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How to sell your  
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**+** 2023  
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**BUYER'S  
GUIDE**

p.25





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## Seeing Your Business with Fresh Eyes

If any of you are thinking about selling your rental business or think you might want to sell at some future point, I strongly suggest you check out Gary Stansberry's cover story on the subject. Now is a good time to sell because, as Stansberry explains, the macro is strong, meaning the overall state of the industry is good. Business is good and with a lot of projects coming along stimulated by government infrastructure programs, the CHIPS Act, and more factors, construction looks solid for the next few years. Stansberry talks about the macro and the micro aligning – so if the overall economy looks good and your business is doing well, the stars may be aligning for you.

There are of course other factors to consider. I know a lot of you who are owners are going to be thinking about the future welfare of your employees, those who have worked with you and helped you to create a successful business. Many sellers have that concern. They wanted to find a buyer who would care about those people and have a similar culture.

Sometimes it's a good fit and other times not so much. There are a lot of things you can't predict. You look for a kind of cultural alignment – sometimes you find it, but things change. Some sellers have said they wanted to have a wide variety of suitors so they could take their pick, both in terms of cultural fit and in terms of price.

While making sure your books and your finances are in order, Stansberry also makes the point

that the physical appearance of your company can help or hurt the price. He reminds potential sellers to make sure the building looks good, that everything is clean and neat before you invite potential buyers to come take a look around.

One seller told me he consulted a few of his friends informally. He called a few friends who were in the world of business, not necessarily the rental business, to just take a look at his rental business to see what their impressions were. The way the business looked, the way employees presented themselves, the way the showroom looked, the way the yard looked. Even though those friends weren't involved in the rental business, they understood something about the feel of successful businesses. They pointed out a few things he hadn't thought of or noticed – things like the coffee machine not working in the mechanic's shop (suggesting he wasn't taking good care of his employees), fences where the paint was chipping, a few too many pieces of equipment that appeared to be in disrepair, giving off the impression that the service techs weren't keeping everything up to date and in working order. Supplementary items not obviously for sale or clearly marked.

While one of those friends was visiting, a counterman was asking around about why a certain piece of equipment wasn't on the ready line and was on the phone asking if it was at another yard? Even though this casual observer knew little about the rental business or how rental software worked, he asked, "Doesn't

your software know where every asset in the fleet is? If not, why not?" The seller explained that sometimes in a fast-paced business, not all the information was up to date, and the friend was surprised that this type of information wasn't more automated. Well, we all know that the rental business is not always a perfect world, and that systems are improving rapidly. But nonetheless, the visit of an impartial visitor and his casual observations gave him some ideas for improving his business – and painting that fence might have helped his price in the long run. And a new coffee machine might have helped make a better presentation and keep the shop workers caffeinated!

One owner told me about how he would occasionally drop in unannounced at branches to see how things were working. Another told me he would occasionally look at his branches from across the street, just to see how things looked from a bit of distance, and how occasionally he'd get ideas for improvement.

So whether or not you are planning to sell, sometimes it's good to take a look at your business through fresh eyes – either the eyes of an impartial observer who may or may not know the rental business, or your own eyes from a different vantage point. You never know what you might see and what might give you ideas for improvement. **REB**

Michael Roth, [mroth@rermag.com](mailto:mroth@rermag.com)





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## United Rentals Refreshes Fleet, Adds Cold Starts and Positions for Tailwinds, Flannery Says

**STAMFORD, Conn.** – One of the highlights of the second quarter for United Rentals was the ability to refresh its fleet and replenish inventory for a busy period ahead.

“Used equipment sales were another highlight in the quarter,” said United Rentals CEO Matthew Flannery. “We generated a record second quarter proceeds of \$382 million. The retail market remains very strong, and we also broadened our channel mix, as we discussed we would last quarter. Combined with the improvements we have seen across most of the supply chain, this has allowed us to refresh our fleet by rotating some of the older assets out.”

Flannery added that rental CapEx totaled \$1.25 billion during the second quarter, in line with United’s expectations and helping to ensure that it has the capacity to support customers’ projects. Flannery also said the integration of Ahern Rentals’ organization remains on track.

“The teams have come together especially well, and our second quarter results reflect the ongoing improvements in the efficiency of their business,” Flannery noted. “And at this point, we are focused on optimizing the combined branch network and fleet, which should be completed by year end.”

Taking a closer look at second quarter demand, Flannery said there was broad-based growth, led by industrial manufacturing, metal and minerals and power.

“Non-res construction was also up double digits,” he said. “Within this, our customers kicked off new projects across the board, including numerous CV plants and semiconductor plants,

solar power facilities, infrastructure projects and for the Buffalo Bills fans out there, a new stadium. Geographically, we saw growth in all of our regions, on both the reported and pro forma basis. And our specialty business delivered another excellent quarter with rental revenue up 17 percent year-on-year organically and double-digit gains across all major categories. Within specialty, we opened 19 new locations in the second quarter and are on-track for the 40 cold starts this year.”

Flannery expects continued big results for the balance of the year. “2023 is on track to be another record year across a variety of KPIs, including revenue, EBITDA, EPS and returns,” he said. “We are encouraged by customer sentiment and external indicators, which point to growth and give us confidence in our updated guidance. For example, the ABC’s Contractor Confidence Index remained strong across the second quarter, as did its backlog index.

“The Dodge Momentum Index was up 19 percent year-over-year in June, while non-res construction employment growth also remains solid. And most importantly, our own Customer Confidence Index continues to reflect their optimism. Beyond 2023, we remain positive on longer term outlook, driven by key tailwinds including infrastructure, industrial manufacturing, and energy and power.”

Flannery expressed optimism about United’s diverse capabilities positioning the company well for the \$2 trillion-plus worth of construction projects over the next decade.

“Put simply our advantages across scale, complex solutions, technology, and people put us in a first-call position and we believe this provides a platform for leveraging our resilient business model and pursuing continued growth both organically and through M&A,” Flannery added.

Flannery also noted the company’s just released sustainability report, and how the rental business model aligns with key aspects of sustainability.

“For example, less equipment needs to be manufactured because of rental, which has clear benefits while the equipment that we have in our fleet also helps our customers reduce their emissions intensity based on its younger age and greater fuel efficiency,” he said.

For more on United Rentals’ second quarter results, visit: <https://www.rermag.com/home/article/21270351/total-revenue-jumps-283-percent-in-second-quarter-for-united-rentals>

**Flannery is optimistic that United’s diverse capabilities position the company well for the \$2 trillion-plus worth of construction projects over the next decade.**

Photo by United Rentals














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### Bottom Line Equipment Acquires Texas Rental Company H & V Equipment Services

**BROUSSARD, La.** – Bottom Line Equipment LLC, heavy equipment and specialty attachment rental and sales resource for construction, demolition, pipeline, land management, and debris removal equipment, has completed the acquisition of H & V Equipment Services Inc. Since 1991, H & V Equipment Services has provided rental, sales and service of new and used construction equipment from three locations in South Texas. Through this acquisition, Bottom Line will expand operations into the greater San Antonio and Progreso,

Texas, areas where construction activity continues to thrive. H & V's headquarters location is Corpus Christi, Texas, thus supporting the expansion of Bottom Line's existing operations in Corpus Christi and is part of the company's overall growth strategy.

Operations at all three locations will include Bottom Line Pro-Fit Solutions. The Pro-Fit Solutions team is comprised of highly qualified and dedicated specialists focused on delivering unique equipment and specialty attachment solutions to Bottom Line customers.

Earlier in the month, Bottom Line opened its second Dallas-Fort Worth Metroplex Service Center in Aledo, Texas. Along with the existing Bottom Line Equipment Service Center in Greenville, Texas, this new location on East Interstate 20 in Aledo will support the DFW Metroplex and surrounding areas. The two locations provide access to top-quality equipment and specialty attachments for contractors, builders, excavation professionals, demolition companies, and other trades working in the region.

Kurt Degueyter, Bottom Line Equipment CEO, owner and founder said, "Our new Aledo, Texas, service center gives us the ability to provide the exceptional level of service and support we're known for to customers in the entire DFW Metroplex and surrounding areas. It's a very large geographical area and a critical component of our company's strategic growth strategy."

Bottom Line Equipment, No. 47 on the RER 100 was founded in 2005 in Lafayette, La. The company has expanded business operations throughout Louisiana and Texas, opening branches in St Rose, Baton Rouge, Broussard, and Sulphur, La., and Beaumont, Baytown, Corpus Christi, Greenville and Aledo, Texas, with the new additions of San Antonio and Progreso, Texas.



With new branches in the Dallas-Fort Worth, San Antonio and Corpus Christi areas, the Louisiana-based rental company is becoming a major player in Texas as well.

Photo by Bottom Line Equipment

### Baird/RER Survey Respondents' Revenues Jump 10.8 in Q2; Softer Growth Expected in Second Half

**MILWAUKEE** – Revenue for respondents to the Baird/RER Equipment Rental Survey rose 10.8 percent year over year in the second quarter, after a 10.9-percent increase in the first quarter. Expectations for the third quarter are for a 5.6-percent increase and 8.3 percent in the fourth quarter. Baird noticed some cautious commentary regarding demand trends. A net 22 percent of respondents (revenue weighted) reported revenue

and utilization higher than their initial budget for the second quarter. Rental rates rose 2.3 percent year over year, and forward rate outlook dropped to 3.1 percent as new equipment lead times continue to improve.

Seventy-two percent of respondents said the second quarter was in line with expectations. With 22 percent reporting better-than-expected results, 6 percent said results were worse than expected.

