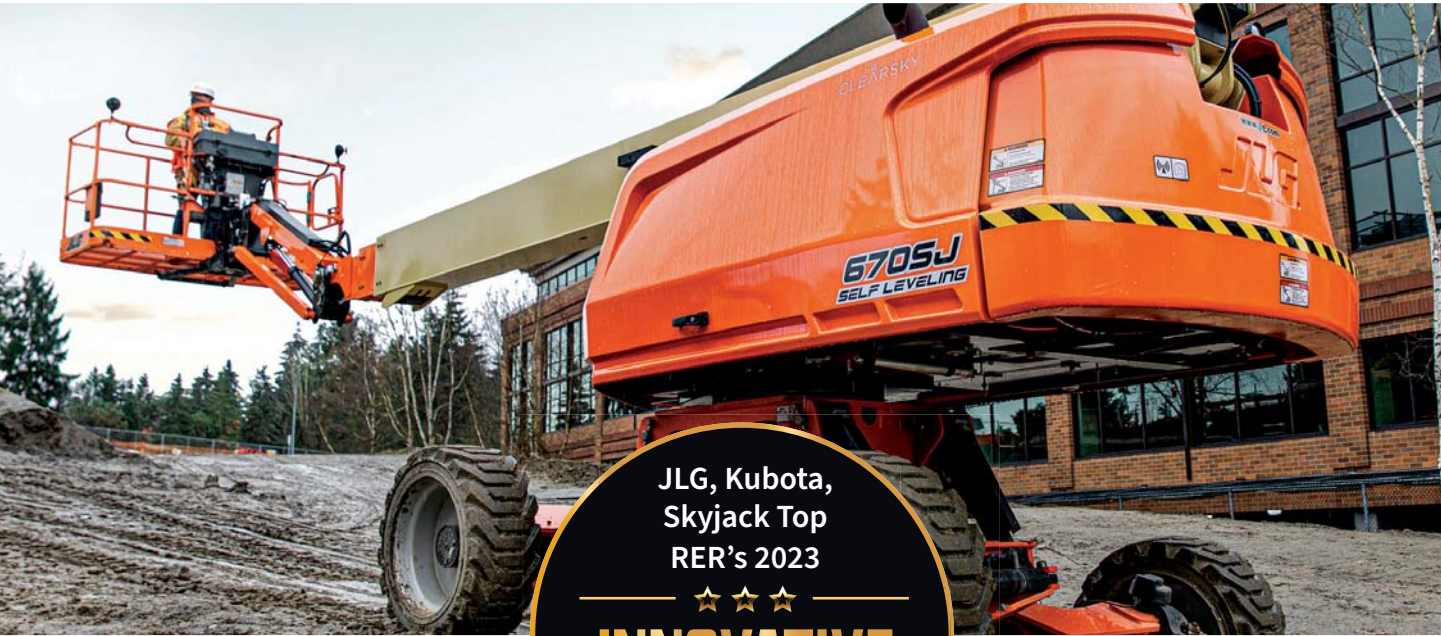


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FEATURES

18 Cover Story



JLG, Kubota Tractor and Skyjack Top the 2023 **2023 INNOVATIVE PRODUCT AWARDS**

By Michael Roth, *RER*

JLG's self-leveling chassis boom lift, Kubota Tractor's uniquely compact excavator, and Skyjack's step for extra scissor lift height capture Gold, Silver and Bronze.



28

Conexpo Product Preview

By Michael Roth, *RER*

A look at a few of the thousands of products that will be previewed at next month's Conexp-Con/Agg trade show in Las Vegas.

8 Industry News

By Michael Roth, *RER*

Sunbelt Rentals acquires Portable Air; GM Equipment Rentals buys Magnum Equipment; Doosan changes name to Develon; Los Angeles rental pioneer Bill Butler dies; Rental Equipment Investment Corp. continues acquisitions; and more.



COLUMNS

6 From the Editor

By Michael Roth, *RER*

As Russia's assault on Ukraine's energy and health infrastructure, the rental industry launches a campaign to provide generators.

Ad Index 34

On the Cover

Photos by JLG Industries, Kubota Tractor, and Skyjack.

Conexpo Product Preview / Industry Acquisitions Continue

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Buy a Generator and Save a Life

I'm sure most of you feel shock at the horrors of what the people of Ukraine have suffered at the hands of Putin's invasion.

The attacks on civilian areas, on apartment buildings, hospitals and schools have angered and upset many of us. The attacks on the electricity grid has been a deliberate attempt to heighten suffering through a winter when the temperature is rarely above freezing.

Well, here is something you can do about it, something that fits well with the kind of business we're all in. A group of more than 60 organizations including Sunbelt Rentals, JCB, Riwal, Genie, Point-of-Rental Software and quite a few other names we all know in this industry from around the world have joined together to provide generators to Ukraine. The effort was founded and coordinated by United Kingdom-based rental company Ardent Hire. The group Plant & Hire Aid Alliance has launched an appeal, Power to Ukraine, in association with Rotary International. The goal is to send no fewer than 10,000 desperately needed generators to Ukraine.

Living through a freezing winter with steady bombardments on Ukraine's energy infrastructure, has led to a severe humanitarian crisis. Following repeated attacks on the power grid and other critical infrastructure, many Ukrainians get just three hours of electricity per day, not nearly enough to combat temperatures that rarely rise above freezing. Winter temperatures in the capital, Kyiv, can reach as low as 24°F (-4°C) in the daytime and 12°F (-11°C) at night, putting thousands of lives at risk.

Ukraine's President Zelensky said that generators had become

"as important as armor in helping Ukraine to survive this winter."

In an impassioned plea to an emergency conference in Paris, Zelensky described the latest Russian bombardment as "blackout and energy terror," creating a desperate situation that has left as many as 12 million Ukrainians without power to heat their homes in the depths of winter.

By donating to the Power to Ukraine appeal, you or your company can make a real difference, providing life-saving winter heating to a desperate Ukrainian family.

"A donation of \$330 is enough to buy and send a generator to Ukraine, to help keep these families warm," said Jeremy Fish, the CEO of Ardent, which set up the Alliance. "This includes the elderly, as well as small children and babies, who are at serious risk from the cold. We have all recently experienced the misery of bitterly cold weather, but just imagine going through that with no power for heating."

The director of the World Health Organization said this winter in Ukraine will be a test of survival for millions. Viral infections are overwhelming the Ukrainian health system. Continued attacks on health and energy infrastructure mean hundreds of hospitals and health-care facilities are no longer fully operational – lacking fuel, water and electricity to meet basic needs. Half of Ukraine's energy infrastructure is either damaged or destroyed. Without electricity, telecommunications towers can't transmit cellular signals, wifi won't function, hospitals can't keep blood warm for transfusions or operate kidney dialysis machines, subways,

busses and trolleys won't run, food cannot be cooked, schools and businesses may not be able to function and military supply lines can easily be disrupted.

I'd love to see rental companies get their people together to help raise money for this cause. Not everybody has to contribute a whole generator! We can pool resources together. As a group we can really make a difference in the lives of millions of people – people who did not deserve this horrific genocidal onslaught.

The great thing about your donation is there's no additional overhead – your money goes to buy generators. There's no staff to maintain. These are just rental people putting in a little volunteer effort from offices that are already functioning. Nobody needs to have their electricity bills paid, they're already taken care of. They already have computers and whatever few materials might be needed to make this happen. No staff needs to be paid, they're already working, just volunteering a little extra effort.

The next time you turn on the heat in your home or business, please remember that the Ukrainian people are literally freezing to death right now, so your donation, however large or small, will genuinely save lives. To find out more, and to make your donation, please visit aid-alliance.com, email ukraine@ardenthire.com or donate by visiting: <https://www.justgiving.com/fundraising/ukraine-gensets>. **RER**

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GM Equipment Rentals Acquires Michigan-based Magnum Equipment

GM Equipment Rentals expands into Michigan with a well-founded construction equipment fleet.

Photo by GM Equipment Rentals

HUDSONVILLE, Mich. –GM Equipment Rentals, an aerial and material handling company based in North Central Pennsylvania, has completed its acquisition of Magnum Equipment LLC., located in Hudsonville, Mich., near Grand Rapids. This acquisition now extends GM Equipment’s coverage area across Pennsylvania, New York, Ohio, West Virginia, Maryland, and Michigan.

