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FEATURES

18 Cover
Story

The 2023 **RER 100**

DEMAND IS THE DRIVER

Despite long lead times
for equipment, as long as
demand is strong, rental
companies' volumes
keep climbing.

By Michael Roth, *RER*



8 Industry News

By Michael Roth, *RER*

Former Herc CFO becomes
TNT Crane CEO; Moxion Power
lands deal with Sunbelt Rentals;
Durante Rentals, REIC, R&R make
acquisitions; Skyjack expands
production in Mexico, China and
Hungary; and more.



COLUMNS

6 From the Editor

By Michael Roth, *RER*

The *RER* 100 keeps renewing itself as new companies emerge.

Product Spotlights

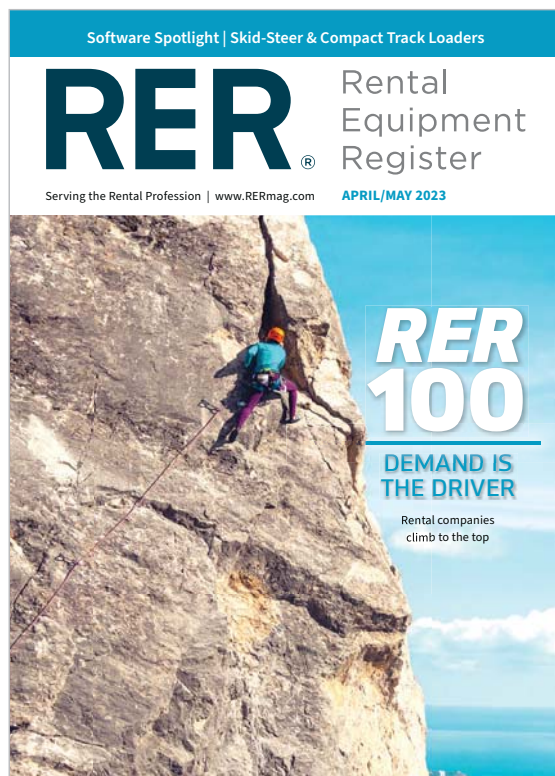
38 Software

39 Skid-steer and Compact Track Loaders

Ad Index 42

On the Cover

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Editorial and business office address:

7762 Airport Blvd., Los Angeles, CA 90045
(310) 490-6678
www.rrermag.com

Also publishers of:

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Editor-in-Chief

Michael Roth, mroth@endeavorb2b.com, (310) 490-6678

Group Publisher

Brandon Williamson, bwilliamson@endeavorb2b.com, (512) 739-2102

Associate Publishers

Deanna Morgan, dmorgan@endeavorb2b.com, (847) 954-7982

Patrick Keefe, pkeefe@endeavorb2b.com, (847) 391-1024

Patty Maroder, pmaroder@endeavorb2b.com, (847) 576-6540

Mike Mandozzi, mmandozzi@endeavorb2b.com, (847) 481-6459

Classifieds/Inside Sales

Rich Thompson, rthompson@endeavorb2b.com, (847) 616-9745

List Rental Sales

Smart Reach, sr-assets@endeavorb2b.com

Art Director

Jennifer Dakas, jdakas@endeavorb2b.com, (630) 454-7029

Production Manager

Sam Schulenberg, sschulenberg@endeavorb2b.com, (913) 967-1665

Senior Production Operations Manager

Greg Araujo, garaujo@endeavorb2b.com, (913) 967-7513

Ad Services Manager

Deanna O'Byrne, dobyrne@endeavorb2b.com, (816) 832-4165

Endeavor Business Media, LLC

- **CEO:** Chris Ferrell
- **President:** June Griffin
- **CFO:** Mark Zadell
- **COO:** Patrick Rains
- **CRO:** Reggie Lawrence
- **Chief Administrative and Legal Officer:** Tracy Kane
- **EVP Industrial Group:** Mike Christian
- **VP Marketing Solutions & Data:** Jacquie Niemiec



CORPORATE OFFICE:

Endeavor Business Media, LLC
30 Burton Hills Blvd., Suite 185 Nashville, TN 37215 USA
www.endeavorbusinessmedia.com

CUSTOMER SERVICE:

(847) 559-7598, rentalequipment@omeda.com.

SUBSCRIPTIONS:

Rental Equipment Register, PO Box 3257, Northbrook, IL 60065-3257
(877) 382-9187, rermag@omeda.com

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The *RER* 100, Like the Rental Industry, Renews Itself Again

In nature, renewal happens every year. You just have to watch the changing seasons. You see leaves change colors in the fall, fall from the trees in winter and bloom in the spring. It's a cycle that never fails to inspire us and amaze us if we pay attention. Even nature's tragedies lead to renewal. A forest fire will burn thousands, tens or hundreds of thousands of trees and from the ashes they will grow again.

I'm not sure that it's the same but similar cycles occur in business. I've certainly observed the process of renewal in the rental industry. Back in the late 1990s when massive consolidation occurred and literally hundreds of rental companies were acquired by large consolidators, many people said it would be the end of the independent rental company. But what didn't die was the entrepreneurial spirit. What didn't die was the simple fact that people have to make a living and the rental business is a good way to do it, especially if you know something about it.

So many people from acquired smaller rental companies went to work for larger rental companies. In some cases they worked there for a while but weren't sure they liked working for larger companies, or maybe they'd always wanted to go into business for themselves. In some cases, two or three or four joined together and formed partnerships, and new rental companies were born,

taking the place of the independents who had been acquired. There were enough customers to go around. And many of those new entrepreneurs had contacts who liked doing business with them and so new rental companies were born. In some cases, they built up those new companies enough and later sold them. I've seen some people do this three or four times now – they start a new company, build it up over five or 10 years, sell it and after their non-compete wears off, they do it again.

Some people didn't find any opportunities with the larger acquirer and that led to them starting a new business for themselves. And in other cases, people came along brand new to the rental business, who knew nothing about this cycle but were somehow attracted to the idea of equipment rental. Some of these new entrepreneurs were successful for the same reasons previous generations of rental pioneers were – they liked equipment, they liked providing service and they had creative ideas about how to do it. And almost all of these new generations of owners had particular traits in common. They had a certain degree of street-smart common sense, and, above all else, they weren't afraid of hard work.

Every once in a while over the years, people would say to me, "Michael with all this consolidation, there won't be an *RER* 100 anymore because they'll all be bought up." At first, I kind of wondered if they might be right, but it hasn't happened yet. It

hasn't happened for the same reasons I just explained. Because it's a pretty cool industry to get into. Because equipment is interesting, because people need to build stuff, and we all have to make a living somehow! So, the industry continues to renew itself with new people and fresh ideas. It's just the law of nature and evolution.

As far as the *RER* 100 is concerned, in the past year, 11 companies from last year's *RER* 100 were acquired. And 11 new rental companies joined the list for the first time, with a couple more that came very close. And others are on the way up. This year's list has a new company at No. 100, in the '90s, in the '80s, in the '70s, and even two companies in the top 15. I don't know if this is the same thing as the laws of nature and the way forests renew themselves or if it has anything at all to do with how winter follows fall and spring follows winter. Maybe it's not so profound as these laws of nature. But it's just how the rental business works.

So, with that said, I hope you enjoy reading about the *RER* 100. I know it's not perfect. I know some companies aren't in there that should be. We're not all perfect around here. But, like the rental business, we're all just doing our best. **RER**

Michael Roth, mroth@rermag.com



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Former Herc CFO Mark Irion Takes Over as New TNT Crane CEO

HOUSTON – The board of directors of TNT Crane & Rigging, one of the largest crane rental companies in North America, has appointed former Herc Rentals chief financial officer Mark Irion as its new CEO, effective immediately. Irion replaces Mike Appling, who has served as TNT's CEO since 2007 and will be leaving the company.

Irion is a veteran of nearly 25 years in the equipment rental industry. He will also continue as a director on TNT's board, where he has served since June 2020. At Herc, Irion was recognized for helping to drive strategies that improved fleet efficiencies and accelerated strategic merger & acquisitions activity.

Irion expressed his enthusiasm for TNT and appreciation for Appling's role in the growth and development of TNT.

"I am excited to take on this role and to lead TNT forward as we continue to deliver superior customer service with our unparalleled expertise and capabilities," Irion said. "What has always stood out at TNT is our culture that puts people first. That is reflected in strong, multi-year customer relationships and an industry-leading safety record in successfully executing mission-critical work. It is an honor to lead this company and I can't wait to get started."

"Mike leaves a tremendous legacy at TNT. He

helped build the company through more than a dozen acquisitions as well as strong organic growth. On behalf of the entire board, I want to thank Mike for his many contributions to TNT over the years and wish him the very best in the future."

M&A history

Appling led the acquisition and integration of companies such as JMS Crane & Rigging Co.; WM Services Crane & Rigging Inc.; Big Ray's Equipment Co.; Southway; Rocky Mountain Structures; TSD Crane & Rigging; Eaglewet/Stampede; Rent-a-Crane and others. Under Appling's leadership, TNT grew from four branches to more than 40 and has become, according to Fanta, "the largest open-shop crane services platform in North America."

Prior to joining Herc, Irion spent 19 years as chief financial officer of Neff Corp., a publicly traded equipment rental company since acquired by United Rentals. Earlier in his career, he

was a finance executive for a computer component distribution company and a senior auditor for Deloitte & Touche LLP.

TNT Crane & Rigging is headquartered in Houston. Its branches span the Gulf Coast, Rockies and Southeast regions of the U.S. as well as Western Canada, with a fleet of more than 700 cranes, more than 1,500 employees and more than 4,000 customers, predominantly operating in the downstream, commercial, power and infrastructure end markets. TNT Crane is No. 16 on the *RER* 100.



TNT Crane is one of the leading crane and rigging rental companies in North America.

Photo by TNT Crane & Rigging Co.

"Mark is an accomplished leader with the right vision and capabilities to lead TNT's next chapter of growth and success," said David Fanta, chairman of TNT's board of directors. "He brings extensive industry knowledge and deep financial acumen to the company. Having served on our board for nearly three years, he already has a strong understanding of TNT's business, strategy, culture and opportunities. We look forward to continuing to work closely with Mark to execute TNT's plans to accelerate profitable growth."

Moxion Power Lands Multi-Million Dollar Deal with Sunbelt Rentals

LAS VEGAS – Moxion Power Co. announced at Conexpo a multi-million-dollar purchase order from Sunbelt Rentals to deliver more than 600 MP-75/600 mobile battery units over the next year.

Manufactured in the U.S., Moxion's mobile batteries offer a 100 percent electric solution to industries that have historically relied on generators for temporary power, including construction, disaster response, utilities, film and live events. Moxion's products have enough energy capacity to run for days or weeks before recharging is needed, the company said.

"Moxion's batteries are virtually silent, produce no direct emissions, and can be charged with renewable energy, making them a cleaner and more sustainable solution than diesel generators," said Paul Huelskamp, Moxion's CEO and co-founder. "Moxion is proud to partner with Sunbelt Rentals to deliver the next generation of clean, mobile power technology and support their customers' decarbonization efforts across a number of industries."

"Sunbelt Rentals is excited to be early adopters of Moxion's innovative mobile battery systems. Securing these batteries for our fleet supports our commitment to providing customers with solutions that can help them significantly reduce emissions," said Mark Wilton, director of sustainable energy, power & HVAC at Sunbelt Rentals. "We are confident our partnership with Moxion is only the beginning and look forward to working together to provide clean, reliable energy to customer job sites."

At Conexpo, Moxion also unveiled a new mobile power unit, the MP-30/200, which offers a maximum continuous output of 30kW at 480 volts and 200kWh of total energy storage. Similar to the MP-75/600, this unit provides both single and three phase power via Moxion's patented power conversion system and can operate in hybrid-mode when paired with a generator for optimized fuel economies. Multiple Moxion units can be combined and operated in a parallel configuration to increase power and energy capacity, create redundancy for critical applications, or provide uninterrupted power when units are being alternated for charging purposes.

Moxion is pioneering mobile energy storage technology in direct response to the significant

demand for cleaner power and energy solutions from commercial and industrial customers, who are recognizing the negative environmental impacts, operational costs, and inefficiencies of burning fossil-fuels to generate temporary



Moxion's CEO Paul Huelskamp, left, and president Alexander Meek, show off one of the company's generators at Conexpo.

power. Currently, the building and construction sectors are responsible for 13 percent of global carbon emissions, with diesel fuel consumption being a major contributor. Moxion's mobile power products will support the construction industry's electrification efforts and net-zero goals and help other OEMs justify electrification programs to bring more 100 percent battery electric machines to market.

The agreement with Sunbelt Rentals follows a \$100 million series B raise and an announcement with Amazon Studios for Moxion to provide its mobile batteries to power Hollywood film and TV sets, replacing diesel generators.

Moxion Power designs, engineers, and manufactures mobile energy storage products and technologies, which enable and accelerate the electrification of industries such as construction, transportation, utilities, live events, film production, and defense. To date, Moxion has raised more than \$110 million from investors including the Amazon Climate Pledge Fund, the Microsoft Climate Innovation Fund, Enterprise Holdings, Marubeni Ventures, Energy Impact Partners, and Tamarack Global. To learn more, visit www.moxionpower.com.