The 16-percent net positive is less robust than recent surveys.

On a positive side, funding from the infrastructure Bill and CHIPS Act lead to incremental activity, and several megaprojects are in the works providing visibility on demand into 2024. And homeowners are still investing in their residences, both inside and outside.

On the more negative side, higher costs and funding hurdles are slowing



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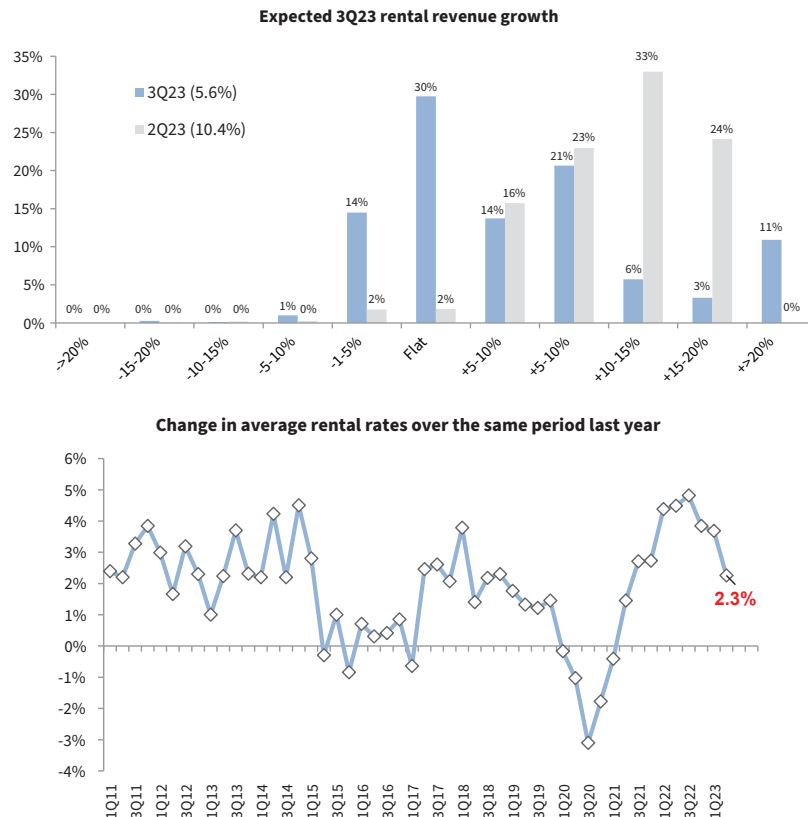
the pace of new projects. Pockets of delays and project pushouts are starting to emerge, some because of incremental regulations, other because of needed rebudgeting given cost inflation. Also oil and gas projects are slowing. A more mixed perspective is that existing projects should carry the nonresidential market in 2023, but the chance of a slowdown in late 2023 or 2024 seems likely.

Respondents are expecting a 5.6-percent revenue increase in the third quarter of 2023. That's compared to the second quarter when a 10.4-percent growth clip was expected, and actual growth for respondents was 10.8 percent. Sequentially, the slowdown is because of the emergence of a handful of respondents expecting revenue declines and a growing number seeing flat year-over-year revenue. Average rental revenue is expected to rise 8.3 percent in 2023, implying a fourth quarter revenue growth of about 6 percent compared to 2022.

"The beat goes on," said one respondent. "Customer backlogs holding steady. Office construction contracting but distribution and mixed use continues on a steady pace. Educational, institutional and industrial flat to modestly improved."

"Commercial construction markets starting to show signs of slowing, and seeing more issues with job delays and staffing," reported another. "We are starting to see smaller contractors have issues with jobs and payments."

Fleet utilization was 60.8 percent compared to 62.3 percent in the second quarter of 2022. The third quarter of 2022 achieved the survey record high of 67.9 percent. The utilization rate for Access Equipment (consisting of 34 percent of survey revenue) rose to 65.8 percent from 62.1 percent in the second quarter of 2022. The utilization rate for earthmoving equipment, which amounts to 33 percent of survey revenue, decreased to 64.6 percent from 65 percent in Q222. Small iron utilization dropped from 53.3 percent a year ago to 50.1 percent in this year's second quarter.



Source: Baird Research

The average rental rate increase of 2.3 percent year over year was lower than in the previous seven quarters when it ranged between 3.7 percent and 4.8 percent. Expectations for rate growth moving forward are lower as well, with an expected hike of 3.1 percent in 2023. The slowdown in rental rates at this point is more related to increased equipment supply rather than demand erosion. Competition has also increased with smaller operators returning to the pre-Covid theme of pointing to aggressive pricing by national rental companies.

## Improved equipment availability

New access equipment availability and lead times are showing clear improvement. Twenty-three percent of respondents (equal weighted) report that access equipment availability has gotten better during the past three months with 28 percent reporting that availability has gotten worse. On a revenue-weighted basis, only 14 percent of respondents

reported worse conditions, while 33 percent saw improvements, as larger buyers have better ability to secure access equipment.

A net of 30 percent reported improvement in availability of earthmoving equipment.

Average fleet size in units increased 4.8 percent year over year in the second quarter of 2023 – growth has ranged from 3.1 percent to 6.5 percent in each of the past six quarters. Unit growth was up 4 percent for access equipment, 3 percent for small iron and 6 percent for earthmoving. Respondents' forward capex expectations soften with revenue weighted spending now decelerating to the lowest level in two years.

"We flexed our balance sheet strength and added units early," said one respondent. "Now that supply chains are normalizing, we're not buying anything close to what we did in the prior two years in part due to high equipment pricing as well as lower utilization."



## Cooper Equipment Rentals Acquires Two Rental Companies in Western Canada

**MISSISSAUGA, Ontario, Canada** – Cooper Equipment Rentals Limited continues its growth as a national Canadian equipment rental company with the acquisition of British Columbia's Warner Rentals Ltd. and Alberta's Scotty's Rentals and Landscaping Ltd.

Warner Rentals was founded in 1975 by owner Ralph Warner and currently has five British Columbia locations: in Kamloops, Princeton, Revelstoke, Salmon Arm and Scotch Creek. Over the past 48 years, Warner Rentals has become a staple of the communities it serves, with a reputation for quality, integrity, and community involvement. The acquisition of Warner Rentals gives Cooper significant growth in the central British Columbia interior and intensifies its service coverage in the rapidly growing and important western Canadian market. The company features a general construction rental inventory.

"Our entire team is excited about these two acquisitions. They reaffirm our on-going commitment to building a truly Canadian, coast-to-coast equipment rental company," said Justin

Wharton, Cooper's western Canada director of operations.

"Adding Warner Rentals and Scotty's to the Cooper network helps us deliver the Cooper Difference – unsurpassed customer



With new acquisitions in British Columbia and Alberta, Cooper Equipment Rentals extends its western Canada footprint as it continues to grow into a national Canadian rental company.

Photo by Cooper Equipment Rentals



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care, the best solutions and deep expertise – at a whole new level in western Canada,” said Cooper CEO Doug Dougherty.

“Warner Rentals brings a highly experienced and respected team to the Cooper family, sharing the same deep passion for customers and community,” said Rob Potter, British Columbia regional manager for Cooper.

“We knew of Cooper’s well-established presence in the market and already have a great working relationship with their team in British Columbia, enhancing our ability to serve customers better across western Canada,” said Ralph Warner, owner of Warner Rentals.

Headquartered in Rock View County, Alberta, Scotty’s specializes in providing climate control equipment – including

heaters, generators, and tarping services – as well as fencing for residential construction. Since its founding in 2007, the company has built a reputation for providing excellent service and support.

The addition of Scotty’s bolsters Cooper’s climate control division, while also adding a new product line in fencing.

“We are excited to join the Cooper family,” said Peter Jensen, owner of Scotty’s. “The company being Canadian was a key factor in this decision, and Cooper’s size allows us to continue to service our customers with a variety of equipment solutions. Our team is looking forward to continuing to deliver the exceptional service we have built our business on, while being part of a larger company that is also committed

to servicing local communities with a customer-first approach.”

“These acquisitions not only exemplify our unwavering commitment to expanding our presence in western Canada but also reinforce our dedication to providing top-tier rental solutions to all major markets across Canada,” said Brian Spilak, chief operating officer of Cooper “By integrating the strengths of Warner Rentals and Scotty’s with our own, we are poised to continue to deliver an unmatched level of service and support to customers across many new markets.”

Cooper Equipment Rentals, headquartered in Mississauga, Ontario, Canada, now has 68 rental locations in six provinces. The company is No. 15 on the RER 100.

## McDougall to Retire as Skyjack President, Will be Replaced by Charlie Patterson

**GUELPH, Ontario, Canada** – Skyjack announced the retirement of its president Ken McDougall, and subsequent appointment of Charlie Patterson as president, effective January 1, 2024. The two will be working together over the next several months to ensure a seamless transition for the organization.

McDougall started his career at Skyjack parent company Linamar Corp. in 1987 as a tool designer, moving up into various key roles including global sales and estimating manager, and vice president of operations. During two-time Skyjack president McDougall’s tenure the company acquired telehandler lines from Carelift/Zoom Boom and Volvo, an important foundation for the company’s existing telehandler line up.

More recently, McDougall led Skyjack’s global capacity increases, taking the number of manufacturing plants from two in Canada to five globally, with plants in Mexico, China and Hungary. Skyjack expects its potential global unit capacity to increase 235 percent compared to 2022.

During McDougall’s tenure, Skyjack expanded its Elevate telematics offering and updated a number of boom and vertical mast lines.

