency back-up power when necessary. The unit is powered by a Tomahawk 7HP engine and produces 2200 watts of DC output.





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Combilift

The Combi-MR4 Dynamic 360 is a four-wheel electric-powered multidirectional reach-truck, which incorporates Combilift's Dynamic 360° steering. The Dynamic 360 steering provides rotation on each wheel, enabling directional change of the truck while on the move. The system allows the forklift to work in forward, sideward and crab-steer mode. The Combi-MR4 is available in two models, with capacity ranges up to 10,000 pounds, and can operate in aisles as narrow as eight feet. To maximize all vertical storage space in racking systems, the wheel configuration of two drive wheels at the rear and two sets of smaller dual front wheels provides a platform height as low as 15 inches.



Crown

The RR/RD series reach truck is a narrow-aisle reach truck for material handling that features Crown's variable side stance that provides five solid points of contact and avoids confusion over changing the orientation of food and hand controls. The entry bar safety switch encourages safe foot position within the operator compartment by reducing travel speed, sounding an audible alert and showing a message on the display when depressed. With smart systems, an intuitive all-in-one control handle and a load-handling assist option, the RR/RD Series reach truck enables pinpoint accuracy and control.



JLG Industries

JLG Industries' three rotating telehandler models, the R1370, R1385 and R1110, offer capacities from 11,000- to 13,000 pounds and maximum reach heights of 67 to 97 feet. These machines offer both horizontal and vertical lift-and-place capabilities. The



models have nearly identical base configurations, though the R1370 and R1385 have four-section booms, while the R11100 has a five-section boom. All boom sections are cylinder- and chain-driven. The 360-degree continuous rotation of the upper frame on these models enables both horizontal and vertical lift-and-place capabilities. The R1370 comes with a Perkins 134-hp diesel engine, while the R1385 and R11100 are equipped with 168-hp FPT diesel engines.

Pettibone

The Cary-Lift 204i is designed to deliver numerous safety and performance benefits over other material handling alternatives, the company said. The Cary-Lift 204i features an overhead lift arm design, giving the operator full front visibility when lifting or transporting loads. Cary-Lift forks are capable of tilting down 90 degrees for specialized lifting tasks. The 204i is powered by a 200-horsepower Cummins QSB6.7 Tier 4 diesel engine. The machine provides a maximum load capacity of 20,000 pounds and max lift height of 16 feet. It offers four-wheel drive with two-wheel, four-wheel and crab hydraulic power steering modes.



Toyota

Toyota Material Handling's two AC-powered walkie pallet jacks include the compact electric walkie pallet jack. The models are designed for customers in the warehousing, manufacturing, beverage, retail, and distribution industries. The Compact Tora-Max Walkie Pallet Jack delivers maneuverability and power with a capacity of up to 3,300 pounds. The compact model also features a multifunction control handle with ergonomic hand grips, and fingertip controls of all functions. The full-size Tora Max Walkie Pallet Jack is built to carry up to 4,000 pounds, and its high ground clearance permits operation over transitions and uneven surfaces. This model comes equipped with an AC drive motor and a sealed, maintenance-free lead-acid battery with a built-in charger.





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Unicarrier

The PFD135-PFD220 models are in Unicarrier's PD6 Series of diesel forklifts and are designed to deliver maximum uptime in the material handling industry, the



company said. The PD6's Kubota V3800 engine provides power while reducing fuel consumption. The engine's turbocharger creates more power by compressing the inlet air and forcing it into the chamber. With dual drive pneumatic tires, the PD6 lift trucks offer ground-hugging traction and smooth handling even when traveling over rough terrain. The hydrostatic power-steering system also provides maneuverability with fast, precise response to navigate loads through tight areas.

Yale

The VG Series 8,000 to 10,000 pound MPR080-100VG enclosed end rider is engineered for productivity in cross-docking and long-haul transportation workflows.



The machine is equipped with a 192-inch fork length. A tight turning radius, electric power steering and smartly positioned undercarriage components allow the operator to maneuver in tight spaces and across dock plates. Operators can customize truck settings such as torque, travel speed and acceleration to match the needs of the application. The drive tire, load-bearing dual caster wheel and two load wheels create a four-point stance to help improve load weight distribution and maximize truck stability. The fork tips have been specifically designed for pallet entry and exit.

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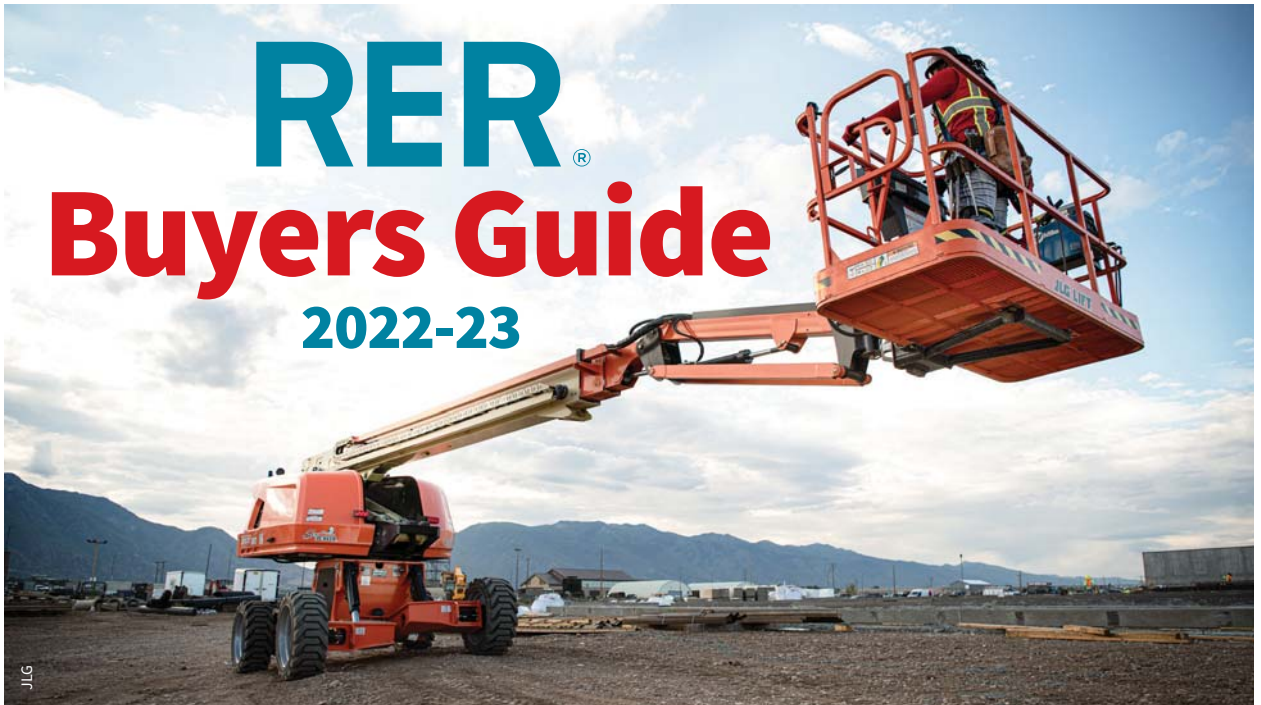
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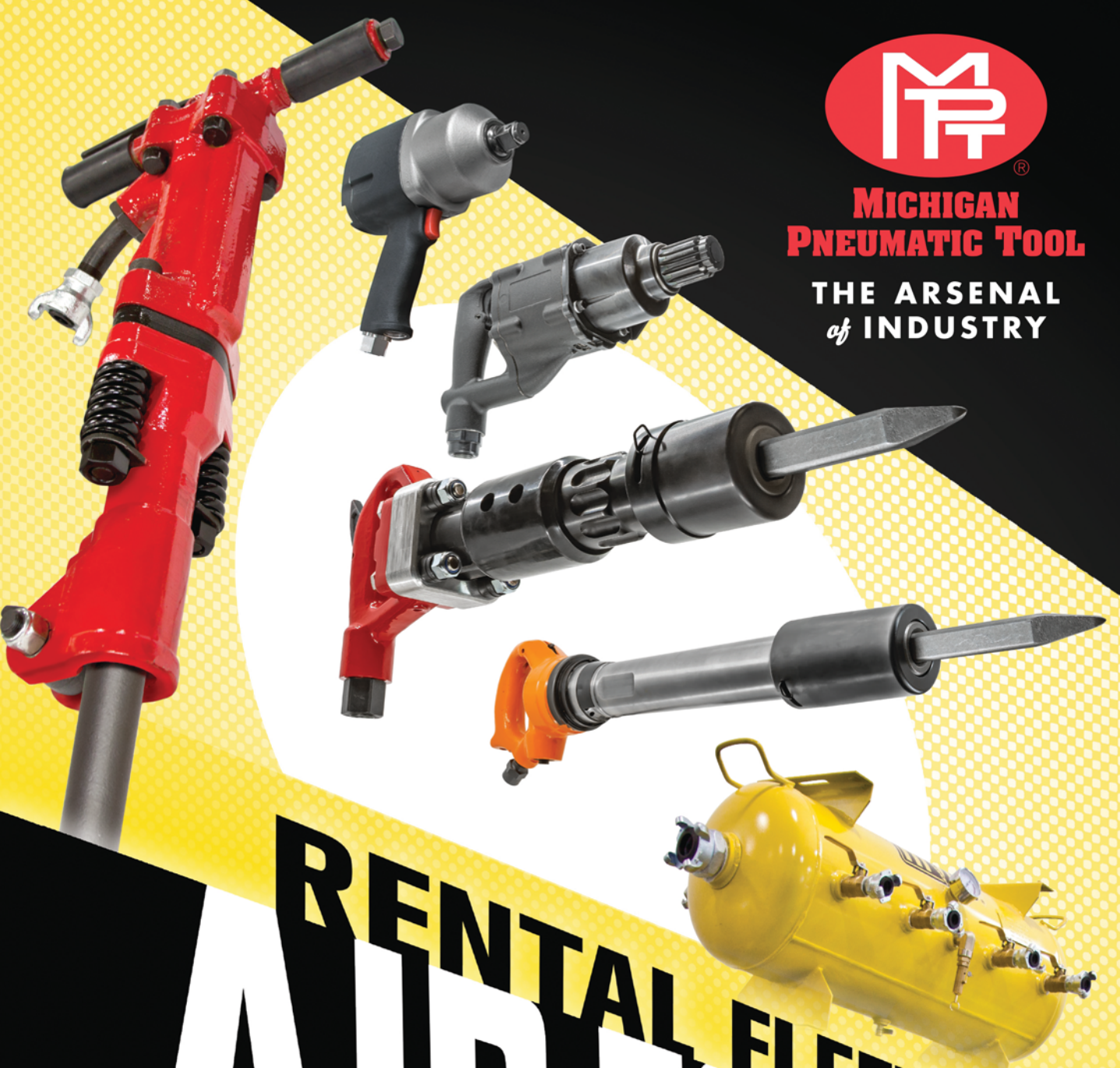
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ProRental™ Insurance Program

WHAT RENTAL INSURANCE IS REALLY ABOUT

It's about keeping your employees healthy and getting them back to work quickly after an injury. It's about keeping you in business and financially whole when your building burns down or gets flooded, or gets burglarized. It's about keeping your drivers and trucks on the road...safely. This insurance program is all about helping you be successful.

KEY COVERAGES OFFERED

- **General Liability**
- **Automobile**
 - Rental Trucks
 - Rental Trailers
- **Property**
- **Inland Marine**
 - Rental Equipment Coverage
 - Conversion
 - Flexible Inventory Replacement
- **Umbrella Liability**
- **Workers' Compensation**
- **Employment Practices Liability**
- **Professional Liability**
- **Directors & Officers**
- **Cyber Liability**
- **Employee Benefits**

We understand the frustrations a Rental Equipment Operator has when it comes to fraudulent or suspect claims. Whether it is bad from the beginning or begins to rot as time goes by, EPIC is your advocate to ensure the right settlement is achieved—be it denied or a fair deal is reached.

To ensure that claims adjuster speed and responsiveness to you are in play, we apply appropriate pressure during the process to bring about a favorable result. To keep the adjusters current with the state of the rental industry, we meet quarterly with the CRA Insurance Claims Review Committee.

The combined experience of adjusters, EPIC, and Rental Equipment Operators gives us a decided edge in getting a just claims decision.

The ProRental™ Insurance Program

Our ProRental™ service team, led by Gayle Fritzberg (27 years with EPIC/Jenkins) who is supported by a service team of 10 people, providing delivery backbone to the program. This is a powerful combination of skill and experience.



MATTHEW DAVIS
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As your advisor and advocate, Matthew, and our Industry-focused teams and products experts will work closely with you to identify and reduce your overall cost of risk. This includes protecting your physical and intellectual property; addressing exposures in your supply chain; managing corporate governance, executive liability and employment practices liability risk; reducing workers' compensation cost, aggressively managing any losses and claims that occur and more.



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JLG is the world's leading designer, manufacturer and marketer of access equipment with a diverse product portfolio that includes mobile elevating work platforms and telehandlers, as well as an array of complementary accessories that increase the versatility and efficiency of these products. JLG is an Oshkosh Corporation Company [NYSE: OSK].