GM Equipment Rentals is a family-owned company. It offers an array of aerial and material

handling equipment, along with a line of dirt and support equipment. Customer service, prompt deliveries, and quick turnaround times are themes GM Equipment hangs its hat on. Its common saying is “We are a service company first, that happens to rent and repair equipment.”

The GM Equipment Rentals team also strives to create a great working environment for its employees by offering excellent pay and benefits packages. As part of GM Equipment’s ongoing growth strategy, the addition of Magnum Equipment extends its service area, customer base, and infrastructure. The acquisition also aligns with its heavy arsenal of MEWP and material handling equipment. The Michigan customer base will now be able to enjoy a variety of added benefits that GM Equipment Rentals has to offer, including the ability to quickly view their account information and on-rent reports through GM Equipment’s online portal.

Z Rental Consulting represented Magnum Equipment in the transaction. GM Equipment Corp. retained private counsel. For more information, please visit gmequipmentrentals.com.



Doosan Changes Name to Develon

SUWANEE, Ga. – Doosan Infracore has changed its name to Develon, company directors announced in a media event at World of Concrete. Doosan staff began working to find a new brand name to replace Doosan following the August 2021 sale of Doosan Infracore to HD Hyundai, formerly Hyundai Heavy Industries Holdings Co.

The name Develon was chosen to convey the company’s drive to “develop onward” to bring innovative solutions to the construction equipment industry through technological transformation, exceptional equipment and services.

Develon officials said the correct pronunciation of the new brand name is with the accent on the middle syllable. “Pronounce the word the same way you would pronounce ‘develop,’” said vice president of sales Adam Howard, emphasizing that “Develon” essentially means “develop onward.”

“We believe the new Develon brand will help us build on the success we’ve had in North America over the past 30 years and throughout the world for more than 80 years,” said Todd Roecker, vice president of growth initiatives.

Develon will continue to work with customers and partners in construction, logging, recycling, mining, rental and agriculture. Efforts will also be placed on advancing sustainable development through alternative energy sources of power for construction equipment.

The announcement at World of Concrete is the first in a

series of steps to launch the new brand. Visitors to Conexpo-Con/Agg in March will see the next phase of the launch with newly branded construction equipment in the outdoor Develon exhibit. This will include the latest developments in the Concept-X autonomous equipment solution and live demonstrations at the outdoor exhibition.



“Our commitment to the construction equipment industry and advancing new technologies has never been stronger than it is today,” said Roecker. “Develon anticipates changes in the industry and prepares solutions to address these challenges. This is evident by our ongoing development of the world’s first autonomous jobsite solution — Concept-X — and the work we are doing with alternative energy sources like electricity and battery packs for our mini excavators.”

After ConExpo, continued efforts will be made to advance the brand at the local dealer level through updates to sig-

Sunbelt Rentals Acquires Portable Air

FORT MILL, S.C. – Portable Air L.C., a respected temperature control equipment rental provider, operating a multi-location platform in Cocoa, Fla., and Houston, has been acquired by Sunbelt Rentals. Portable Air was formed in 1998 and grew across the Southeast and Gulf Coast markets. Portable Air provides specialty temperature control equipment including cooling and dehumidification equipment combined with sophisticated application and technical capabilities. The full-service culture serves customers in industrial, municipal, military, and commercial end-markets.

“We’re excited to join forces with Sunbelt,” said Chris Dunkin of Portable Air. “The combination of the Portable Air team’s expertise and customer responsiveness with Sunbelt’s expansive fleet, major project and customer capabilities,



A Sunbelt Rentals generator on a job. The acquisition of Portable Air strengthens Sunbelt’s fleet in Texas.

Photo by Sunbelt Rentals

and winning culture will provide our customers best in class service and equipment.”

Sunbelt Rentals is No. 2 on the *RER* 100 with approximately 1,200 locations in North America and a rental fleet valued at more than \$14 billion.

Catalyst Strategic Advisors served as exclusive financial advisor to Portable Air L.C.

nage and machine decals. Customers are likely to begin to see newly branded machines at their local Develon dealerships and on jobsites as early as the end of the second quarter of 2023. Develon officials told *RER* that while changes to decals on equipment can be accomplished quickly – and customers will see the changes at the ConExpo show – it will take several more months to change the branding on company literature, components, software and a wide range of areas where the name of the company is stated.

Continuing growth in North America

In North America, Develon will continue supporting its more than 180 dealer locations in the United States and Canada. Develon North American operations will remain headquartered near Atlanta, in Suwanee, Ga., where the company continues to offer a training center for dealership service technicians.

The company will maintain parts availability through its two regional parts distribution centers: one in Atlanta and a second in the Pacific Northwest. A customization plant in Savannah, Ga., will still play a key role in supplying machines to Develon dealers and customers: getting products into the hands of customers faster, with the configurations they need for their applications.

“Our dealers and customers should expect the same strong support from Develon in the future,” said Roecker.

“We are committed to the long-term success of the new brand and ensuring our customers have the support they need to be successful. Develon makes best-in-class equipment, excelling in performance, durability and reliability. That commitment will remain constant.”

Develon will continue as a subsidiary in the Hyundai Genuine group alongside Hyundai Construction Equipment. These two subsidiaries will remain independent construction equipment companies under HD Hyundai. Together, the two brands will position Hyundai Genuine as a global top-five player in the construction equipment industry.

In other news, Chris Jeong was recently named the new CEO succeeding Edward Song, the previous CEO, who was promoted to global sales head of Hyundai Doosan Infracore in Korea.

Chris Jeong most recently served as CEO for Doosan Infracore European Union. He joined Doosan in 2006 as a senior corporate strategy manager after completing his MBA at Carnegie Mellon University. He led strategic activities across various markets before he was promoted to vice president of sales and marketing for emerging markets. Jeong oversaw sales and marketing for Doosan employee teams in Asia, Oceania, Commonwealth of Independent States, Middle East, Africa, Latin America, Brazil and India.

Los Angeles Rental Pioneer Bill Butler Dies

SANTA FE SPRINGS, Calif. – William “Bill” Butler, one of the pioneers of the rental industry in Southern California, died last month at the age of 83. Butler was born March 11, 1939, and died January 10, 2023. Butler started Able Equipment Rental in 1961 at the age of 22, starting with a “handshake”



Bill Butler with grandson William Jefferson “Jake” Butler, left, and son Jeff Butler, at right.
Photo provided by Butler family

and a Quonset hut in Santa Fe Springs, Calif. (just east of downtown Los Angeles), according to his daughter-in-law Pamela Butler.

His son Jeffrey worked in the business for many years, and Jeff’s son William Jefferson “Jake” Butler, named for his grandfather, still works in the rental industry as a sales rep for H&E Equipment Services.

In the mid-90s, Able Equipment Rental acquired one of the oldest existing rental businesses, Sam’s U-Rent in Van Nuys, Calif. In 1998, Butler sold his six-location company to United Rentals.

Butler is survived by his wife Lois, and three children – Jeffrey (wife Pamela), daughter Pamela (married to Richard McKenney), and daughter Patricia (married to Douglas Cook.) Butler is also survived by nine grandchildren and six great grandchildren.

Rental Revenue Jumps 9.7 Percent in Q4 for Baird/RER Equipment Rental Survey Respondents

MILWAUKEE – Average rental revenue increased 9.7 percent year over year in the fourth quarter of 2022, a decline compared to last quarter when year-over-year growth was 12.2 percent, according to respondents to the quarterly Baird/RER Equipment Rental Survey. Although still strong, this marks the third consecutive quarter of decelerating growth, compared to double-digit growth in 2021. Commentary from respondents reflected a more cautious expectation.

The fourth quarter of 2022 was in line with expectations for 51 percent of respondents, with 43 percent seeing better-than-expected results (12 percent saying ‘much better’ results) and only 6

percent seeing worse than expected results. The net 37-percent positive is improved from the previous survey.

“There were a lot of megaprojects already in the works when interest rates became volatile that are carrying the markets right now,” noted one respondent. “As small-to-mid size projects wrap up we are closely watching if they are being backstopped with new projects,” said one respondent.

“Market continues to remain strong but Residential is showing cracks,” said another.