“It has been an honor to serve as Skyjack President during this period of immense growth and transformation,” said McDougall. “2023 marks my 36th anniversary with Linamar and Skyjack, and over those years I have had the great pleasure of working for and with countless talented and dedicated individuals. It has been an honor to lead the Skyjack team and I am confident that with his experience, knowledge and leadership skills, Charlie Patterson

will do an outstanding job in moving Skyjack forward.”

Current vice president of International Operations, Patterson started with Skyjack in 2000 as U.K. sales manager and went on to head the U.K. and European operations for the organization. Patterson oversaw the opening of Skyjack offices in the U.K., Germany, France, Sweden and Australia and previously led sales in Asia-Pacific.

“I am thrilled and honored to take on the role as Skyjack president,” said Patterson. “Ken has done an exceptional job moving Skyjack forward

to date, and I look forward to continuing to build upon that momentum. As always Skyjack will be dedicated to being easy to do business with, while developing simple and reliable solutions for rental companies worldwide.”

Patterson’s title as Skyjack president will be effective January 1, 2024, as he and McDougall work together for the remainder of 2023 to facilitate a smooth transition.



**Ken McDougall to retire after 36 years with Linamar and Skyjack. Veteran executive Patterson to take over as Skyjack president Jan. 1.**

Photo by Skyjack



## H&E Relocates Branch to Greensboro, N.C.; Opens in Cleburne, Texas

**BATON ROUGE, La.** – Effective July 17, H&E Equipment Services Inc. has relocated its Winston-Salem branch to Greensboro, N.C. The new Greensboro location, just south of the airport, has easy access to I-40 and I-840 and enables H&E to serve both Greensboro and Winston-Salem more efficiently.

“Our new Greensboro location is just south of the airport with easy access to I-40 and I-840,” said branch manager Hudson Essick. “Being on the west side of the city now puts us between Greensboro and Winston-Salem and allows us to serve both markets more efficiently. And with our Durham and Statesville branches within 70 miles east and southwest of Greensboro, we can quickly locate available fleet and provide faster response time to jobsites throughout the Piedmont Triad region.”



**An H&E Equipment Services truck makes a delivery in Greensboro, N.C.**

Photo by H&E Equipment Services

The Greensboro branch specializes in the rental of aerial lifts, earthmoving equipment, telescopic forklifts, compaction equipment, generators, light towers, compressors, and more

and represents Allmand, Atlas Copco, Bomag, Case, Club Car, Cushman, Doosan, Gehl, Generac Mobile, Genie, Hamm, Hilti, Husqvarna, JCB, JLG, John Deere, Kobelco, Kubota, LayMor,



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Also August 1, H&E opened its Cleburne, Texas, branch, its 23rd rental location in the state and the sixth in the Dallas-Fort Worth metro area. Since the beginning of the second quarter of this year, H&E has opened seven new branches across the country, two of those in the Lone Star State.

“Our new Cleburne facility is in the southwest corner of the Dallas-

Fort Worth metroplex, creating a diamond network of locations with our existing branches in Aledo, Fort Worth, and Dallas,” said branch manager Cody Leigh. “With this addition, H&E extends its coverage for customers farther west to Stephenville and Brownwood, keeping in stride with local growth. Cleburne is a transportation hub, so getting to jobsites will be easy with our facility and yard close to many thoroughfares. We’re just south of Hwy. 67, directly between state roads 171 and 174, and close to I-35. We can source additional fleet from other branches to make

sure our customers across the metro area have what they need.”

Founded in 1961, H&E Equipment Services is one of the largest equipment rental companies in the nation, providing the higher standard in equipment rentals, sales, parts, and service. Branches are located throughout the Pacific Northwest, West Coast, Intermountain, Southwest, Gulf Coast, Southeast, Midwest, and Mid-Atlantic regions.

Based in Baton Rouge, La., H&E is No. 5 on the *RER* 100. For more information about H&E Equipment Services, visit [www.he-equipment.com](http://www.he-equipment.com).

## Xtreme Manufacturing and Snorkel Appoint New CEO

**LAS VEGAS** – Cory Rosencranse has been promoted to CEO of Xtreme Manufacturing and Snorkel, effective June 30, 2023, replacing Matthew Elvin.

Rosencranse has been part of the Ahern family of companies since 2016 and was most recently chief operating officer for Ahern Rentals. He brings with him a talented team from Ahern Rentals and plans to continue building the already successful manufacturing and distribution efforts along with the people already in the business.

Don Ahern, owner, Xtreme Manufacturing and Snorkel said, “I am excited for

the future of Xtreme Manufacturing and Snorkel, and I intend to work closely with this new and very talented management group to expand the manufacturing vision for both companies.”

Rosencranse takes the place of Elvin, the former CEO and 13-year veteran of Xtreme Manufacturing and Snorkel. Elvin joined the company in 2010 to lead Snorkel Australia. He was named CEO of Snorkel in 2015, and later Xtreme Manufacturing. During his tenure, Elvin helped transform the business into two well-respected brands, serving many of the world’s biggest equipment rental companies and contractors.



As CEO, Matthew Elvin played a major role in elevating the Xtreme and Snorkel brands as leading aerial and forklift manufacturers.

Photo by Snorkel

## Herc Rentals Boosts Revenue 25.3 Percent in Second Quarter 2023

Herc Rentals posted \$802 million in total revenue in the second quarter of 2023, compared to \$640 million in the second quarter of 2022, a 25.3-percent year-over-year increase. Equipment rental revenue also grew substantially to \$702 million compared to \$605 million in the year-ago second quarter, a 16.4-percent jump. Sales of used rental equipment multiplied more than fourfold to \$83 million compared to \$19 million in Q222.

The year-over-year increase of \$162 million was primarily related to an increase in equipment rental revenue of

*Continued on page 80*



In the second quarter, Herc increased equipment rental revenue by 16 percent on 7.8-percent higher pricing, despite continued supply chain inefficiencies and labor disruptions in the film and television industry.

Photo by Herc Rentals

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**BUSINESS  
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# Preparing to Sell Your Rental Business

**The current market for selling a business is outstanding. But there are ways to prepare to enhance its value and pitfalls to avoid.**

BY GARY STANSBERRY

**T**hinking of selling your business? This is a major life event right up there with marriage, having kids or even a death in the family. My strong recommendation to potential clients is to make sure you have a high degree of confidence, if, and when, you take your business to market, that it will sell and sell at a price that makes sense for you. I've seen businesses out there that have a reputation of "always being for sale" and that can negatively affect an acquirer's perception of your business.

## **Match the Timing of the Market ("Macro") with Your Best Financial Performance ("Micro")**

For those of you that have followed my articles in the past, I speak of the "macro" and the "micro" of market dynamics when looking at selling a rental company. The "macro" refers to how the overall market for rental industry acquisitions is doing. From my perspective, the acquisition market for equipment rental companies is robust with all four publicly traded companies actively looking to expand via acquisition as well as several private equity-backed regional companies and larger regional independents. I was

personally involved with the frenzied acquisition market in the late 1990s; I'm not going to say that the current activity level is equal to those "glory days" but I will say that the current market (since late 2021) is the closest I've seen to that in my career.

The "micro" refers to how your rental company is performing. From a financial standpoint, acquirers are looking for rental companies with a consistent track record of growth in revenues and EBITDA/cash flow while simultaneously continuing to invest in updating and expanding their rental fleet. The ideal time to sell a rental company is when your financial performance is "hitting on all cylinders" and at the same time having market conditions as strong as we have now.

According to American Rental Association *Rentalytics* data, total North American rental revenues were up 11.48 percent in 2022 and are projected to increase by 7.26 percent in 2023. (If you are a member of the ARA, you can subscribe to the *Rentalytics* data for a nominal fee and get data specific to your trade area or state). The ARA data should serve as a general guideline to the relative performance of your company vs. your market area. At the same time, your EBITDA/cash flow





**Sunbelt Rentals  
acquired 50  
companies in  
the past year.**  
Photo by Sunbelt  
Rentals

as a percentage of revenues should be at least stable if not growing.

Consider a rental company with rental revenues down by 20 percent in 2023 vs. 2022 after having several strong years of growth. Compare that to a rental company that is up 15 percent in 2023 vs. 2022; this added to five previous years of consistent growth. The company that was down 20 percent creates uncertainty in an acquirer's minds. Such as 1) where is the bottom? 2) is the reduced revenue level the "new normal" or has there been a significant change in the local market? and 3) Were the last few years of growth a fluke? I highly recommend being able to sell your business from a position of strength (up in 2023 vs. 2022); if recent revenues are down, there should be a valid explanation and I like to see the trends at least stabilize if not back to an upward trend.

### **Understand the Current Market Value of Your Business and the Tax Implications of Selling**

You are going to need some professional help here, likely from two different sources. The overriding principle here is that the first time

you hear the market value of your business should not be from the potential buyer of your business. I am constantly on the receiving end of phone calls from business owners that want to give me a few points of reference such as revenues or EBITDA and ask me to verbally value the business over the phone. I also talk to business owners who have personally computed a value and want me to confirm that for them. Either scenario is not fair to me or the business owner as the total picture of the company needs to be considered.

First, not all revenue is viewed the same. Rental and related revenue (rental, damage waiver, delivery) is the most valuable form of revenue. The reason being it has the highest margin of any revenue stream and is considered recurring. Non-rental revenues such as supply and equipment sales and associated margins will be scrutinized and most likely discounted vs. rental revenues. The ideal revenue mix is when rental and related revenues are 75 percent or more of total revenues.