Rental Equipment Investment Corp. Acquires Black Mountain Rentals

KALISPELL, Mont. — Rental Equipment Investment Corp., a portfolio company of Kinderhook Industries LLC, recently acquired Black Mountain Rentals Inc. Headquartered in Pinedale, Wyo., BMR is a provider of general rental equipment primarily serving residential contractors, homeowners, and commercial contractors.

BMR represents REIC's fifth add-on acquisition under Kinderhook's ownership and the company's 17th since its inception. Financial terms of the transaction were not disclosed.

"BMR is an excellent, well-run company with a strong rental business that plugs into our existing geographic footprint for our general rental division," said REIC CEO Kevin Fitzgerald. "The addition of these two BMR locations in Wyoming further enhances our presence in the Wyoming / Idaho area and will enable us to better serve our customers with additional equipment and service."

Justin Sandner, president, and co-owner of BMR along with his father, Jim Sandner, added, "We are thrilled to be partnering with REIC. Both companies have very similar corporate cultures and through this new partnership, BMR, its customers, and employees will all benefit greatly."

"BMR is a highly strategic acquisition for REIC, and we are excited for REIC to continue its track record as a partner of choice in the ongoing equipment rental industry consoli-

dation," said Paul Cifelli, managing director at Kinderhook.

Nate Druckenmiller, vice president, Kinderhook, added, "The REIC team has done an outstanding job integrating its various acquisitions. We remain enthusiastic about continuing to support the team's growth strategy."



REIC has grown its network to 50 North American locations.

Kinderhook Industries LLC is a private investment firm that manages more than \$5.4 billion of committed capital and has made more than 375 investments and follow-on acquisitions since inception.

REIC, founded in 2014 and headquartered in Kalispell, Mont., is a multi-regional rental equipment services platform. REIC offers a broad selection of general and specialty rental equipment. 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. REIC serves its customers out of a strategic footprint of 50 locations spanning North America (45 locations in the U.S. and 5 in Canada). For more information please visit: <https://www.reicorporation.com>. REIC is No. 31 on the RER 100.

Black Mountain Rentals, headquartered in Pinedale, Wyo., is a provider of general rental equipment primarily serving residential contractors, homeowners, and commercial contractors. BMR also has a branch in Alpine, Wyo. Visit www.blackmountainrental.com.

Skyjack Expands Production in Mexico, China and Hungary

LAS VEGAS — Skyjack at ConExpo outlined its larger program of activities that have brought about a global transformation of its manufacturing footprint in the past 12 months. This transformation is set to represent a potential global unit capacity increase of 235 percent globally when compared to Skyjack's 2022 capacity and will take the number of manufacturing plants from two in Canada to five globally – with new facilities in China, Hungary, and Mexico.

Skyjack's Mexico plant in Ramos Arizpe, Mexico, is a 200,000-square-foot plant for telehandlers and booms, with the focus of production aimed at the Americas region. Phase two, which has already been initiated, will create an additional 490,000 square feet of space.

Photo by Skyjack





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“Prior to COVID we were pushing the boundaries at our Canadian plants to the extent that we simply had no more space,” said Skyjack president Ken McDougall. “COVID itself brought a new series of challenges that highlighted the need to revisit supply chain and logistics structures with a view to more localization.”

The initial phase of development has seen an increase in fabrication and vertical integration at the company’s Canadian plants. These changes will see a focus on the production of vertical masts, DC, and RT scissors, with telehandlers and booms moving to the new plant in Mexico. Skyjack will also develop the Canadian plants as an innovation hub that will see an increased advanced engineering structure and the co-ordination of design and development activities across the company’s regional structure, now consisting of three regional business units: Americas, Europe, and Asia Pacific.

“It is an exciting time for our Canadian plants,” added McDougall. “Our plans call for a significant increase in headcount and a positive change as we develop vertical integrations and an improved work environment.”

Earlier in 2022 Skyjack announced its intentions to open manufacturing facilities in China. This project would consist of two phases. The first units came off the production line in September 2022, marking the completion of phase one which saw the use of a 35,000 square-foot facility utilized with the help of Skyjack’s parent company, Linamar. Its plant, located in Tianjin, initially focused on the company’s smaller DC scissors. Phase two, which was launched with a ground-breaking ceremony in October 2022, will see a greenfield facility developed with 400,000 square feet. This plant’s production will focus on DC scissors and booms with output supplying to the Asia-Pacific and Australian regions. This new facility is scheduled to be in production in Q3 2023.

“We have had our eye on the Chinese market for some time,” McDougall said. “The key to success there is the ability to commit to the region and in-turn that means an in-market manufacturing presence. We have been lucky enough to benefit from our parent company’s existing infrastructure in the short term and we are now focused on building up sales and distribution networks.”

Increased activity in Europe

In 2022, Skyjack increased activity in Europe, expanding in Oros, Hungary. The facility offers 113,000 square feet of space. Production of the New SJ45 AJ and SJ60 AJ articulating boom product started in October 2022 and the plant will supply articulating booms, telescopic booms, DC and compact rough terrain scissors to Europe.

In January, the first telehandler came off the production line of the new Skyjack Mexican plant. Located in Ramos Arizpe, Mexico, Skyjack’s Mexican plant has two phases. Phase one is a 200,000-square-foot plant for telehandlers and booms, with the focus of production aimed at the Americas region. Phase two, which has already been initiated, will create an additional 490,000 square feet of space.

“2022 was a busy year and it is great to see how our global team achieved so much so quickly,” said McDougall. “2023 will be even more exciting as this capacity comes on stream. This and some exciting new products later in 2023 will make it a memorable year!”

Manitou Group Chooses Siemens Xcelerator Portfolio for the Lifecycle Management of its Products

ANCENIS, France – Manitou Group, a manufacturer of material handling, aerial work platform and earth moving products, has teamed up with Siemens Digital Industries Software to develop a global solution for managing the lifecycle of its products. As part of the group’s digital transformation, the implementation of this tool aims to standardize its design processes.

Manitou Group has chosen Teamcenter software for Product Lifecycle Management (PLM) from the Siemens Xcelerator portfolio of software and services. Dedicated in particular to the management of the machine database, the elements linked to the various components and their nomenclature, Team-



Julien Waechter, vice president of R&D for Manitou; Jean-Marie Saint-Paul, CEO of Siemens Digital Industries Software France; and Maurizio Achilli, vice president of sourcing for Manitou, sign the agreement. Photo by Manitou

Sinoboom North America Partners with Trackunit

LAS VEGAS – Sinoboom North America announced the launch of a telematics partnership with global IoT solutions provider Trackunit, at a signing ceremony at the Sinoboom NA booth at CONEXPO-CON/AGG in Las Vegas. The agreement was signed by Paul Wilson, vice president, North America Key Accounts on behalf of Trackunit, and by Susan Xu, CEO of Sinoboom.

Through this partnership, Sinoboom NA will offer telematics solutions to customers via Trackunit's web- and mobile-based platform. The Trackunit Raw device enables Sinoboom NA to seamlessly connect all types of machines and equipment to collect valuable data. Customers will have reliable, real-time remote visibility of their fleets, with access to machine CAN and utilization data.

"We know that reliability of equipment is crucial for our customers, to keep fleet uptime to a maximum," said Susan Xu, CEO of parent company Sinoboom. "The quality of the data accessible through Trackunit's system gives customers the meaningful



Paul Wilson, North America key accounts for Trackunit, and Sinoboom North America president Susan Xu, Sinoboom CEO, sign a strategic partnership agreement at Conexpo in Las Vegas.

equipment insights they need to keep machines and fleets running smoothly and efficiently."

"We're proud to be partnering with Sinoboom NA in offering advanced machine data to its customers," said Soeren Brogaard, CEO, Trackunit. "We look forward to working with Sinoboom on creating value for its customers and further connecting construction. It's vindication for the partnership and our growing relationship with Sinoboom. We believe in

the power of connectivity and this is part of that ongoing dynamic."

The new partnership builds on the foundations of an existing partnership between Sinoboom's European subsidiary and Trackunit, signed in January 2022. On the same day, five other partnerships were signed by Sinoboom NA, with Canadian customer LTR Location, with TireSocks and Wheco, and with U.S. sales representatives Lew Hudson and East Coast Sales.

center will be implemented to streamline and simplify product design on all of the group's 10 production sites in the United States, India, Italy and France. In addition to this tool, Siemens' NX software for product engineering has been chosen as the CAD (Computer-Aided Design) tool.

This sizeable project is fully in line with Manitou's desire to make its digital transformation one of the pillars of its strategic roadmap. Julien Waechter, vice president R&D at Manitou Group, explains: "This major investment will allow us to modernize our tools, particularly through virtual reality, to enhance our performance and to achieve the same design across several sites without having to rework the data. In practice, we will have unique data for each product for all group employees. The advantage of the Siemens solution

is also its ability to connect to our existing tools, including our ERP. Siemens' reputation and the expertise of the support teams convinced us that we were making the right decision."

By implementing this global solution, Manitou will be able to optimize the time spent on its product development, while working on a single tool that allows the entire product life cycle to be centralized. Sixteen hundred users will be impacted by this change. They primarily work in the design and R&D offices, in the methods, technical documentation and after-sales departments, and in the marketing teams, and will be given training within the group over the next three years.

The first stage of this implementation, up to 2024, concerns definition of the core model and preparation for de-

ployment. The group's goal is to implement the solution in the United States by the end of 2024, with roll-out in Europe and India estimated for 2025.

To help the project run smoothly, the team from Siemens is working closely with the Manitou Group project team.

"We are delighted that Manitou Group has selected the open and interoperable Siemens Xcelerator portfolio of software and services and we are fully committed to supporting Manitou during its journey to achieving its digital transformation goals," said Jean Marie Saint-Paul, CEO Siemens Digital Industries Software France. "It's another great example of how industry pioneers are choosing our solutions to help them build the products of the future and we look forward to helping Manitou Group across the globe."

Rental Market Jumps 10.9 Percent in First Quarter, Say Baird/RER Survey Respondents

MILWAUKEE – The overall rental market remained healthy but with slowing growth in the first quarter of 2023 according to the quarterly Baird/RER rental equipment industry survey. Revenue rose 10.9 percent compared to a 9.7-percent year-over-year hike in the latest quarter but still down from the 12-to-15 percent from the four previous quarters. Expectations are for 10.4-percent growth in the second quarter and 10.2 percent in 2023, up from 8.5 percent in the prior survey. Current growth rates remain healthy while commentary was mixed, with expectations regarding demand trends and the operating environment for the second half of 2023 and beyond remaining somewhat cautious.

A net 33 percent of respondents saw revenue and utilization above initial budget in the first quarter, while 37 percent said that regarding the fourth quarter. Rental rates were up 3.7 percent year over year, which was lower than the previous four quarterly surveys. Multiple headwinds continue to impact demand growth and profitability, including labor shortages/wage inflation and elongated new equipment lead times.

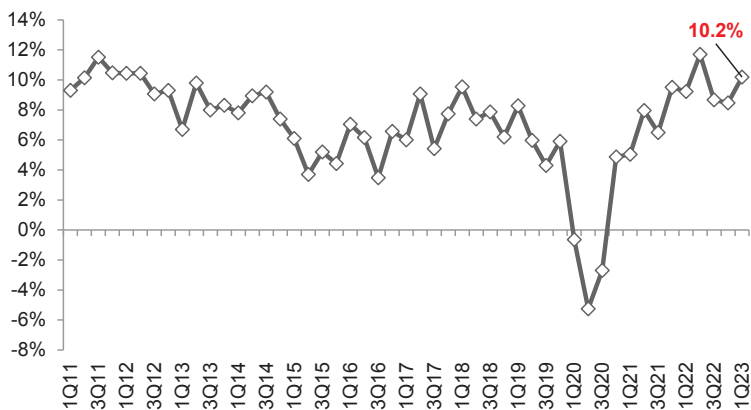
Concern about regional bank financing risk has become an issue in the first quarter. Survey responses indicated expectations for modest, if any, impact on respondents' business in case regional banks tighten lending.

Second quarter rental revenue is expected to rise 10.4 percent year over year. 2023 revenue is expected to be up 10.2 percent.

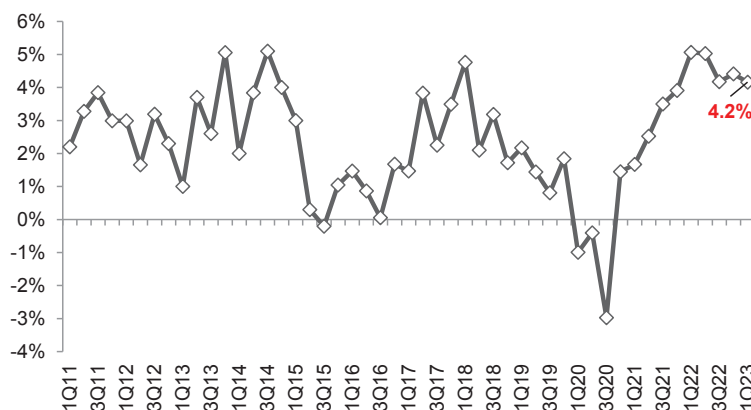
Average rental revenue increased 10.9 percent, up from last quarter's 9.7-percent growth, marking the first quarter of accelerating growth after three straight quarters of deceleration. Commentary was mixed. The quarter was in line with expectations for 59 percent of respondents, with about 38 percent seeing better than expected results and only 4 percent reporting worse-than-expected results. Still the net 33 percent positive was down slightly from the previous survey.