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<https://towmaster.com>
chris@towmaster.com

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Trackunit

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info@trackunit.com

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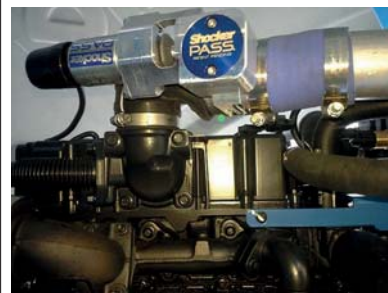
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ZIPLEVEL/Technidea Corp

RECREATIONAL VEHICLES

AUTOMOTIVE TOOLS/ ACCESSORIES

JACKS, HYDRAULIC

Manufacturer's Sales
TVH Total Source Parts and Accessories

JACKS, MECHANICAL

Manufacturer's Sales

JACKS, TRANSMISSION

Manufacturer's Sales

POLISHER BONNETS

Manufacturer's Sales

TIRE CHAINS

McLaren Industries

TIRE SEALANT

Pathway Polymers

WIRE WHEELS

Michigan Pneumatic Tool

WRENCHES, RATCHET

Manufacturer's Sales
Michigan Pneumatic Tool

WRENCHES, TORQUE

Michigan Pneumatic Tool

CLEANING EQUIPMENT

PARTS WASHERS

Pressure Island
UNX Industries

SHAMPOO MACHINES, CARPET

Calwestern Sales Corp
Clarke
Karcher Floor Care Inc/ Windsor Industries
Manufacturer's Sales
Shipp Cleaning Systems
Viking Representatives
Wagman Metal Products

SHAMPOO MACHINES, UPHOLSTERY

Viking Representatives
Wagman Metal Products

SHAMPOO, CARPET

Karcher Floor Care Inc/ Windsor Industries

SPILL KITS, ENVIRONMENTAL

Advanced Water Systems
Manufacturer's Sales

STEAM CLEANERS

Jenny Products Inc.
Kärcher Shark Pressure Washers
Manufacturer's Sales
Shark Pressure Washers

COMPACTION EQUIPMENT

BACKFILL TAMPERS, AIR

Aggressive Hydraulics
American Pneumatic Tool
Higher Innovative Solutions
Kent Demolition Tools
Michigan Pneumatic Tool
Viking Representatives
Wagman Metal Products

BACKFILL TAMPERS, HYDRAULIC

Aggressive Hydraulics

COMPACTION WHEELS

American Compaction Equipment
Case Construction Equipment
Kent Demolition Tools
MBW Inc

COMPACTORS, HYDRAULIC, BACKHOE-MOUNTED

Aggressive Hydraulics
Connect Work Tools
Epiroc
HKX Inc
Kent Demolition Tools
MBW Inc
MMD Equipment

Okada America Inc
Viking Representatives
Wagman Metal Products

COMPACTORS, RAMMER TYPE

Aggressive Hydraulics
BOMAG Americas Inc

PRODUCTS

Dynapac

**Great Northern Equipment
Distributing Inc**

Higher Innovative Solutions

Manufacturer's Sales

MBW Inc

Viking Representatives

Wacker Neuson

Wagman Metal Products

Weber MT Inc

COMPACTORS, RAMMER TYPE, AIR-POWERED

Aggressive Hydraulics

Higher Innovative Solutions

MBW Inc

Michigan Pneumatic Tool

COMPACTORS, VIBRATORY PLATE

Arrow Master Inc

Case Construction Equipment

Connect Work Tools

Dynapac

**Great Northern Equipment
Distributing Inc**

Higher Innovative Solutions

J&J Sales Co Inc

Kent Demolition Tools

Manufacturer's Sales

MBW Inc

MMD Equipment

Multiquip Inc

Okada America Inc



OAC 200 Vibratory Compactor/Driver

The Okada compactor/drivers are designed for mounting on your loader/backhoe or excavator ranging from 4,000 pounds to 86,000 pounds. Impulse forces range from 3,150 pounds to 22,000 pounds while lifts range from 1 to 3 feet to 5 to 7 feet. The rugged construction and proven compaction technology of these Okada compactor/drivers make quick work of any compaction or driving job while keeping your work crew safely out of the trench and eliminating the need for expensive shoring.

Toro Co, The

Viking Representatives

Wagman Metal Products

Weber MT Inc

COMPACTORS, VIBRATORY ROLLER

ADI Inc

Case Construction Equipment

**Chicago Pneumatic
Power Technique**

Dynapac

**Great Northern Equipment
Distributing Inc**

**Hyundai Construction
Equipment Americas**

JCB North America

Kent Demolition Tools

Manufacturer's Sales

MBW Inc

MMD Equipment

Road Widener, LLC

Sakai America

Sany America Inc.



SSR120C-8 Compaction Roller

SANY's SSR120C-8 compaction roller is designed to have a minimal learning curve and long component life. The simplicity of this machine makes it great for inexperienced operators, offering intuitive controls that make for a natural feel and provides the right power and weight you need to reach your density target.

Viking Representatives

Wagman Metal Products

Weber MT Inc

**Wirtgen America-
Hamm Compaction Div**

TAMPERS

Aggressive Hydraulics

Caribe & Atlantic Sales Corp

**Great Northern Equipment
Distributing Inc**

Higher Innovative Solutions

MBW Inc

Michigan Pneumatic Tool

Toro Co, The

Viking Representatives

Wagman Metal Products

WestPac Construction Sales

COMPRESSORS/AIR TOOLS

COMPRESSED AIR TREATMENT PRODUCTS

Quincy Compressor

Sullair

Sullivan-Palatek Air Compressor

COMPRESSORS, AIR, PORTABLE, DIESEL

Allmand Bros Inc

ANA, Inc.



AIRMAN PDS185

The workhorse of your fleet should be of the highest quality. With 185 cfm at 100 PSI and a 47.6 HP Yanmar engine, the PDS185 series provides power, reliability, longevity, and AIRMAN's top-quality fit and finish.

**Atlas Copco Mining, Rock
Excavation and Construction LLC**

Broome & Associates

**Chicago Pneumatic
Power Technique**

Doosan Portable Power

FTG Equipment Solutions Inc

Kaesar Compressors Inc

MMD Equipment

MMD Hybrid Dual Fuel Generators

Rajysan Inc DBA MMD Equipment

Sales to Industry Inc

SodaBlast Systems

Sullair

Sullivan-Palatek Air Compressor

Viking Representatives

Wagman Metal Products

COMPRESSORS, AIR, PORTABLE, GAS

Con X Equipment Inc

Jenny Products Inc.

Kaesar Compressors Inc

Manufacturer's Sales

Quincy Compressor

Rol-Air Compressors

Viking Representatives

Wagman Metal Products

COMPRESSORS, HYDRAULIC

Iowa Mold Tooling Co Inc (IMT)

COMPRESSORS, OIL-FREE

Kaeser Compressors Inc

Manufacturer's Sales

Quincy Compressor

COMPRESSORS, PORTABLE, ELECTRIC

Mi-T-M Corp

Sullair

Sullivan-Palatek Air Compressor

HOSE, AIR

Abbott Rubber Co

ANA, Inc.

Capital Rubber Corp

Manufacturer's Sales

Michigan Pneumatic Tool

Sullivan-Palatek Air Compressor

RIVET BUSTERS

ANA, Inc.

Manufacturer's Sales

Michigan Pneumatic Tool

Sullivan-Palatek Air Compressor

Viking Representatives

Wagman Metal Products

SCALING HAMMERS

Manufacturer's Sales

Michigan Pneumatic Tool

Viking Representatives

Wagman Metal Products

VIBRATORS, PNEUMATIC

Deca Vibrator Industries, Inc.

Michigan Pneumatic Tool

WINCHES, AIR

Michigan Pneumatic Tool

WRENCHES, AIR

Michigan Pneumatic Tool

WRENCHES, IMPACT

Caribe & Atlantic Sales Corp

Manufacturer's Sales

Michigan Pneumatic Tool

Universal Tool Div

Florida Pneumatic

COMPUTER SOFTWARE

BAR-CODING SYSTEMS

Fleet Cost & Care

inspHire Inc

JK Data Systems, Inc

Ramco Systems

COMPUTER SYSTEMS

Alert Rental Software

Automated Rental Management Software

Cojali USA



Jaltest MHE

Jaltest MHE is a diagnostics solution that covers All-Makes and All-Models of the material handling equipment industry. Jaltest MHE provides dealer level bidirectional tests such as injector coding, DPF forced regens, resets or hydraulics calibrations in every type of equipment or make and also covers gas, diesel and electric engines. .

Corporate Services LLC

EquipCalendar.com

Infor

inspHire Inc

JK Data Systems, Inc

Management Technology America

Market Line Computers

Open Door Technology

Orion Software

PFW Systems Corp

Point of Rental Software

Quadkor

Quipli

Ramco Systems

Simple Solutions

Synergy International

Universal Accounting Software

ENTERPRISE RESOURCE PLANNING

Baseplan Software Group

CAVU ERP

e-Emphasys Technologies

Excellware Inc

Infor

Information Integration Group

InTempo Software

JK Data Systems, Inc

RMI Corp

Sycor

To-Increase

Wynne Systems



RentalMan by Wynne Systems

RentalMan helps you get more value out of your rental equipment. A comprehensive ERP solution designed specifically for the enterprise-level rental equipment industry. From the time you purchase to the time you sell, the platform has centralized, flexible, and powerful options to help you successfully manage and scale the growth of your equipment rental business.

GLOBAL POSITIONING SYSTEMS

BorgSolutions

CalAmp | LoJack

Cellutrak

LOFA Industries Inc

LoJack Corp

PowerFleet, Inc.

Ramco Systems

SolarTrak

INTERNET SERVICES

New Media Retailer

Wynne Systems

RADIO FREQUENCY IDENTIFICATION DEVICES

Invisi-Tag Tool Tracking

LoJack Corp

SATELLITE TRACKING MAINTENANCE SYSTEMS

BorgSolutions

Fleet Cost & Care

MicroLogic Inc

SOFTWARE AS A SERVICE

Alert Rental Software

Automated Rental Management Software

CalAmp | LoJack

Cojali USA



Jaltest OHW

Jaltest OHW is a diagnostics solution that covers All-Makes and All-Models of the off-highway equipment industry. Jaltest OHW provides dealer level bidirectional tests such as injector coding, DPF forced regens, resets or hydraulics calibrations in every type of equipment or make.

PRODUCTS

Corporate Services LLC
e-Emphasys Technologies
EquipCalendar.com
Fleet Up Marketplace
Infor
InTempo Software
Invisi-Tag Tool Tracking
Market Line Computers
Open Door Technology

Point of Rental Software

Point of Rental Software

Point of Rental Software

Point of Rental's flexible, full-featured rental software is designed to integrate with your other tools and drive rental success. No matter what you're wanting to do - inventory tracking, e-commerce, purchase orders, maintenance tracking, dispatching, business analysis, etc. - Point of Rental's software helps you do it in an intuitive, intelligent way.

PowerFleet, Inc.
RMI Corp
Sycor
Synergy International
Texada Software
To-Increase
Trackunit

Wynne Systems



MobileLink by Wynne Systems

This is your "in the field" front desk. MobileLink seamlessly connects your field, yard, and office staff to RentalMan to streamline your operational processes. Equip your sales and operational team with information they need to accelerate operations outside the office. By untethering your field teams, MobileLink allows your business to do more and take advantage of RentalMan on the go.



Wynne Systems



Service Solution by Wynne Systems

Equipment that is being serviced does not generate revenue. Service Solution is a centralized, mobile repair solution that maximizes service team productivity. With service prioritization, technician scheduling, mobile app tracking, and robust work order management, service teams will have enhanced capabilities that allow them to keep assets in service when needed. In repair service, timing is everything.

SOFTWARE, COMPUTER

Alert Rental Software
Automated Rental Management Software
Baseplan Software Group
BorgSolutions
Corporate Services LLC
Dozr
DPL Telematics
e-Emphasys Technologies
EquipCalendar.com

Equipment Watch
Fame Rental
Fleet Cost & Care
inspHire Inc
InTempo Software
Kelly Walker Associates
Market Line Computers
Open Door Technology
Orion Software
Point of Rental Software

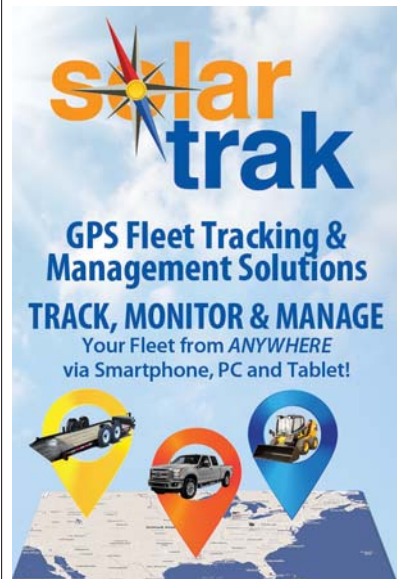
Quadkor
Quipli
Rental Dynamics
RMI Corp
Simple Solutions
SmartEquip
Sycor
Synergy International
To-Increase
Tristar Systems
Universal Accounting Software
Visum LLC

TELEMATICS SYSTEMS

Baseplan Software Group
BorgSolutions
CalAmp | LoJack
Cojali USA
DPL Telematics
FleetUp
GEM One Corp
Geoforce

LoJack Corp
Point of Rental Software
PowerFleet, Inc.

SolarTrak



SolarTrak GPS
Fleet Tracking & Management Solutions
Track your fleet vehicles, trailers, excavators, backhoes and more!

Texada Software
Trackunit

CONCRETE WORKING EQUIPMENT

ASPHALT PLANERS

Viking Representatives
Wagman Metal Products
Wirtgen America-Hamm Compaction Div

ASPHALT RECYCLERS

Rockster Recycler North America
Wirtgen America-Hamm Compaction Div

ASPHALT ROLLERS

BOMAG Americas Inc
Dynapac
Great Northern Equipment Distributing Inc

Manufacturer's Sales
Sakai America

Viking Representatives
Wagman Metal Products
Wirtgen America-Hamm Compaction Div

BLADES, POWER TROWEL

Beal Enterprises
Great Northern Equipment Distributing Inc
Manufacturer's Sales
Stens

Viking Representatives
Wagman Metal Products

BUGGIES, POWER, CONCRETE

Canycorn USA

Great Northern Equipment
Distributing Inc

IHI Compact Excavator Sales

Manufacturer's Sales

Multiquip Inc

Power Buggy by Indy, The

Toro Co, The

Viking Representatives

Wagman Metal Products

CEMENT TOOLS AND TROWELS

Kraft Tool Co

Manufacturer's Sales

Marshalltown Co

CHISEL SCALER, AIR

EDCO - EQUIPMENT DEVELOPMENT
COMPANY, INC.