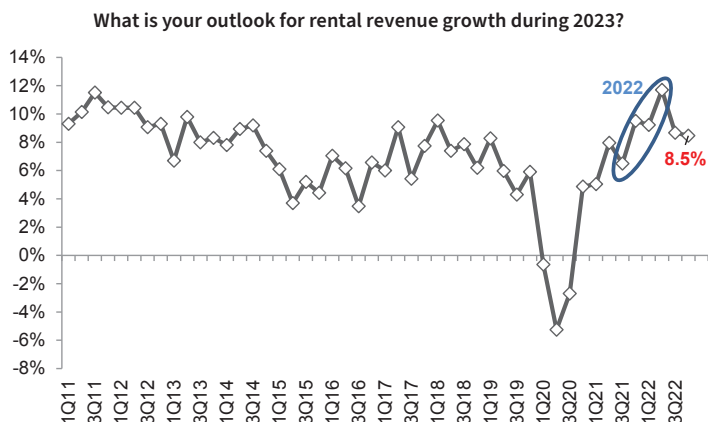
“Interest rates increasing will slow nonresidential construction with industrial market improving,” added a third.

Fleet utilization for the quarter was 65.9 percent among respondents, compared to 67.9 percent in the third quarter. The utilization rate for access equipment rose to 67 percent from 62.6 percent in the fourth quarter of 2021. Meanwhile the utilization rate for earthmoving equipment increased to 67.5 percent compared to 62.8 percent in Q421. Small iron utilization rose almost 900 basis points from 51.7 percent a year ago to 60.4 percent.

Average rental rates increased 3.8 percent year over year, slightly lower than the previous three quarters when the increases ranged from 4.4 to 4.8 percent. Growth in rental rates is expected by respondents to remain solid in 2023, with a 4.4

Survey respondents are still expecting solid rental revenue in 2023.

Graphic by Baird Research





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percent increase. Despite the increases, there was increased commentary from respondents regarding rental rates, with some respondents criticizing other companies, particularly larger ones, of lacking rate discipline.

Single digit revenue increases expected by most

Respondents are generally positive about demand in 2023; respondents expect a 5.7 percent revenue increase in the first quarter of 2023. Thirty percent of respondents expect a 1 to 5 percent year-over-year revenue hike, with 33 percent predicting a 5-to-10 percent increase and 17 percent expecting a 10- to-15 percent jump. Average rental revenue expected is up 8.5 percent in 2023, which is similar to last quarter's forecast. Steady demand from end markets is expected to continue, partially offset by equipment and labor shortages.

"While the second half of 2023 will likely slow down, we still have a lot of demand now and expect that high demand to continue throughout the first half of 2023," said one respondent."

"Besides residential construction decreases, where is the slowdown?" said another. "Most of our commercial customers have a heavy workload spanning into 3Q23," added another.

The cost of new units increased 6.1 percent in the fourth quarter, similar to the previous quarter but down somewhat from the previous three quarters, when the increase ranged from 6.6 to 7.2 percent.

The average fleet size among respondents increased 4.5 percent year over year in the fourth quarter. Units increased about 4.5 percent for access equipment, small iron and others, while the fleet size for earthmoving units increased by about 6.5 percent.

Fleet purchases to continue rising

Respondents expect fleet purchases to jump 8.7 percent year over year during the next six months. Access equipment spending is expected to leap 11.9 percent over the next six months, with earthmoving equipment spending up 8.3 percent, small iron 5.5 percent and "other," 6.8 percent. Commentary indicates respondents would expect to spend more if more machines were available. For 2023, respondents expect fleet expenditures to increase 7.4 percent compared to a 6.6-percent jump in last quarter's survey.

Looking at expectations for end markets, 88 percent of respondents expect the municipal/government end market to remain healthy or improve in 2023, and 85 percent have favorable expectations for nonresidential construction. About 75 percent have favorable expectations for the oil & gas industry; 73 percent for infrastructure/pipelines; and 66 percent for industrial and manufacturing. The consumer/homeowner markets are viewed favorable by 38 percent compared to 58 percent a year ago, while the residential construction market is viewed favorably by 12 percent compared to 80 percent a year ago.

Rental Equipment Investment Corp. Acquires Industrial Drying Solutions

FRANKLIN PARK, ILL. – Rental Equipment Investment Corp., a portfolio company of Kinderhook Industries LLC, last month acquired Industrial Drying Solutions LLC, a subsidiary of Power Rental Solutions LLC. Founded in 2020 and headquartered in Franklin Park, Ill., IDS is a provider

of specialty rental equipment, including heating, dehumidification and power solutions. IDS has four locations.

IDS represents REIC's fourth add-on acquisition under Kinderhook's ownership and the company's 16th since its inception. Financial terms of the transaction were not disclosed.

"The IDS acquisition continues the substantial growth of our specialty rental division, REIC Specialty," said Kevin Fitzgerald, CEO of REIC. "IDS is an excellent company with strong management that enables us to expand our geographic footprint and significantly broaden our equipment offering with an impactful fleet of desiccant dehumidifiers and air conditioners, while providing



Holland Pump Acquires BPR Pumping & Vacuum Solutions

WEST PALM BEACH, Fla. – Holland Pump Co., an independent specialty pump rental and dewatering solutions provider, last month completed the acquisition of BPR Pumping & Vacuum Solutions based in Pearland, Texas, in the Houston area.

This is the sixth acquisition since Holland Pump partnered with XPV Water Partners, adding branches in the Houston and Austin, Texas, areas, as well as complementary rental equipment to Holland Pump's extensive pump fleet and complete dewatering services offering. The acquisition increases Holland Pump's capabilities to service municipal, infrastructure, industrial, and mining projects in Texas.

Simon Wright, president of BPR Pumping & Vacuum Solutions, said, "We're proud to be joining the Holland Pump family. We've been impressed with the company's leadership and look forward to being part of the team's exciting growth in the Gulf Coast market."

"This strategic acquisition supports our commitment to delivering best-in-class customer services through our pump fleet, field services, and engineering support," said Tom Vossman, CEO of Holland Pump Co. "We welcome the employees of BPR Pumping & Vacuum Solutions to the Holland Team."

BPR was founded in 1976 in Texas, where the company built a reputation among regional clients for quality and reliability. BPR also has a branch in Manor, Texas, outside of Austin. For



more information, visit www.bprrentals.com.

Based in West Palm Beach, Fla., Holland Pump has grown to 15 branch operations across Florida, Louisiana, Maryland, New York, Pennsylvania, South Carolina, and Texas. For more information, visit www.hollandpump.com.

XPV Water Partners is a team of experienced operators and investors who are committed to making a difference in water. For more information, visit www.xpvwaterpartners.com.

The acquisition increases Holland Pump's capabilities to service municipal, infrastructure, industrial, and mining projects in Texas.

Photo by Holland Pump

us a strong position in the restoration services market."

Dennis Haller, CEO of REIC Specialty, added, "We are very excited to welcome the IDS team to REIC's specialty rental division. The acquisition of IDS provides us with a multitude of cross-selling opportunities across REIC Specialty that we can execute on immediately."

"REIC Specialty and IDS remain focused on preserving the company's vision of a safety and customer first operation," said Scott Milligan, CEO of Power Rental Solutions. "We will continue to support our employees and provide outstanding service to our customers."

"The acquisition of IDS will add four new loca-

tions to our specialty rental footprint, resulting in a total of 21 REIC Specialty locations across North America," said Paul Cifelli, managing director at Kinderhook.

Founded in 2003, Kinderhook Industries LLC is a private investment firm that manages more than \$5.4 billion of committed capital. REIC was founded in 2014 and headquartered in Kalispell, Mont. The company's general rental fleet includes aerial, earthmoving, power, compression and other small equipment pieces, while the specialty rental segment is focused on HVAC products.

Rental Equipment Investment Corp. is No. 43 on the RER 100.

United Rentals Jumps 18.8 Percent in Fourth Quarter Rental Revenue; Tops \$11 Billion Total for 2022

STAMFORD, Conn. – United Rentals posted \$2.747 billion in equipment rental revenue for the fourth quarter of 2022, compared to \$2.312 billion in the fourth quarter of 2021, an 18.8-percent increase. Total revenue was \$3.296 billion compared to \$2.776 for the fourth quarter of 2021, an 18.7-percent jump. Sales of used rental equipment was \$409 million in Q422 compared to \$324 million in the fourth quarter of 2021, a 26.2-percent rise.

For the full year, total revenue topped \$11 billion, coming in at \$11.642 billion compared to \$9.716 billion in 2021, a 19.8-percent increase. Equipment rental revenue was \$10.116 billion for

achievements are a testament to our team's commitment to our customers. With the Ahern integration on track, and a world-class combination of people, process and technology, we're positioned to raise the bar again in 2023.