Much like revenue, not all EBITDA is treated the same. We see a number of companies with large gains on sale of rental equipment, often selling fully depreciated units at 100 percent margins artificially inflating EBITDA. Most publicly traded companies have less than 10 percent of their total EBITDA derived from sale of used equipment from their rental fleet. Often these margins have to be "normalized" (i.e; discounted downward) from stated amounts to reflect the historical margins realized by the acquirer. Also, other add-backs including owner's compensation, perks, and non-recurring expenses will be scrutinized closely.

Given these nuances, I recommend getting an opinion of market value from someone familiar with the industry. Before I take on any client, we verbally provide a value range as well as an honest opinion of not only the value of the business, but some honest feedback of positive and negative attributes of the business that will likely be noted by the acquirer.

Lastly, you need to know how much you will "net out" on the transaction given the value guidance. The most common type of business acquisition is a purchase of assets from a "pass-through" entity such as an S Corp or an LLC. In a purchase of assets, the seller will generally retain any cash in the business and any debt related to the assets must be paid off and will be deducted from the purchase price at closing.

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\* Source: Comparing data in the International Rental News 2023 IRN 100 Survey from companies using RentalMan, versus companies not using RentalMan.

\*\* Source: Comparing data in the Rental Equipment Register 2023 RER 100 list from companies using RentalMan, versus companies not using RentalMan.



**A clean and well-organized branch helps to create a positive impression for potential buyers, enhancing a company's value.**

Photo by Cooper Equipment Rentals



Once the “net” proceeds at closing are determined, the final “net” to the seller is determined by the amount of taxes that will have to be paid in relation to the transaction. The one “shock” I see from many sellers are taxes due at the time of sale related to “bonus” depreciation either via direct deduction using Section 179 or an accelerated tax depreciation method. I highly recommend that all business owners take advantage of these tax *deferral* methods to reduce their annual tax liability. Keep in mind, these methods are only a deferral and will come back in the form of a larger tax liability at the time of the sale. As part of the valuation opinion on your business, you should get a rough idea on how the

**United Rentals, the industry's largest rental company, is a frequent acquirer of rental companies of various sizes.**

Photo by United Rentals



purchase price on the sale will be allocated to assets and goodwill.

Armed with this information, your tax accountant should be able to give you a good approximation of your potential tax liability. You should not move forward with a potential sale of your business until you have professional guidance not only of the market value of your business but also what you can reasonably expect to net out after taxes.

### **Decided that you are going to sell? You are not done yet...**

If you are going to have a successful exit of your business, you have to finish the game! Baseball is a nine-inning game; imagine if your team was ahead by three runs in the 7th inning and then decided not to play the last two innings.

When evaluating whether or not to sell, you have to look at the last 12 months of revenue and EBITDA/cash flow. At the time of decision, this is the most important period of your financial results in determining a value. That value is not necessarily static. Generally, it takes 60 to 90 days to develop serious interest from a buyer. Before making an offer, the buyer will want to see the most recent two to three months results. If those results are down, most likely the price will go down as well. Next, you sign a letter of intent that will take another 60-90 days before closing the transaction. That final 60-90 days between LOI and closing now becomes important as the results need



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**From a financial standpoint, acquirers are looking for rental companies with a consistent track record of growth in revenues and EBITDA/cash flow while simultaneously continuing to invest in updating and expanding their rental fleet.**

Photo by Rental Equipment Investment Corp.

to continue to reflect the results that were the basis of the offer.

You can't "coast" or "take your eye off the ball" during this process. You have to continue to run the business and produce the revenue/cash flow that got you to the point of the offer. If you have a business worthy of acquisition, you've made some good business decisions to get you to this point. Continue to make those sound decisions. If it makes sense to buy equipment, then do so. If it makes sense to sell equipment, then do so. Keep your head in the game and finish strong!

Lastly, don't overlook the appearance and organization of your facility. Any acquirer will want to do a walk-through while evaluating your company. The appearance and organization of your facility will set the tone for the expectations of how your business is run. If your facility is clean and organized, then the perception is that you have employees and management that are engaged, and that safety is likely a priority. I have seen some companies over the years that do not show well during the walk-through. This can cast doubt on the entire operation and cause some acquirers to lose interest or potentially discount the offer.

The acquirer will also be assessing if substantial facility upgrades are needed, and those costs could be reflected in your offer. The facility should be an adequate size to accommodate current operations as well as continued growth. The property should be properly zoned, allow easy entry and egress for delivery vehicles and include an environmentally compliant wash bay and refueling station.

Whether owned by a related entity or a third-party landlord, the fair market value rent should be no more than five percent of total revenues with the landlord willing to enter into a long-term lease (base term plus options) with the acquirer.

### **Hire only trusted and vetted advisors**

Do a "deep dive" into not only references and results but also do a thorough background check on the advisors you are considering. Check with trusted sources within the rental industry as to reputation or potential past issues. Beware of telemarketing calls promising results that are too good to be true; watch out for hype, high pressure or large up-front fees. Don't fall for the "we already have a buyer" line! Any good business broker with an understanding of the business should be able to attract multiple buyers in this market. Often, a simple Google search of names of brokers or brokerage firms can reveal warning signs. You are looking for a true partner in this process that will look out for your best interests and give you honest feedback.

With the right advice and guidance, now could be a good time to start exploring a sale of your rental business. **RER**

***Gary Stansberry** is the President of The Stansberry Firm, LLC and specializes in rental business sales and consulting with businesses to increase their value. Gary has handled the sale of more than 140 rental business with a transaction value of over \$2 billion. More information on the company can be found at [www.thestansberryfirm.com](http://www.thestansberryfirm.com). Gary can be reached at (817)233-0922 or by email at [gary@thestansberryfirm.com](mailto:gary@thestansberryfirm.com).*





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www.thepowerbuggy.com

**Power Equipment Co.**

211 W Stephenie Dr.  
Cortland, IL, 60112, US  
815-754-4090  
www.peco1948.com

**Power Source Industries**

4233 Clark Rd  
Plant 1  
Sarasota, FL, 34233, US  
941-925-0600  
www.pressure-washers.com

**PowerCET Corp.**

3350 Scott Blvd.  
Bldg 55, Unit 1  
Santa Clara, CA, 95054, US  
408-988-1346  
www.powercet.com

**PowerContinuity Ltd**

81 Spinney Hill  
Melbourne, Derbyshire, DE73 8LX, GB  
441332653400  
www.powercontinuity.co.uk

**PowerFleet, Inc.**

123 Tice Blvd.  
Woodcliff Lake, NJ, 07677, USA  
201-678-5560  
www.powerfleet.com  
info@powerfleet.com

**PowerMate® / L P International Inc.**

151 Savannah Oaks Dr.  
P.O. Box 696  
Brantford, ON, N3T 5P9, CA  
519-759-3292  
info@powermate.info

**PowerTek Inc.**

PO Box 3  
Lebanon, IN, 46052, US  
765-436-5319  
www.powertek.us

**Powerblanket**

1997 South 5070 West  
Salt Lake City, UT, 84104, US  
801-506-0198  
www.powerblanket.com

**Pownail Co.**

1300 Rose Rd  
Lake Zurich, IL, 60047, US  
847-634-3000  
www.pownail.com

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3101 Wichita Ct.  
Ft Worth, TX, 76140, US  
817-551-0700  
www.powr-flite.com

**Prairie Dog Boring Equipment Inc.**

10006 Airline Dr.  
Houston, TX, 77037, US  
281-448-8442  
www.undergroundequip.com

**Pramac America LLC**

1190 Kennestone Cir.  
Ste 110  
Marietta, GA, 30066, US  
770-218-5430  
www.pramac.com

**Precision Components**

65099 Boston Rd  
Atlantic, IA, 50022, US  
866-853-8989  
www.pcaerialparts.com

**Pressure Island**

3925 Bohannon Dr. Ste 100  
Menlo Park, CA, 94025, US  
650-780-7900  
www.pressureisland.com

**Primatech**

1135 Jeremie-Fortin  
Quebec, QC, G1J 1R8, CA  
418-522-5355  
www.primatech.ca

**Pro Power Products**

16750 SE Ken's Court  
Milwaukie, OR, 97267, US  
1-800-547-3989  
www.propoerproductsusa.com

**Pro-Tec Equipment**

PO Box 130  
Charlotte, MI, 48813, US  
517-541-0303  
www.pro-tecequipment.com

**Pro-Tech Mfg. and Distribution**

711 West Ave.  
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888-787-4766  
www.protechcorp.com

**ProQuip**

1797 Creamery Rd  
Quakertown, PA, 18951, US  
215-538-9539  
www.proquip.com

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2780 NW 55 Ct.  
Fort Lauderdale, FL, 33309, US  
954-739-2468  
www.productionpowerandair.com

## Putzmeister America Inc.

1733 90th St.  
Sturtevant, WI, 53177, US  
262-886-3200  
www.putzmeister.com



## Quadkor

9655 Granite Ridge Drive, #200  
San Diego, CA, 92123, US  
619-246-8305  
www.quadkor.com

## Quail Mfg. of MN Inc.

11122 323rd Ave. NW  
Princeton, MN, 55371, US  
763-631-1991  
www.quailsodcutter.com