"Market remains strong, we are seeing a huge increase in road projects," said one respondent.

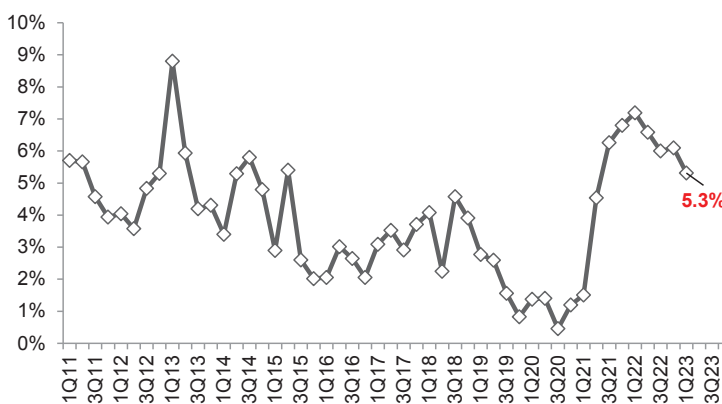
What is your outlook for rental revenue growth during 2023?



What is your outlook for rental rate changes during 2023?



Change in cost of new units over the same period last year?



Source: Baird Research



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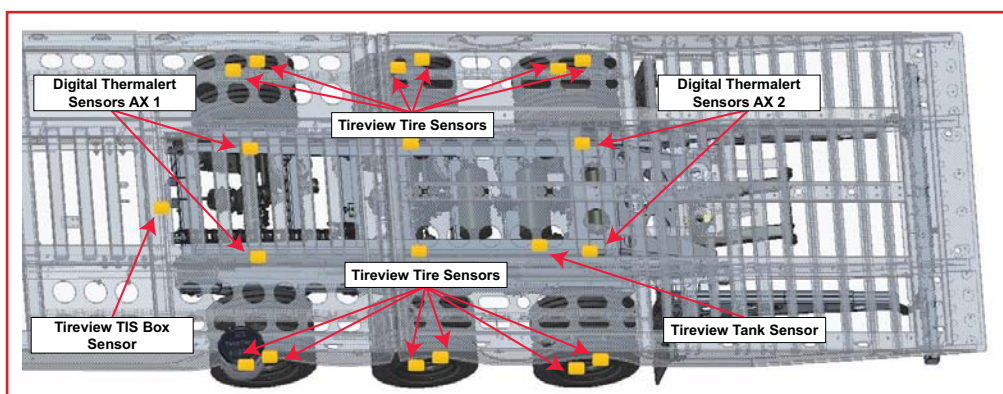
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“Construction is down, but events are up vs. 2022,” said another.

“Our local market has remained consistent because of all the infrastructure and new building construction,” said one.

“Utilization and revenues for us are at all-time highs in the first quarter,” said another. “New fleet is going on rent as soon as it becomes available.”

Selected comments:

- Rates are leveling off, competition is now receiving long-awaited new equipment for rental fleets, causing a surge in used equipment on market which is going to drive down rates and FMV.
- We are still seeing a favorable rate market as well as consolidation within the industry.

- There is greater competition cropping up. However, we do not see this as anything but positive. Rising tides raise all ships. Competitors actually have a positive impact on our revenues.
- Rental rate increases are not rising enough to match the new costs.

Crane Rental Giant Bigge Crane Acquires Majority Stake in Empire Crane Co.

SAN LEANDRO, Calif. – Bigge Crane and Rigging Co., one of the nation’s largest crane sales and rental companies, announced the acquisition of the majority stake in Empire Crane Co. The alliance between Empire and Bigge’s “Perfect Fleet” of more than 1,800 cranes and 21 maintenance facilities is now more readily available to customers on the East Coast. This new partnership is an essential milestone for both companies, which will benefit crane buyers worldwide with a true coast-to-coast offering.

Empire Crane has a long-standing reputation in the crane business,

known for its sales support and crane service. Its partnership with Bigge and the resulting expansion of Empire into the Gulf, Mountain, and West Coast regions will help bring more robust sales support to its customers across the United States and globally. Crane buyers will now access dealer pricing and priority ordering for leading crane manufacturers, including Tadano, Kobelco, Liebherr, Manitowoc, Potain, Peiner, Terex, Comedil, Broderson, Merlo, Magni, Xtreme, Manitex, and Jekko. This strategic relationship will give customers access to more inventory and reduce freight costs

associated with shipping equipment nationwide.

“I’ve known Paul and Luke for over 20 years. They’re the two most trusted principals in the crane and equipment sales business,” said Weston Settlemier, CEO of Bigge Crane and Rigging Co. “Furthermore, the Lonergans are the two best partners Bigge has ever had. I personally have been promoting the benefits of principled partnerships for over 12 years and the Bigge/Empire collaboration will be the standard by which all future partnerships are judged.”

Empire’s President Paul Lonergan echoed Settlemier’s sentiments saying, “We are thrilled to join forces with Bigge – the pillar of excellence in the crane business for over a century, and, like us, to be in business with a family-owned company with common business values. This strategic alliance provides our customers access to Bigge’s extensive sales inventory and over a century’s experience building and maintaining the ‘Perfect Fleet’ of cranes.”

Bigge and Empire Crane were co-exhibitors at the ConExpo trade show in Las Vegas last month.

Bigge offers crane rentals, cranes for sale, crane parts, and specialized heavy lift equipment to customers across North America. With headquarters in California and Texas, Bigge operates a strategic network of more than 20 service locations nationwide, allowing it to provide logistical and field support throughout the United States. Bigge actively buys and sells new and quality used cranes and maintains a rental fleet



Conexpo attendees visit the Bigge Crane exhibit at the Festival Lot where a wide variety of cranes were available. Empire Crane contributed inventory to the stand as well.

Photo by Michael Roth, RER

of more than 1,800 assets. Bigge is No. 11 on the RER 100.

Empire Crane Co. is a full-service crane sales and repair company head-

quartered in upstate New York. With more than 25 years of experience, the company has grown to become one of the most respected dealers in the

industry on the East Coast. Empire has three full-service maintenance facilities across New England, more than 200 assets in its fleet.

Portable Electric Partners with Volvo CE to Provide Mobile Charging Stations

VANCOUVER, B.C., Canada – Portable Electric, a manufacturer of silent, emission-free portable and mobile e-Charging power stations, announced a partnership with Volvo Construction Equipment to provide sustainable and efficient mobile charging solutions for construction sites. As part of this partnership, Volvo CE's 245 North American dealer locations will offer customers the opportunity to bundle the Voltstack 30k Level 2 e-Charger with the purchase of Volvo electric equipment.

The Voltstack 30k Level 2 Mobile EV Charger is a versatile and robust mobile charging solution that caters to a wide range of electric equipment requirements such as boost charging,

setting up temporary charging stations, or providing recharging services whenever needed. The Voltstack 30k Level 2 e-Charger, equipped with a 30 kW power output and an 80 kWh battery capacity, will play a pivotal role in the recharging of Volvo's ECR25 excavator, the L20 and L25 wheel loaders as well as any other electric construction equipment. In addition to providing a whole host of charging solutions, the unit provides a source of silent, emission-free power on job sites. The Voltstack 30k can also be hybridized with a generator to provide off-grid power through its "smart hybrid" feature. This feature allows the Voltstack 30k to automatically engage a

diesel generator when it reaches a state of low charge.

"We are pleased to partner with Portable Electric to offer our customers an efficient, sustainable and off-grid mobile charging solution for their Volvo electric equipment," said Ray Gallant, vice president, sustainability & productivity services at Volvo CE. "Bundling charging infrastructure like the Voltstack 30k Level 2 e-Charger with the purchase of our electric excavators or wheel loaders supports customers in reducing the carbon footprint of construction sites and improving the overall environmental impact of their projects."

Industry News continued on page 41

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The 2023 **RER 100**

DEMAND IS THE DRIVER

BY MICHAEL ROTH, *RER*

With customer demand at an all-time high, rental companies try to climb their way to the top.

Demand was a driver for the equipment rental industry in 2022. The *RER* 100 grew total rental revenue by 22.9 percent to a record \$35.4 billion, despite 11 companies from last year's list being acquired, and eight of those 11 no longer listed on the chart. Surprises included the giant Ahern Rentals whose \$905.8 million in rental revenue dropped off the list. Not only were there plenty of newcomers to take its place – 11 new companies are listed this year for the first time – but companies that reported revenue last year and this averaged a 23.5-percent year-over-year increase in total revenue.

Most *RER* 100 rental companies are reporting that their customers were for the most part plenty busy and that they expect to continue to be in 2023. Despite a few naysayers, the economy as far as construction is concerned is strong. And construction will continue to be helped along by the Infrastructure Investment and Jobs Act and the Bipartisan Infrastructure Law which provides \$1.5 billion over the next five years to advance environmental justice, spur economic revitalization and create jobs by cleaning up contaminated, polluted, or hazardous brownfield properties. Yes, there are concerns about the costs of fuel, and some inflation, but rental companies for the most part are strongly optimistic about their prospects going forward.

This is certainly not a blank check or a guaranteed ticket to paradise for everybody. As has been discussed in these and other pages in recent years, the difficulty in obtaining equipment has not been taken lightly. Part of the reason some companies sold was the cost of acquiring equipment made it difficult for them to keep their fleets replenished to the degree they needed. Some acquirers were partially motivated by the need for inventory as much as the quest for market share. Some rental companies passed up opportunities and projects because they lacked the fleet required.

Tom Showalter of Herc-U-Lift (No. 89), whose company grew its rental revenue 41 percent year over year, summed it up well. "It was a good year," he said. "Could have been better if we could have gotten more equipment."

Of course, not everybody who struggled with the issue of obtaining equipment grew that much. Despite the overall increase, some rental companies stayed relatively flat or only posted small increases. But the majority of the *RER* 100 companies were pleased with their results even though equipment was hard to obtain, qualified workers weren't easy to find, and the costs of doing business definitely increased.

But whatever the external conditions, *RER* 100 companies also improve results because of their own preparations and increasingly more sophisticated systems. They don't only do well

because customers are calling. They do better because levels of service get better every year.

“Cooper has been actively investing in several areas to improve our operations and provide better services to our customers,” says No. 15 Cooper Equipment Rentals’ president Darryl Cooper. “We have placed a heavy focus on mobile technologies, streamlining our operations and offering more efficient solutions. Simultaneously, we have made significant investments in analytics, gaining deeper insights into customer behaviors and preferences, and changing the way we operate our business. Our data-driven approach combined with our customer-first culture helps us anticipate customer needs and tailor our services accordingly, resulting in increased customer satisfaction and loyalty.

“In addition to mobile technologies and analytics, we have fully committed to telematics on our fleet. This has enabled us to provide real-time actionable data to our customers, maximizing their rental expenditures. Our telematics program combined with our analytics platform allows us to offer more comprehensive and transparent services which improve communication and trust, resulting in increased loyalty and repeat business.”

Demand may ebb and flow but the industry is also growing because of quality and certainty of service and in that respect, *RER 100* companies are on an upward learning curve. However demand goes for the rest of this year and down the road, rental companies will continue to prepare to be ready.

RER 100

Rank	Company Name (Last year's rank) Headquarters, Top Officer Website	2022 Rental Volume in Millions	2022 Total Volume in Millions	Total Number of Outlets	Editorial Comments
1	UNITED RENTALS (1) Stamford, Conn. Matthew Flannery www.ur.com	\$10,116.0	\$11,642.0	1,462	Location numbers are for North America, not including 13 in Europe and 46 in Australia and New Zealand. A 23.3-percent rental volume jump as United becomes the first to top \$10 billion in rental revenue. Huge increases in general rentals as well as specialty; double digit increases in all segments of the business and all geographic regions. Dramatic acquisitions of Ahern Rentals and Able Equipment Rental added to fleet, geographic footprint and strength in New York market. Made significant increases in electric-powered fleet, generators, delivery trucks and utility vehicles. Surpasses 335,000 telematics-enabled assets.
2	SUNBELT RENTALS (2) Fort Mill, S.C. Brendan Horgan www.sunbeltrentals.com	\$7,600.0	\$8,300.0	1,188	Figures include only U.S. and Canada numbers. 26.7-percent rental volume increase. Continuing expansion efforts with dozens of acquisitions of companies of a variety of shapes, sizes and equipment mixes including film production studio rentals, specialty, general, aerial and heavy equipment specialist <i>RER 100</i> company Lalonde Rentals. Venturing into mobile battery technology and all-electric compact equipment. Its many services include facilities management and safety training.
3	HERC RENTALS (3) Bonita Springs, Fla. Larry Silber www.hercrentals.com	\$2,551.5	\$2,738.8	364	A 33.6-percent rental volume hike for Herc. Mark Humphrey takes over as chief financial officer as Mark Irion takes over as CEO of TNT Crane. Revenue from national and mega projects as well as local infrastructure work remains robust. Made three acquisitions in first quarter of 2023, focusing greenfield additions in cities where mega projects are such as Phoenix, Houston, Austin, Detroit, and Miami. Growing in specialty area, especially trench shoring with four acquisitions in that space since 2021. Has budgeted \$500 million for acquisitions this year.
4	HOME DEPOT RENTALS (4) Atlanta Richard Porter www.homedepotrents.com	\$1,284.0	n/a	1,440	A 10.4-percent rental volume boost for home improvement giants. Solid growth continued following record-breaking results achieved over the previous two years. The opening of 50 new rental centers within existing and new stores highlighted the company's ongoing investment in the business in '22, with plans to continue this expansion. Growth of tools and equipment categories that support Pro customers is an area of opportunity and focus.