"Our guidance reflects our expectations for another year of strong growth, and our ability to convert this growth into compelling returns. The introduction of our dividend program reflects the strength and resiliency of our operating model and our ability to generate cash across the cycle, while continuing to invest in growth. Combined with the restart of our share repurchase program, we expect

to return approximately \$1.4 billion of cash to our shareholders this year as we continue to drive long-term value creation."

The general rentals segment had an increase of 19.1 percent year-over-year in rental revenue to a fourth quarter record of \$2.023 billion. Rental gross margin increased by 140 basis points to 41.6 percent, primarily because of better fixed cost absorption on higher revenue.

The specialty rentals segment rental revenue increased 18.1 percent year over year to a fourth quarter record of \$724 million. Rental gross margin increased by 410 basis points to 49.3 percent, primarily because of better cost performance and fixed cost absorption on higher revenue.



Return on invested capital increased 240 basis points year over year, and 50 basis points sequentially to a record 12.7 percent for the full year. Photo by United Rentals

the year compared to \$8.207 billion a year ago, a 23.2-percent hike.

Fleet productivity increased 5.9 percent year-over-year in the fourth quarter, including the impact of the acquisition of Ahern Rentals in the quarter. Net income was \$639 million at a margin of 19.4 percent. Adjusted EBITDA was \$1.647 billion at a margin of 50 percent.

"Our fourth quarter results capped an outstanding year, during which we set records for revenue, profitability, margins and returns," said Matthew Flannery, CEO of United Rentals. "These

Big jump for ROIC

Return on invested capital increased 240 basis points year over year, and 50 basis points sequentially to a record 12.7 percent for the full year.

United Rentals now has 1,462 rental locations in North America, 27 in Australia, 13 in Europe and 19 in New Zealand. In North America, United operates in 49 states and in every Canadian province. The company's fleet now has a total original cost of \$19.6 billion.

Based in Stamford, Conn., United Rentals is No. 1 on the RER 100.



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Trackunit Acquires German Contractor Services Provider Flexcavo

CHICAGO – Global IoT services provider Trackunit last month acquired Germany's Flexcavo enabling the telematics specialist to extend its reach in the contractor market.

The agreement, which closed January 1, will enable Flexcavo to continue to build its software solution to contractors and rental clients across Europe, the companies said. Berlin-based Flexcavo specializes in data-enabled workflow and process management through the construction sector enabling contractors and rental companies to increase efficiency, lower costs and improve collaboration across construction sites, yards, and headquarters.

"We're delighted to welcome Flexcavo into the Trackunit group and this significantly strengthens our offering to contractors and those with mixed fleets," said Soeren Brogaard, CEO of Trackunit. "We're looking forward to leveraging Flexcavo's expertise and make sure we're serving our customers in the best way possible moving forward. Our team has doubled in the last 18 months and with the acquisition of Flexcavo, we're on track to continue growing. We're ambitious and this move fits perfectly with our overall strategy."

Trackunit currently has almost 400 employees.

"We are excited and proud to join forces with Trackunit," said Flexcavo co-founder Benedict Aicher. "This enables us to double down on our ambition to be the leading partner for every contractor who strives for excellence and wants to make the most of every single job. Being part of the Trackunit ecosystem allows for a deeper integration into the contractor value chain and beyond."



Trackunit CEO Soeren Brogaard Flexcavo says the acquisition of Flexcavo significantly strengthens the company's offering to contractors and those with mixed fleets.
Photo by Trackunit

I know the Trackunit team shares our commitment to build the most useful industry for the world, and I can't wait to get started."

"It will boost our developing capabilities significantly so that contractors and rental companies can benefit from even faster feature releases, real-time data across all machinery, and even more automation of processes between site, yard, and headquarters," co-founder Leonard Fricke said. "Making our offering available in other key markets and supporting customers in their digitization efforts will be our key mission going forward."

Brogaard added that the acquisition should also enable Trackunit to manage the rental/contractor relationship even better in the future.

"It's adding new capabilities and will allow rentals and contractors to smooth out any hiccups relating to machine usage, efficiencies and productivity," he said. "It fits with the industry-wide purpose to eliminate downtime and any move that brings us closer to that goal can only make construction better."

Telematics provider Trackunit services its customers worldwide from its offices in Denmark, Canada, United States, Singapore, Sweden, Norway, France, Holland, Germany, UK, Australia, and Japan.

Visit Trackunit.com to learn more.

Flexcavo was founded in July 2020. The company's platform helps to streamline construction projects by providing data-driven resource scheduling and telematics enabled workflow automation. Visit www.flexcavo.com to learn more.

Skyjack Opens New Manufacturing Facility in Coahuila, Mexico

RAMON ARIZPE, COAHUILA, Mexico – Skyjack last month celebrated the opening of its new manufacturing facility in Ramos Arizpe, Mexico. The ceremony was attended by Miguel Angel Riquelme Solis, Governor of Coahuila; José María Morales Padilla, mayor of Ramos Arizpe, Mario Bres Garza, secretary of economy of the state of Coahuila and Ken McDougall, president of Skyjack. Solis and McDougall officially opened the new 200,000 square foot area as one of the first week's production of telehandlers, an SJ1056 TH, delivered a ceremonial stone and plaque commemorating the official start of work on the additional 490,000 square foot facility.

The new plant will manufacture Skyjack's telehandler and boom range following significant changes and increases in capacity at the company's existing Canadian plants.

"We have been at physical and labor capacity at our Canadian facilities for some time now and we have invested heavily in vertical integration there with a focus on DC slab



Miguel Angel Riquelme Solis, governor of Coahuila state, left, celebrates the opening with Skyjack president Ken McDougall.
Photo by Skyjack

scissors, vertical masts, and rough terrain scissors," said McDougall. "Moving the telehandler and boom range to the Ramos Arizpe plant will help pave the way for that Canadian-based growth and allows to answer the increased demand we have for our telehandler and boom range." **RER**

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JLG's self-leveling chassis boom lift, Kubota Tractor's uniquely compact excavator, and Skyjack's step for extra scissor lift height capture Gold, Silver and Bronze.

As always, RER's annual Innovative Product Awards feature some unusual surprises and this year is no exception. Voted on by RER's panel of guest judges from the rental industry, JLG and Skyjack solve problems in ways not seen before, and Kubota takes compactness to a new level with almost zero overhang and an uncanny ability to work in tight spaces.

CATEGORY WINNERS:

- Compressors/Air Tools: Apeiron Energy's Aquaculture Aeration System
- Computer Software: Point of Rentals' Public API
- Earthmoving: Kubota Tractor's U10-5 mainimal tail swing excavator (Also Silver Winner)
- Engines/Power Sourcing: Apeiron Energy's Power Cube
- Lifts: JLG's 670SJ Self-Leveling Chassis Boom Lift (also Gold Winner)
- Material Handling: JLG's Rotating Telehandlers
- Miscellaneous: DryAir Manufacturing Co.'s 1800 Hydro Heat Pro
- Technology Enhancements: Trackunit's Kin and JLG's Next Generation Augmented Reality App



A LEVEL AERIAL PLAYING FIELD

AWARD: GOLD

PRODUCT: 670SJ Self-Leveling
Chassis Boom Lift

MANUFACTURER: JLG Industries



KEY INNOVATION: Equipped with JLG's exclusive and patented self-leveling technology, the 670SJ is engineered to automatically adapt to terrain on slopes up to 10 degrees in any direction, while driving with full functionality at a class-leading 67-foot platform height.

MANUFACTURER'S DESCRIPTION: The 670SJ's self-leveling technology is designed to adjust the boom lift's chassis to the ground conditions — rather than having to adjust the ground conditions to the machine. This allows the 670SJ to navigate uneven terrain while driving at height from one job to the other without lowering the boom, leading to significant

productivity gains throughout the workday. All of these features are made possible through the machine's advanced control system. This system continuously receives performance data from various sensors on the machine, then displays the information through a digital display and selectable screen interface in the platform

The inspiration for the 670SJ came from customers who explained they had to contend with the environment and terrain on jobs they had to do on any given day. Photo by JLG



The 670SJ's self-leveling technology is designed to adjust the boom lift's chassis to the ground conditions — rather than having to adjust the ground conditions to the machine. Photo by JLG



The 670SJ is designed to continuously adjust to the terrain to keep the platform level and minimize movement, thereby reducing operator fatigue, as well as the potential for objects to bounce around and/or out of the platform. Photo by JLG

during operation, ensuring users are more knowledgeable about what's going on at ground level while working at height.