## Quality Fabricators

3240-B Heritage Dr.  
Kennesaw, GA, 30144, US  
770-218-0117  
www.zracks.com

## Quincy Compressor

701 North Dobson Avenue  
Bay Minette, AL, 36507, US  
www.quincycompressor.com

## QuipLock LLC

4651 Woodstock Rd  
Ste 208-225  
Roswell, GA, 30075, US  
770-329-6282  
www.quiplock.com

## Quipli

1423 Broadway PMB 135  
Oakland, CA, 94612, US  
410-991-0728  
www.quipli.com



## RA Gulick Sales-Douglassville

107 Woodbrook Dr.  
Douglassville, PA, 19518, US  
610-385-9666

## REMU USA

8 Hemlock Street  
Old Orchard Beach, ME, 04064, US  
207-831-9154  
www.remu.fi

## RLA Sales Inc.

2672 Lee Rd 44  
Opelika, AL, 36804, US  
334-745-3400

## RMI Corp.

40 Tower Lane  
Avon, CT, 06001, US  
800-252-5011  
www.rmiusa.com  
sales@rmiusa.com

## Racine Industries Inc.

PO Box 1648  
Racine, WI, 53401, US  
800-558-9439  
www.hostdry.com

## Rajysan Inc. DBA MMD Equipment

7700 Densmore Ave.  
Van Nuys, CA, 91406, US  
800-433-1382

## Ramco Systems

3150 Brunswick Pine  
Ste 130  
Lawrenceville, NJ, 08648, US  
609-620-4800  
www.ramco.com/rentalmanagement

## Ramrod Equipment a Div. of Leon's Mfg. Co. Inc.

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PO Box 5002  
Yorkton, SK, S3N 3Z4, CA  
306-786-2600  
www.ramrodequip.com

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

241 W Oak St.  
Washington Court House, OH, 43160, US  
740-505-9295  
www.rapidroofremover.com

## Rayco Mfg. Inc.

4255 E Lincoln Way  
Wooster, OH, 44691, US  
330-264-8699  
www.raycomfg.com

## ReachMaster Inc.

25203 Kelly Road  
Porter, TX, 77365, US  
281-358-7088  
www.reachmaster.com

## Red D Arc Welderentals

PO Box 40  
667 S Service Rd  
Grimsby, ON, L3M 4G1, CA  
www.red-d-arc.com

## Redi Haul Trailers

1205 N Dewey St.  
Fairmont, MN, 56031, US  
507-238-4231  
www.redihaul.com

## Redneck Trailer Supplies

2100 NW Bypass  
Springfield, MO, 65803, US  
417-864-5210  
www.redneck-trailer.com

## Reed Concrete Pumps

13822 Oaks Ave.  
Chino, CA, 91710, US  
909-287-2100  
www.reedpumps.com

## Region Welding of Missouri

#4 Truman Ct.  
Union, MO, 63084, US  
636-583-4110  
www.regionwelding.com

## Reimann & Georger Corp.

1849 Harlem Rd  
Buffalo, NY, 14240, US  
800-742-8665  
www.rgcproducts.com

## Reinco Inc.

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Plainfield, NJ, 07061-0512, US  
908-755-0921  
www.reinco.com

## Remlinger Manufacturing

16394 US 224  
Kalida, OH, 45853, US  
419-532-3647  
www.remlingerfmfg.com

## Rental Dynamics

831 Crossbridge Drive  
Spring, TX, 77373, US  
832-774-7495  
www.rental-dynamics.com

## Rental Power Solutions

8669 NW 36th St. #305  
Miami, FL, 33166, US  
305-487-8760  
www.rentalpowersolutions.com

## Revolution Inc.

1001 Harris St.  
Bldg 1  
Eau Claire, WI, 54703, US  
715-835-8016  
www.101revolution.com

## Rhino Tool Co.

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620 Andrews Ave.  
Kewanee, IL, 61443, US  
309-853-5555  
www.rhinotool.com

## Rice Hydro Inc.

3500 Arrowhead Dr.  
Carson City, NV, 89706, US  
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www.ricehydro.com

## Rickert Co.

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www.rickertco.com

## Rig Source

700 Hicks Dr.  
Elburn, IL, 60119, US  
630-365-1649  
www.rigsourceinc.com

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Edmonton, AB, T5M 2S4, CA  
780-481-9473  
www.righttracksystemsinc.com

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www.rbauktion.com

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616-510-4443  
www.riveer.com

## Riverside Pump Mfg. Inc.

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843-537-5589  
www.riversidepumpmfg.com

## Road Widener, LLC

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Suite 1-W  
Delafield, WI, 53018, USA  
844-494-3363  
www.roadwidenerllc.com  
lynn@roadwidenerllc.com

## Rockster Recycler North America

127 W Berry St.  
Ste 900  
Ft Wayne, IN, 46802, US  
260-206-6309  
www.rockster.us.com

## Rol-Air Compressors

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Sussex, WI, 53034, US  
920-349-3281  
www.rolair.com

## Roland Machinery Co.

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Bridgeton, MO, 63702, US  
314-291-1330  
www.rolandmachinery.com

## RotaDairon Emrex

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Pittston Township, PA, 18640, US  
570-602-3050  
www.mge-dairon.com

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281-358-7088  
www.ruthmannreachmaster.com  
info@ruthmannreachmaster.com

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920-699-2000  
www.ryanturf.com



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www.sbcslingsandbinders.com

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708-338-9900  
www.voltmaster.com

**SVE Portable Roadway Systems Inc.**

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704-398-0007 ext 11  
www.mudtraks.com

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800-969-7562  
www.safetyworks.com

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www.safway.com

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www.sakaiaamerica.com

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908-537-4734  
www.sti-equipment.com

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843-479-2774  
www.sandhillquilting.com

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470-552-7269  
www.sanyamerica.com  
salesoperations@sanyamerica.com

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239-332-1955  
www.sarlomower.com

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920-387-0100  
www.scag.com

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210-403-0007  
www.scaniausa.com

**Schaefer Ventilation Equipment**

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Ste 101  
Sauk Rapids, MN, 56320, US  
320-251-8696  
www.schaeferfan.com

**Schiller Grounds Care Inc.**

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Southampton, PA, 18966, US  
215-357-5110  
www.schillergc.com

**Schonstedt Instrument Co.**

100 Edmond Rd  
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304-725-1050  
www.schonstedt.com

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Etna, OH, 43062, US  
740-927-3464  
www.screenmachine.com

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708-333-3021  
www.screentech.com

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www.seaward-groupusa.com

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www.SeeDevil.com  
cgarton@seedevil.com

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Harrow, ON, N0R 1G0, CA  
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www.sellickequipment.com

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500 N Broadway  
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www.seymourmfg.com

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www.shamrocksteelfab.com

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www.en.shantui.com/  
trade@shantui.com

**Shark Pressure Washers**

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Camas, WA, 98607, US  
800-771-1881  
www.sharkpw.com

**Shindaiwa Inc.**

11975 SW Herman Rd  
Tualatin, OR, 97062, US  
www.shindaiwa.com

**Shipp Cleaning Systems**

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Conyers, GA, 30094, US  
770-483-7383  
www.shippcleaningsystems.com

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573-682-5514  
www.showmeshortline.com

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www.sidneyattachments.com

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& Flooring Systems**

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www.eventdeck.com

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951-545-8885

**Simpson Cleaning Systems LLC**

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Elk Grove Village, IL, 60007, US  
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www.simpsoncleaning.com

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**Site Pro, from Worksaver, Inc.**

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217-324-5973  
www.wssitepro.com

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www.skyjack.com

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402-215-8080  
www.smartlift.com

**SmartEquip**

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www.sotcher.com

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www.sourceoneope.com

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**Space Heater Parts Inc.**  
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219-242-8778  
www.SpaceHeaterParts.com

**Special Products Co.**  
15000 W 44th Ave.  
Golden, CO, 80403, US  
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www.powerprorental.com

**Specialty Equipment Rentals**  
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Ste A  
Panama City Beach, FL, 32408, US  
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www.stanleyhydraulic.com

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Fair Oaks Ranch, TX, 78015, US  
210-797-7368  
www.TheStansberryFirm.com

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Fort Worth, TX, 76117, US  
817-485-6073  
www.starindustries.com

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323-290-2100  
www.steeldeck.com

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www.steel-point.com

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Garner, IA, 50438, US  
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Jasper, IN, 47546, US  
812-482-2526  
www.stens.com

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www.metalfoms.com

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www.stihlusa.com

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www.stingerequipment.com

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sullaircompressors@sullair.com

**Sullivan-Palatek Air Compressor**  
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Michigan City, IN, 46360, US  
219-874-2497  
www.palatek.com

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www.sumner.com

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800-987-8403  
www.superabrasive.com

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Warren, PA, 16365, US  
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www.superiortire.com

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1018 Norman Pl  
Fullerton, CA, 92831, US  
562-902-0243

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403-328-5353  
www.sureflame.ca

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Dubuque, IA, 52003, US  
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515-266-3042  
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**Sweepster/Harley Attachments**  
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www.sweepster.com



**Sycor**  
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Pittsburgh, PA 15276  
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info@sycoramericas.com  
www.sycor-group.com/us-en  
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www.mulchers.com

**TLC Creative Productions**

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www.toku-america.com

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**Terex/Genie Corp.**

200 Nyala Farm Road  
Westport, CT, 06880, US  
203-222-7170  
www.terex.com

**Teupen North America**

PO BOX 938  
Pineville, NC, 28134, US  
704-248-9888  
www.teupen-usa.com

**Texada Software**

7-871 Victoria St. N  
Suite #330  
Kitchener, Ontario, N2B 3S4, Canada  
800-361-1233  
www.texadasoftware.com/  
success@texadasoftware.com