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Rank	Company Name (Last year's rank) Headquarters, Top Officer Website	2022 Rental Volume in Millions	2022 Total Volume in Millions	Total Number of Outlets	Editorial Comments
5	H&E EQUIPMENT SERVICES (7) Baton Rouge, La. Bradley Barber www.he-equipment.com	\$956.0	\$1,244.5	120	A 31-percent rental volume boost for H&E, which completed its transition into becoming a pure-play rental company rather than a distributor. Expects to spend more than \$500 million on fleet in 2023 and open 10 to 15 new branches as demand continues strong in its markets. Acquisition of One Source Equipment Rentals was largest acquisition in 2022. Rental rates jumped 9.5 percent from first quarter 2022 to Q123.
6	MAXIM CRANE RENTAL CORP. (6) Wilders, Ky. Paul McDonnell www.maximcrane.com	\$902.1	n/a	53	A 15.5 rental volume jump for North America's largest crane rental company. Posted 43-percent increase in adjusted EBITDA in 2022, driven by strong demand across target customer verticals and focus on profitability. Made significant investments in fleet across its network. Began selling used fleet and launched Maxim Marketplace, an online platform enabling customers to buy used equipment directly from Maxim. Created new leadership structure across its operations. Extended existing asset-based credit facility.
7	BRANDSAFWAY (6) Kennesaw, Ga. Karl Fessenden www.safwaygroup.com	\$901.5*	n/a	230	The Scaffold & Access Industry Association gave BrandSafway three Project Awards: the Mast-driven Hoists and Platform Project of the Year Award for the tallest hoist on a common tower and world's largest continuous rack and pinion hoist; the Supported Scaffold Project of the Year Award for designing and installing a debris shield and plywood barrier to withstand winds up to 90 miles per hour; and an Innovation Award for an engineered custom motorized carrier combined with a hydraulic self-leveling platform for water-intake conduits at a hydro dam.
8	EQUIPMENTSHARE (-) Columbia, Mo. Jabbok Schlacks www.equipmentshare.com	\$900.0*	n/a	150	Founded by Schlacks, his brother Willy, and three others, it combines telematics and hardware tech, and software to optimize utilization. EquipmentShare's T3 Technology is a cloud-based operating system. Recently obtained \$290 million in funding, after getting \$230 million in 2021 to launch its technology. Founded in 2014, the company opened 32 branches in 2022 and has reached 150 locations, with more on the way.
9	SUNSTATE EQUIPMENT CO. (9) Phoenix Chris Watts www.sunstateequip.com	\$800.0	n/a	96	A 25-percent rental volume leap. Launched Industrial Solutions division with specialized Service and Support branches along the Gulf Coast that are integrated with the equipment demand and transportation logistics of Sunstate's Trench and General Rental divisions. Added Industrial Solutions branch in Freeport, Texas, also opening in LaPorte, Texas, and Lake Charles, La.
10	AGGREKO NORTH AMERICA (10) Pearland, Texas Bruce Pool www.aggreko.com	\$722.7	n/a	62	Developed Tier 4 Final generators that can be run on hydrotreated vegetable oil, reducing carbon dioxide emissions by 60 percent per gallon of fuel, Aggreko says.
11	BIGGE CRANE & RIGGING CO. (-) San Leandro, Calif. Weston Settlemier www.bigge.com	\$507.0	n/a	23	Bigge experienced an extremely strong year in 2022 for rental revenue and total number of cranes on rent, breaking records for both in its 106th year in the industry. In its endless effort to maintain the "perfect fleet" of cranes, Bigge purchased more than 300 new and used cranes and distributed them across its 23 nationwide locations.

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12	ALL FAMILY OF COMPANIES (12) Cleveland Michael L. Liptak www.allcrane.com	\$485.0*	n/a	33	Recently acquired nine Tadano rough-terrain cranes, ranging from 35 to 80 tons. Now stocks more than 100,000 crane parts in its warehouse. Dawes Rigging & Crane, an All company, earned 75-year longevity award from Specialty Carriers & Rigging Association, along with safety awards for crane operation and transport.
13	CUSTOM TRUCK ONE SOURCE (11) Kansas City, Mo. Ryan McMonagle www.customtruck.com	\$464.0	\$1,573.1	37	A 9.6-percent rental volume increase for Custom Truck One Source. CTOS' rental fleet includes cranes, compact track loaders, dozers, excavators, forklifts, graders, street sweepers, telehandlers, wheel loaders, cranes, crane trucks and more.
14	TOROMONT CAT (14) Concord, Ontario, Canada Scott Medhurst www.toromont.com	\$452.1	\$3,879.8	59	A 16.6-percent rental volume hike for Ontario-based Caterpillar dealer, which also services Quebec, Manitoba, New Brunswick, Prince Edward Island, Nova Scotia, Newfoundland and Labrador, and Nunavut. Continued improved utilization, and investment in heavy and light equipment fleet. A 17-percent leap in light equipment rental; 15 percent in power systems, 20 percent in heavy and 10 percent in material handling. Michael McMillan will take over as CEO as Medhurst prepares to retire.
15	COOPER EQUIPMENT RENTALS (17) Mississauga, Ontario, Canada Doug Dougherty www.cooperequipment.ca	\$275.0	\$324.0	62	A 34.8-percent rental volume hike as Cooper continues to march up the list becoming Canada's largest indie rental company and spreading its footprint nationally. Continues its rapid growth story with acquisition of One Stop Rental in Alberta and Hub Equipment Rental in Ontario while continuing to expand its investment in its specialty business units across Canada. Planning new branch openings in Southern Ontario, the Ottawa region, Alberta and British Columbia. Seeing a growing demand for hybrid and zero-emissions equipment, continuing to invest in this area.
16	TNT CRANE & RIGGING (16) Houston Mark Irion www.tntcrane.com	\$271.3	\$481.6	43	A 24.6 percent rental volume jump for multi-regional crane and rigging specialist. Long-time CEO Mike Appling steps down; former Herc Rentals chief financial officer Mark Irion takes over as new CEO.
17	XYLEM INC. (14) Washington, D.C. Michael McGann www.xylem.com	\$268.0	n/a	62	A 19.1-percent rental volume increase for pump manufacturer and water solutions specialist Xylem. Xylem's mission is not just to manufacture and rent pumps, but also to help customers solve water issues through technology and expertise, to make water more accessible and affordable around the world.
18	RING POWER (15) St. Augustine, Fla. David Alban www.ringpower.com	\$225.0	n/a	25	Expecting another double-digit growth year in 2023. Investing in niche products such as high-capacity telehandlers, ag tractors, compact off-road dump trucks, and jobsite surveillance products. Caterpillar dealer for North and Central Florida. Now an exclusive distributor for Cox Marine diesel outboard engines in Florida, the Caribbean, Georgia, North Carolina, South Carolina and Bermuda.
19	ENERGY RENTAL SOLUTIONS-CAT (19) Pearland, Texas Scott Milligan www.ers-cat.com	\$202.0	n/a	8	A 14.8-percent rental volume boost for energy rental specialists. In the first quarter of 2023 ERS sold a division of the company with five locations, but still expecting double-digit growth this year.

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20	FINNING (21) Edmonton, Alberta, Canada Scott Thomson www.finning.ca	\$192.0	\$4,136.0	19	Numbers are for Finning's Canadian business, not including South America or U.K. A 25-percent rental volume increase. Finning expects strong market activity in 2023, with strength in mining and energy. Federal and provincial governments' infrastructure programs and private sector investments in natural gas, carbon capture, and power projects are likely to drive demand for construction equipment and product support, rentals and power generation. Power systems backlog at highest levels since 2014.
21	ALTA EQUIPMENT (20) Livonia, Mich. Ryan Greenawalt altaequipment.com	\$180.1	\$1,212.8	52	A 15.8-percent rental volume uptick for Alta Equipment, with 29.6 percent in total volume. Alta and Volvo Construction Equipment began a partnership with J-Tech Institute, a trade school in Jacksonville, Fla., to train a new generation of diesel technicians. As of mid-November, Alta hired eight J-Tech graduates. Acquired Ecoverse Industries, a distributor of environmental processing equipment. Acquired Yale Industrial Trucks, a Yale lift truck dealers with five locations in southeastern Canada, including Toronto and Montreal.
22	GROUPE LOU-TEC (22) Anjou, Quebec, Canada Jean-Marc Dallaire www.loutec.com	\$180.0*	n/a	30	Big year in acquisitions for Lou-Tec. In June, it added Accès Location, an RER 100 company, with one of the largest fleets of aerial equipment in the province of Quebec and a large aerial customer base. In October, acquired YEP Location D'équipements, a five-location heavy equipment and tool rental company. Adding fleet, personnel and customers to already strong Quebec rental player.
23	HOLT CAT (23) San Antonio Peter J. Holt www.holtcat.com	\$175.0*	n/a	60	Speaking of acquisitions, in December Holt Cat's Texas First, the Cat Rental Store chain, acquired perennial RER 100 company Rental One, with 15 locations in the Dallas-Fort Worth Metroplex, probably adding another \$80 to \$100 million to 2023's rental volume. In November, Holt launched Holt Industrial Rentals to provide specialty equipment solutions throughout Texas, designed to offer industrial power (generators, distribution, load banks), temperature control and compressed air. Look for a big jump in next year's numbers.
24	STEPHENSON'S RENTAL SERVICES (36) Mississauga, Ontario, Canada Guy Manuel www.stephensons.ca	\$169.9	\$215.6	24	A massive 56.9-percent rental volume surge for one of Canada's longest-running rental companies. Been in business since 1954.
25	WARREN CAT (26) Midland, Texas Jim Nelson www.warrenecat.com	\$161.2	n/a	18	A 28.7-percent rental volume leap for West Texas/Oklahoma Caterpillar dealer and very strong rental player. Opened a second rental store location in Tulsa. Broke ground on new facilities in Abilene, Texas; Ardmore, Okla.; and a parts distribution center in Wichita Falls, Texas. Also opened a centralized training, service and engine rebuild center designed to focus on technician recruiting and training, career development programs and increasing service capacity. In 2023, Warren Cat will continue its investment in facilities, technician growth, employee development, rental coverage and fleet additions.
26	SKYWORKS (29) Buffalo, N.Y. Jerry R. Reinhart www.skyworkslc.com	\$158.4	\$235.7	24	A 33.3-percent rental volume hike for fast-growing aerial specialist, with an earthmoving segment as well. Acquired Razor Rents in Midland for its first location in Texas. Acquired Quick Lifts in Indianapolis in January and a new startup in Scranton, Pa., in February. Also broke ground on a new facility in Fort Myers, Fla., to be completed in July.