Viking Representatives

Wagman Metal Products

CHISELS, POINTS

Devitt & Associates

Hilti Inc

Michigan Pneumatic Tool

CHUTES, DEBRIS

Viking Representatives

Wagman Metal Products

CLAY DIGGERS AND SPADES

American Pneumatic Tool

Kent Demolition Tools

Michigan Pneumatic Tool

Viking Representatives

Wagman Metal Products

CLEANING EQUIPMENT, ASPHALT

Pressure Island

Riveer

CONCRETE BATCH PLANTS

Aba Daba Rents & Ready Mix

Cart-Away Concrete Systems

Cementech

Racine Industries Inc

CONCRETE BUCKETS

Bon Tool Company

Danuser

Gar-Bro Mfg

CONCRETE CHUTES

Czar Weld Tools

FFC, a division of
Paladin Attachments

MTU

CONCRETE CLEANERS

Baldwin Filters

CONCRETE DUMPERS

Allen Engineering Corp

Muck-Truck

CONCRETE HAND TOOLS

Bon Tool Company

Manufacturer's Sales

CONCRETE PUMPS

Blastcrete Equipment Co

Cart-Away Concrete Systems

Multiquip Inc

Putzmeister America Inc

Reed Concrete Pumps

Viking Representatives

Wagman Metal Products

CONCRETE SAWS

Crown Construction Equipment

EDCO - EQUIPMENT DEVELOPMENT
COMPANY, INC.

Great Northern Equipment
Distributing Inc

Husqvarna Construction Products

Multiquip Inc

Stihl Inc

Viking Representatives

Wagman Metal Products

CONCRETE SEALERS

Nox-Crete

PPX Inc

CONCRETE STAMPS

Manufacturer's Sales

CONCRETE-BREAKING JAWS

Geith Inc

Kent Demolition Tools

CONCRETE-CURING BLANKETS

Grip-Rite/
Prime Source Building Products Inc

Powerblanket

CONCRETE-FORMING SYSTEMS

Curb Roller Manufacturing

Nox-Crete

Unit Plant Services

CRACK CHASERS

EDCO - EQUIPMENT DEVELOPMENT
COMPANY, INC.

CRACK REPAIR EQUIPMENT, ASPHALT/CON-
CRETE

EDCO - EQUIPMENT DEVELOPMENT
COMPANY, INC.

Kraft Tool Co

LAB Mfg Co

CURB EXTRUDERS

MBW Inc

DRAIN-CLEANING EQUIPMENT

Beal Enterprises

Manufacturer's Sales

Viking Representatives
Wagman Metal Products

GRINDERS, CONCRETE

EDCO - EQUIPMENT DEVELOPMENT
COMPANY, INC.

General Equipment Co

Hilti Inc

Manufacturer's Sales

National Surface
Preparation Equipment

Oztec Industries Inc

Specialty Equipment Rentals

Superabrasive Inc

Viking Representatives

Wagman Metal Products

GROOVERS, CONCRETE, ASPHALT

Manufacturer's Sales

Smith Mfg

Specialty Equipment Rentals

MASONRY DRILL BITS

Calwestern Sales Corp

Hilti Inc

MASONRY-CUTTING TOOLS

Affinity Tool Works/Dtec

Brokk Inc

EDCO - EQUIPMENT DEVELOPMENT
COMPANY, INC.

ICS Bestway

Manufacturer's Sales

Multiquip Inc

MIXERS, CONCRETE

Crown Construction Equipment

EZG Manufacturing

Great Northern Equipment
Distributing Inc

Kushlan Products

MudMixer

Multiquip Inc

Toro Co, The

Viking Representatives

Wagman Metal Products

MIXERS, MORTAR

Devitt & Associates

EZG Manufacturing

Great Northern Equipment
Distributing Inc

Imer USA

MBW Inc

MudMixer

Toro Co, The

Viking Representatives

Wagman Metal Products

MORTAR BOXES

Manufacturer's Sales

Multiquip Inc

Viking Representatives

PRODUCTS

Wagman Metal Products

PLANERS, CONCRETE

EDCO - EQUIPMENT DEVELOPMENT COMPANY, INC.

Manufacturer's Sales

Smith Mfg

REBAR-TYING MACHINES

Benner-Nawman

Manufacturer's Sales

Max USA Corp

SCREEDS

Allen Engineering Corp

Curb Roller Manufacturing

Great Northern Equipment Distributing Inc

JLin Corp DBA Multivibe

Lura Enterprises

Manufacturer's Sales

MBW Inc

Metal Forms Corp

Viking Representatives

Wagman Metal Products

TRAILERS, CONCRETE-MIXING

Aggressive Hydraulics

TRAILERS, DUMP, CONCRETE

Aggressive Hydraulics

Cart-Away Concrete Systems

TROWEL, BLADES

Manufacturer's Sales

Multiquip Inc

Stens

Viking Representatives

Wagman Metal Products

TROWELS, HAND

Manufacturer's Sales

TROWELS, POWER

Allen Engineering Corp

Arrow Master Inc

Bartell Morrison LLC

Dynapac

Great Northern Equipment Distributing Inc

MBW Inc

Multiquip Inc

Toro Co, The

Viking Representatives

Wagman Metal Products

VIBRATORS, ELECTRIC

Deca Vibrator Industries, Inc.

Dreyer Vibrator Co Inc

Dynapac

Great Northern Equipment Distributing Inc

Manufacturer's Sales

Minnich Manufacturing

Multiquip Inc

Oztec Industries Inc

Viking Representatives

Wagman Metal Products

VIBRATORS, GAS

Minnich Manufacturing

Oztec Industries Inc



BP-45 Backpack Concrete Vibrator

Powerful, portable, and reliable, Oztec's gas powered BP-45, provides ultimate and immediate adaptability on the job. Utilizing a rugged and dependable Honda 1 3/4 HP gasoline engine, coupled to our "speed-up" transmission, vibrator heads develop 12,000 vpm and never drop below 10,000 vpm even in the heaviest low slump concrete loads.

Viking Representatives

Wagman Metal Products

CUTTING EQUIPMENT

CUTTERS, ASPHALT, PAVEMENT

Brunner & Lay Inc

EDCO - EQUIPMENT DEVELOPMENT COMPANY, INC.

Manufacturer's Sales

CUTTERS, BLOCK

EDCO - EQUIPMENT DEVELOPMENT COMPANY, INC.

Manufacturer's Sales

CUTTERS, BOLT

Manufacturer's Sales

CUTTERS, BRICK

EDCO - EQUIPMENT DEVELOPMENT COMPANY, INC.

Manufacturer's Sales

CUTTERS, CABLE

Manufacturer's Sales

CUTTERS, PIPE

Manufacturer's Sales

Wheeler Mfg, Div. Rex Int'l USA Inc

CUTTERS, ROD REBAR

Benner-Nawman

Fascut Industries Inc

Multiquip Inc

Viking Representatives

Wagman Metal Products

CUTTERS, ROOT

Dosko

US Praxis

Vermeer

CUTTERS, SOD

Great Northern Equipment Distributing Inc

Quail Mfg of MN Inc

Viking Representatives

Wagman Metal Products

CUTTERS, STUMP

Dosko

Great Northern Equipment Distributing Inc

Green Mfg

Jeff's Sharpening & Supply

Stumper Industries

Vermeer

Viking Representatives

Wagman Metal Products

CUTTERS, TILE

EDCO - EQUIPMENT DEVELOPMENT COMPANY, INC.

Gemini Saw Co Inc

Viking Representatives

Wagman Metal Products

DEMOLITION EQUIPMENT

BREAKERS, AIR, BACKHOE-MOUNTED

Cardinal Sales

Kent Demolition Tools

BREAKERS, ELECTRIC

Brokk Inc

Hilti Inc

BREAKERS, HYDRAULIC, BACKHOE-MOUNTED

AmeriQuip LLC

Atlas Copco Mining, Rock Excavation and Construction LLC

Brunner & Lay Inc

Case Construction Equipment

Chicago Pneumatic Power Technique

Connect Work Tools

Construction Tool Parts Inc

Epiroc

HKX Inc

Huskie Hydraulic Hammer

Kent Demolition Tools

Komac America Inc

Kremmel, George - George Kremmel Sales

Okada America Inc

Stanley Hydraulic Tools

Tecman Booms USA
TOKU America Inc
Universal Impact Technologies
Viking Representatives
Wagman Metal Products

BREAKERS, STEEL

Michigan Pneumatic Tool
Montabert

DEMOLITION MATERIALS

Windy Ridge Corp

HAMMERS, CHIPPING

American Pneumatic Tool

ANA, Inc.

Con X Equipment Inc

Hilti Inc

Kent Demolition Tools

Manufacturer's Sales

Michigan Pneumatic Tool

Sullivan-Palatek Air Compressor

Viking Representatives

Wagman Metal Products

HAMMERS, DEMOLITION, ELECTRIC

Hilti Inc

Hitachi Power Tools

Makita USA

Manufacturer's Sales

HAMMERS, DEMOLITION, MANUAL

Case Construction Equipment

HAMMERS, ROTARY

American Pneumatic Tool

Hilti Inc

Makita USA

Michigan Pneumatic Tool

HAMMERS, ROTARY, HYDRAULIC

CS Unitec Inc

PAVING BREAKERS, AIR

American Pneumatic Tool

ANA, Inc.

Con X Equipment Inc

Harper Air Tool Mfg

Kent Demolition Tools

Michigan Pneumatic Tool

Sullivan-Palatek Air Compressor

Viking Representatives

Wagman Metal Products



PAVING BREAKERS, ELECTRIC

Brokk Inc

Hilti Inc

Manufacturer's Sales

PAVING BREAKERS, GAS

Brunner & Lay Inc

PAVING BREAKERS, HYDRAULIC

Arrow Master Inc

Connect Work Tools

Kent Demolition Tools

Okada America Inc



TOP 100A Hydraulic Hammer

The Model TOP 100A is ideal for use on 22,000 to 42,000 pound excavators. It requires 29 to 35 gpm at 2,030 to 2,620 psi and it breaks at a rate of 550 to 710 blows per minute. Demolition of heavily reinforced concrete structures, building foundations, trench rock and oversize boulders are many of the applications for the Model TOP 100A hydraulic hammer.

ROCK DRILLS (JACKHAMMERS)

American Pneumatic Tool

Manufacturer's Sales

Michigan Pneumatic Tool

Montabert

Sullivan-Palatek Air Compressor

Viking Representatives

Wagman Metal Products

EARTHMOVING EQUIPMENT

BACKHOE ACCESSORIES

Aggressive Hydraulics

AMI Attachments

Case Construction Equipment

Felco

Great Northern Equipment Distributing Inc

John Deere Construction & Forestry Division

Kent Demolition Tools

BACKHOES

Aggressive Hydraulics

Case Construction Equipment

JCB North America

John Deere Construction & Forestry Division

Komatsu America Corp

Sany America Inc.



SLB95 Backhoe Loader

Meet your Money-Maker. SANY's backhoe loader is agile and simple to operate. We've lowered the learning curve. Operators have the advantage of multipurpose performance with greater versatility and maneuverability. They can also service the machine with ease and move from site to site without the use of a trailer.

Terex Construction

Waldon Mfg LLC

Westchester Tool Rentals

BUCKETS, EXCAVATOR

Aggressive Hydraulics

Case Construction Equipment

CP, a division of Paladin

ESCO Corp

Geith Inc

John Deere Construction & Forestry Division

Shamrock Steel Fabricators

Viking Representatives

Wagman Metal Products

BUCKETS, LOADER, ALL TYPES

Aggressive Hydraulics

Case Construction Equipment

Great Northern Equipment Distributing Inc

John Deere Construction & Forestry Division

JRB, a division of Paladin

Viking Representatives

Wagman Metal Products

PRODUCTS

COLD PLANERS

**Wirtgen America-
Hamm Compaction Div**

CRAWLER DOZERS/LOADERS

Aggressive Hydraulics
Case Construction Equipment
Dressta North America
**John Deere Construction
& Forestry Division**
Komatsu America Corp
Rayco Mfg Inc
Shantui America (AVANZA)

CRAWLERS, BACKHOE

Aggressive Hydraulics
Case Construction Equipment
**John Deere Construction
& Forestry Division**

EXCAVATORS

Anchor Freight
Case Construction Equipment
Cummins Inc.
**Doosan Infracore Construction
Equipment America**
Haulotte Group
**Hitachi Construction
& Mining Products**
HKX Inc
**Hyundai Construction
Equipment Americas**
Innovative Equipment / TMX
JCB North America
**John Deere Construction
& Forestry Division**
KATO CES
KOBELCO USA
Kubota Tractor Corp
REMU USA
Roland Machinery Co
Sany America Inc.
Volvo Construction Equipment
XCMG North America Corp

EXCAVATORS, ELECTRIC

Haulotte Group
Volvo Construction Equipment

EXCAVATORS, MINI

Aquajet Systems
**BEMCO Broussard Equipment
Management Co**
Bobcat Co
Case Construction Equipment
Cummins Inc.
**Hitachi Construction
& Mining Products**
IHI Compact Excavator Sales
Innovative Equipment / TMX
JCB North America
**John Deere Construction
& Forestry Division**
KOBELCO USA

Sany America Inc.



SY35U Mini Excavator

SANY's SY35U packs powerful lift and dig performance in a compact design with independent boom swing and a true zero tail swing. Work against obstructions, maneuver in tight spaces and run a variety of powered attachments from buckets to breakers as well as thumbs and quick couplers.

Takeuchi
XCMG North America Corp
YC Machinery & Equipment Inc

GRADING BLADES

Aggressive Hydraulics
Case Construction Equipment
**John Deere Construction
& Forestry Division**
Site Pro, from Worksaver, Inc

GRADING EQUIPMENT

Aggressive Hydraulics
Case Construction Equipment
**Harley, a division of Paladin
Attachments**
Hoelscher Commercial Products
**John Deere Construction
& Forestry Division**
SANY America Inc.