**Textron Financial Corp.**

275 W Natick Rd  
Warwick, RI, 02886, US  
401-752-3805  
www.assetcontrol.com

**The Commercial Collection Corp. of New York**

34 Seymour Street  
Tonawanda, NY, 14150, US  
716-213-1100  
www.commercialcollection.com

**The Equipment Lock Co.**

PO Box 4308  
Winchester, VA, 22604, US  
540-722-1011  
www.equipmentlock.com

**The Tilt Switch by Rusty Rental**

7602 Esther Circle  
Frederick, CO, 80530  
720-504-7368  
www.thetiltswitch.com

**Thermal Intelligence**

15330 - 123 AVENUE NW  
Unit #100  
Edmonton, Alberta, T5V 1K8, Canada  
855-554-4344  
www.thermalintelligence.com/basecamp/  
info@thermalintell.com

**Thermal Solutions Manufacturing (TSM)**

3051 W Commerce Street  
Dallas, TX, 75212  
214-771-2406  
www.thermalsolutionsmfg.com

**Thermoil Inc.**

4510 W Pine St.  
Appleton, WI, 54914, US  
920-749-9712  
www.thermoil.com

**Thern**

5712 Industrial Park Rd  
PO Box 347  
Winona, MN, 55987, US  
507-454-2996  
www.thern.com

**Thompson Pump & Manufacturing Company**

4620 City Center Dr.  
Port Orange, FL, 32129, US  
877.978.2321  
www.thompsonpump.com  
info@thompsonpump.com

**Tiger Equipment**

15 Byrd Ln  
Rocky Mount, VA, 24151, US  
540-489-7777  
www.tigerequip.com

**Tilton Equipment Co.**

PO Box 68  
Rye, NH, 03870, US  
800-447-1152  
www.tiltonequipment.com

**Tiresocks Inc.**

7240 S Fraser St.  
Ste A  
Centennial, CO, 80112, US  
720-323-0208  
www.tiresocks.com

**Titan Post Drivers**

344 Kendall Rd.  
Blairsville, PA, 15717  
702-293-4262  
www.titanpostdrivers.com  
sales@titanpostdrivers.com

**Titan Tool**

556 Commerce St.  
Franklin Lakes, NJ, 07417, US  
www.titantool.com

**To-Increase**

1209 Orange Street  
Wilmington, Delaware, 19801  
31-(0)318 531 900  
www.to-increase.com/  
info@to-increase.com

**Toro Co., The**

8111 Lyndale Ave.  
Bloomington, MN, 55420, US  
800-888-9926  
www.toro.com/rental

**Towmaster Trailers**

61381 US Hwy 12  
Litchfield, ME, 55355, US  
320-693-7900  
www.towmaster.com

**Tracks N Teeth**

33710 9th Avenue South  
Federal Way, WA, 98003, US  
206-486-4995  
www.tracksnteeth.com

**Trackunit**

304 Talbot Street  
London, Ontario, N6A 2R4  
519-953-0160  
www.trackunit.com  
info@trackunit.com

**Trail King Industries**

300 E Norway Avenue  
PO Box 7064  
Mitchell, SD, 57301, US  
605-995-3644  
www.trailking.com

**Transcube**

290 Quarry Rd  
Milford, CT, 06460, US  
203-847-4300  
www.transcube.net/us

**Triple L Trailers**

1480 Arrow Way  
Laverne, CA, 91750, US  
909-392-4646  
www.directedgeusa.com

**Tristar Systems**

PO Box 5374  
Destin, FL, 32540, US  
770-473-7995

**Trojan Battery Co.**

12380 Clark St.  
Santa Fe Springs, CA, 90670, US  
562-236-3000  
www.trojanbattery.com

**TrunkPump**

8209A Market St.  
#203  
Wilmington, NC, 28411, US  
866-381-1565  
www.trunkpump.com

**TrynEx International**

531 Ajax Dr.  
Madison Heights, MI, 48071, US  
248-586-3500  
www.trynexfactory.com

**Tsurumi Pump**

1625 Fullerton Ct.  
Glendale Heights, IL, 60139, US  
630-793-0127  
www.tsurumipump.com



# SUPPLIERS

## Turbo Technologies

1500 1st Ave.  
Beaver Falls, PA, 15010, US  
724-846-0670  
www.turboturfturf.com

## Turf Teq

699 Todd Road  
Honey Brook, PA, 19344, US  
484-798-6300  
www.TurfTeq.com

## Turfco Direct

1655 101st Ave. NE  
Minneapolis, MN, 55449, US  
800-679-8201  
www.turfcoirect.com

## U

## U.S. Pride Products

1516 110th Avenue  
Hammond, WI, 54015, US  
715-760-0907  
www.usprideproducts.com

## UNX Industries

707 E Arlington Blvd.  
Greenville, NC, 27858, US  
252-756-8616  
www.unxinc.com

## US Praxis

955 W Prairie Dr.  
Sycamore, IL, 60178, US  
815-899-9700  
www.stumpmachine.com

## USI Affinity Rental Specialties

1616 Smith Rd  
Building D  
Temperance, MI, US  
888-489-7165  
www.usirental.com

## USI Rental Specialties

29A Technology Dr. Ste 200  
Irvine, CA, 92618, US  
949-790-9200  
www.usi.biz

## UTEC

821 Enterprise Drive  
Waco, TX, 76706, US  
www.utecequip.com

## Ultimate Services Inc.

118 NW Business Park Ln  
Kansas City, MO, 64150, US  
866-636-0874  
www.ultimateservices.com

## Ultra Bag

6251 Baldwin Avenue  
Riverside, CA, 92509, US  
888-425-1099  
www.ultra-bag.com

## Unique Engineering LLC

8535 Byron Commerce Dr. SW  
Ste B  
Byron Center, MI, 49315, US  
866-829-0344  
www.rigready.net

## Unit Plant Services

Venture Point Business Park, Speke Blvd.  
Liverpool, L24 9PB, GB  
+0151 486 3971  
www.formworkhire.co.uk

## United CoolAir Corp.

491 E Princess St.  
York, PA, 17403, US  
717-843-4311  
www.unitedcoolair.com

## United Floor Machine Co.

7715 S Chicago Ave.  
Chicago, IL, 60619-2721, US  
www.unitedfloormachine.com

## United Rotary Brush Corp.

15607 W 100th Terrace  
Lenexa, KS, 66219, US  
913-577-0916  
www.united-rotary.com

## United Safety Authority

3047 Anderson Anthony Rd  
Warren, OH, 44481, US  
www.unitedsafetyauthority.com

## Universal Accounting Software

115 River Rd  
Ste 820  
Edgewater, NJ, 07020, US  
201-313-0040  
www.u-a-s.com

## Universal Impact Technologies

86 Confederate Ave.  
Jasper, GA, 30143, US  
706-253-7404  
www.powersledge.com

## Universal Tool Div. Florida Pneumatic

851 Jupiter Park Ln  
Jupiter, FL, 33458, US  
561-744-9500  
www.florida-pneumatic.com

## Univest Capital

1041 York Road  
Warminster, PA, 18974  
484-913-1599  
www.univestcapitalinc.com

## Up-N-Atom LLC

426 S Montgomery St.  
Unit 7  
Watertown, WI, 53094, US  
866-798-8882  
www.upnatom.com

## V

## VC Marketing

PO Box 608  
Roseland, NJ, 07068, US  
973-992-8514  
www.vandermolencorp.com

## Valley Engineering

357 Rd 3168  
Hastings, NE, 68901, US  
402-463-4494  
www.lubemate.com



## Valtir, LLC

15601 Dallas Parkway,  
Suite 525  
Addison, TX 75001  
888-496-3625  
www.VALTIR.COM/RENTALS

*Valtir Rentals offers a full line of construction site and traffic control products. Valtir Rentals is the sole manufacturer and the #1 supplier of Yodock® water-filled barriers and barricades which can be assembled to meet various construction site needs, including traffic control, perimeter fencing, temporary sign support, work zone barricades, and pedestrian channelization.*

## Van Mark Products Corp.

24145 Industrial Park Dr.  
Farmington Hills, MI, 48335, US  
248-478-1200  
www.van-mark.com

## Vermeer

PO Box 200  
Pella, IA, 50219, US  
641-621-8059  
www.vermeer.com

## Viking Representatives

192 Clifford St.  
Newark, NJ, 07105, US  
www.vikingreps.com

## Virginia Abrasives Corp.

2851 Service Rd  
Petersburg, VA, 23805, US  
800-446-1805  
www.virginiaabrasives.com

## Visum LLC

901 159th Ave. NE  
Ham Lake, MN, 55304, US  
763-244-8050  
www.visum-corp.com



**VizCon**  
160 Avenida La Pata  
San Clemente, CA 92673  
949 325-6047  
orders@traffixdevices.com  
www.viz-con.com

Manufacturer  
Shawn Quinisk Director of Sales & National Accounts  
squinisk@traffixdevices.com

*VizCon is a subsidiary of Traffix Devices, Inc. that designs, manufactures, and supports products which save lives on the world's highways. We are the leader for high-quality and efficiently designed lifesaving devices that are in-house engineered to provide for safer roads and highways. Engineered products for safer highways*

## Volvo Construction Equipment

304 Volvo Way  
Shippensburg, PA, 17257, US  
855-235-6014  
www.volvoce.com/united-states/en-us/

**VOLVO  
PENTA**

**Volvo Penta of the Americas**  
1300 Volvo Penta Drive  
Chesapeake, PA, 23320  
757-436-2800  
www.volvopenta.com/en-us/