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Rank	Company Name (Last year's rank) Headquarters, Top Officer Website	2022 Rental Volume in Millions	2022 Total Volume in Millions	Total Number of Outlets	Editorial Comments
27	AMECO (33) Greenville, S.C. Gary Bernardez www.ameco.com	\$156.9	\$231.7	13	A 39.7-percent rental volume jump, aided by revenue from F&M Mafco, which AMECO acquired in May of last year. It announced one cohesive organization and brand in early 2023, expanding the depth and breadth of the site services the company performs across Canada and the United States.
28	CTE (28) Charlotte, N.C. Ed Weisiger Jr. www.carolinacat.com	\$154.0	n/a	28	A 29.4-percent rental volume boost for company also known as Carolina Cat. The numbers include Carolina Cat Rental Store, Carolina Cat Power Systems and LiftOne.
29	FABICK CAT (24) Fenton, Mo. Jeré Fabick www.fabickcat.com	\$150.5	n/a	37	Another strong year for Fabick Cat, more than 100 years in business. Offering an expansive line of Cat earthmoving equipment, full line of aerial lifts, material handling, concrete and landscaping equipment, small tools, machine attachments and emergency power generation.
30	KIRBY-SMITH MACHINERY (18) Oklahoma City John Arapidis www.kirby-smith.com	\$145.0	n/a	12	Rental volume declined, but overall a good year for dealership that includes brands such as Komatsu, Wirtgen Group, Manitowoc Cranes, Grove Cranes, National Crane, Takeuchi, Falcon, Broderson Cranes, National Crane, Terramac, Atlas Material Handlers, Leeboy/Rosco, Gradall, Sullair, JLG/Skytrak, and a new agreement with Thompson Pump. Became Magni America dealer in West Texas and Oklahoma.
31	RENTAL EQUIPMENT INVESTMENT CORP. (43) Kalispell, Mont. Kevin Fitzgerald www.reicorporation.com	\$142.0	\$167.0	50	Nearly doubled in size with 81.4-percent rental volume increase, spreading out into the East Coast and Canada as well as the Northwest. Acquired Total Construction Rentals, a climate control rental company operating over a seven-state region on the East Coast; Black Mountain Rentals, Pinedale, Wyo.; Cahill Services, a provider of climate control and lighting equipment with four centers in Canada and two in the U.S.; Industrial Drying Solutions, Franklin Park, Ill., a provider of heating, dehumidification and power solutions; and Blackout Energy Services, based in Williston, N.D., specializing in flameless heaters and light towers.
32	OHIO CAT (25) Broadview Heights, Ohio Ken Taylor www.ohiocat.com	\$140.8	n/a	15	Another double-digit increase for Ohio Cat. Top brands include Caterpillar, JLG, Genie, Gorman Rupp, and Sullair, and is a major player in power generation rentals as well.
33	EQUIPMENT DEPOT (27) Houston David Turner www.eqdepot.com	\$130.0*	n/a	50	Features aerial equipment and even cranes, but is primarily known for a wide range and large inventory of all kinds of forklifts, including electric models, port equipment with high-capacity trucks.
34	WAGNER RENTS (32) Aurora, Colo. Bruce Wagner www.wagnerequipment.com	\$125.0	n/a	22	Another double-digit rental volume increase for Colorado and New Mexico Cat dealer. One of the pioneers of Caterpillar's rental program.
35	KELLY TRACTOR (30) Miami Chris Kelly www.kellytractor.com	\$122.0*	n/a	14	South Florida Caterpillar dealer celebrating 90 years in business in 2023.

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36	CLEVELAND BROTHERS EQUIPMENT CO. (34) Cranberry Township, Pa. Jay Cleveland Jr. www.clevelandbrothers.com	\$119.0*	n/a	22	West Pennsylvania Caterpillar dealer that's done particularly well in the oil fields. Turning 75 this year.
37	ATLAS COPCO SPECIALTY RENTALS (35) Deer Park, Texas Tim Last www.atlascopco.com/en-us/ rental	\$115.0*	n/a	20	Compressed air solutions, onsite nitrogen generation, industrial steam service solutions, 24/7 emergency industrial support are just some of the areas that live up to the "specialty" name.
38	MacALLISTER MACHINERY (37) Indianapolis Chris MacAllister www.macallister.com	\$114.0*	n/a	26	Caterpillar dealer for Indiana and Michigan, in business since 1945. Started its rental division in 1999.
39	BLANCHARD MACHINERY (56) West Columbia, S.C. Boyd Blanchard www.blanchardmachinery.com	\$113.0	n/a	10	A 25-percent revenue increase for Blanchard. Added Seneca and Aiken, S.C., locations in 2022. Began diversifying the fleet in 2022, added trench shoring. Planning more diversification in 2023. Added to its recruiting department along with an intern program to help with recruitment. Adding some electric-powered fleet with excavators, loaders and dumpers.
40	MUSTANG RENTAL SERVICES (38) Houston Brad Tucker www.mustangcat.com	\$111.0*	n/a	11	Cat Rental Stores primarily around the Houston market.
41	HUGG & HALL EQUIPMENT (40) Little Rock, Ark. John Hugg/Robert Hall www.hughhall.com	\$103.0	\$394.0	18	A 27.2-rental volume hike for forklift dealer and general construction rental expert with particular strength in material handling. Acquired Southern Material Handling, a Toyota material handling dealer in eastern Oklahoma, based in Tulsa, Okla. Has full-service locations serving Arkansas, Oklahoma, Louisiana, Missouri, Tennessee and Texas.
42	GREGORY POOLE EQUIPMENT CO. (44) Raleigh, N.C. Gregory Poole III www.gregorypoole.com	\$98.4	\$749.0	21	A 26.1-percent rental volume hike. Opened two new Gregory Poole Rental locations in 2022. Serving eastern North Carolina as Caterpillar dealer for more than 70 years.
43	HOLT OF CALIFORNIA (42) Pleasant Grove, Calif. John Johnson www.holtca.com	\$94.3*	n/a	10	Leading construction player in California's Central Valley, from Los Banos to Yuba City, through the heart of Sacramento.
44	ART'S RENTAL EQUIPMENT (49) Newport, Ky. Ken Arlinghaus www.artsrental.com	\$91.0	n/a	15	Continues to light it up, a regional business serving Ohio, Kentucky, and Indiana with stores in Greater Cincinnati, Northern Kentucky, Southeast Indiana, Dayton, Ohio; Louisville, and Lexington, Ky.
45	ACME LIFT CO. (39) Scottsdale, Ariz. Woody Weld www.acmelift.com	\$90.8	\$98.7	1	Switched over to earthmoving equipment after selling aerial inventory to United Rentals in 2021. Still re-renting to rental companies, primarily Hitachi, Terramac and XCMG equipment. Moved headquarters from Mesa to Scottsdale.

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46	ADMAR CONSTRUCTION EQUIPMENT & SUPPLIES (46) Rochester, N.Y. Joel DiMarco www.admarsupply.com	\$89.1	\$132.5	10	A 15.4-percent rental volume boost for upstate New York and Pennsylvania rental veterans. Extended into Ohio as well with a branch in Cleveland.
47	BOTTOM LINE EQUIPMENT (46) St. Rose, La. Kurt Degueyter www.bottomlineequipment.com	\$83.7	\$128.5	5	Heavy construction equipment and attachment specialist serving Louisiana and Texas continues growth and expansion. As part of strategic growth strategy, opened first service center in the Dallas-Fort Worth area on a 19-acre site in Greenville, Texas, and completed construction of new service center in Baytown, Texas. Also launched Bottom Line Pro-Fit Solutions Specialty Attachments Group, focused on acquiring, configuring, and delivering unique equipment and specialty attachment solutions that improve efficiency and profitability for customers.
48	BERRY COMPANIES (52) Wichita, Kan. Walter Berry www.berrycompaniesinc.com	\$65.8	\$937.7	60	A 14.1-percent rental volume uptick for leading distributor of Bobcat and other brands. Purchased Bobcat of Indianapolis in May of 2022 with six stores. Added two stores in the Houston market, two stores in the Atlanta market, one store in Kansas City market and one in Dallas/Fort Worth market. Expects to add three to five more locations in 2023. Converting software to E-Emphasis in the fall. Company has three full-time recruiters to help with labor shortage.
49	LOUISIANA CAT (54) Reserve, La. Robert Webb Jr. www.louisianamachinery.com	\$62.2	n/a	7	A 13.1-percent rental volume increase. Significant investment in aerial, welders, pumps, generators, air compressors, and material handling to grow the Cat Rental Store business. Strong focus on new market expansion through territory coverage and customer experience metrics.
50	LIFTING GEAR HIRE CORP. (58) Bridgeview, Ohio Tony Fiscelli www.lgh-usa.com	\$60.0	\$72.7	23	Up 13.9 percent in rental volume. Ryan Group named new vice president of sales. LGH opened first local subcenter in Cedar Rapids, Iowa, with plans for additional unmanned facilities in the future.
51	STOWERS MACHINERY (61) Knoxville, Tenn. Lisa Rottman www.stowerscat.com	\$59.9	n/a	6	A 30.2-percent rental volume hike for East Tennessee Caterpillar dealership. Investing in new areas such as large-capacity telehandlers, message and arrow boards, electric mini-excavators, electric walk-behind skid-steers and electric dumpers. For some products, lead times extend into 2025. Hard to get workers to apply, much less be qualified.
52	NATIONAL EQUIPMENT DEALERS (57) Lexington, N.C. Mitch Nevins www.ned-llc.us	\$58.9	n/a	18	Completed the acquisitions of L&N Equipment Supply and Crosby Equipment Co., adding three locations in Georgia and filling out the company's east coast coverage from North Carolina through Florida. Also acquired Carolina Equipment in Asheville, N.C., giving the company five branches in North Carolina.
53	BIGRENTZ (50) Irvine, Calif. Scott Cannon www.bigRentz.com	\$58.6	n/a	1	Equipment rental performed well, but saw declines in dumpster revenue and margins. Will be rolling out a new software system, two years in the making. Rental partners still struggling to obtain equipment. Recently made a small tuck-in acquisition.
53	WORLDWIDE MACHINERY (-) Houston Justin Jarski www.worldwidemachinery.com	\$58.6	n/a	10	Serving the civil, renewables and pipeline industries. Rents heavy earthmoving specialty pipeline gear to qualified contractors across the U.S.

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55	LOCATION D'OUTILS SIMPLEX (54) Montreal Sylvain D'Amour www.simplex.ca	\$58.0*	\$88.0*	38	One of Canada's top rental companies, particularly strong in the aerial arena.
56	PDQ RENTALS (63) Santa Fe Springs, Calif. Todd Turner www.pdqrentals.com	\$56.7	\$75.8	3	A 27.7-percent rental volume hike for long-time leader in vibrant Los Angeles market. Takeuchi, JLG, Sullair, Husqvarna and Sakai top PDQ's wide-ranging general rental inventory.
57	STAR RENTALS (59) Kent, Wash. Bob Kendall www.starrentals.com	\$52.9	\$77.0	18	When you think of Seattle – and most of Washington and Oregon – you have to start with the big stars, Star Rentals, continuing to keep the rental fires burning. Top product lines include Genie, Gehl, JLG, Skyjack, Sullair, Doosan and MQ. Was fortunate enough, or smart enough, to order most of the equipment it needed in early 2022 and hopefully that will carry Star through 2023.
58	B&G EQUIPMENT & SUPPLY (66) Birmingham, Ala. Marty Hardin www.bgequipmentsupply.com	\$50.6	\$62.1	7	A 17.7-percent rental volume jump. Offers Caterpillar, Deere, JLG, Skyjack, Komatsu and more.
59	HIGH REACH CO. (65) Sanford, Fla. Lance Renzulli www.hr2fl.com	\$50.4	\$65.7	5	A 15.6-percent rental volume boost. Hit records for rental revenue and fleet size, but supply chain issues remain prevalent. Expecting growth to continue in '23. Rolling out additional software applications, including a customer portal. Lead times still 12 to 18 months.
60	LEPPO GROUP (67) Kent, Ohio Mike Leppo www.leppos.com	\$50.3	\$217.0	14	Another strong year for the Leppo Group, with a 23.3-percent rental volume surge, 27.7 percent in total volume. Glenn Leppo semi-retired, now board chair. Acquired Rent Equip in Medina, Ohio, started a new branch in Lake County, Ohio, and sold Midland, Texas, operation. Acquired its 14th location, Bobcat of Jacksonville (Florida). All three new locations do business as Leppo Rents/Bobcat of (Location).
61	COWIN EQUIPMENT CO. (60) Birmingham, Ala. James Cowin www.cowin.com	\$47.0	\$200.0+	8	Strong demand but scarce supply of equipment. Rental fleet has thinned because of sales out of the fleet and difficulty acquiring enough equipment to refill to a fuller level. But expecting a gradual return to the norm later this year.
62	TITAN MACHINERY (70) West Fargo, N.D. David Meyer www.titanmachinery.com	\$40.7	\$2,209.3	75	Major Case New Holland dealership, on the upswing in rental and a 29-percent total volume increase. Launching summer skills camps in diesel technology for ninth and 10th grade students to begin training future workers in response to labor shortage issues.
63	BUTLER MACHINERY CO. (69) Fargo, N.D. Twylah Blotsky www.butler-machinery.com	\$40.0	n/a	20	Offers education and training through Caterpillar's Dealer Technician Education Program, designed to develop entry-level diesel service technicians in partnership with North Dakota State College of Science and Lake Area Technical College in South Dakota, combining classroom education and hands-on learning.
64	SITEPRO RENTALS (85) Lewisville, Texas Tim Rule www.siteprorentals.com	\$39.8	\$47.2	12	Doubled rental revenue in first full year in existence. Founded by Sammons Industrial to concentrate fully on the rent-to-rent business, allowing previous rental arm Briggs to focus on the material handling business. Mostly operating in Texas with branches in Louisiana and Georgia.