LOADERS, ATTACHMENTS

AMI Attachments
Case Construction Equipment
CE Attachments
Construction Implements Depot
CTI (Construction Technology Inc)
Cummins Inc.
**Great Northern Equipment
Distributing Inc**
JCB North America
**John Deere Construction
& Forestry Division**

McLaren Industries
Paladin Attachments
**Paul Wever Construction
Equipment Co Inc**
Star Industries
Wolfgroup International

LOADERS, EXTENDED-REACH

Aggressive Hydraulics
Case Construction Equipment
JCB North America
**John Deere Construction
& Forestry Division**

LOADERS, FRONT-END (WHEEL)

Aggressive Hydraulics
Case Construction Equipment
Cummins Inc.
**Doosan Infracore Construction
Equipment America**
Dressta North America
Giant by Tobrocco
**John Deere Construction
& Forestry Division**
Komatsu America Corp
OTR Wheel Engineering
Sany America Inc.
Show-Me Shortline
Takeuchi
XCMG North America Corp

LOADERS, FRONT-END (WHEEL), ELECTRIC

Haulotte Group
Volvo Construction Equipment

LOADERS, SKID-STEER

Aggressive Hydraulics
All States Ag Parts
ASV Holdings Inc.
Bobcat Co
Case Construction Equipment
Central Parts Warehouse
Ditch Witch
Gehl Co
JCB North America
**John Deere Construction
& Forestry Division**
KATO CES
Komatsu America Corp
Kubota Tractor Corp
Mustang Mfg Co
New Holland Construction
OTR Wheel Engineering
Vermeer
Wacker Neuson

LOADERS, TRACK
Aggressive Hydraulics
ASV Holdings Inc.
Bobcat Co
Case Construction Equipment

IHI Compact Excavator Sales

JCB North America

John Deere Construction & Forestry Division

Kubota Tractor Corp

MMD Equipment

OTR Wheel Engineering

Takeuchi

Toro Co, The

LOADERS, WHEEL, COMPACT

Aggressive Hydraulics

Case Construction Equipment

Compact Power Inc

Hyundai Construction Equipment Americas

JCB North America

John Deere Construction & Forestry Division

Komatsu America Corp

Show-Me Shortline

Toro Co, The

Waldon Mfg LLC

MOTOR GRADERS

John Deere Construction & Forestry Division

Komatsu America Corp

Sany America Inc.

SOIL REMEDIATION EQUIPMENT

Allu Group Inc

SOIL STABILIZERS

Wirtgen America-Hamm Compaction Div

TRACK PADS

John Deere Construction & Forestry Division

McLaren Industries

Right Track Systems Int.

Superior Tire & Rubber Corp

TRACKS, CRAWLER

Global Track Warehouse USA

John Deere Construction & Forestry Division

McLaren Industries

Rig Source

TRACTOR ATTACHMENTS

AMI Attachments

Cummins Inc.

Great Northern Equipment Distributing Inc

John Deere Construction & Forestry Division

Paladin Attachments

Remlinger Manufacturing

TRACTORS, INDUSTRIAL

Aggressive Hydraulics

John Deere Construction & Forestry Division

TRACTORS, LOADER

Aggressive Hydraulics

All States Ag Parts

Case Construction Equipment

Cummins Inc.

John Deere Construction & Forestry Division

TRENCH DIGGERS

Aggressive Hydraulics

Astec Underground

E-Z Trench Manufacturing

Vermeer

TRENCH-SHORING EQUIPMENT

Icon Equipment Distributors Inc

Kundel Industries

Pro-Tec Equipment

TRENCHER ATTACHMENTS

Case Construction Equipment

Ditch Witch

Great Northern Equipment Distributing Inc

TRENCHER CHAINS

Ballantine

Ditch Witch

Great Northern Equipment Distributing Inc

Vermeer

TRENCHERS, RIDE-ON

Aggressive Hydraulics

Ditch Witch

Vermeer

TRENCHERS, WALK-BEHIND

Aggressive Hydraulics

Astec Underground

Barreto Mfg

Brown Products

Ditch Witch

Great Northern Equipment Distributing Inc

Ground Hog Inc

RLA Sales Inc

Toro Co, The

TRENCH'N Edge Irrigation Trencher

Vermeer

Viking Representatives

Wagman Metal Products

VIBRATORY PLOWS

Astec Underground

Ditch Witch

Vermeer

WHEELED EXCAVATORS

Doosan Infracore Construction Equipment America

John Deere Construction & Forestry Division

Komatsu America Corp

ENGINES

ENGINE REPLACEMENT PARTS

Commercial Diesel Parts & Service

Great Northern Equipment Distributing Inc

Lifan Power USA

Stens

Tecumseh Products

Thermal Solutions Manufacturing (TSM)

TVH Total Source Parts and Accessories

Volvo Penta of the Americas

ENGINE SHUTDOWN SWITCHES

LOFA Industries Inc

The Tilt Switch by Rusty Rental

ENGINE-STARTING AIDS, DIESEL

KBi/Kold-Ban International Ltd

ENGINES, DIESEL

Alturair

ALTURDYNE

Cojali USA

Cummins Inc.



Cummins B6.7

Stage V Certified. Power Ratings up to 326 hp/243 kW. Peak torque 1014 lb-ft/1375 Nm. Single Module, Non-EGR Aftertreatment.

Cummins Inc.



Cummins F3.8

Stage V Certified. Power Ratings up to 173 hp/129 kW. Peak torque 457 lb-ft/620 Nm. Single Module, Non-EGR Aftertreatment.

Cummins Inc.



Cummins B4.5

Stage V Certified. Power Ratings up to 200 hp/150 kW. Peak torque 575 lb-ft/780 Nm. Single Module, Non-EGR Aftertreatment..

Deutz Corp

Great Northern Equipment Distributing Inc

Hatz Diesel of America

Headwind Solutions



ShockerPASS

The ShockerPASS from Headwind Solutions monitors engine speed and shuts the engine down in the event of a potential diesel engine runaway. The system is capable of automatically detecting a runaway will activate the ShockerPASS valve, shutting the engine down before any damage can occur to the machine or the property and personnel.

Highway Equipment & Supply Co

Isuzu Motors America

John Deere Power Systems

Kohler Engines

Kubota Engine America Corp

Perkins Engines Co Ltd

Rental Power Solutions

Scania USA Inc

Southwest Products

Volvo Penta of the Americas



VOLVO PENTA

Volvo Penta D16 - EU Stage IV/EPA Tier 4F

The Volvo Penta D16 industrial engine is an off-road, in-line 6-cylinder, 16.1-liter diesel engine. It features electronic high-pressure fuel injection, overhead camshaft, and electronically controlled wastegate turbo. Optimized SCR technology and a light EGR contribute to efficient combustion.

Volvo Penta of the Americas



VOLVO PENTA

Volvo Penta D8 - EU Stage IIIA/EPA Tier 3

Volvo Penta's D8 power generation engine is an in-line 6 cylinder, 7.7-liter genset diesel engine. Built with power, reliability, and fuel efficiency at its core. The robust and reliable D8 is designed for easy, fast, and economical installation, providing a low noise, smooth, and vibration-free operation..

Volvo Penta of the Americas



VOLVO PENTA

Volvo Penta D11 - EU Stage IV/EPA Tier 4F

Volvo Penta D11 industrial engine, is an off-road, in-line 6-cylinder, 10.8-liter diesel engine. It features electronic high-pressure injection, overhead camshaft, and electronically controlled wastegate turbo. Optimized SCR technology and a light EGR contribute to efficient combustion.

Wolter Power Systems

ENGINES, GASOLINE

Alturair

Bliss Distributing Co

Briggs & Stratton Commercial Power

Great Northern Equipment Distributing Inc

Highway Equipment & Supply Co

Kawasaki Motors Corp USA Engine Div

Kohler Engines

Lifan Power USA

Power Equipment Co

Subaru Power Products

Tecumseh Products

Volvo Penta of the Americas

ENGINES, LP-GAS

Subaru Power Products

ENGINES, REBUILT

TVH Total Source Parts and Accessories

Volvo Penta of the Americas

MOTORS, ELECTRIC

Aerial Equipment Parts

TVH Total Source Parts and Accessories



FINANCIAL SERVICES

AUCTIONEERS/EQUIPMENT BROKERS

Bidadoo Auctions
BigIron Auctions
IronPlanet
Ritchie Bros Auctioneers
Yoder & Frey Auctioneers

CONSULTANT, FINANCIAL/RENTAL

Detmer Consulting Inc
Stansberry Firm, The
Woudenberg Properties

CONTRACT FORMS, RENTAL

In-A-Bind

FINANCING/LEASING

Allied Financial Solutions
ClearView Financial
GE Capital Solutions
John Deere Construction & Forestry Division
LEAF Commercial Capital
Pinnacle Business Finance Inc
Sany America Inc.
Textron Financial Corp
Univest Capital

INSURANCE, RENTAL

Allied Insurance Brokers
American Transportation Insurance Group Inc
ARA Insurance Services
EPIC
National Insurance Specialists
USI Affinity Rental Specialties
USI Rental Specialties

MERGERS & ACQUISITIONS

Latek Capital Corp
Stansberry Firm, The

FLOOR CARE EQUIPMENT

BROOMS, ELECTRIC

Manufacturer's Sales
TVH Total Source Parts and Accessories

BROOMS, PUSH

Manufacturer's Sales

BRUSHES, FLOOR-POLISHING

TVH Total Source Parts and Accessories
Viking Representatives
Wagman Metal Products

BRUSHES, SWEEPER

Kärcher Shark Pressure Washers
TVH Total Source Parts and Accessories
Windsor

BUFFERS, FLOOR

Cherryhill Mfg Corp
Clarke
Karcher Floor Care Inc/ Windsor Industries
Kärcher Shark Pressure Washers
Manufacturer's Sales
NSS Enterprises Inc
Powr-Flite
TVH Total Source Parts and Accessories
United Floor Machine Co
Viking Representatives
Wagman Metal Products
Windsor

CARPET DRYERS

Beal Enterprises
Dri-Eaz Products
Karcher Floor Care Inc/ Windsor Industries
Manufacturer's Sales
Viking Representatives
Wagman Metal Products
Windsor

CARPET INSTALLATION TOOLS/STRETCHERS

Manufacturer's Sales
Specialty Equipment Rentals

CARPET-CLEANING CHEMICALS

Dri-Eaz Products
Karcher Floor Care Inc/ Windsor Industries
Manufacturer's Sales
Viking Representatives
Wagman Metal Products
Warsaw Chemical Co Inc

CARPET-CLEANING EQUIPMENT (DRY-EXTRACTION TYPE)

Clarke
Karcher Floor Care Inc/ Windsor Industries

CARPET-CLEANING EQUIPMENT (STEAM EXTRACTION)

Clarke
Karcher Floor Care Inc/ Windsor Industries
Powr-Flite
Viking Representatives
Wagman Metal Products
Windsor

DECK-CLEANING EQUIPMENT

Manufacturer's Sales

EDGERS, FLOOR

Cherryhill Mfg Corp
Clarke
EDCO - EQUIPMENT DEVELOPMENT COMPANY, INC.
Manufacturer's Sales

FLOOR CHEMICALS

Joe Money Machinery
Manufacturer's Sales
Warsaw Chemical Co Inc

FLOOR FINISHERS/POLISHERS

Revolution Inc
Specialty Equipment Rentals
Superabrasive Inc
Viking Representatives
Wagman Metal Products
Warsaw Chemical Co Inc
Windsor

FLOOR-CLEANING EQUIPMENT

Clarke
Manufacturer's Sales
NSS Enterprises Inc
Pacific Floor Care
Sirocco-VacuBerm Reclaim Systems
Windsor

FLOOR-SANDING ABRASIVES

Cherryhill Mfg Corp
Manufacturer's Sales

MARBLE CLEANERS

Clarke

NAILS, FLOORING

Manufacturer's Sales
Porta-Nails Inc
Primatech

POLISHERS, FLOOR

Clarke
Husqvarna Construction Products
Specialty Equipment Rentals
Viking Representatives
Wagman Metal Products
Windsor

POLISHES AND WAXES, FLOOR

Clarke
Manufacturer's Sales

STRIPPERS, FLOOR

Clarke
EDCO
Karcher Floor Care Inc/ Windsor Industries
Manufacturer's Sales
Rapid Roof Remover/JKN Enterprises of WCH, LLC
Sinclair Equipment
Specialty Equipment Rentals
Windsor

SWEEPERS, MAGNETIC

Aggressive Hydraulics
Magnetics Div Global Equipment Marketing Inc
Manufacturer's Sales
Master Magnetics

PRODUCTS

SWEEPERS, POWER

Aggressive Hydraulics
Clarke
Manufacturer's Sales
ODRA Road Sweepers
Wisconsin Lift Truck Corp

SWEEPERS, ROTARY-BOOM

Aggressive Hydraulics
BCS America LLC
Clarke
Manufacturer's Sales
United Rotary Brush Corp

TILE STRIPPER

EDCO - EQUIPMENT DEVELOPMENT COMPANY, INC.
Manufacturer's Sales
Palmer Distribution
Sinclair Equipment
Specialty Equipment Rentals

TILE-CLEANING EQUIPMENT

Manufacturer's Sales

VACUUMS, BACKPACK

Cherryhill Mfg Corp
Clarke
Manufacturer's Sales
Revolution Inc
Windsor

VACUUMS, CANISTERS

Clarke
Manufacturer's Sales

VACUUMS, HEPA

Clarke
Dustless Technologies
EDCO - EQUIPMENT DEVELOPMENT COMPANY, INC.
NSS Enterprises Inc

VACUUMS, INDUSTRIAL

Manufacturer's Sales



VACUUMS, UPRIGHT

Clarke
Perfect Products Inc
Viking Representatives
Wagman Metal Products
Windsor

VACUUMS, WET/DRY

Beal Enterprises
Dustless Technologies
Manufacturer's Sales
Powr-Flite
Sirocco-VacuBerm Reclaim Systems
Viking Representatives
Wagman Metal Products
Windsor

GENERATORS/WELDERS

GENERATOR TESTERS

Sotcher Measurement Inc

GENERATORS, ALL TYPES

Alturair
ALTURDYNE
Americas Generators
Apeiron Energy
Baldor Electric Co
Cummins Inc.
Generac Power Systems
Gillette Generators Inc
Godwin, a Xylem Brand
Great Northern Equipment Distributing Inc
Great Plains Manufacturers - Distributors
Gull Wing Industries Inc
Heart-Land Marketing Services
Highway Equipment & Supply Co
Himoinsa Power Systems Inc
Lifan Power USA
Mesa Solutions
Mi-T-M Corp
MMD Hybrid Dual Fuel Generators
Pacific Power Group
Parker Power Systems
PowerContinuity Ltd
Pramac America LLC
Production Power & Air
Rajysan Inc DBA MMD Equipment
Rental Power Solutions
RLA Sales Inc
SML Industries (Voltmaster)
Subaru Power Products
Tsurumi Pump
Viking Representatives
Volvo Penta of the Americas
Wagman Metal Products
WINCO Inc

Wirant Sales

Yamaha Motor

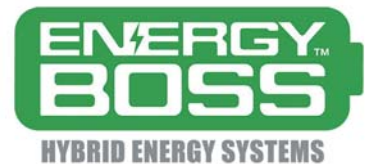
GENERATORS, BATTERY STORAGE

ANA, Inc.