## Vulcan Demolition Tools

51 Sharp St.  
PO Box 36  
South Hingham, MA, US  
781-337-5970  
www.vulcantools.com

## W

## WE Chapps

PO Box 291054  
Pt Orange, FL, 32129, US  
386-761-2427  
www.wechapps.com

**WEHSCO**

146 Campanelli Pkwy  
PO Box 464  
Stoughton, MA, 02072, US  
781-344-8676  
www.wehsco.com

**WINCO Inc.**

225 S Cordova Ave.  
Le Center, MN, 56057, US  
507-357-6821  
www.wincogen.com

**Wacker Neuson**

N92 W15000 Anthony Ave.  
Menomonee Falls, WI, 53051, US  
262-255-0500  
www.WackerNeuson.com

**Wagman Metal Products**

400 S Albarale St.  
York, PA, 17403, US  
www.wagmanmetal.com

**Waldon Mfg. LLC**

201 W Oklahoma Ave.  
Fairview, OK, 73737, US  
580-227-3711  
www.waldonequipment.com

**Walker Mfg. Co.**

5925 E Harmony Rd  
Ft Collins, CO, 80528, US  
970-221-5614  
www.walkermowers.com

**Walter Terry Distributor**

3201 Polk St.  
Houston, TX, 77003, US  
713-227-6369  
www.walterterrydistributor.com

**Warsaw Chemical Co Inc.**

PO Box 858  
Warsaw, IN, 46581, US  
800-548-3396  
www.warsaw-chem.com

**Water Cannon**

4044 W Lake Mary Blvd.  
Unit 104-424  
Lake Mary, FL, 32746, US  
407-833-0336  
www.watercannon.com

**WaterMeister**

12222 Woodside Ave. PMB 155  
Lakeside, CA, 92040, US  
619-443-7743  
www.watermeisterusa.com

**Web Equipment**

22 Perchwood Dr.  
Fredericksburg, VA, 22405, US  
540-657-5855  
www.webequipment.com

**Webbs**

5381 Old San Jose Rd  
Soquel, CA, 95073, US  
831-475-1020  
www.webbsfarmsupplies.com

**Weber MT Inc.**

4717 Broadmoor Ave.  
SE Suite B  
Grand Rapids, MI, 49512, US  
207-947-4990  
www.webermt.com

**Wells Cargo**

1503 McNaughton Ave.  
Elkhart, IN, 46514, US  
574-264-9661  
www.wellscargo.com

**WestPac Construction Sales**

17201 Hiawatha St.  
Granada Hills, CA, 91344-6124, US  
818-363-3788

**Westchester Tool Rentals**

11 Vreeland Ave.  
Elmsford, NY, 10523, US  
914-592-2016  
www.wtrrentals.com

**Western Global**

1707 Northwood Drive  
Troy, MI, 48084, US  
866-814-2470  
www.western-global.com/us/

**Wheeler Mfg., Div. Rex Int'l USA Inc.**

3744 Jefferson Rd  
Ashtabula, OH, 44004, US  
440-998-2788  
www.wheelerrex.com

**William J Shaw Co. Inc.**

9337 W 53rd St.  
Merriam, KS, 66203, US  
913-262-8770  
www.wjshawco.com

**Windsor**

4275 NW Pacific Rim Blvd.  
Camas, WA, 98607, US  
800-771-1881  
www.windsorind.com

**Windy Ridge Corp.**

PO Box 32 - Rt 25  
Tamworth, NH, 03886, US  
603-323-2323  
www.betonamit.net

**Wirant Sales**

4551 Maureen Cir.  
Livermore, CA, 94550, US  
209-483-4757  
www.wirantsales.com

**Wirtgen America-Hamm  
Compaction Div.**

6030 Dana Way  
Antioch, TN, 37013, US  
615-501-0600  
www.wirtgenamerica.com

**Wisconsin Lift Truck Corp.**

3125 Intertech Dr.  
Brookfield, WI, 53045, US  
www.wisconsinlift.com

**Wolfgroup International**

14311 Ewing Ave.  
Burnsville, MN, 55306, US  
952-224-4430  
www.wolfgroupintl.com

**Wolter Power Systems**

3125 Intertech Dr.  
Brookfield, WI, 53045, US  
262-790-6230  
www.wolterps.com

**Woudenberg Properties**

8817 E Bell Rd  
Ste 111  
Scottsdale, AZ, 85260, US  
480-620-8555  
www.woudenbergprops.com

**Wright Mfg**

4600 Wedgewood Blvd.  
Frederick, MD, 21703, US  
301-360-9810  
www.wrightmfg.com

**Wynne Systems**

2601 Main St.  
Ste 279  
Irvine, CA, 92614, US  
949-224-6300  
www.wynnesystems.com  
Marketing@WynneSystems.com

*RentalMan, Wynne Systems' top-tier ERP platform, drives multi-branch operations to exceed competitors in growth rate, branch revenue, and employee revenue. With seamless integration of financial tools, ecommerce, service maintenance, optimized sourcing, logistics, and reporting, RentalMan users gain a substantial market-place advantage.*

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5145 Schirlis Street  
Las Vegas, NV, 89118, US  
725-605-2777  
www.xcmg.com/en-ap/

**Xtreme Manufacturing**

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Las Vegas, NV, 89106, US  
702-636-2969  
www.xmfg.com

**YC Machinery & Equipment Inc.**

544 - 250A Eglinton Ave. E  
Toronto, ON, M4P 3E1, CA  
416-597-9059  
www.ycexcavator.com

**Yamaha Motor**

6555 Katella Ave.  
Cypress, CA, 90630-5101, US  
www.yamaha-motor.com

**Yamaha Motor**

702 E 40th St.  
Lubbock, TX, 79404, US  
www.wyliesprayers.com

**Yanmar Compact Equipment**

840 Lily Lane  
Grand Rapids, MN, 55744  
(800) 205-9913  
www.yanmarce.com  
sales\_cena@yanmar.com

**Yard Marvel Mfg.**

5509 N Market St.  
Spokane, 99208-2305, US  
509-487-2428  
www.yardmarvel.com

**Yoder & Frey Auctioneers**

654 W Southport Road  
Kissimmee, FL, 34746, US  
407-396-6060  
www.yoderandfrey.com

**ZIPLEVEL/Technidea Corp.**

2121 E Valley Pkwy  
Escondido, CA, 92027, US  
760-480-4740  
www.ziplevel.com

**ZNDUS**

214 James Farm Road  
Statesville, NC, 28625, US  
704-685-7581  
www.znd.com/gb

**Zippy (Products of Steam  
Specialties Inc.)**

11100 Allisonville Rd  
Fishers, IN, 46038, US  
317-849-5601

**Zoomlion Heavy Industry NA**

14215 2 Mile Road  
Franksville, WI, 53126, US  
262-835-1828  
www.zoomlion-na.com



# PRODUCTS

## ABRASIVES/SURFACE PREPARATION EQUIPMENT

### ABRASIVES

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**Abmast Abrasives**

**Calwestern Sales Corp.**

**Desmond-Stephan Mfg. Co.**

**Devitt & Associates**

**EDCO - EQUIPMENT DEVELOPMENT COMPANY, INC.**

**Essex Silver-Line Corp.**

**Hilti Inc.**

**MTA Distributors**

**Manufacturer's Sales**

**Norton Construction Products**

**SodaBlast Systems**

**Superabrasive Inc.**

**Virginia Abrasives Corp.**

### BLADES, ABRASIVES

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**Essex Silver-Line Corp.**

**Hilti Inc.**

**MTA Distributors**

**Ozark Abrasives**

**Virginia Abrasives Corp.**

### BLADES, ASPHALT/CONCRETE/MASONRY

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**Dixie Diamond Mfg.**

**Essex Silver-Line Corp.**

**Henke Mfg.**

**Hilti Inc.**

**MTA Distributors**

**Manufacturer's Sales**

**Multiquip Inc.**

**Virginia Abrasives Corp.**

### BLADES, DIAMOND

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**Abmast Abrasives**

**Action Marketing AG**

**Beal Enterprises**

**DDM Concut**

**DSC - DiStefano Sales Co.**

**Diamond Products**

**Diamond Systems Inc.**

**Diteq Diamond Tools & Equipment**

**Dixie Diamond Mfg.**

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

**Hilti Inc.**

**Husqvarna Construction Products**

**ICS Bestway**

**Manufacturer's Sales**

**Multiquip Inc.**

**Norton Construction Products**

**Viking Representatives**

**Virginia Abrasives Corp.**

**Wagman Metal Products**

### BROOM ATTACHMENTS

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**Case Construction Equipment**

**Manufacturer's Sales**

**Sweepster/Harley Attachments**

### ROLLERS, ROAD

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**BOMAG Americas Inc.**

**Manufacturer's Sales**

**Terex Construction**

**Wirtgen America-Hamm Compaction Div.**

### ROLLERS, VIBRATORY, RIDE-ON

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**Case Construction Equipment**

**Deca Vibrator Industries, Inc.**

**Dynapac**

**Manufacturer's Sales**

**Multiquip Inc.**

**Viking Representatives**

**Wagman Metal Products**

**Wirtgen America-Hamm Compaction Div.**

### ROLLERS, WALK-BEHIND

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**Allen Engineering Corporation**

**Dynapac**

**Manufacturer's Sales**

**Multiquip Inc.**

**Viking Representatives**

**Wagman Metal Products**

### SANDBLAST OUTFITS

---

**SodaBlast Systems**

### SANDBLASTING EQUIPMENT

---

**Clemco Industries Corp.**

**SodaBlast Systems**

### SANDERS, ELECTRIC, PORTABLE

---

**Manufacturer's Sales**

### SANDERS, FLOOR

---

**Brown, Harold - Harold Brown Sales**

**Hiretech**

### SANDPAPER

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**Abmast Abrasives**

**Broome & Associates**

**Calwestern Sales Corp.**

**Manufacturer's Sales**

**Virginia Abrasives Corp.**

### SANDSCREEN DISKS

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**Virginia Abrasives Corp.**