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65	VANDALIA RENTAL (78) Vandalia, Ohio Kurt Barney www.vandaliarental.com	\$39.2	n/a	7	A 64-percent rental volume jump for one of Ohio's leading rental players. Eighth location under construction in Cincinnati with additional new branches in the planning stages. Discussing possible acquisitions with three rental business owners within 500-mile radius as they plan their exits.
66	WAJAX CORP. (75) Mississauga, Ontario, Canada Iggy Domagalski www.wajax.com	\$39.1	\$1,963.0	63	Another double-digit rental volume increase and 19.9-percent hike in total revenue for Canadian distributor. In addition to a wide range of construction, cranes, material handling equipment and power generation, Wajax is now exclusive official dealer of Hako Citymaster line of outdoor cleaning machines across Canada, taking on outdoor and municipal cleaning tasks in applications such as properties, sports fields and green spaces.
67	CISCO EQUIPMENT (72) Odessa, Texas CJ Sibert www.cisco-equipment.com	\$39.0	\$83.0	7	A 26.2-percent rental volume increase and 35 percent total volume as demand was high in West Texas. Strong emphasis on earthmoving and compaction fleet. Hired new chief operating officer in 2022, expanded territory. A new ERP system CDK is in process. Company owned by Sibert family for 45 years.
68	DURANTE RENTALS (73) New Rochelle, N.Y. Anthony Durante/Ken Cockrill www.duranterentals.com	\$34.5	\$42.9	6	20-percent year-over-year growth. Upgraded NYC branch to new 70,000-square-foot location. Results of unionization performing well with concerted increase in civil projects. Looking to expand into other markets. At press time acquired Delaware-based Iron Source, marking move into mid-Atlantic region. In 2022, focused on system efficiencies, employee growth, organization infrastructure and software improvements, notably Salesforce integration and call center upgrades. Some lead times are shortening and manufacturers expect continued reductions. Just launched Event Services segment that caters to the film and entertainment industries in New York City metro area.
69	ALTORFER CAT RENTAL POWER (81) Addison, Ill. Weston O'Hagan www.altorfer.com/rental/power-systems/	\$31.5	\$42.0	5	Grew rental volume 35.2 percent and total volume up 30 percent for Altorfer's rental power division. With generators ranging from 200 to 2,000 kW, Altorfer has wide-ranging generator and temperature control fleet, and jobsite preparation specialist Mike Madej has done it all.
70	NATIONAL LIFT TRUCK (83) Franklin Park, Ill. Jeff Paul DuBose www.nlt.com	\$29.0	\$83.5	7	A 33-percent rental volume increase and 20.4-percent total volume jump. Has wide-ranging inventory, but a forklift specialist handling Clark, VersaLift, Skyjack, JLG, Sellick, JCB, Snorkel, and more.
71	JGR EQUIPMENT (83) Manassas, Va. Randy Hrabe www.jgrequipment.com	\$28.3	n/a	5	Owned by the Reinhart family that also owns Skyworks, and named for Jerry Reinhart's late brother Jason, JGR enjoyed a 29.8-percent rental volume increase. Strong in aerial equipment (JLG, Genie, MEC) as well as general rental (Bobcat, John Deere and Kato), with branches in Baltimore, plus Charlotte and Raleigh, N.C., as well as Manassas headquarters.
72	EQUIPMENT FINDERS (82) Nashville, Tenn. Scott Hatcher www.efitn.com	\$28.1	\$30.6	1	Big year for Equipment Finders with a 26.6-percent rental volume increase. EFI is a single branch rental operation with \$80+ million in rental fleet. Major brands include Skyjack, Kubota, JLG, Hy-Brid, Sullair, Haulotte, MEC and Cat.

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73	ROLAND MACHINERY (77) Springfield, Ill. Ray Roland CEO; Matt Roland president www.rolandmachinery.com	\$28.0*	n/a	17	A big-time Komatsu distributor that uses Komatsu's Komtrax telematics system. Also a dealer for Wirtgen, Vögele, Hamm, Kleemann, Doosan, Sennebogen, Leeboy and more.
74	DIAMOND RENTAL (76) Salt Lake City Mark Clawson www.diamondrental.com	\$27.0*	n/a	10	A leading mountain rental player with 10 branches along Utah's Wasatch Front.
75	CLAIREMONT EQUIPMENT (80) San Diego Jerry Zagami www.clairemontequipment.com	\$26.5	n/a	6	A 12.8-percent rental volume jump for veteran Komatsu dealer and one of San Diego's leading rental companies for decades. Carries a lot of JLG, plus Yanmar, Dynapac and more.
76	BIRCH EQUIPMENT RENTALS & SALES (87) Bellingham, Wash. Sarah Rothenbuhler www.birchequipment.com	\$26.4	n/a	8	A 32.5-percent rental volume hike for Washington and Alaska aerial rental specialist. Its full-line \$56-million rental fleet consists of air equipment, power, excavation, material handling, aerial, lighting, pumping, trucks, trailers and more.
77	CRANEWORKS RENTALS (79) Houston Keith Ayers www.Crane-Works.com	\$24.0	\$184.0	8	Has always had one of the youngest fleets in the industry. In 2023 will increase the size of its fleet by 15 percent with new machines from Liebherr, Versalift, National, Manitex and more. Also has Tadano, Rotobac, Cormach, Fassi, IMT and Kenworth machines.
78	PRECISION EQUIPMENT RENTAL (-) El Mirage, Ariz. Anthony Carioscia, Steven Cox www.equipmentrentalphenix.com	\$21.4	\$29.8	2	Servicing the entire Phoenix metro area since 2006. Top product lines include Skyjack, JLG, JCB, Genie, Deere and Kubota. First-time listee.
79	RENTAL GUYS (92) Chico, Calif. Avery DuBose www.rentalguys.com	\$21.0	\$26.0	11	Big 39.1-percent rental volume leap for northern California's rental guys. Opened 11th store in Carson City, Nev. Rents aerial equipment, forklifts, compact equipment and excavators. Family-owned, third-generation business since 1959.
79	STREET SMART RENTALS (88) Columbus, Minn. Mike Granger www.streetsmartrentals.com	\$21.0	n/a	8	Another double-digit rental volume jump for Minnesota-based traffic safety rental specialist offering portable traffic signals, smart work zones, security camera trailers, changeable message signs and more. Parked end to end, the company's rental fleet extends for more than seven miles!
81	RENTAL EQUIPMENT CENTER (101) Denver Troy Miller www.rentalequipmentcenter.com	\$20.8	\$25.3	3	After narrowly missing the listing last year, more than doubled rental and total revenue. A strong growth year and expects 2023 to be the same. Now using recruiting companies and trade schools to help find people. Leading brands include JLG, Genie, Skyjack, Bobcat, Deere and Case. Acquired by Herc Rentals just before press time.
82	TEJAS EQUIPMENT RENTAL (-) San Antonio Matt Musgrove www.tejasequipment.com	\$20.3	n/a	6	First-time listee, a family-owned business serving Central and South Texas since 1975 with general construction inventory. Opened a new location in Houston in 2023.

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83	AMERICAN SCISSOR LIFT (90) Stockton, Calif. Michael Melthrather www.americanscissor.com	\$20.0	\$22.0	5	An 11.7-percent rental volume uptick and 15.2-percent total volume increase for Central Valley of California aerial specialists offering Genie, JLG and MEC products. Continued buildout of the company's ERP system to allow customer self-service access for managing rentals, billing and payments, as well as service integration to create seamless digital parts procurement, tracking and customer billing from the point of service.
84	SOUTHEASTERN EQUIPMENT (62) Cambridge, Ohio Thor Hess www.southeasternequip.com	\$19.5	n/a	22	A leading distributor handling Case Construction, Kobelco, Bomag, Rubblemaster, Vacall and Toro. Plans to open a location in Charleston, West Va., in mid-2023.
85	A to Z EQUIPMENT RENTALS & SALES (98) Gilbert, Ariz. Vicki Dickerson a-zequipment.com	\$19.2	\$40.1	4	In business for 63 years in the Phoenix metropolitan area. Main product lines include Skyjack, New Holland CE, Airman, Barreto, Yanmar, Allmand, Wacker, Stihl, Honda, Exmark, Wylie and Felling.
86	HOLLAND PUMP CO. (-) West Palm Beach, Fla. Thomas Vossman www.hollandpump.com	\$19.1	\$33.0	15	Specializes in dewatering pumps – Holland, Gorman-Rupp, Thompson, Flygt, Wacker Neuson and others. Acquired BPR Pumping & Vacuum Solutions in January 2023, the sixth acquisition since Holland Pump partnered with XPV Water Partners.
87	ALL CHOICE RENTALS (-) Drayton Valley, Alberta, Canada Michael Doerksen, Blake Menning https://allchoice.ca/	\$18.2	n/a	5	Does general construction rentals, portable toilet and septic service rentals, waste management rentals. Acquired Outside Portable Restrooms in 2020, D.V. Rentals in 2021, Canadian Maintenance Systems in 2021, Gotta Go Portable Restrooms in 2021, Amigo's Septic Services in 2022 and Big Rack Rentals in 2022.
87	IRON OAK SERVICES (91) Ruston, La. Stephen Bullock, Joey Elawadi www.ironoakservices.com	\$18.2	\$27.4	2	Had a great year, raising rental volume 13 percent and total volume 26.2 percent. Has since been acquired by Sunbelt Rentals.
89	HERC-U-LIFT (97) Maple Plains, Minn. Tom Showalter www.herculift.com	\$18.1	n/a	13	Another strong year for Minnesota aerial specialist, raising rental volume 41.4 percent. But, Showalter says, it could have been even better if he could have gotten more equipment. Strong results with Mitsubishi, Hyundai, Skyjack, Trackmobile, Combilift, Loadlifter, NiftyLift and Genie.
90	ACTION RENTS (86) Santa Rosa, Calif. Colin Grill www.aactionrents.com	\$17.7	\$22.6	6	Northern California general rental company. Moved headquarters office to Santa Rosa from Windsor, expanded sales department and increased tech integrations.
91	ROCK RENTAL (-) Clinton, Iowa David Madole https://rock-rental.com/	\$17.3	\$35.9	16	Specializes in sewer-cleaning equipment.
92	PERFORMANCE EQUIPMENT RENTALS (-) Erie, Colo. Donnie Fetters www.pequipment.com	\$17.2	\$24.5	2	First-time listee specializes in haul trucks, excavators, dozers, water equipment.

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93	MORTIER EN TRÉMIE ABL (100) Levis, Quebec, Canada Louis LeBlanc, Alcide LeBlanc mortierentremieabl.com	\$16.3	n/a	2	No sophomore jinx as far as the RER 100 is concerned with a 45.5-percent rental volume growth year. Top brands include Skytrak, JLG, Xtreme and EZG Manufacturing. Primarily focusing on aerial and EZ Grout for rental. Big year in la belle province.
94	MID COUNTRY MACHINERY (MCM RENTS) (-) South Fort Dodge, Iowa Bud Pecoy www.midcountrymachinery.com	\$16.0	\$95.5	5	First time on the listing. Has branches in Des Moines, Sioux City, Waterloo and Fort Dodge, Iowa, and Syracuse, N.Y. General construction rental, mostly on the heavy side, with Hitachi, JLG, Kobelco, Sany, Bomag, Sakai and Link Belt as top lines.
95	GATEWAY DEALER NETWORK (-) Valley Park, Mo. John Hopper www.gatewaydealer.com	\$15.5	n/a	28	Also known as Bobcat of St. Louis, strong in Doosan, Bobcat and Bandit equipment. First time on the RER 100.
96	STEPHENSON EQUIPMENT INC. (96) Harrisburg, Pa. Bob Criste www.stephensorequipment.com	\$15.4	n/a	9	Main product lines include Manitowoc, Grove, LeeBoy, Bomag, JCB, National, Potain, Manitex, Bandit, Rogers Trailers, Tiger and Diamond. Adopted ESOP plan for the benefit of employees, effective January 31, 2023.

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M&A FEVER

The past year was big from a merger-and-acquisition standpoint. Here is a list of companies on last year's RER 100 acquired since last year's RER 100 issue up to the print deadline of this year's list – as far as we know!