GENERATORS, DIESEL

Allmand Bros Inc
Americas Generators

ANA, Inc.



Energy Boss™ - Hybrid Energy Systems

Introducing the all-new Energy Boss™ Hybrid Energy Systems from ANA, offering a breakthrough in hybrid power generation and energy storage. The innovative mobile platform integrates top-line quality generators with leading-edge new battery technology and highly specialized control systems to reduce fuel, emissions, and service while also meeting our customers' power demands.

ANA, Inc.



AIRMAN SDG25

The AIRMAN SDG25 generator from ANA, powered by an Isuzu diesel engine, is capable of providing 20kW of prime power for over 32 hours at full load. Standard features include automatic start and industry-leading automatic voltage regulation of +/- 0.5% as well as an outer potentiometer for precise voltage selection.

Atlas Copco Mining, Rock Excavation and Construction LLC
Caribe & Atlantic Sales Corp
Cummins Inc.
Doosan Portable Power
FTG Equipment Solutions Inc

Generac Power Systems



MDE570

Generac Mobile diesel generator MDE570 features an 18.1 L Perkins Tier 4 Final-certified engine and is engineered for ease of operation and maintenance. The machine features wide-opening removable doors for maximum serviceability. The steel, sound-attenuated enclosure provides quiet operation and is durable for a long-lasting, attractive appearance.

Global Pump

MMD Equipment

PowerContinuity Ltd

Thermal Intelligence

Volvo Penta of the Americas

GENERATORS, GASOLINE

Americas Generators

Honda Power Equipment

Power Equipment Co

Wacker Neuson

LOAD BANKS

ANA, Inc.

PLASMA CUTTERS, AIR

Lincoln Electric

Miller Electric Mfg Co - Rental Div

POWER DISTRIBUTORS, PORTABLE

ALTURDYNE

Construction Electrical Products

Gull Wing Industries Inc

JP Nolan & Co

Manufacturer's Sales

MMD Equipment

Rental Power Solutions

Tsurumi Pump



WELDER/GENERATORS

Headwind Solutions



ShockerPASS

The ShockerPASS from Headwind Solutions monitors engine speed and shuts the engine down in the event of a potential diesel engine runaway. The system is capable of automatically detecting a runaway will activate the ShockerPASS valve, shutting the engine down before any damage can occur to the machine or the property and personnel.

Lifan Power USA

Lincoln Electric

Manufacturer's Sales

Miller Electric Mfg Co - Rental Div

Multiquip Inc

Viking Representatives

Wagman Metal Products

WINCO Inc

WELDERS

Image Industries

Lincoln Electric

Miller Electric Mfg Co - Rental Div

Multiquip Inc

Red D Arc Welderentals

Viking Representatives

Wagman Metal Products

WELDING ACCESSORIES

Lincoln Electric

Manufacturer's Sales

Red D Arc Welderentals

HYDRAULIC TOOLS

BRUSH CUTTERS

Case Construction Equipment

Vermeer

COUPLERS

Case Construction Equipment

Geith Inc

Okada America Inc

LIFTGATES

PowerMate® / L P International Inc.

TOOL POWER SOURCES

Curb Roller Manufacturing

Hydra-Tech Pumps

Iron & Oak

LAWN AND GARDEN EQUIPMENT

AERATORS, LAWN

Billy Goat Industries

BlueBird Turf Products

Classen

Great Northern Equipment Distributing Inc

Ryan

Schiller Grounds Care Inc

SourceOne Outdoor Power Equipment

Stihl Inc

Stinger Equipment

Toro Co, The

Turfco Direct

Viking Representatives

Wagman Metal Products

Yard Marvel Mfg

BLADES, LAWN MOWER/EDGER

Great Northern Equipment Distributing Inc

BLOWERS, BACKPACK

Kawasaki Motors Corp USA Engine Div

Maruyama US

Shindaiwa Inc

BLOWERS, CIRCULATING

Sure Flame Products

BLOWERS, HAND-HELD

Karcher Floor Care Inc/ Windsor Industries

OREGON Outdoor Power Equipment

BLOWERS, STRAW

Harper Industries Inc

TGMI

Turbo Technologies

Vermeer

Viking Representatives

Wagman Metal Products

BLOWERS, WHEELED

Billy Goat Industries

Great Northern Equipment Distributing Inc

Little Wonder

Manufacturer's Sales

Schiller Grounds Care Inc

Viking Representatives

Wagman Metal Products

BRUSH CUTTERS, GAS

Bradco, a division of Paladin Attachments

Brown Products

Cummins Inc.

Great Northern Equipment Distributing Inc

Little Wonder

PRODUCTS

Orec America Inc
Schiller Grounds Care Inc
Vermeer

CHIPPER KNIVES

Great Northern Equipment Distributing Inc
Jeff's Sharpening & Supply

CHIPPER REPLACEMENT PARTS

Great Northern Equipment Distributing Inc

CHIPPER/VACS

Great Northern Equipment Distributing Inc

CHIPPERS/SHREDDERS

Bandit Industries
BlueBird Turf Products
Dosko
Eliet USA Inc
Great Northern Equipment Distributing Inc
MacKissic Inc.
Morbark Inc
PowerTek Inc
Rayco Mfg Inc
Split-Fire Sales Inc
VC Marketing
Viking Representatives
Wagman Metal Products

CULTIVATORS, POWER

Mantis

DETHATCHERS

Brechbuhler Scales
Classen
Great Northern Equipment Distributing Inc
Ryan
Viking Representatives
Wagman Metal Products
Yard Marvel Mfg

EDGERS AND TRIMMERS

Brown Products
E-Z Trench Manufacturing
Great Northern Equipment Distributing Inc
Kawasaki Motors Corp USA Engine Div
Little Wonder
Manufacturer's Sales
Turf Teq
Turfco Direct

EROSION-CONTROL EQUIPMENT

Hoelscher Commercial Products
Reinco Inc
TGMI
Vermeer

EXCAVATOR ATTACHMENTS

Allu Group Inc
Case Construction Equipment CP, a division of Paladin
Great Northern Equipment Distributing Inc
Harford Excavator Attachments
JCB North America
John Deere Construction & Forestry Division
JRB, a division of Paladin
Kenco Corp
Kent Demolition Tools
Vermeer

EXCAVATORS, MINI

Case Construction Equipment
Cummins Inc.
Innovative Equipment / TMX
JCB North America
John Deere Construction & Forestry Division
Komatsu America Corp
Sany America Inc.
Takeuchi
Vermeer

FENCES, PORTABLE

Johnny On The Spot Inc
Signature Fencing & Flooring Systems

FENCES, SILT

Manufacturer's Sales

FERTILIZER APPLICATORS

Great Northern Equipment Distributing Inc

LOG SPLITTERS

Barreto Mfg
Great Northern Equipment Distributing Inc
Iron & Oak
PowerTek Inc
Special Products Co
Split-Fire Sales Inc
Toro Co, The
Viking Representatives
Wagman Metal Products
Webbs

MOWERS, FLAIL

BCS America LLC
Bradco, a division of Paladin Attachments

Loftness
Orec America Inc

MOWERS, HIGH-WEED

BCS America LLC
Great Northern Equipment Distributing Inc
Kuhns Power Equipment LLC

Viking Representatives
Wagman Metal Products

MOWERS, RIDING, GAS

Bobcat
Great Northern Equipment Distributing Inc
Hustler Turf Equipment
Scag Power Equipment
Walker Mfg Co
Wright Mfg

MOWERS, ROTARY, GAS

Bobcat
Great Northern Equipment Distributing Inc
Sarlo Power Mowers Inc

MOWERS, SICKLE BAR

BCS America LLC

MULCHERS

Great Northern Equipment Distributing Inc
Loftness
TGMI

OVER-SEEDERS, GRASS

BlueBird Turf Products
Classen
Kasco Manufacturing
Ryan
Stinger Equipment
Toro Co, The
Turfco Direct
Viking Representatives
Wagman Metal Products

PRUNERS

Manufacturer's Sales

RAKES, LANDSCAPE, ASPHALT

Case Construction Equipment
Great Northern Equipment Distributing Inc
Manufacturer's Sales

RAKES/THATCHERS, MOTORIZED

Great Northern Equipment Distributing Inc
Harley, a division of Paladin Attachments
Toro Co, The
Viking Representatives
Wagman Metal Products
Yard Marvel Mfg

RENOVATORS, POWER, LAWN

Great Northern Equipment Distributing Inc
Turfco Direct
Viking Representatives
Wagman Metal Products

ROLLERS, LAWN

Calwestern Sales Corp

Great Northern Equipment Distributing Inc

Hoelscher Commercial Products Manufacturer's Sales

ROLLERS, MACHINERY

Case Construction Equipment

SEEDERS, HYDRAULIC

Classen

Finn Corp

Harley, a division of Paladin Attachments

Ryan

TGMI

Turfco Direct

Viking Representatives

Wagman Metal Products

SHOVELS

Kraft Tool Co

Manufacturer's Sales

Seymour Mfg Co Inc

SHREDDERS, COMPOST AND SOIL

EZ-SCREEN

SHREDDERS, LEAF AND BRUSH

Great Northern Equipment Distributing Inc

John Deere Construction & Forestry Division

SNOW BLOWERS/PLOWS AND ATTACHMENTS

Arctic Snow & Ice Control Products/Sectional Sno-Flow

CE Attachments

Central Parts Warehouse

FallLine

FFC, a division of Paladin Attachments

Great Northern Equipment Distributing Inc

Henke Mfg

John Deere Construction & Forestry Division

Pro-Tech Mfg and Distribution

SnowEx

TrynEx International

SPRAYERS, GARDEN

H.D. Mfg Co

SPRAYERS, SALT

SnowEx

TrynEx International

SPREADERS, FERTILIZER, SEED

Gandy Co

Great Northern Equipment Distributing Inc

Kasco Manufacturing

Turfco Direct

SPREADERS, SAND, SALT

Central Parts Warehouse

Great Northern Equipment Distributing Inc

www.rermag.com

Kasco Manufacturing

SnowEx

TrynEx International

STUMP GRINDERS/CUTTERS

Aazel Corp

Bandit Industries

Case Construction Equipment

Great Northern Equipment Distributing Inc

Hawk Equipment Corp

Jeff's Sharpening & Supply

John Deere Construction & Forestry Division

Leonardi Mfg Co Inc

Morbark Inc

PowerTek Inc

Rayco Mfg Inc

Site Pro, from Worksaver, Inc

Stumper Industries

Toro Co, The

Vermeer

Viking Representatives

Wagman Metal Products

THATCHERS

SourceOne Outdoor Power Equipment

Yard Marvel Mfg

TILLERS, ROTARY

Barreto Mfg

BCS America LLC

Beal Enterprises

Direct Edge Inc

Great Northern Equipment Distributing Inc

Honda Power Equipment

MacKissic Inc.

Mantis

Manufacturer's Sales

RotaDairon Emrex

Yard Marvel Mfg

TILLERS, ROTARY/ACCESSORIES

Yard Marvel Mfg

TRACTORS, GARDEN, UTILITY

John Deere Worldwide Agriculture and Turf Division

TREE-TRIMMING EQUIPMENT

American Tools Co.

Jeff's Sharpening & Supply

Loftness

OREGON Outdoor Power Equipment

Sidney Mfg

Vermeer

TRIMMERS, HEDGE, ELECTRIC

Great Northern Equipment Distributing Inc

Little Wonder

Manufacturer's Sales

Maruyama US

TRIMMERS, HEDGE, GAS

Great Northern Equipment Distributing Inc

Little Wonder

Manufacturer's Sales

Maruyama US

TRIMMERS, STRING

Beal Enterprises

Great Northern Equipment Distributing Inc

TUB GRINDERS

Bandit Industries

Morbark Inc

Rayco Mfg Inc

Vermeer

UTILITY VEHICLES

Club Car

Cushman

Kawasaki Motors Corp, USA

Orec America Inc

Polaris Commercial

VACUUMS, LITTER COLLECTION, OUTDOOR

Billy Goat Industries

Little Wonder

VACUUMS, POWER, LAWN

Great Northern Equipment Distributing Inc

Little Wonder

WEED BURNERS, SPRAYERS

Sure Flame Products

WHEELBARROWS

Beagle Tools

Mantis

Manufacturer's Sales

Metal Forms Corp

Sterling Handling Equipment

Stinger Equipment

MANUFACTURERS' REP

Action Marketing AG

ADI Inc

Advanced Test Equipment Rentals

Attema Sales LLC

Beal Enterprises

Bob Kennett & Associates

Brancaccio Associates

Brechbuhler Scales

Broome & Associates

Brown, Harold - Harold Brown Sales

Cardinal Sales

CLM Equipment Co

Devitt & Associates

Douglass Inc

DSC - DiStefano Sales Co

PRODUCTS

DZ Sales

FleetTrade.com

Giuffre Bros Cranes Inc

Heart-Land Marketing Services

Heritage Marketing Group

J&J Sales Co Inc

**Kremmel, George - George
Kremmel Sales**

Landmark Sales

Martin Implement Sales

McClees Equipment Sales

ProQuip

QuipLock LLC

RA Gulick Sales-Douglassville

ReachMaster Inc

Rickert Co

Sales to Industry Inc

Sur-Loc Inc

United Safety Authority

Viking Representatives

Wagman Metal Products

WestPac Construction Sales

William J Shaw Co Inc

Wirant Sales

MATERIAL HANDLING EQUIPMENT

APPLIANCE CARTS

**Great Northern Equipment
Distributing Inc**

MECALAC North America

CONVEYORS, PORTABLE

Multilift Inc

DOLLIES, ALL TYPES

**Great Northern Equipment
Distributing Inc**

Manufacturer's Sales

Midwest Folding Products

PowerMate® / L P International Inc.