JLG's self-leveling technology offers a host of benefits for machine operators and their support crews, including reducing (and in some cases even eliminating) the prep work required to level the work area. That means no more pre-grading the site or constructing laborious cribbing before getting to work. It also eliminates the trial and effort of repositioning a boom lift to find a level work area. This helps operators get into position and up to the work area quicker, maximizes reach capabilities and reduces the need for larger, higher-reaching lifts onsite as a backup for added reach when uneven ground conditions exist. Operator comfort and safety were also key factors in the development of this product. The 670SJ provides a smoother ride as operators travel across a job site thanks to its advanced control system. It is designed to continuously adjust to the terrain to keep the platform level and minimize movement, thereby reducing operator fatigue, as well as the potential for objects to bounce around and/or out of the platform.

RER Commentary:

When a contractor surveys a jobsite, where he or his staff is going to work, he takes notices of

slopes or inclines where the terrain might be uneven in what will be his working area. He may need to figure out a way to even out the terrain or how he might need to maneuver a boom lift to get proximity to the building where he may be working. That has been the reality when contractor or machine operators survey the area where they need to work.

But what if the terrain or slope didn't have to be changed or what if the worker didn't have to look for a different point of access to a building because the mobile elevating work platform itself could correct the angle by changing itself? What if you could adjust the machine to the ground conditions, rather than try to alter the ground conditions to accommodate the machine? As one of our judges says, that would be a major shift in equipment development and jobsite safety, and it has arrived.

The 670SJ Self-Leveling Chassis Boom Lift represents the beginning of a solution to problems that contractors have faced as long as MEWPs have lifted people and materials into the air, the fact that in some cases conditions on the ground make it impossible for the aerial unit to function. The 670SJ won't solve every jobsite access issue, but it will provide a solution in many cases.

"It's an automatic leveling capability where it has four control arms that work in order to be

able to provide the configurations to maintain a level platform, a level boom, a level counterweight, everything independently level and close to the ground,” explains Nate Hoover, JLG director of marketing and product management.

Hoover says the inspiration for the 670SJ came from customers. Customers explained that they had to contend with the environment and terrain on jobs they had to do on any given day. “One of the points we continually heard from customers is ‘We have to continuously re-position this machine because we need to keep that level down in order to stay within the operating incline,’” Hoover notes. “The other thing they say is, ‘If we can’t find a spot, we have to put something beneath a tire,’ which is cribbing, and not acceptable within the industry.”

Customers would also say they’d end up moving to a more difficult location because it was somewhat level and try to get to the location where they had to work. “Sometimes they have to upgrade to a larger boom,” Hoover says. “Other times they have to be in a location where they have to slow traffic down and there’s a lot of sub-optimized conditions. And these things that we

heard really drove that inspiration of being able to deliver this type of solution.”

In essence, the self-leveling boom solves:

- Constant repositioning
- Removing small areas of earth with a compact loader to level the ground
- Using a longer boom lift to reach the work area from a level spot beyond where operators would ideally like to place the machine
- Using multiple boom lifts where only one would do the job
- Cribbing the machine on a localized platform to attain a level work surface
- Shoring up the ground or stone leveling a raceway to attain a level work surface.

The unit can be driven at full height and automatically levels as it drives. If the machine is about to exceed the 10-degree incline a warning message is flashed to the operator and if it exceeds the allowed operating incline, the unit will stop. The operator will have to descend to be able to maneuver over a steeper incline to get to a place within the accepted operating incline for driving or working.



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The unit can be driven at full height and automatically levels as it drives.

Photo by JLG

The 670 SJ's self-leveling capability is a significant safety enhancement, JLG says. "It allows the operator to remain more attentive, it enhances the attentiveness of the operator to the surrounding regions including the terrain because they don't have to focus on trying to maintain the posture and position inside the platform at all times," says Hoover. "In a traditional machine, more often than not, [the

operator is] holding on and trying to maintain some type of awareness of both the controls as well as the terrain because at any moment they might be shifting forward or backward. But because it is actively self-leveling that's no longer a concern, they no longer feel like they have to stay semi-rigid in the platform. They can now look at their surroundings and concentrate on their environmental awareness while driving as opposed to concentrating on their physiological body position while they're in the platform."

Hoover sums up the value of the 670SJ Self-Leveling Chassis Boom Lift this way. "I think the most important three points that I would drive home is it enhances productivity, safety and operator comfort," says Hoover. "That's what it really delivers. How it delivers that obviously is important as well, but it provides confidence to an operator to improve productivity and enhance that jobsite."

SKINNY IS GOOD

AWARD: SILVER

PRODUCT: U10-5 minimal tail swing excavator

MANUFACTURER: Kubota Tractor



KEY INNOVATION: The U10-5 is Kubota's answer to the rental or professional customer, for example, who requires a compact excavator in the 0- to 1-ton range, but in a more compact frame with minimal tail swing to be more nimble and agile than ever before for both residential and commercial work. The U10-5 provides superior flexibility when working in tight spaces with very minimal overhang at 0.6 of an inch over the tracks, ensuring excellent balance, stability, and fast operation. It truly is the ideal model for working in compact spaces.

MANUFACTURER'S DESCRIPTION: Kubota announced a new addition to its robust excavator lineup: the all-new U10-5 minimal tail swing excavator, taking an in-demand spot in the U Series minimal tail swing lineup. The U10-5 contracts to 2 feet, 6 inches, then when the operator wants to widen the tracks, the tracks widen out to 3 feet, 3 inches. The U10-5 is Kubota's answer to the rental or professional customer who requires a compact excavator in the 0- to 1-ton range. With a more compact frame and minimal tail swing, the U10-5 provides superior flexibility when working in tight spaces with very minimal overhang at 0.6 of an inch over the tracks, ensuring excellent balance, stability, and fast operation for both residential and commercial work.

With the new U10-5, Kubota now has a broad offering of 13 compact excavator models across the 1- to 8-ton weight classes, and now feature more flexibility among the conventional and minimal tail swing lines. All of Kubota's -5 generation models are solidly engineered and outfitted with more customization to keep customers working efficiently and comfortably.

The U10-5 is available now at Kubota dealerships nationwide.



To enable passage through narrow spaces such as doorways and gates, the adjustable width track frame can be reduced by simply operating a single lever. Photo by Kubota Tractor

RER Commentary:

Skinny is good.

If you're struggling with your waistline, if you're heeding advice from your cardiologist, those words are probably your mantra. If you

want to model clothes in today's society, it most likely is too.

And if you're using a compact excavator to get into narrow spaces on a construction jobsite, a landscape, between buildings, any of a number

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With a more compact frame and minimal tail swing, the U10-5 provides superior flexibility when working in tight spaces with very minimal overhang.

Photo by Kubota Tractor



of activities, skinny is a critically important attribute. Because if your machine is too wide, it can't even begin the job.

The overall width of the U10-5 compact excavator is two feet, six inches, easy to get through doorways and very narrow spaces. The body of the machine's overhang is 6/10 of an inch. Where space is available, the U10-5 can be expanded to 3 feet, 3 inches for enhanced stability. To enable passage through narrow spaces such as doorways and gates, the adjustable width track frame can be reduced by simply operating a single lever. Plus, changing the blade width is as easy as removing one pin by hand.

Another key feature of the U10-5 are the side-mounted joystick levers, an important safety aspect. The control levers of the U10-5 are positioned to the sides of the seat for a better, more relaxed operator working posture and forward visibility.

"Your control levers are side-mounted and that's an important safety feature," says Kubota Tractor product manager Bill Holton. "Whenever you go to start the machine, you have to have at least one of those levers up."

The U10-5 features front-mounted ROPS instead of rear-mounted, which is more common on excavators. Holton says there's no visual barrier there, there's no hindrance to the operator's line of sight during operation.

"This is not an enclosed cab machine, this is only an open station ROPS machine," says Holton. "And because of the ROPS mounted to the front that's part of where the super ultra-

compact minimal type tail swing comes in. Because the ROPS are mounted to the front as opposed to other compact units where the ROPS are mounted to the rear counterweight, it keeps it within the footprint of the tracks."

Another beneficial safety feature is a safety switch down at the side of the console that would prevent the machine from being started.

The overall machine weight is 2,646 pounds, a light machine designed for rental. Ground clearance is 5.5 inches.

"Your bucket breakout force is 2,337 pounds, that's important for some guys if they're working in hard clay or rocky conditions," says Holton. "They're worried about breakout force. The machine has two travel speeds, 1.2 and 2.5 miles per hour. It doesn't sound like a lot but you're not there to win a race. You're running an excavator."