THE SOLD	THE BUYER
Ahern Rentals (7)	United Rentals
F&M Mafco (48)	AMECO
Rental Equipment Investment Corp. (Still operating at No. 31)	Kinderhook Industries and REIC Management
Able Equipment Rental (45)	United Rentals
Rental One (47)	Texas First, owned by Holt Cat
Cloverdale Equipment Co. (64)	Herc Rentals
Illinois Truck & Equipment (68)	Sunbelt Rentals
Accés Location+ (75)	Groupe Lou-Tec
LaLonde Equipment Rentals (89)	Sunbelt Rentals
Iron Oak Services (87*)	Sunbelt Rentals
Rental Equipment Center (81*)	Herc Rentals

* Listed this year but now part of the acquirer

RER 100 Index

A to Z EQUIPMENT RENTALS & SALES.....85
A TOOL SHED96
AACTION RENTS90
ACME LIFT CO.45
ADMAR CONSTRUCTION EQUIPMENT
& SUPPLIES.....46

AERIAL WORK PLATFORMS101
AGGREKO NORTH AMERICA10
ALL CHOICE RENTALS87
ALL FAMILY OF COMPANIES12
ALTA EQUIPMENT21
ALTORFER CAT RENTAL POWER69

AMECO27
AMERICAN SCISSOR LIFT83
ART'S RENTAL EQUIPMENT.....44
ATLAS COPCO SPECIALTY RENTALS.....37
B&G EQUIPMENT & SUPPLY58
BERRY COMPANIES48

BIGGE CRANE & RIGGING CO.	11
BIGRENTZ	53
BIRCH EQUIPMENT RENTALS & SALES	76
BLANCHARD MACHINERY	39
BOTTOM LINE EQUIPMENT	47
BRANDSAFWAY	7
BUTLER MACHINERY CO.	63
CHASECO RENTAL	100
CISCO EQUIPMENT	67
CLAIREMONT EQUIPMENT	75
CLEVELAND BROTHERS EQUIPMENT CO.	36
COOPER EQUIPMENT RENTALS	15
COWIN EQUIPMENT CO.	61
CRANWORKS RENTALS	77
CTE	28
CUSTOM TRUCK ONE SOURCE	13
DIAMOND RENTAL	74
DURANTE RENTALS	68
ENERGY RENTAL SOLUTIONS-CAT	19
EQUIPMENT DEPOT	33
EQUIPMENT FINDERS	72
EQUIPMENTSHARE	8
FABICK CAT	29
FINNING	20
GATEWAY DEALER NETWORK	95
GREGORY POOLE EQUIPMENT CO.	42
GROUPE LOU-TEC	22
H&E EQUIPMENT SERVICES	5
HERC RENTALS	3
HERC-U-LIFT	89
HIGH REACH CO.	59
HOLLAND PUMP CO.	86
HOLT CAT	23
HOLT OF CALIFORNIA	43
HOME DEPOT RENTALS	4
HUGG & HALL EQUIPMENT	41
ILLINI HI-REACH	99
IRON OAK SERVICES	87
JGR EQUIPMENT	71
KELLY TRACTOR	35
KIRBY-SMITH MACHINERY	30
LEPPO GROUP	60
LIFTING GEAR HIRE CORP.	50
LIZZY LIFT	98
LOCATION D'OUTILS SIMPLEX	55
LOUISIANA CAT	49
MacALLISTER MACHINERY	38
MAXIM CRANE RENTAL CORP.	6
MID COUNTRY MACHINERY (MCM RENTS)	94
MORTIER EN TRÉMIE ABL	93
MUSTANG RENTAL SERVICES	40
NATIONAL EQUIPMENT DEALERS	52
NATIONAL LIFT TRUCK	70
OHIO CAT	32
PDQ RENTALS	56
PERFORMANCE EQUIPMENT RENTALS	92
PRECISION EQUIPMENT RENTAL	78
RENTAL EQUIPMENT CENTER	81
RENTAL EQUIPMENT INVESTMENT CORP.	31
RENTAL GUYS	79
RING POWER	18
ROCK RENTAL	91
ROLAND MACHINERY	73

SITEPRO RENTALS	64
SKYWORKS	26
SOUTHEASTERN EQUIPMENT	84
STAR RENTALS	57
STEPHENSON EQUIPMENT INC.	96
STEPHENSON'S RENTAL SERVICES	24
STOWERS MACHINERY	51
STREET SMART RENTALS	79
SUNBELT RENTALS	2
SUNSTATE EQUIPMENT CO.	9
SURE POWER	102

TEJAS EQUIPMENT RENTAL	82
TITAN MACHINERY	62
TNT CRANE & RIGGING	16
TOROMONT CAT	14
UNITED RENTALS	1
VANDALIA RENTAL	65
WAGNER RENTS	34
WAJAX CORP.	66
WARREN CAT	25
WORLDWIDE MACHINERY	53
XYLEM INC.	17



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Rank	Company Name (Last year's rank) Headquarters, Top Officer Website	2022 Rental Volume in Millions	2022 Total Volume in Millions	Total Number of Outlets	Editorial Comments
96	A TOOL SHED (94) Santa Cruz, Calif. Robert Pedersen www.atoolshed.com	\$15.4	n/a	8	In business for nearly 80 years in an area that is, in some circles, known as "Steinbeck Country" between Santa Clara, down through San Jose, Santa Cruz and the Monterey Bay, down through Salinas to Greenfield. A general rental inventory for light construction, contractors and DIY work.
98	LIZZY LIFT (99) Elmhurst, Ill. Jennifer Lombard, president; Elizabeth Faruzzi, operations manager www.lizzylift.com	\$15.0	\$15.6	1	Lombard, Faruzzi and the rest of the Lizzy Lift crew still going strong, specializing in unique aerial applications, enjoying a 30.4-percent rental volume hike. Top brands include Versalift, Magni, PB Lifts, Xtreme, JCB, Skyjack, MEC, JLG and Genie.

The RER 100 – Biggest Increase Since 2000

Year	Rental Revenue (in millions)	% Change
2022	\$35,409.9	+22.9
2021	\$28,813.7	+12.5
2020	\$25,603.3	-8.8
2019	\$28,084.1	+11.4
2018	\$25,213.1	+15
2017	\$21,917.0	+13.6
2016	\$19,299.4	-2.9
2015	\$19,355.1	+9.2
2014	\$17,728.1	+15
2013	\$15,417.1	+10.4
2012	\$13,967.3	+15.7
2011	\$12,067.4	+17.6
2010	\$10,260.5	-0.5
2009	\$10,311.8	-25.3
2008	\$13,802.5	-0.36
2007	\$13,853.6	+4.3
2006	\$13,282.5	+14.5
2005	\$11,599.4	+15.1
2004	\$10,075.6	+12.3
2003	\$8,973.8	+1.3
2002	\$8,861.5	-6.4
2001	\$9,467.1	+7.1
2000	\$8,757.0	+25

The total RER 100 rental volume increased by 22.9 percent, the largest year-to-year increase percentagewise since 2000. And at \$6,596.2 million, it was the largest dollar increase in the history of the RER 100.

(Totals include 1-100 only, not honorable mentions.)

The RER 100's Top 10 Jumps 24.3%

Year	Rental Revenue (in millions)	% Change
2022	\$26,733.8	+24.3
2021	\$21,505.7	+13.1
2020	\$19,018.4	-7.5
2019	\$20,555.9	+12.7
2018	\$18,231.5	+17.1
2017	\$15,574.5	+17.2
2016	\$13,291.1	+4.9
2015	\$12,673.6	+10.4
2014	\$11,477.8	+15.6
2013	\$9,927.6	+11.2
2012	\$8,930.8	+15.4
2011	\$7,739.8	+18.8
2010	\$6,516.1	-0.8
2009	\$6,568.4	-26.3
2008	\$8,906.8	-3.3
2007	\$9,208.2	+2.8
2006	\$8,961.0	+13.4
2005	\$7,903.7	+12.9
2004	\$7,001.9	+8.9
2003	\$6,430.2	-0.5
2002	\$6,459.7	-7.0
2001	\$6,946.7	+7.1
2000	\$6,486.9	+32

The top 10 of the RER 100 was also a record-setter at \$26.7 billion, also the highest year-over-year increase since the year 2000 leapt by 32 percent. And, of course, in sheer dollar terms, the top 10 increased by \$5,228.1 million, the biggest jump ever.

Rank	Company Name (Last year's rank) Headquarters, Top Officer Website	2022 Rental Volume in Millions	2022 Total Volume in Millions	Total Number of Outlets	Editorial Comments
99	ILLINI HI-REACH (95) Crown Point, Ind. Larry Workman www.hi-reach.com	\$14.8	n/a	5	Another Chicago-area aerial specialist with headquarters now in Northern Indiana, but covering the whole Chicagoland area including north Indiana and south Wisconsin, Illinois and Michigan.
100	CHASECO RENTAL (-) Sullivan, Mo. Levi Dawson www.chasecorental.com	\$13.2	n/a	4	General equipment rental company enjoyed a 51-percent rental revenue hike with the same stores.

HONORABLE MENTIONS

101	AERIAL WORK PLATFORMS (-) Sussex, Wis. Robert Rivera www.awpdelivers.com	\$13.1	\$18.0	4	As the company name suggests, an aerial rental specialist, with a lot of Genie, Skyjack, JLG, JCB and HyBrid. Since acquisition by Borgman Capital in December 2020, rental revenue has grown 48 percent.
102	SURE POWER (-) Ridley Park, Pa. Gene McNeil www.sure-power.com	\$11.0	n/a	4	Provides standalone and trailer-mounted UPS systems – 15kVA up to 5,000 kVA.



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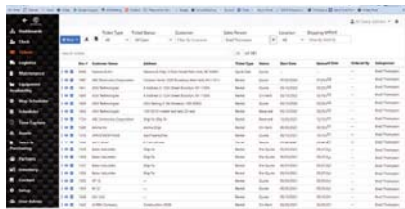
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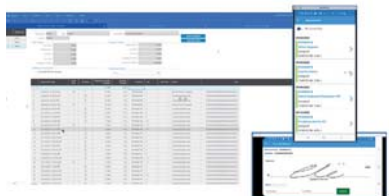
Fame Rental

FameAir from Fame Rental provides mobile, real-time access to vital information, bringing the Internet of Things and all aspects of a rental business together on one web platform. It provides total mobile access to contract management, invoicing and payments, deliveries and returns, equipment maintenance, timesheets, financing, and payroll. The mobile platform allows rental businesses to connect with customers via the integrated customer portal on a mobile device or desktop. FameAir can be tailored to fit the needs of any sized rental business to provide quick access to rental quotes, reservations and orders, rental contract history and real-time availability, location and pricing of equipment and dashboard charts and graphs.



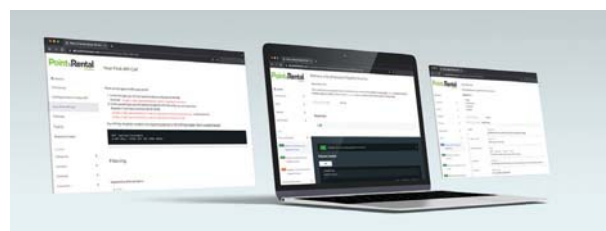
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SyteLine Equipment Rental & Service ERP features a comprehensive suite of CRM, sales, service, rental, project management, inventory, and enterprise financial management. Dashboards/analytics drive differentiation. It is configurable to meet individual needs and/or integrate with third-party applications. Available in the cloud, hosted, or on-premise. Functionality includes asset reservation; serialized or non-serialized rental fleets; a visible asset scheduling board; rent for re-rent contracts; quotes/estimates; orders; contracts; agreements; price lists; rental counter; project management; order changes; estimate revisions; field service; human resources and more. Its enterprise analytics enable rental businesses to connect data across departmental silos and time zones and drill down on overall results and KPIs to functional contributors.



InTempo

Designed for use with any rental software, InTempo MX pulls telematics data from any source and pairs it with rental data. Personalized dashboards can provide machine location plus rental status and open contracts, usage data plus maintenance schedules, error codes plus work orders. The program can reduce manual work and speed up operations with automation, notifying service managers when machines are due for service, notifying fleet managers when machines leave a job site, and pass data down to rental customers. Whether managing rental equipment, customer-owned assets, dealership assets or a mixed fleet, all data is visible in real time – from one place.



Point of Rental

Point of Rental's best-of-breed approach allows rental businesses to work with experts in other aspects of running a business (e.g. accounting, CRM, etc.). Point of Rental's Public API is the key to doing this: It gives rental businesses the ability to connect their Point of Rental software with the tools they're using without requiring a native integration. Point of Rental's customers have already used the Public API to build out connections to Salesforce, Netsuite, and EBS, among others. Rental businesses can see how each action affects each workgroup more easily.

Wynne Systems

Wynne Logistics Solution is a transportation management system built to assist teams with on-time deliveries, pickups, and decrease the cost and time of transporting rental equipment. It does this through an intuitive interface with functions designed to assist every role in a logistics department from dispatchers to drivers to managers. GPS and mobile capabilities provide real time information flow to daily operations. Telematics capabilities keep drivers safe and minimize costs from violations. Business intelligence capabilities provide managers with the data they need to make informed decisions to continuously improve the department and its effect on the overall rental business.





Case

Case enters the stand-on mini track loader market in response to increased demand for landscaping, tree removal and other jobs that require traveling over existing lawns and turf without causing damage. Its TL100 mini track loader features a rated operating capacity of 1,000 pounds, 35 percent of the tipping load. The 25-horsepower unit features hydraulic pilot controls (ISO pattern) and an auxiliary hydraulic setup (13 GPM, 2,700 psi). Attachments connect through a common industry interface compatible with most manufacturers of MTL attachments. Optional equipment includes a 14-pin front electric connector that features a hydraulic case drain circuit, multiple track widths, additional counterweights, environmentally friendly hydraulic oil and multiple bucket options.

Develon

Develon, formerly known as Doosan construction equipment, offers the new DTL35 compact track loader, a 116-horsepower unit on the large frame size of CTLs, designed for grading and excavating, coming standard with a torsion suspension system. Optional high-flow auxiliary hydraulics up to 40 gallons per minute will facilitate the use of attachments like asphalt planners, forestry cutters and breakers that require additional hydraulic flow. A standard rearview camera gives operators visibility along with an optional 360-degree all-around view monitoring camera system. Operating weight is 12,604 pounds; rated operating capacity is 3,657 pounds; ground pressure is 5.7 psi; standard auxiliary hydraulic flow is 23 gpm, high-flow is 40 gpm.