FORKLIFT ATTACHMENTS

**Great Northern Equipment
Distributing Inc**

Manitou Americas Inc.

Precision Components

Star Industries

**TVH Total Source Parts
and Accessories**

Unique Engineering LLC

Xtreme Manufacturing

FORKLIFT REPLACEMENT PARTS

DZ Sales

Material Handling Exchange

Precision Components

**TVH Total Source Parts
and Accessories**

Ultimate Services Inc

Xtreme Manufacturing

FORKLIFTS

Case Construction Equipment

Cummins Inc.

Harlo Products

HC Forklift America

JCB North America

Manitou Americas Inc.

Manitou North America

Sany America Inc.

TCM Forklift Trucks

Unique Engineering LLC

FORKLIFTS, ELECTRICAL

Aggressive Hydraulics

Big Lift DBA Big Joe Forklifts

HC Forklift America

TCM Forklift Trucks

FORKLIFTS, EXTENDED-REACH

Aggressive Hydraulics

North Central Agents

FORKLIFTS, INDUSTRIAL

Aggressive Hydraulics

Harlo Products

Sany America Inc.

TCM Forklift Trucks

Unique Engineering LLC

Wisconsin Lift Truck Corp

FORKLIFTS, MANUAL

Aggressive Hydraulics

FORKLIFTS, ROUGH-TERRAIN

Aggressive Hydraulics

**BEMCO Broussard Equipment
Management Co**

Harlo Products

HC Forklift America

JCB North America

Precision Components

Sany America Inc.

Sellick Equipment Ltd

Unique Engineering LLC

Waldon Mfg LLC

Wisconsin Lift Truck Corp

FORKLIFTS, TELESCOPIC HANDLERS

Aggressive Hydraulics

JCB North America

MAGNI America, LLC

Precision Components

Sany America Inc.

Sellick Equipment Ltd

Skyjack Inc

Web Equipment

Xtreme Manufacturing

FORKLIFTS, TRUCK-MOUNTED

Aggressive Hydraulics

Sany America Inc.

Sellick Equipment Ltd

GRAPPLES

Aggressive Hydraulics

**Bradco, a division of
Paladin Attachments**

Case Construction Equipment

Connect Work Tools

**FFC, a division of
Paladin Attachments**

**Great Northern Equipment
Distributing Inc**

JRB, a division of Paladin

Okada America Inc

Shamrock Steel Fabricators

Sidney Mfg

Site Pro, from Worksaver, Inc

Star Industries

HOISTS, AIR

Aggressive Hydraulics

Michigan Pneumatic Tool

HOISTS, ELECTRIC

Aggressive Hydraulics

Beta Max Hoist

Manufacturer's Sales

HOISTS, HAND

Aggressive Hydraulics

**Paragon Pro Manufacturing
Solutions Inc.**

Sumner Mfg

HOISTS, HOOKLIFT

Aggressive Hydraulics

Stellar Industries

Swaploader USA Ltd

HOISTS, POWER

Aggressive Hydraulics

Manufacturer's Sales

Reimann & Georger Corp

HOISTS, TELESCOPING

Aggressive Hydraulics

Giant by Tobrocco

Sumner Mfg

MATERIAL-HANDLING EQUIPMENT

Absolute E-Z Up

Aggressive Hydraulics

AL-Vac A/S

Case Construction Equipment

Cherry's Industrial Equipment

Cushman

Danuser

Elkay Products

Genie

JCB North America

Manufacturer's Sales

Material Handling Exchange

PowerMate® / L P International Inc.

RA Gulick Sales-Douglasville

Ramrod Equipment a Div of Leon's Mfg Co Inc

ReachMaster Inc

Rockster Recycler North America

SBC Slings & Binders Co

Sumner Mfg

Terex Construction

Thern

Unique Engineering LLC

Walter Terry Distributor

RAMPS, LOADING

Great Northern Equipment Distributing Inc

Manufacturer's Sales

Xtreme Manufacturing

SKATES, MACHINERY

Hilman Rollers

SKID-STEER ATTACHMENTS

Case Construction Equipment

CE Attachments

Central Parts Warehouse

Connect Work Tools

Construction Implements Depot

CustomWorks, a division of Paladin

Epiroc

Great Northern Equipment Distributing Inc

JCB North America

Kent Demolition Tools

McLaren Industries

Okada America Inc

Paladin Attachments

Remlinger Manufacturing

Shamrock Steel Fabricators

Sidney Mfg

Star Industries

Stumper Industries

U.S. Pride Products

Vermeer

STRAPS, DOLLY, MOVERS

Cherry's Industrial Equipment

Great Northern Equipment Distributing Inc

SBC Slings & Binders Co

MISCELLANEOUS CONTRACTOR EQUIPMENT

ANCHORING TOOLS

Manufacturer's Sales

ANCHORS

Hilti Inc

AUGERS

Case Construction Equipment

Danuser

Great Northern Equipment Distributing Inc

Kremmel, George - George Kremmel Sales

Manufacturer's Sales

McMillen, a division of Paladin

Pengo Corp

Star Industries

BENDERS, PIPE, BAR SHEAR, CONDUIT, REBAR

Benner-Nawman

Fascut Industries Inc

Manufacturer's Sales

Van Mark Products Corp

BLASTING EQUIPMENT, DRY

SodaBlast Systems

Windy Ridge Corp

BLASTING EQUIPMENT, WET

FS Solutions

SodaBlast Systems

BORERS, EARTH, HORIZONTAL

Icon Equipment Distributors Inc

Little Beaver

Porta-Mole Underground Boring Systems

Prairie Dog Boring Equipment Inc

TT Technologies

Vermeer

BORING ACCESSORIES

Aggressive Hydraulics

Prairie Dog Boring Equipment Inc

BORING SYSTEMS, DIRECTIONAL

Aggressive Hydraulics

Ditch Witch

Dover Conveyor Inc

Tiger Equipment

TT Technologies

BRAKES, ALUMINUM BENDING

Alum-A-Pole Corp

Manufacturer's Sales

ProQuip

Van Mark Products Corp

CRUSHING PLANTS, PORTABLE

Allu Group Inc

Mid-West Equipment & Industrials (Mellott Co)

Rockster Recycler North America

DIGGERS, POST HOLE, HYDRAULIC

Aggressive Hydraulics

Ground Hog Inc

Little Beaver

MacKissic Inc.

Manufacturer's Sales

Valley Engineering

DIGGERS, POST HOLE, MOUNTED

Aggressive Hydraulics

Little Beaver

Manufacturer's Sales

Viking Representatives

Wagman Metal Products

DIGGERS, POST HOLE, NONPOWERED

Aggressive Hydraulics

DIGGERS/AUGERS, POST HOLE, POWER

Aggressive Hydraulics

Great Northern Equipment Distributing Inc

Ground Hog Inc

Rice Hydro Inc

DRYWALL EQUIPMENT

Dustless Technologies

Manufacturer's Sales

Paragon Pro Manufacturing Solutions Inc.
DUST-COLLECTION PROTECTIVE EQUIPMENT

BossTek

Dustless Technologies

DUST-COLLECTION SYSTEMS

BossTek

Dustless Technologies

EDCO - EQUIPMENT DEVELOPMENT COMPANY, INC.

Hilti Inc

Michigan Pneumatic Tool

ELECTRICAL CONNECTORS AND TAPES

Lighting and Production Resources LLC

Manufacturer's Sales

Trail King Industries

ELECTRICAL TEST EQUIPMENT

Advanced Test Equipment Rentals

Lighting and Production Resources LLC

PowerCET Corp

EXTENSION CORDS

Beal Enterprises

Calwestern Sales Corp

Construction Electrical Products

Great Northern Equipment Distributing Inc

Lighting and Production Resources LLC

Manufacturer's Sales

Revolution Inc

FLOODLIGHTS, PORTABLE

Construction Electrical Products

Godwin, a Xylem Brand

Manufacturer's Sales

FUEL CONTAINERS

Dymac North America

PRODUCTS

**Great Northern Equipment
Distributing Inc**

Transcube

Valley Engineering

Western Global

LASERS

Hilti Inc

Laser Reference Inc

Manufacturer's Sales

Technidea Corp

LEVELS/TRANSITS

Affinity Tool Works/BORA

Beal Enterprises

Manufacturer's Sales

Technidea Corp

LIGHT TOWERS, MOBILE

Airstar America Inc

Allmand Bros Inc

Construction Electrical Products

Doosan Portable Power

FTG Equipment Solutions Inc

Generac Mobile

Generac Power Systems

Godwin, a Xylem Brand

Lind Equipment



All-in-One Beacon LED Tower

The All-In-One Beacon LED tower brings you all the light you've come to expect from traditional 4 x 1000W metal halide light towers, but in a completely unexpected package. It is the only tower light to replace your remote generator light tower, your diffuser light tower and your electric powered light tower in a single package.



Lind Equipment



Beacon LED Light Cart

The Beacon978 LED Light Cart uses incredibly bright 150W LED light heads that were adapted from the award-winning Beacon LED Tower. The Beacon978 lights are constructed with extremely durable, polycarbonate lenses, LEDs that will last for over 50,000 hours (5 years of 24/7 use), and will never require a bulb change! Lind's Beacon lights also have a 3 year warranty guaranteed.

Manufacturer's Sales

MMD Equipment

Terex/Genie Corp

Thermal Intelligence

Viking Representatives

Wagman Metal Products

LIGHTING SYSTEMS

Airstar America Inc

Allmand Bros Inc

Lind Equipment

**TVH Total Source Parts
and Accessories**

LIGHTS, EMERGENCY

Airstar America Inc

Manufacturer's Sales

**TVH Total Source Parts
and Accessories**

LOCATORS, PROPERTY MARKERS

Schonstedt Instrument Co

LOCATORS, REBAR

Hilti Inc

MEASURING WHEELS

Manufacturer's Sales

NETTING, DEBRIS

United Safety Authority

PAVERS, ASPHALT

LeeBoy

**Wirtgen America-
Hamm Compaction Div**

PLOWS, VIBRATORY

Vermeer

POST DRIVERS

Okada America Inc

Power Equipment Co

Rhino Tool Co

POST PULLERS

Remlinger Manufacturing

Rhino Tool Co

SCREWDRIVERS, ELECTRIC

Hilti Inc

SHOP SUPPLIES

Manufacturer's Sales

SLINGS, UTILITY

Manufacturer's Sales

SBC Slings & Binders Co

SOLAR-POWERED EQUIPMENT

King Solarman

SPOTLIGHTS

Lind Equipment

STANCHIONS

Innovative Systems

STEEL BANDING, TOOLS

Manufacturer's Sales

SURVEYING INSTRUMENTS/LASERS

Technidea Corp

TAPE, CAUTION

Manufacturer's Sales

Ultimate Services Inc

TOILETS, PORTABLE

Johnny On The Spot Inc

TORCHES, UTILITY

Sure Flame Products

Viking Representatives

Wagman Metal Products

MISCELLANEOUS HOMEOWNER EQUIPMENT

BEDS, ROLLAWAY

WEHSCO

CAULKING GUNS

Manufacturer's Sales

LADDERS, STEP

Manufacturer's Sales

Michigan Ladder Company

LADDERS, WOOD

Manufacturer's Sales

Michigan Ladder Company

SCREENING PLANTS, PORTABLE

EZ-SCREEN

Screen Machine Industries Inc

SCREENS, SHAKER

EZ-SCREEN

TARPS

**Grip-Rite/
Prime Source Building Products Inc**

Manufacturer's Sales

TOOLS, HAND

Affinity Tool Works/BORA

Bon Tool Company

Manufacturer's Sales

WINCHES, ELECTRIC

Manufacturer's Sales

MOVING EQUIPMENT

LOAD BINDERS

SBC Slings & Binders Co

MATS AND MATTING

Altarnamats Inc

Jeff's Sharpening & Supply

**Newpark Mats
& Integrated Services**

SVE Portable Roadway Systems Inc

MOVERS, APPLIANCE

Manufacturer's Sales

PowerMate® / L P International Inc.

PACKING MATERIALS

Manufacturer's Sales

PADS, FURNITURE

Manufacturer's Sales

**Sandhill Quilting Moving Pads
Supplies & Equipment**

STORAGE CONTAINERS

Port-A-Store

OTHER

ABSORBENTS

Tiresocks Inc

ANTI-THEFT DEVICES

Celluttrak

DPL Telematics

QuipLock LLC

ASBESTOS-REMOVAL EQUIPMENT

Specialty Equipment Rentals

CAPS, PROMOTIONAL

Long River Promotions

CARBIDE BITS

Hilti Inc

Manufacturer's Sales

CLEANING SOLUTIONS/CHEMICALS

**Karcher Floor Care Inc/
Windsor Industries**

CLOTHES RACKS, PORTABLE

Magnuson Group Inc

Martin Implement Sales

Quality Fabricators

CLOTHING, PROTECTIVE

Manufacturer's Sales

WE Chapps

COOLING EQUIPMENT

Heat Wagon

Smart Lift US

Sure Flame Products

DECALS

Armored Decal Co.