The U10-5 is powered by a Kubota engine, 10.3 horsepower. The Kubota U10-5 features a 10-foot digging height and 5-foot 11-inch digging depth, strong performance for its ultra-compact frame. The adjustable track range and standard two-speed provide increased control.

"The machine is designed for rental, for weekend warriors, and landscaping projects," says Holton. "It has a wide range of applications. A standard feature is an LED work light mounted out on the boom providing optimum visibility in a variety of low-light conditions. You can expand the tracks out for maximum stability. Retract the tracks in and travel through tight space like doorways and gates. It gets you into that backyard or garage space. light construction work, some demo work, guys that are going in and breaking out a patio in the back yard or maybe putting in a new slab for a garage, that sort of thing."

The U10-5 features two available service ports for auxiliary hydraulics, that's standard equipment for this machine.

"We've got a wide variety of attachments that will also fit, it's more than just a bucket," adds Holton. "We could put a breaker, an auger, a wide variety of uses, more than just digging a hole."



A SAFE STEP UPWARD

AWARD: BRONZE

PRODUCT: XStep

MANUFACTURER: Skyjack



KEY INNOVATION: XStep empowers scissor lift operators and improves productivity by safely providing an additional 19 inches (48cm) of working height to maximize productivity in difficult workspaces. Consisting of a swing down base with full height railings, the XStep is securely mounted on the mid rails of the scissor lift and can be easily and quickly moved from one machine to another to increase fleet flexibility.

MANUFACTURER'S DESCRIPTION: Safety has always been at the forefront of Skyjack's development and the new XStep is no exception. The most recent



The XStep fits through ceiling tiles for repair and maintenance work.

Photo by Skyjack

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IPAF Global Safety Report cited falls from the platform to be among the most common type of incidents leading to death – a finding that has remained consistent over the last decade. Paired with the common practice of operators standing on railings to gain more height to access tight spaces, it became clear that a tool to allow increased reach in a safe manner was needed. With XStep, working height is maximized and productivity is improved with increased access into and around tight, restricted spaces such as ceiling openings or ceiling-mounted structures.

The latest in the Accessoryzers line, XStep helps to eliminate dangerous practices and provides operators with an additional 19 inches (48cm) of jobsite access via the safe and sturdy platform. Mounted securely on the midrails, the XStep consists of a swing down base for easy install and a mesh platform for increased visibility. The design and height of the top railing on the XStep, as well as entry and exit via the locking gate, ensures operators have the same degree of security as a conventional platform.

While increasing productivity and safety, the XStep still allows for full access to the upper controls to ensure normal movement around the jobsite. When not in use, the XStep can be

stowed lower than the base unit platform rails.

Notably, the XStep can be installed by one person in five minutes without the need for special tools or lifting equipment. Retrofittable to previous Skyjack DC scissor models, XStep can be conveniently moved from one scissor lift to another, allowing for increased fleet flexibility.

RER Commentary:

How often have you seen, on a jobsite, a scaffold plank draped across the midrails of a scissor lift and a worker standing on top of it so he could reach something he couldn't reach just standing on the platform? Probably often enough that you no longer questioned its legality. More often than that you've probably seen a worker standing on the mid-rails and even on top of the top guardrails.

Skyjack product manager Rafael Bazzarella says Skyjack staff regularly hear from customers asking if techniques such as the scaffold plank would be approved by the Canadian mobile elevating work platform manufacturer.

The answer unequivocally is no. Such methods are not safe. But the Skyjack product specialists began working on a solution to a common problem by scissor lift operators – how to reach a little higher. They began experimenting with several different designs before finally

The unit is in three pieces – the base, the floor and the rails – and no single piece weighs more than 40 pounds, so a single person can assemble it.

Photo by Skyjack





The XStep helps to eliminate dangerous practices and provides operators with an additional 19 inches of jobsite access via the safe and sturdy platform. Photo by Skyjack

coming up with the XStep, a 77-pound enclosure that latches on to the midrails of a 15- or 19-foot scissor lift to provide 19 more inches of height.

"People have put planks on the top rails as well, believe it or not," says Bazzarella. "Their claim is always that the operator is tied off when they're doing that. The benefit with the XStep is you have the 360-degree railing protection around the operator. We try to make the XStep as small as possible so you can still fit through a two-by-two-foot panel or drop tile. You can still fit through ceiling tiles. If you position the machine just right, the whole assembly will fit through a ceiling tile. And you have the control box up there so the operator can position the machine accordingly."

The XStep assembly takes about five minutes, says

Bazzarella. The unit is in three pieces – the base, the floor and the rails – and no single piece weighs more than 40 pounds, so a single person can assemble it. It bolts securely on both sides without any tools. It's as simple as inserting a pin into a hole, which is part of the process.

"No piece weighs more than 40 pounds, the base is the heaviest section,"

says Bazzarella. "For larger people with the control box it gets a little bit crowded. You can always put the control box on the outside and have a little bit more room on the inside while you are operating it. And the same latch mechanism that we use, there's no risk of the person falling out, so you have that piece of mind that you're locked in there." **RER**



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Conexpo-Con/Agg is by far the largest construction equipment trade show in North America and one of the largest in the world. With more than 1,800 exhibitors, 2.7 million square feet of exhibit space, and more than 175 education sessions, the trade show, which occurs every three years, gets bigger every time and attracts somewhere around 200,000 visitors. To show all the products would obviously be impossible, but here is a sampling of just a few of the products attendees will have a chance to see at this year's show.

Montabert Compact Breaker for Demolition and Recycling Applications

Montabert will show its SD Compact Breaker for rock breaking in Booth W42229 at ConExpo. The Silent Demolition line is designed to fit compact carriers such as mini-excavators, backhoe loaders and skid-steer loaders. Also, Montabert's new line of Silent Demolition Tools, including grapples, processors, fixed and rotating pulverizers, and scrap shears, offer contractors multiple options for demolition and recycling applications.

With fewer wear parts and no tie rods, the SD offers quicker maintenance in the field or the shop. Bushings, pins, and tools can be replaced in the field without removing the breaker from the carrier. The fully enclosed, soundproof cradle reduces vibrations transferred to the carrier, as it limits noise on the jobsite. Lightweight, yet heavy-duty housing protects working parts and hoses. A unique energy chamber acts as hydraulic shock absorber and reduces pressure variations in the hydraulic circuits to provide consistent energy to the breaker. The SD line includes seven models for compact carriers from one ton to 12 tons.

The Montabert Silent Demolition Tools line offers a wide range of quality tools designed and built to provide contractors with an excellent price-performance ratio and low maintenance cost. The combination of ultra-wear-resistant steels and top-quality components makes Montabert Silent Demolition Tools versatile, efficient,

and durable. Grapples are designed for carriers from five tons up to 100 tons. They feature 360° rotation, Hardox 400-450 jaws and Hardox 500 exchangeable blades. Multiprocessor jaws for carriers weighing eight to 65 tons include combi-, multifunction and scrap-metal jaws. They offer 360° rotation, speed valve cylinders, and exchangeable Hardox 600 crushing teeth. In the Pulverizer line, Montabert offers both a fixed model and — new for 2022 — a 360° rotating model. All pulverizers feature Hardox 400 bodies, exchangeable/reversible blades, and exchangeable wear plates and teeth.

Montabert hydraulic and pneumatic demolition and drilling equipment, including breakers and drifters, are designed for heavy-duty jobs in quarries, mines, trenching, demolition, and public works.



Montabert's new line of Silent Demolition Tools, including grapples, processors, fixed and rotating pulverizers, and scrap shears, offer contractors multiple options for demolition and recycling applications. Photo by Montabert

Mazio to Show its New Tilt-Rotator for Excavators

Mazio's newest innovation for 2023 is the Tilt Rotator for excavators. These supplemental attachments work with excavator tools, such as grapples, buckets, or shears, to provide more versatility and precision. They not only rotate 360°, but they also tilt side-to-side by up to 55°. This ability reduces the need for the operator to move the excavator while performing tasks — increasing productivity and efficiency.

The Mazio Tilt-Rotator features a hydraulic quick coupler that allows the operator to remain in the cab while changing tools. It enjoys maintenance-free operation with no grease points or cylinders. It allows access to narrow spaces and on urban projects with large or small equipment.

In addition to the Tilt-Rotator, the Mazio booth will feature its complete line of demolition tools, hydraulic breakers and wear tips for grinders, breakers, shears, crushers, pulverizers and processors.