Caterpillar

Caterpillar's new external control kit for GB120 and GB124 smart grader blades expands use of these blades to Cat D and D2 series skid-steer loader and compact track loaders. The kit uses existing connections to add automatic blade control to the Cat Smart Dozer Blade, and a means to run them on D-series and select older Cat machines. The kit includes a third joystick for operating blade raising and lowering, tilt, angle and wing functions. It includes the wiring harnesses, a RAM mount, brackets and other necessary hardware. The new external control features selectable modes for left, right and tandem control.

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John Deere

John Deere is introducing a new generation of large frame compact track loaders and skid-steer loaders, including the 333 P-Tier and 334 P-Tier SSLs, and 335 P-Tier CTL. The units feature redesigned cabs with heated/vented seats, touchscreen displays, hands-free Bluetooth technology, telematics and optional surround view capabilities. The 334 P-Tier and 335 P-Tier are optimized for customers who require higher horsepower and hydraulic flow. Featuring 118 gross horsepower plus pressure-compensated load-sensing hydraulics. Complementary to these machines, Deere will launch two new mulching head attachments, the MK 76 and the MH72.

Kubota

Kubota's new SVL75-3 features a working range that includes a rated operating capacity of 2,490 pounds at 35 percent or 3,557 pounds at 50 percent, 6,191 pounds of breakout force and a hinge pin height of 122.7 inches. The unit's hydraulic system features an Advanced Multifunction Valve designed to ensure smooth hydraulic function, allowing operators to simultaneously run auxiliary hydraulics, bucket and loader arm functions with a lower risk of stalling. The Electronic Travel Torque Management System is designed to enable operators to work faster and with more power by constantly monitoring the load of the machine to optimally control hydraulic pump output according to the load, reducing engine stalls.



Manitou

Manitou presents a range of vertical lift loaders allowing users to dump material further into large trucks, with increased fuel



capacity and fast travel speeds. The 2100V skid-steer loader has 2,100 pounds of operating capacity, 69 horsepower and up to 11.6 miles per hour. Breakout force is 12 percent higher on av-

erage than the previous range and tank capacity is increasing by 14 percent. The new loaders feature keyless start, requiring only code activation, LED lighting and a pilot joystick system as standard, adjacent to the operator's seat. The units are designed for construction and agriculture applications.

Takeuchi

Takeuchi's TL8R2 compact track loader features a radial-lift design and a 74.3-hp engine. It weighs in at 8,807 pounds, offers a bucket breakout force of 6,204 pounds and



has a rated operating capacity of 2,116 pounds. The TL8R2's undercarriage features repositioned travel motors with internally routed drive lines, double- and triple-flange track rollers, and a quiet-ride track design. Two working modes, Standard and Eco, let operators choose the most appropriate option for their applications. Attachment coupling is fast with a mechanical universal quick-attach on canopy models and a hydraulic universal quick-attach on cab models. An upgraded operator's station comes standard with a redesigned overhead door, and a 5.7-inch multi-informational color display.



Yanmar

Yanmar offers a new line of compact track loaders – the TL65RS, the TL75VS, TL80VS, and TL100VS, ranging from 67 to 103.5 horsepower. The units offer 360-degree visibility and a standard suspended seat, with a removable roof hatch escape as an optimized safety feature. The models include a work tool positioner, return-to-position technology, self-leveling, and ride control. The loaders incorporate Yanmar's optional SmartAssist telematics from the company's mini-excavator line. Features range from error detection and notification to real-time operational status updates and daily work reports, as well as integrated theft protection, allowing the machine's owner to set a range from a specific location and trigger an alert if that range is exceeded.

Strong Construction Fundamentals, Ahern Rentals Integration Fuel Positive 2023 Results, United's Flannery Says

STAMFORD, Conn. – The year 2023 is off to a strong start for United Rentals, with vibrant construction activity in all sectors and the integration of the Ahern Rentals business well on track, United Rentals CEO Matt Flannery told a conference call of investors. And once again, Flannery said the company's recordable safety rate was below one.

"This execution and the continued strength of our end markets give us the confidence to reaffirm our full year 2023 guidance for substantial growth, solid margin expansion and significant free cash generation," Flannery said. "During the first quarter, we invested \$797 million in gross CapEx. And year-to-date, we've closed two local acquisitions that nicely complement our strategy. Combined with the actions that we took during the first quarter and fourth quarter of last year, we're well positioned to support the demand our customers expect."

Looking more closely at first quarter results, Flannery was optimistic. "Key verticals saw growth across the board, led by nonres construction, industrial manufacturing and power," he said. "Geographically, we saw much of the same, including double-digit growth in all of our regions. Our specialty business delivered another excellent quarter with rental revenue up 24 percent year-on-year and strong growth across all lines of business, led by our mobile storage team.

"Within specialty, we opened six new locations and are on track for around 40 cold starts this year. Used sales were another positive in the quarter, with revenue up 84 percent year-on-year, largely due to the normalized volumes



United Rentals expects to benefit from continued federal infrastructure bill spending on airports, bridges, road and highway work and more.

after holding back on sales in 2022. And not only were we seeing recovery rates and margins strong, but the level of demand provides another positive indication of how our customers are feeling about their outlook and the need for equipment."

Strong balance sheet

Flannery said the company returned more than \$350 million to its shareholders, supported by the strength of its balance sheet and free cash flow generation. Looking ahead, he noted, United feels optimism through 2023 and beyond, encouraged by a variety of positive industry indicators.

"Longer term, we remain confident in our ability to capitalize on several significant multiyear tailwinds for our industry that we view as resilient in any economic environment," he said. "First is infrastructure. It remains early, but we

continue to see a ramp in spending from the federal infrastructure bill across a variety of project types, including airports, bridges and road and highway. We're also well positioned to support our customers as they undertake projects across clean energy and advanced manufacturing funded by the Inflation Reduction Act.

"Within private construction, we continue to see strong investments across manufacturing, led by autos, semiconductors and energy and power. Combined reports indicate that these tailwinds hold the potential for over \$2 trillion of project spend in the U.S. over the next decade. We're very well positioned to leverage our competitive advantages on these projects. Whether through the size of our network or the breadth and depth of our products and services, our team is prepared to serve our customers and drive value creation for our shareholders."

R&R Group Acquires Idaho's A-1 Rental

REXBURG, Idaho — R&R Group Idaho LLC has acquired the assets of A-1 Rental Inc., a two-location equipment rental company located in Rexburg and Idaho Falls, Idaho.

R&R Group Idaho LLC is owned by Troy Roper and is affiliated with R&R Rentals, a three-location equipment rental company located in the greater Seattle area.

"We've been looking for other equipment rental opportunities in adjacent states and when Fred brought this to us, it was just what we were searching for," said Troy Roper. "We look

look forward to growing this outstanding business that Wes built.”

The “Wes” that Roper referred to is Wes Thompson, owner and operator of A-1 Rental Inc., the leading independent equipment rental company in Eastern Idaho. Thompson grew up in the business, which began in 1987. In 2009, Thompson bought the business from his dad, Wayne. A-1 also has a portable-restroom division that was part of the acquisition.

“We are thrilled to have sold our business to an independent and Troy has a proven track record of growing rental companies,” said Thompson. “It’s a great fit and I’m

confident they can take what we’ve built and grow it from here. I’d also like to thank Fred Hageman of Rental Business Advisors for his handling of the entire process and making this deal possible. He brought us several buyers.”

Hageman and Rental Business Advisors represented A-1 Rental Inc. in the transaction. The company will continue to be operated as A-1 Rental. All employees have been retained and Thompson will stay on for a one-year transition period.

Terms of the transaction were not disclosed.

For more information about Roper and R&R Rentals, visit <https://www.rermag.com/profiles/media-gallery/21119720/still-standing-in-seattle>

Durante Rentals Expands to Mid-Atlantic with Acquisition of Delaware-Based Iron Source

NEW CASTLE, Del. – Durante Rentals announced it has acquired the assets of Delaware-based Iron Source LLC, a leading independent equipment rental provider and dealer. The acquisition will expand Durante Rentals’ scale in the Mid-Atlantic region.

Iron Source owners Chess Hedrick and Wyatt Wiggins will remain the day-to-day managers of the business, which will maintain its current branding. All employees will be joining the

Durante Rentals team. Iron Source has locations in New Castle, Smyrna and Georgetown, Del.

“When we met with the Iron Source team, we found many common synergies between the two organizations and decided to join forces to enable both our organizations to deliver world-class products and service capabilities, while continuing to offer exceptional customer service,” said Kenneth Cockrill, CEO Durante Rentals. **RER**

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JLG Industries Inc.	43	verticallifts.jlg.com
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MAGNI America LLC	25	www.magnith.com
Orion Software	39	www.orion-soft.com
Oztec Industries Inc.	5, 35	www.oztec.com
Point of Rental Software	44	pointofrental.com/one
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GROUP PUBLISHER

Brandon Williamson
bwilliamson@endeavorb2b.com
 (512) 739-2102

ASSOCIATE PUBLISHERS

Deanna Morgan
dmorgan@endeavorb2b.com
 (847) 954-7982

Patrick Keefe
pkeefe@endeavorb2b.com
 (847) 391-1024

Patty Maroder
pmaroder@endeavorb2b.com
 (847) 576-6540

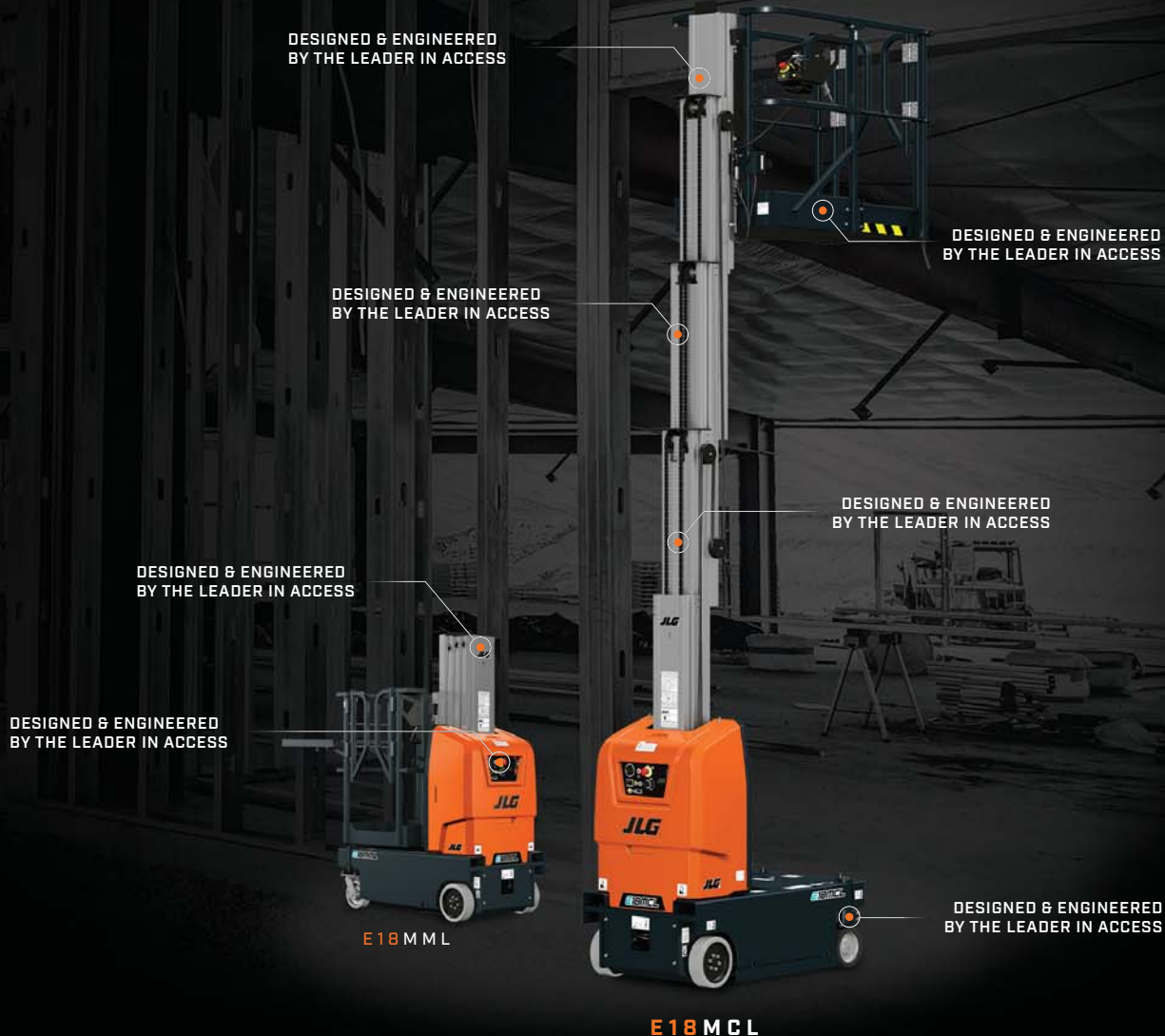
Mike Mandozzi
mmandozzi@endeavorb2b.com
 (847) 481-6459

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rtompson@endeavorb2b.com
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