**ScreenTech Decals, a Div of Roeda
Signs**

Sotcher Measurement Inc

**TVH Total Source Parts
and Accessories**

EQUIPMENT DELIVERY SERVICE

Anchor Freight

EXHIBIT BOOTH EQUIPMENT

High-End Labor Pool LLC

Innovative Systems

FIXTURES, STORE

Construction Accessories Inc

GMG Store Design

FORMS, RENTAL CENTER

Accent Printed Products

Waco Scaffolding & Equipment

GLOVES, WORK

Safety Works

US Praxis

GONDOLAS/SHELVING

Store Fixtures Unlimited

GROUND-FAULT CIRCUIT INTERRUPTERS

Construction Electrical Products

Ultimate Services Inc

HOSE, ALL TYPES

Abbott Rubber Co

Capital Rubber Corp

Godwin, a Xylem Brand

Goldstein-Schwartz Inc

Manufacturer's Sales

HOSE METERS

**TVH Total Source Parts
and Accessories**

Ultimate Services Inc

LUBRICANTS

D-A Lubricant Co Inc

Manufacturer's Sales

Okada America Inc

Petron Plus Global Inc

Sullivan-Palatek Air Compressor

Tecumseh Products

METAL DETECTORS

Garrett Metal Detectors

Manufacturer's Sales

MOBILE STORAGE UNITS

Manufacturer's Sales

PARTITIONS, PORTABLE

Johnny On The Spot Inc

PERSONAL PROTECTIVE EQUIPMENT (RESPIRATORS, HOODS, GLASSES)

Manufacturer's Sales

SodaBlast Systems

US Praxis

PROPANE TORCHES

Heat Wagon

Viking Representatives

Wagman Metal Products

RADIOS, TWO-WAY

Manufacturer's Sales

RESTROOM TRAILERS, PORTABLE

Johnny On The Spot Inc

ROOM DIVIDERS

Innovative Systems

SECURITY SYSTEMS

ECAMSECURE

SERVICE TAGS

Sotcher Measurement Inc

SHREDDERS, PAPER

Oztec Industries Inc

STAGES AND PLATFORMS, FOLDING

Midwest Folding Products

STORAGE TANKS, ABOVEGROUND

Transcube

Valley Engineering

Western Global

TEST EQUIPMENT

Advanced Test Equipment Rentals

Seaward Group USA

Sotcher Measurement Inc

TIME CLOCKS

All Makes Machine

TRADE-SHOW EQUIPMENT

Innovative Systems

TRAINING SYSTEMS

Almon

Detmer Consulting Inc

UNIFORMS

Long River Promotions

PAINTING/PRESSURE WASHING EQUIPMENT

HOSE ACCESSORIES

**Great Northern Equipment
Distributing Inc**

Lifan Power USA

LEAD PAINT REMOVAL EQUIPMENT

Dustless Technologies

LINE STRIPERS

Manufacturer's Sales

MIST BLOWERS, BACKPACK

H.D. Mfg Co



NOZZLES

Great Northern Equipment Distributing Inc

NOZZLES, PRESSURE WASHER

Lifan Power USA

Manufacturer's Sales

PAINT ACCESSORIES

Calwestern Sales Corp

Great Northern Equipment Distributing Inc

PAINT SPRAY GUNS

Graco Inc

Great Northern Equipment Distributing Inc

Titan Tool

PAINT SPRAY OUTFITS, AIRLESS

Graco Inc

Great Northern Equipment Distributing Inc

Hydraflow Equipment Co

Titan Tool

PAINT SPRAYERS, LOW-PRESSURE

Titan Tool

PRESSURE WASHER ACCESSORIES

Easy-Kleen Pressure Systems

HydraMotion Cleaning Systems

Lifan Power USA

Shark Pressure Washers

Suttner America Co

Viking Representatives

Wagman Metal Products

PRESSURE WASHER CHEMICALS

HydraMotion Cleaning Systems

Viking Representatives

Wagman Metal Products

PRESSURE WASHER PUMPS

Cat Pumps-High Pressure Pumps & Systems

Lifan Power USA

Manufacturer's Sales

Viking Representatives

Wagman Metal Products

PRESSURE WASHER WANDS

HydraMotion Cleaning Systems

Lifan Power USA

Viking Representatives

Wagman Metal Products

PRESSURE WASHERS

Dirt Killer Pressure Washers

Easy-Kleen Pressure Systems

Great Northern Equipment Distributing Inc

Jenny Products Inc.

Lifan Power USA

Manufacturer's Sales

Mi-T-M Corp

Power Source Industries

Pressure Island

Pro Power Products

Riveer

RLA Sales Inc

Simpson Cleaning Systems LLC

Sirocco-VacuBerm Reclaim Systems

Tilton Equipment Co

Viking Representatives

Wagman Metal Products

Water Cannon

SPRAY TIPS, AIRLESS

Great Northern Equipment Distributing Inc

SPRAYERS, ACOUSTIC, TEXTURE

Viking Representatives

Wagman Metal Products

SPRAYERS, INDUSTRIAL

Graco Inc

H.D. Mfg Co

TELESCOPING WANDS

Manufacturer's Sales

Shark Pressure Washers

TEST PUMPS, PRESSURE

Easy-Kleen Pressure Systems

WALLPAPER STEAMERS

Beal Enterprises

Manufacturer's Sales

PMC Marketing & Sales Inc

Zippy (Products of Steam Specialties Inc)

WALLPAPER TOOLS, ACCESSORIES

Manufacturer's Sales

PARTY SUPPLIES

BANNER POLES

ScreenTech Decals, a Div of Roeda Signs

BLEACHERS

Kayler Geoscience & Land Surveying PLLC

CANDELABRAS

Apex Fountain Sales

CANOPIES

E-Z UP International Inc

CATERING PRODUCTS

Apex Fountain Sales

CHAIR-CLEANING MACHINES

L&M Mfg Co Inc

CHAIRS, FOLDING

Alloyfold

Kenian Imports Inc

National Event Supply

COOKERS, PROPANE

Big John Grills & Rotisseries

DANCE FLOORS, PORTABLE

Signature Fencing & Flooring Systems

SnapLock Industries Inc

DISHES, CHINA

National Event Supply

FOGGERS

TLC Creative Productions

FOUNTAINS, BEVERAGE

Apex Fountain Sales

GRIDDLES

Big John Grills & Rotisseries

GRILLS, ROTISSERIE

Big John Grills & Rotisseries

Crown Verity Inc

LECTERNS

Sound-Craft Systems

PARTY SUPPLIES, MISCELLANEOUS

Apex Fountain Sales

D & K Imports Inc

Magnuson Group Inc

Steeldeck Inc

TABLES, FOLDING

Midwest Folding Products

National Event Supply

Southern Aluminum

TENT ACCESSORIES

Hogan Co Inc

NTI Global

TENTS, CANOPY

J&J Sales Co Inc

NTI Global

TENTS, PARTY

Camelot Special Events & Tents Inc

NTI Global

WEDDING SUPPLIES, MISCELLANEOUS

Apex Fountain Sales

PLUMBING EQUIPMENT

LOCATORS, PIPE AND CABLE

**General Pipe Cleaners/
General Wire Spring**

**Manufacturer's Sales
Schonsted Instrument Co**

PIPE PLUGS

Plug-It Products

PIPE PULLERS

TT Technologies

SEWER AND DRAIN CLEANING EQUIPMENT

Electric Eel Mfg., Inc.

**General Pipe Cleaners/
General Wire Spring**



General's Flexi-Rooter® - The Next Generation Flexible Shaft Machine

General Pipe Cleaners has rethought high-speed, flexible shaft machines with the introduction of the Flexi-Rooter®, the next generation flexible shaft machine. We've added an integral, variable speed motor with foot pedal control, stronger, stiffer shaft and our unique ClogChopper® cutters combined with carbide tipped chain cutters for a formidable combination. Learn more at www.drainbrain.com/flexi-rooter

**Viking Representatives
Wagman Metal Products**

THAWERS, PIPE

**General Pipe Cleaners/
General Wire Spring**

**Manufacturer's Sales
Viking Representatives
Wagman Metal Products**



www.rermag.com

THREADERS, PIPE

Manufacturer's Sales

Wheeler Mfg, Div. Rex Int'l USA Inc

VIDEO PIPE-INSPECTION EQUIPMENT

Electric Eel Mfg., Inc.

**General Pipe Cleaners/
General Wire Spring**



Gen-Eye X-POD Plus

General Pipe Cleaners X-POD Plus video pipe inspection system make drain line inspection and location easy. The sewer camera now includes the Gen-Pack battery adapter to allow the unit to operate remotely. It features a distance counter and Wi-Fi transmitter to send video recording to a smartphone or tablet. Learn more at www.drainbrain.com/geneye.

**Viking Representatives
Wagman Metal Products**

WATER JETTERS

Electric Eel Mfg., Inc.

**General Pipe Cleaners/
General Wire Spring**

**Viking Representatives
Wagman Metal Products**

WRENCHES, PIPE

Manufacturer's Sales

POWER TOOLS

AIR AND ELECTRIC TOOL ACCESSORIES

**Rapid Roof Remover/JKN
Enterprises of WCH, LLC**

**Sullivan-Palatek Air Compressor
Michigan Pneumatic Tool
Vulcan Demolition Tools**

BITS, DRILLS AND AUGERS

**Affinity Tool Works/FISH
Hilti Inc
Mag-Bit**

CLEANERS, PNEUMATIC TOOL

ANA, Inc.

CORE BITS, DIAMOND

**Diamond Systems Inc
Grip-Rite/
Prime Source Building Products Inc**

Hilti Inc

**Manufacturer's Sales
Viking Representatives
Wagman Metal Products**

DRILLS, AIR

Kent Demolition Tools

Michigan Pneumatic Tool

DRILLS, CONCRETE CORE, ROCK

E-Z Drill

**Minnich Manufacturing
Sullivan-Palatek Air Compressor
Windy Ridge Corp**

DRILLS, CORDLESS

Hilti Inc

DRILLS, DIAMOND CORE BITS

Diamond Systems Inc

Hilti Inc

**Multiquip Inc
Viking Representatives
Wagman Metal Products**

DRILLS, ELECTRIC

Hilti Inc

**Manufacturer's Sales
Metabo Corp**

DRILLS, GAS

Diamond Systems Inc

DRILLS, HYDRAULIC

Montabert

DRILLS, MISCELLANEOUS

Manufacturer's Sales

FASTENING TOOLS

Hilti Inc

**Manufacturer's Sales
Michigan Pneumatic Tool**

GRINDERS, AIR

Michigan Pneumatic Tool

GRINDERS, ELECTRIC

Hilti Inc

**Manufacturer's Sales
Metabo Corp**

NAILERS

**Manufacturer's Sales
Powernail Co
Revolution Inc**

NEEDLE SCALERS

Michigan Pneumatic Tool

NIBBLERS, ELECTRIC

Manufacturer's Sales

NIBBLERS, PNEUMATIC

Michigan Pneumatic Tool

PIERCING TOOLS, PNEUMATIC

Vermeer

PRODUCTS

PLANERS, PORTABLE, ELECTRIC

Manufacturer's Sales

POWER TOOL ACCESSORIES

Hilti Inc

Manufacturer's Sales

Milwaukee Electric Tool Corp

POWER TOOLS

DeWalt Industrial Power Tools

Hilti Inc

Makita USA

Metabo Corp

Milwaukee Electric Tool Corp

PowerMate® / L P International Inc.

STAPLERS

Fasco America

PUMPS

ABS USA

BJM Pumps LLC

Broome & Associates

**CH & E Pumps-
Div of Magnum Products**

Global Pump

Godwin, a Xylem Brand

Gorman-Rupp Pumps

**Great Northern Equipment
Distributing Inc**

Grindex Pumps

Highway Equipment & Supply Co

Holland Pump

Honda Power Equipment

Koshin America Corp

Lifan Power USA

Moving Water Industries

Multiquip Inc

Myers-Seth Pump

Rice Hydro Inc

Riverside Pump Mfg Inc

TrunkPump

Tsurumi Pump

**TVH Total Source Parts
and Accessories**

Viking Representatives

Wagman Metal Products

Wheeler Mfg, Div. Rex Int'l USA Inc

Yamaha Motor

PUMPS, CENTRIFUGAL

Global Pump

Godwin, a Xylem Brand

Gorman-Rupp Pumps

**Great Northern Equipment
Distributing Inc**

Grindex Pumps

Koshin America Corp

Lifan Power USA

Manufacturer's Sales

Moving Water Industries

Multiquip Inc

Myers-Seth Pump

Pioneer Pump

Tsurumi Pump

Viking Representatives

Wagman Metal Products

PUMPS, DIAPHRAGM

**CH & E Pumps-
Div of Magnum Products**

Godwin, a Xylem Brand

Gorman-Rupp Pumps

**Great Northern Equipment
Distributing Inc**

Manufacturer's Sales

Moving Water Industries

Multiquip Inc

Tsurumi Pump

Viking Representatives

Wagman Metal Products

PUMPS, FUEL TRANSFER

Gorman-Rupp Pumps

**Great Northern Equipment
Distributing Inc**

Manufacturer's Sales

PUMPS, HYDRAULIC

Godwin, a Xylem Brand

Gorman-Rupp Pumps

Hydra-Tech Pumps

Manufacturer's Sales

Moving Water Industries

Multiquip Inc

TrunkPump

**TVH Total Source Parts
and Accessories**

Viking Representatives

Wagman Metal Products

PUMPS, HYDROSTATIC

Rice Hydro Inc

Wheeler Mfg, Div. Rex Int'l USA Inc

PUMPS, PISTON

**Thompson Pump & Manufacturing
Company**

PUMPS, ROTARY

Gorman-Rupp Pumps

**Thompson Pump & Manufacturing
Company**

PUMPS, SELF-PRIMING, CENTRIFUGAL

Godwin, a Xylem Brand

Gorman-Rupp Pumps

**Great Northern Equipment
Distributing Inc**

Pioneer Pump

Tsurumi Pump

Viking Representatives

Wagman Metal Products

Yamaha Motor

PUMPS, SELF-PRIMING, TRASH TYPE

**CH & E Pumps-
Div of Magnum Products**

Generac Mobile

Generac Power Systems

Godwin, a Xylem Brand

Gorman-Rupp Pumps

**Great Northern Equipment
Distributing Inc**

Highway Equipment & Supply Co

Multiquip Inc

TrunkPump

Tsurumi Pump

Viking Representatives

Wagman Metal Products

Yamaha Motor

PUMPS, SUBMERSIBLE, ELECTRIC

ABS USA

BJM Pumps LLC

Broome & Associates

**CH & E Pumps-
Div of Magnum Products**

Godwin, a Xylem Brand

Gorman-Rupp Pumps

**Great Northern Equipment
Distributing Inc**

Grindex Pumps

Multiquip Inc

Tsurumi Pump

Viking Representatives

Wagman Metal Products

PUMPS, SUBMERSIBLE, HYDRAULIC

Godwin, a Xylem Brand

Gorman-Rupp Pumps

Hydra-Tech Pumps

Viking Representatives

Wagman Metal Products

PUMPS, SUMP

Godwin, a Xylem Brand

Gorman-Rupp Pumps

**Great Northern Equipment
Distributing Inc**

PUMPS, WATER AND SLUDGE

Godwin, a Xylem Brand

Gorman-Rupp Pumps

Grindex Pumps

Holland Pump

Honda Power Equipment

Pioneer Pump

Riverside Pump Mfg Inc

TESTERS, HYDROSTATIC

Rice Hydro Inc

TRASH PUMPS

**CH & E Pumps-
Div of Magnum Products**

Global Pump

Godwin, a Xylem Brand

Gorman-Rupp Pumps
Great Northern Equipment Distributing Inc
Lifan Power USA
Manufacturer's Sales
Thompson Pump & Manufacturing Company
TrunkPump
Tsurumi Pump
Viking Representatives
Wagman Metal Products