Mazio Attachments LLC is an Italian manufacturer of specialized attachments for the construction, demolition, recycling, mining, aggregates, excavation, scrap, and forestry industries. With engineering and manufacturing



Mazio tilt-rotators not only rotate 360°, but they also tilt side-to-side by up to 55°. Photo by Mazio

facilities located in the United States, Italy, and Colombia, Mazio designs its distinctive purple attachments to work with all makes and sizes of carrier machine, from hydraulic excavators, skid steer loaders, and backhoes to wheel loaders, tele-handlers, and more. The company will be exhibiting in the West Hall, Booth W43211.

CM Labs to Introduce Training Packs for Excavator Attachments, Digger Derricks and Telehandlers

CM Labs Simulations, global simulation training provider in the construction and ports industries, will announce new training solutions at ConExpo. Designed for the construction, infrastructure, and utility markets, the new Training Packs address critical workforce and productivity issues.

“Now, more than ever before, CM Labs’ customers need the best possible operator learning outcomes – quickly and safely,” said Lisa Barbieri, vice president of marketing and product management. “Our physics-based Smart Training technology and advanced reporting insights from our Instructor Operation Station (IOS) will future-proof training programs and recruitment needs.”

These insights are possible because of the accuracy of CM Labs’ exclusive Smart Training Technology embedded in its simulators. Comprised of proprietary and patented algorithms, Smart Training Technology results in training based on real data and real machines, delivering the most transferable operator skills anywhere, outside the real equipment.

CM Labs will demonstrate the full suite of simulation training products and feature several new products in ‘simulation pods’ at Booth N11563 in the North Hall.

New introductions will include the following:

- Two additions to the Excavator Training Pack are a Grapple Tool and 360-degree Tiltrotator. The Grapple simulation helps trainees learn basic control functions of this attachment and learn to sort and manipulate a wide range of materials. The tiltrotator uses



The Telehandler Simulation exercises offer various steering modes and load-handling activities. Photo by CM Labs

360-degree rotation and side-to-side swivel when used in combination with other excavator attachments. The Tiltrotator Simulator function teaches precision grading techniques with the bucket. “This is great training support for roadbuilding and utilities contractors,” said Alan Limoges, construction product manager.

- A new Digger Derrick Training Pack highlights various auger-drilling scenarios, an essential piece of equipment for utility contractors. Exercises include control familiarization, auger control, pole control and setting, as well as training support for the Electrical Industry Certifications Association certification process.
- Making its debut is a Telehandler Training Pack, featuring fixed, telescopic boom with forks and bucket attachments. The Telehandler Simulation exercises offer

various steering modes and load-handling activities.

Instructor Operator Station (IOS) enables trainers to monitor, assess, and engage trainees from a single workstation. IOS integrates with any of CM Labs’ training simulators. Updates to the IOS allow remote instructor monitoring, live multi-user curriculum management, as well as new back-end reporting features. The IOS supports trainers with objective insights on key metrics related to safety violations, fuel efficiency, cycle times, and managing excessive wear and tear on equipment.

At Conexpo-Con/Agg 2023, all simulations and CM Labs’ full catalog of earthmoving and lifting equipment will be running on the fully immersive Vortex Advantage, the entry-level motion-enabled Vortex Edge Max, and the desktop Vortex Edge Plus, managed by the IOS.

Develon, Formerly Doosan, Will Introduce New Global Brand and New Products

Develon, formerly known as Doosan Infracore North America, will introduce the company’s new global brand and logo, as well as several new products at Conexpo-Con/Agg.

The company’s new name and logo will integrate new brand values and its commitment to creating smart construction solutions. Visitors to the exhibit at Conexpo will be able to see the new brand in action, hear the story of why the new name was chosen and see what’s next for the company.

“Fans of our current offerings will be delighted that the equipment will remain unchanged and continue to deliver the powerful, reliable solutions admired worldwide,” said Alice Banach, senior marketing manager.

Exhibit Highlights

The Develon exhibit (F9153) in the outdoor Festival Grounds area will showcase a sampling of the company’s full line of construction equipment, the exclusive Transparent Bucket for Doosan wheel loaders, a battery-powered engine and several new machines, including the company’s dozer line.

Cutting-edge technologies such as Concept-X demonstrations, safety features and electrification will be featured. The Develon exhibit will showcase autonomous equipment, the new Smart X-Care fleet management service and the topography-scanning drone Concept-X Xite Cloud.

The Concept-X autonomous worksite will feature three live demonstrations each day, along with other new products. First exhibited in 2019 with an autonomous



The Develon exhibit (F9153) will showcase a sampling of the company’s full line of construction equipment, the exclusive Transparent Bucket for Doosan wheel loaders, a battery-powered engine and several new machines, including the company’s dozer line. Photo by Doosan

Doosan wheel loader and excavator, Concept-X is a smart control solution to tomorrow’s worksites. It can survey worksite topography via 3D drone scanning, establish operational plans based on that data, and operate heavy construction equipment such as excavators, wheel loaders and articulated dump trucks without human intervention.

Concept-X technology paves the way to the worksite of the future with equipment-driven construction sites, freeing human personnel to tackle complex data analytics and management tasks. Continuous Concept-X demo pit footage will be played simultaneously on a large screen and a three-screen brand tower.

Volvo's 55,000-Square-Foot Booth Will Show Products, Services, Technology and Test Drives

With a theme of "Change Starts Here. Be Ready For It," the 55,000 square-foot Volvo Booth F8926 in the Festival Grounds will feature the company's newest products, cutting-edge services and technology in a dedicated Solutions Hall, two areas where attendees can test drive electric excavators and wheel loaders and more.

"We are committed to being a fossil fuel-free company by 2040, but words will not reach targets. Only moving from words to action will," said Melker Jernberg, president of Volvo CE. "There is no time to waste and that's why we say 'Change Starts Here' because as we are demonstrating technology is developing fast and that's where 'Be Ready For It' comes in. At Conexpo we want to help our customers be prepared for the change by showcasing our wide range of commercially available electric machines packaged with related charging infrastructure and other sustainable power alternatives."

In addition to two large operating arenas in the booth for electric machines, Volvo CE will also showcase its electric lineup expansion with the 23-ton EC230 electric mid-size excavator and DD25 electric asphalt compactor, which was introduced last month at the Volvo pre-Conexpo press conference.

But a view into the future of the construction industry doesn't stop with electric. Volvo CE will also display autonomous concepts, the world's first hydrogen fuel cell articulated hauler, a remote-controlled unit and more as the company works to help more customers reach their own efficiency and carbon reduction goals.

Also in the Volvo booth, will be the company's next series of excavators, and the upgraded L350 wheel loader. Tried-and-true Volvo excavators, wheel loaders, haulers and other products will also be on display with product experts ready to answer attendees' questions.

Other Volvo Group companies will also be in the booth, including a truck from Volvo Trucks, engines from Volvo Penta and representatives from Volvo Financial Services.

More Than the Iron

Inside the Solutions Hall, attendees will be able to speak to experts about services and technology that can be tailored to the way they do business to grow now and well into the future. Solution offerings include:

- Site solutions that give customers tailored recommendations for their fleet — regardless of brand — to optimize site setup and reduce the risk of accidents.



Volvo CE will display autonomous concepts, the world's first hydrogen fuel cell articulated hauler, a remote-controlled unit and more. Graphic by Volvo CE

- Business solutions to help customers streamline transactions, better control costs and maximize their uptime potential so they can stay focused on their core business.
- Financial solutions including valuable bundles and unique offers that help customers better manage cash flow during seasonal slowdowns.
- ActiveCare Direct, Volvo's one-of-a-kind telematics machine monitoring and reporting service, that provides proactive fleet intelligence to save customers time and money on diagnosing machine issues.

Attendees can also meet members of Discovery Channel's "Gold Rush" cast Tuesday through Friday in the Volvo booth, as well as other popular construction industry influencers during a meet-and-greet Wednesday afternoon. They can also get an up-close look at a real FIA World Rallycross electric race car. As the official track building partner of the FIA World Rallycross Championship, Volvo CE continues to drive industry transformation toward sustainable power both on and off the track.

For those unable to attend ConExpo 2023 in person or who want exclusive content, Volvo CE is also hosting a virtual experience that brings the show to homes and offices around the world. Those interested in watching new product launches, experiencing machine walkarounds, interacting with Volvo experts and more can register in advance for this exclusive online event.