REPLACEMENT PARTS

ACTUATORS, ELECTRIC

Ultimate Services Inc

ALTERNATORS

TVH Total Source Parts and Accessories

LAWN MOWER REPLACEMENT PARTS

Diamond Precision Products

Great Northern Equipment Distributing Inc

Sarlo Power Mowers Inc

LAWN-AND-GARDEN REPLACEMENT PARTS

Great Northern Equipment Distributing Inc

MAINTENANCE PRODUCTS

Aggressive Hydraulics

CustomWorks, a division of Paladin

Petron Plus Global Inc

REPLACEMENT PARTS, TOOLS

CustomWorks, a division of Paladin

Michigan Pneumatic Tool

TVH Total Source Parts and Accessories

THROTTLE CONTROLS

Ultimate Services Inc

TIRES, REPLACEMENT, NON-AUTO

Carlisle Brand Tires

McLaren Industries

Tiresocks Inc

Tracks N Teeth

TVH Total Source Parts and Accessories

TY Cushion Tire

TRENCHER TEETH, ACCESSORIES

Ditch Witch

Viking Representatives

Wagman Metal Products

VACUUMS, SPARE PARTS

Ultra Bag

WHEELS, TIRES, TUBES

Carlisle Brand Tires

TVH Total Source Parts and Accessories

SAWS

BLADES, RECIPROCATING, BAYONET, JIG/ SABER, HACKSAW

Hilti Inc

Manufacturer's Sales

CHAIN SAW ACCESSORIES

Manufacturer's Sales

Tilton Equipment Co

CHAIN SAW CHAPS

Anderson Equipment Co

CLM Equipment Co

HydrauliCircuit Technology Inc

SAWS, CHAIN, GAS

Diamond Systems Inc

Stihl Inc

SAWS, CONCRETE, PILE

Great Northern Equipment Distributing Inc

ICS Bestway

SAWS, CONCRETE/ASPHALT

CS Unitec Inc

EDCO - EQUIPMENT DEVELOPMENT COMPANY, INC.

Hilti Inc

ICS Bestway

Manufacturer's Sales

Norton Construction Products

SAWS, CUTOFF, GAS

Brancaccio Associates

Hilti Inc

ICS Bestway

Viking Representatives

Wagman Metal Products

SAWS, CUTOFF, HYDRAULIC

ICS Bestway

SAWS, ELECTRIC, PORTABLE

Manufacturer's Sales

MTA Distributors

OREGON Outdoor Power Equipment

SAWS, HYDRAULIC

ICS Bestway

SAWS, MASONRY

Diamond Systems Inc

Great Northern Equipment Distributing Inc

ICS Bestway

SAWS, MITER

Manufacturer's Sales

SAWS, PORTABLE, BAND

Manufacturer's Sales

SAWS, RADIAL ARM

Manufacturer's Sales

SAWS, RECIPROCATING, ELECTRIC

Hilti Inc

Manufacturer's Sales

Milwaukee Electric Tool Corp

SAWS, RECIPROCATING, PNEUMATIC

Michigan Pneumatic Tool

SAWS, TILE AND TERRAZZO

Manufacturer's Sales

SHARPENERS (SAW CHAIN, LAWN MOWER, CIRCULAR, HAND SAWS)

Tilton Equipment Co

SHEARS, ELECTRIC

Fascut Industries Inc

Manufacturer's Sales

TRAFFIC CONTROL/ SAFETY EQUIPMENT

ARROW BOARDS

Rickert Co

BARRICADES, BARRIERS AND SIGNS

Manufacturer's Sales

Signature Fencing & Flooring Systems

ZNDUS

SAFETY EQUIPMENT

Advanced Test Equipment Rentals

Checkers Industrial Safety Products

Conveyor Components Co

ERB Industries Inc

Justrite Mfg Co LLC

Manufacturer's Sales

MSA

PHP

Safety Works

The Equipment Lock Co

TVH Total Source Parts and Accessories



PRODUCTS

SAFETY FLAGS

Checkers Industrial Safety Products
Manufacturer's Sales
SBC Slings & Binders Co

SAFETY TRAINING SERVICES

Detmer Consulting Inc

SIGN STANDS

ScreenTech Decals, a Div of Roeda Signs

SIGNS, SAFETY

Manufacturer's Sales
SBC Slings & Binders Co
ScreenTech Decals, a Div of Roeda Signs

TRAFFIC CONES

DisposaCone, div of Vanguard ADA Systems
Manufacturer's Sales

TRAFFIC-LINE REMOVERS

EDCO - EQUIPMENT DEVELOPMENT COMPANY, INC.
Smith Mfg

WARNING LIGHTS

Central Parts Warehouse
Checkers Industrial Safety Products
TVH Total Source Parts and Accessories
Ultimate Services Inc

TRAILERS AND TOWING EQUIPMENT

TOW BAR SAFETY LIGHTS

Central Parts Warehouse

TOW DOLLIES

Landgrebe Mfg Inc

TRAILER ACCESSORIES

Redneck Trailer Supplies

TRAILER HITCHES, BALL

Calwestern Sales Corp
Great Northern Equipment Distributing Inc

TRAILER HITCHES, SAFETY CHAINS

Link Lock

TRAILERS, DUMP

Aggressive Hydraulics
Bri-Mar Mfg LLC
Felling Trailers, Inc.
Steelpoint

TRAILERS, ELEVATING

Aggressive Hydraulics
Triple L Trailers

TRAILERS, HYDRAULIC

Aggressive Hydraulics
Bri-Mar Mfg LLC
Felling Trailers, Inc.

Landoll Company LLC



930 Traveling Tail

The Landoll 900E Traveling Tail trailer, designed for the rental industry, features a patented, simplified, one hydraulic control for controlling three hydraulic operations. The Traveling Tail has no hydraulic lines, hinges, or pins behind the tail to maintain. The second generation 900E Series includes an all-new Grote lighting package.

TRAILERS, INDUSTRIAL

Aggressive Hydraulics
Cummins Inc.
Felling Trailers, Inc.
Jerr-Dan Corp
Landoll Company LLC
McClees Equipment Sales
MGS Inc
Redi Haul Trailers
Steelpoint
Storage In Motion
Valley Engineering

TRAILERS, RECREATIONAL

Play-Mor Trailers

TRAILERS, TAG-ALONGS

Redi Haul Trailers
Region Welding of Missouri
Towmaster Trailers
Wells Cargo

TRAILERS, TILT-BED

Bri-Mar Mfg LLC
Landoll Company LLC
Redi Haul Trailers
Towmaster Trailers

TRAILERS, TURF

Great Northern Equipment Distributing Inc

TRAILERS, UTILITY

Aggressive Hydraulics
Barreto Mfg
Croft Trailer Supply
Redi Haul Trailers
SourceOne Outdoor Power Equipment
Towmaster Trailers
Valley Engineering

TRAILERS, WATER

AmeriQuip LLC
Johnny On The Spot Inc
Yamaha Motor

TRUCKS

PALLET TRUCKS, HYDRAULIC

TVH Total Source Parts and Accessories

TRUCK ACCESSORIES

Access Truck Parts
American Eagle Accessories Group

TRUCK BEDS

Snorkel
Valley Engineering
Xtreme Manufacturing

TRUCK BODIES, SLIDE-IN

Valley Engineering

TRUCKS, APPLIANCE

Manufacturer's Sales

TRUCKS, DELIVERY

Cummins Inc.
Up-N-Atom LLC

TRUCKS, DUMP

ARDCO
Curry Supply Co
Komatsu America Corp
Muck-Truck

TRUCKS, FIELD SERVICE

ARDCO
Cummins Inc.
Curry Supply Co
Iowa Mold Tooling Co Inc (IMT)
Valley Engineering

TRUCKS, PIANO, ORGAN

Manufacturer's Sales

TRUCKS, TELESCOPING BOOM

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Stellar Industries

TRUCKS, UTILITY

ARDCO
ODRA Road Sweepers
Valley Engineering

TRUCKS, WATER

Access Truck Parts
Curry Supply Co

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AIR CONDITIONERS, MOBILE

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Dri-Eaz Products
Frost Fighter Inc
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Spot Coolers
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DEHUMIDIFIERS

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J&J Sales Co Inc
Temp-Air Inc

FANS, ELECTRIC

Big Ass Fans
Ebac Industrial Products
Euramco Safety
Heat Wagon
Schaefer Ventilation Equipment
Sure Flame Products
TVH Total Source Parts and Accessories
William J Shaw Co Inc

FANS, PNEUMATIC-POWERED

Big Ass Fans
Michigan Pneumatic Tool

GROUND-THAWING EQUIPMENT

Aerotech Herman Nelson International Inc
Heat Wagon
Powerblanket
Thermal Intelligence
Viking Representatives
Wagman Metal Products

HEATERS, GAS, INFRARED

Campo Equipment
Heat Wagon
Infrared Dynamics
IR Energy Inc
MMD Equipment
Viking Representatives
Wagman Metal Products

HEATERS, PATIO

Infrared Dynamics
Viking Representatives
Wagman Metal Products

HEATERS, PORTABLE, ELECTRIC

Campo Equipment
Heat Wagon
Manufacturer's Sales
Patron Products USA Inc
Temp-Air Inc

HEATERS, PORTABLE, KEROSENE

Aerotech Herman Nelson International Inc
Frost Fighter Inc
Manufacturer's Sales
Space Heater Parts Inc
Viking Representatives
Wagman Metal Products

HEATERS, PROPANE

Campo Equipment
Frost Fighter Inc
Great Northern Equipment Distributing Inc
Heat Wagon
LB White Co
Manufacturer's Sales
MMD Equipment
Space Heater Parts Inc
Sure Flame Products
Viking Representatives
Wagman Metal Products

HEATERS, SPACE

Aerotech Herman Nelson International Inc
Allmand Bros Inc
Frost Fighter Inc
Space Heater Parts Inc
Sure Flame Products

HEATERS, TENT

Air Conditioner Rental & Leasing Inc
Frost Fighter Inc
MMD Hybrid Dual Fuel Generators
NTI Global
Rajysan Inc DBA MMD Equipment
Sure Flame Products
Viking Representatives
Wagman Metal Products

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Baker Corp
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TRASH CHUTES

Viking Representatives
Wagman Metal Products

VACUUMS, HAZARDOUS MATERIALS

Crusader Mfg

WASTE-WATER RECYCLING SYSTEMS

L&M Mfg Co Inc
Living Water Environmental
Okada America Inc
Riveer
WaterMeister



Rental Revenue continued from page 8

“An economic slowdown in 2023 seems more likely all the time,” said one. “A modest slowdown would seem to be an appropriate tonic that might improve the labor market, manufacturing lead times, and improve supply chain restraints.”

“With all the uncertainty in the economy we have major concerns for 2023,” said another. “Extremely busy today but not sure if things will slow down creating a glut of equipment.”

Growth in the cost of new equipment continues to be high. Respondents placed the increase at 6.6 percent, down a bit from the previous two quarters, which were increases of 7.2 percent and 6.8 percent. OEMs are still aggressively raising prices to offset

their own costs, including elevated steel prices. The May Construction Machinery Manufacturing PPI hit a record high (back to 2004) of 11.4 percent year over year. Extended lead times, or uncertainty over lead times, remains a major concern because of the difficulty of fleet planning.

Fleet sizes still increasing

Respondents' average fleet size in number of units increased 6.6 percent year over year in 2Q22, which was the strongest growth since 1Q18. Respondents expect to increase fleet purchases by 9.7 percent year over year compared to 8.5 percent last quarter.

Access equipment spending is expected to rise 7.5 percent over the next six months, with earthmoving expected

up 10.2 percent, small iron 4.6 percent, and “other” 20.3 percent.

Thirty-nine percent of respondents expect labor costs to increase 5 to 10 percent in 2022, versus 52 percent last quarter, while 35 percent expect labor cost increases to top 10 percent.

Respondents also expressed concern regarding higher interest rates impacting the housing market and equipment financing rates, with 28 percent expecting a potential residential construction slowdown. With six months remaining in 2022, respondents expect 6.3 percent revenue growth in 2023, compared to 11.7 percent growth in 2022, and 6 percent fleet spending growth compared to 9.7 percent growth in the second half of 2022. **RER**

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