"Whether someone joins us in Las Vegas or virtually, we have a great show planned for them with a mix of machines and services, hands-on opportunities and educational sessions — and I'm confident it will be both enlightening and fun," said Stephen Roy, president, Region North America at Volvo CE.

Western Global Offers Fuel and Fluid Storage Solutions

Western Global, a manufacturer of fuel and fluid storage solutions, will introduce a new product line and highlight current products in booths S61138 and D2138 at ConExpo. With booth coverage both indoors and outdoors, as well as a free educational seminar during the show, attendees will have multiple opportunities to learn about developments in on-site fuel and fluid storage solutions and how to improve fueling efficiency on jobsites.

“The fuel industry has evolved significantly in the three years since the last ConExpo,” said Jeff Lowe, director of product and sales enablement at Western Global. “We are excited to not only highlight the longstanding benefits of on-site fuel storage, but also how our products are ready for emerging developments in the fuel industry like renewable diesel and emissions reduction.”

Both booth locations will feature a new product line that will further maximize jobsite efficiency for equipment fuel and fluids.

Booth S61138 in the South Hall will focus on the company’s fuel storage solutions for extending generator runtime and refueling jobsite equipment. The booth will feature both a 251-gallon (10TCG) and 1,204-gallon (50TCG) TransCube Global transportable fuel tank as well as the TransCube Mobile Refueler trailer-mounted tank. These double-walled, cube-shaped fuel tanks feature 110-percent containment, the company said, and meet the required certifications for full-fuel transport. Attendees will also be able to inspect a TransCube Global that Western Global filled with 260 gallons of water and dropped from 80 feet during a test to demonstrate the fuel tanks’ ability to withstand tough jobsite conditions.



With the rising cost of fuel and an increasing focus on environmental safety, understanding jobsite refueling options is more important than ever. Photo by Western Global

Western Global will also highlight its full range of tanks outdoors in the Diamond Lot. This location will feature the P12 TransTank Pro. This 3,223-gallon fuel storage tank is designed for fuel farm applications and other large refueling needs.

With the rising cost of fuel and an increasing focus on environmental safety, understanding jobsite refueling options is more important than ever. Lowe will present information about how operations can take control of their fuel supply during a seminar titled “Improve Fuel Efficiency with On-site Fuel Storage.” This session is part of ConExpo’s educational programming and is offered on March 15 from 1 to 2 p.m. in West Hall 206. The presentation will discuss the benefits of on-site fuel tanks and offer selection considerations to help contractors determine the best solution for their jobsite.

To learn more about Western Global and its on-site fuel and fluid storage solutions, visit www.western-global.com.

John Deere’s 80,000 Square Feet is its Largest ConExpo Presence Ever

John Deere will have its largest presence ever at Conexpo this March in Las Vegas. Totaling 80,000 square feet of booth space, John Deere and Wirtgen are combining forces for the first time at ConExpo, encompassing a 70,000-square-foot booth outside in the Silver Lot (S5020). Inside the West Hall (W40844), an additional 10,000 square feet is dedicated to the future of John Deere technology in the construction space.

The John Deere and the Wirtgen Group presence offers customers an engaging experience and an all-encompassing snapshot of the future of construction through industry-leading equipment and technology.

In addition to its expansive and interactive booth experiences, exhibition attendees can anticipate the following from John Deere and the Wirtgen Group:

- 1 cohesive booth showcasing both John Deere and the Wirtgen Group’s latest machines and technologies.
- 70,000 square feet of outdoor space displaying world-class John Deere and Wirtgen Group equipment, technology, and application experience.
- 10,000 square feet of indoor space focusing on John Deere technology, forward thinking innovative solutions, and John Deere Power Systems.

- 68 machines on display between John Deere and the Wirtgen Group.
- 6 machines that feature SmartGrade control functionality. Wirtgen Group machines equipped with the latest technologies such as: Wirtgen Performance Tracker, AutoPilot 2.0, 3D Paving, Smart Compact, Spective Connect.
- 9 compact construction machines on display such as skid-steer loaders, compact track loaders, compact excavators, and compact wheel loaders.
- 9 electric or hybrid electric John Deere and Wirtgen Group machines on display.
- 36 world premieres of brand-new equipment across the construction, roadbuilding and compact construction segments.
- 4 production systems, showcasing the current priority areas for John Deere and the Wirtgen Group, including Aggregates, Site Development, Roadbuilding, and Underground.
- 1 center feature area for the future generation of Deere built excavators.
- 3 educational sessions featuring commentary from John Deere and Wirtgen Group experts.

John Deere and the Wirtgen Group designed the booth layout with a production system strategy in mind. To assist customers, four production systems, include Aggregates, Site Development, Roadbuilding, and Underground, were created to emphasize their core business areas. Each production system will showcase key components, equipment, and



Graphic by John Deere

features relevant to their needs and presented first-hand by John Deere and Wirtgen Group brand representatives.

For those exploring educational opportunities, John Deere is hosting a session that will feature Justin Steger, solutions marketing manager at John Deere Construction & Forestry, Thursday, March 16 at 1 p.m. titled “How Grade Control Impacts Earthmoving Productivity.” From the Wirtgen Group, Tom Chastain, milling product manager, will discuss “Best practices in Milling and Profiling” on Thursday, March 16 at 9:30 a.m. And lastly, Tim Kowalski, application support manager – HAMM, will lead a discussion titled “Compaction 101: Doing the Right Things, the Right Way” on Friday, March 17 at 10:45 a.m.

For more information about John Deere at ConExpo, visit johndeere.com/Vegas2023

Road Widener Increases Versatility of Offset Vibratory Roller Attachment

Road Widener, a manufacturer of innovative road construction equipment, now offers a spray bar system that increases the versatility of its patented offset vibratory roller attachment.



The offset vibratory roller attaches to any host loader, skid steer, compact track loader or road grader by inserting the host machine's lift arm pads into the Offset Vibratory Roller's universal mounting pad.

Photo by Road Widener

Road Widener will showcase the attachment, along with other products, at Booth C32921 in Central Hall during ConExpo.

“As a company that prides itself in providing unique, profitable solutions, we are always looking for ways to improve our products,” said Lynn Marsh, Road Widener LLC president. “We’re excited to now offer the spray bar system for the offset vibratory roller. We knew the attachment was capable of many forms of compaction, but it was not until the product reached our customers that we realized its full potential. We listened to their feedback and designed a spray bar system that heightens the capabilities of this already one-of-a-kind product.”

The accessory fits on all offset vibratory roller attachments and aids in suppressing dust particles, compacting aggregates and preventing clumping when rolling hot mix asphalt. It can be easily attached to the offset vibratory roller, a compaction attachment that allows the host machine to drive safely on flat

ground while compacting shoulders, ditches, trenches and other hard-to-reach areas alongside the road. These are tasks that have traditionally put road crews in danger of rollover accidents, increased workers' comp costs and led to poor safety ratings. The spray bar system will allow contractors to increase efficiency and versatility when compacting a variety of materials including asphalt, stone, gravel and topsoil.

"The United States Department of Transportation's *Road to Zero Deaths* initiative is a program we feel strongly about," Marsh said. "We've worked in the road construction industry and know firsthand the challenges and dangers crewmembers are up against each day. This led us to engineer a solution to heighten safety with an offset design. We believe that our offset vibratory roller will help achieve the goal of *Moving to Zero* because it truly offers incomparable compaction safety."

Spray bar system

The spray bar system comes with two seven-gallon tanks for each side of the roller and can pair with any-sized water tank that may already be on the host machine. These

features all complement the offset vibratory roller which has a total reach of nine feet and can be purchased with a two-, three- or four-foot-wide drum. The drums can pivot up to 30 degrees, reach up to 30 inches below the mounting point, and are interchangeable. This allows road crews to take on jobs of varying sizes and aggregates by purchasing additional drums instead of investing in multiple self-propelled machines with engines that can fail. Additionally, the vibratory feature operates between 2,500-3,500 vibrations per minute for optimal compaction.

The offset vibratory roller attaches to any host loader, skid steer, compact track loader or road grader by inserting the host machine's lift arm pads into the Offset Vibratory Roller's universal mounting pad. An adapter plate is also available for host machines like compact backhoes and telescopic loaders that may not be readily setup to accept standard attachments. It is compatible with standard and high-flow hydraulics. The attachment operates without an engine, powertrain, or any associated parts of its own, which makes for less maintenance than self-propelled machines while also reducing labor. **RER**

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