### SCABBLERS (SCARIFIERS)

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**CS Unitec Inc.**

## ACCESS EQUIPMENT

### AERIAL LIFT REPLACEMENT PARTS

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**ADI Inc.**

**Aerial Equipment Parts**

**Aerial Specialists Inc. USA**

**Aggressive Hydraulics**

**DZ Sales**

**Headwind Solutions**

**Precision Components**

**TVH Total Source Parts and Accessories**

**Terex/Genie Corp.**

**Ultimate Services Inc.**

### CRANES, ACCESSORIES

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**AL-Vac A/S**

**Aggressive Hydraulics**

**DICA Outrigger Pads, Crane Pads & Cribbing**

**Easily Moved Equipment Inc.**

**Giuffre Bros Cranes Inc.**

### CRANES, BUMPER-MOUNTED

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**Aggressive Hydraulics**

### CRANES, CRAWLER

---

**Fascan International**

**Sany America Inc.**

### CRANES, ELECTRIC

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**AL-Vac A/S**

**Aggressive Hydraulics**

**FleetTrade.com**

### CRANES, HYDRAULIC, KNOCK-DOWN

---

**Aggressive Hydraulics**

### CRANES, HYDRAULIC, TOWABLE

---

**Aggressive Hydraulics**

**FleetTrade.com**

**JJ Curran Crane Co.**

### CRANES, HYDRAULIC, TRUCK

---

**Acme Lift Co.**

**Aggressive Hydraulics**

**Giuffre Bros Cranes Inc.**



## Iowa Mold Tooling Co. Inc. (IMT)

**JJ Curran Crane Co.**

CRANES, HYDRAULIC, YARD

**Aggressive Hydraulics**

**JJ Curran Crane Co.**

CRANES, ROUGH TERRAIN

**MAGNI America, LLC**

**Sany America Inc.**

FALL-PROTECTION EQUIPMENT

**Calwestern Sales Corp.**

**MSA**

**Malta Dynamics**

**Manufacturer's Sales**

**Pelsue Co.**

**SBC Slings & Binders Co.**

**Safety Works**

**Viking Representatives**

**Wagman Metal Products**

LADDER ACCESSORIES

**Manufacturer's Sales**

LADDER HOISTS

**Manufacturer's Sales**

LADDERS, EXTENSION

**Little Giant Solutions**

**Manufacturer's Sales**

LIFTS, PERSONNEL

**Absolute E-Z Up**

**Aggressive Hydraulics**

**ArmLift Div. of TG Industries**

**DZ Sales**

**FleetTrade.com**

**Giuffre Bros Cranes Inc.**

**LDC Industries Inc.**

**LPI Lift Systems**

**MMD Equipment**

**Man Lift Mfg. Co.**

**Manufacturer's Sales**

**Noblelift North America**

**Snorkel**

**Terex/Genie Corp.**

LIFTS, PORTABLE, WALLBOARD

**Aggressive Hydraulics**

ROLLING TOWERS

**Lynn Ladder & Scaffolding Co. Inc.**

**Viking Representatives**

**Wagman Metal Products**

ROOFING EQUIPMENT

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

SCAFFOLDING ACCESSORIES

**A-1 Scaffold Mfg. Inc.**

**Heritage Marketing Group**

**Landmark Sales**

**Manufacturer's Sales**

**Safway Services LLC**

**Unit Plant Services**

**Viking Representatives**

**Wagman Metal Products**

SCAFFOLDING, ALUMINUM

**A-1 Scaffold Mfg. Inc.**

**Alum-A-Pole Corp.**

**BilJax**

SCAFFOLDING, STAINLESS STEEL

**BilJax**

**Safway Services LLC**

**Unit Plant Services**

SHORING ACCESSORIES

**A-1 Scaffold Mfg. Inc.**

SHORING EQUIPMENT

**Baker Corp.**

**Safway Services LLC**

WORK PLATFORMS, AIR-POWERED

**Aggressive Hydraulics**

WORK PLATFORMS, ARTICULATING BOOM

**Acme Lift Co.**

**Aggressive Hydraulics**

**Aichi, A Toyota Industries Co.**

**American Rental Services**

**Bronto Skylift Inc.**

**Fundamental RENTAL**

**LGMG North America Inc.**

**Man Lift Mfg. Co.**

**Precision Components**

**ReachMaster Inc.**

**Skyjack Inc.**

**Snorkel**

**Terex/Genie Corp.**

**Teupen North America**

WORK PLATFORMS, ELECTRIC

**Genie**

**Skyjack Inc.**

WORK PLATFORMS, HYBRID

**Genie**

WORK PLATFORMS, LOW LEVEL

**Absolute E-Z Up**

**All Access Equipment**

**Hy-Brid Lifts by Custom  
Equipment, LLC**

**Skyjack Inc.**

**Snorkel**

WORK PLATFORMS, PARTS

**Aerial Equipment Parts**

**Aerial Specialists Inc. USA**

**Precision Components**

**Snorkel**

**TVH Total Source Parts  
and Accessories**

**Tiresocks Inc.**

**Ultimate Services Inc.**

WORK PLATFORMS, SCISSORLIFT

**Aggressive Hydraulics**

**Aichi, A Toyota Industries Co.**

**BEMCO Broussard Equipment  
Management Co.**

**Baseplan Software Group**

**Hy-Brid Lifts by Custom  
Equipment, LLC**

**JLG**

**LGMG North America Inc.**

**MEC Aerial Work Platforms**

**Man Lift Mfg. Co.**

**Noblelift North America**

**Pettibone**

**Precision Components**

**ReachMaster Inc.**

**Ruthmann Reachmaster NA LP**

**Sales to Industry Inc.**

**Sinoboom North America**

**Skyjack Inc.**

**Snorkel**

**Terex/Genie Corp.**

**Xtreme Manufacturing**

**Zoomlion Heavy Industry NA**

WORK PLATFORMS, TELESCOPING BOOM

**ADI Inc.**

**Acme Lift Co.**

**Aggressive Hydraulics**

**Aichi, A Toyota Industries Co.**

**American Rental Services**

# PRODUCTS

## Anchor Freight

**BEMCO Broussard Equipment Management Co.**

**Bronto Skylift Inc.**

**JLG**

**LDC Industries Inc.**

**LGMG North America Inc.**

**MAGNI America, LLC**

**Manitou Americas Inc.**

**Pettibone**

**Precision Components**

**Sales to Industry Inc.**

**Sinoboom North America**

**Skyjack Inc.**

**Snorkel**

**Terex/Genie Corp.**

**Teupen North America**

WORK PLATFORMS, TELESCOPING  
PUSH-AROUND

**Aggressive Hydraulics**

**Paragon Pro Manufacturing Solutions Inc.**

**Snorkel**

WORK PLATFORMS, TRAILER-MOUNTED

**Aggressive Hydraulics**

**AmeriQuip LLC**

**LDC Industries Inc.**

**Snorkel**

**Terex/Genie Corp.**

WORK PLATFORMS, TRUCK-MOUNTED

**Aerial Specialists Inc. USA**

**Aggressive Hydraulics**

**All Access Equipment**

**Bronto Skylift Inc.**

**Ruthmann Reachmaster NA LP**

**UTEC**

## AERIAL/LIFTING

AERIAL EQUIPMENT

**Spimerica Access Solutions**

AERIAL WORK PLATFORMS

**Spimerica Access Solutions**

TELEHANDLERS

**Sany America Inc.**

## ASSOCIATIONS

**Association of Equipment Manufacturers (AEM)**

## AUTOMOTIVE TOOLS/ EQUIPMENT

AUTOMOTIVE TOOLS

**Cojali USA**

**DisposaCone, div. of Vanguard ADA Systems**

BATTERIES

**Battery De-Mister LLC (Division of Thermoil Inc.)**

**TVH Total Source Parts and Accessories**

**Thermoil Inc.**

**Trojan Battery Co.**

BATTERY CHARGERS

**Aerial Equipment Parts**

**Material Handling Exchange**

**POWR2**

**Ultimate Services Inc.**

BRAKE LOCKS, HYDRAULIC

**Croft Trailer Supply**

BRAKE SYSTEMS

**Croft Trailer Supply**

BUFFERS, AUTOMOTIVE

**Manufacturer's Sales**

CABLE HOISTS

**Manufacturer's Sales**

CABLE PULLERS

**Manufacturer's Sales**

CLUTCHES, MANUAL

**ZIPLEVEL/Technidea Corp.**

**Manufacturer's Sales**

**McLaren Industries**

**Pathway Polymers**

**TVH Total Source Parts and Accessories**

JACKS, HYDRAULIC

**Manufacturer's Sales**

**TVH Total Source Parts and Accessories**

JACKS, MECHANICAL

**Manufacturer's Sales**

JACKS, TRANSMISSION

**Manufacturer's Sales**

POLISHER BONNETS

**Manufacturer's Sales**

TIRE CHAINS

**McLaren Industries**

TIRE SEALANT

**Pathway Polymers**

WRENCHES, RATCHET

**Manufacturer's Sales**

## BUSINESS & TECHNOLOGY

**Ogletree Deakins**

SOFTWARE

**VAI**

**YARDZ**

## CLEANING EQUIPMENT

PARTS WASHERS

**Pressure Island**

**UNX Industries**

SHAMPOO MACHINES, CARPET

**Calwestern Sales Corp.**

**Clarke**

**Karcher Floor Care Inc. /Windsor Industries**

**Manufacturer's Sales**

**Shipp Cleaning Systems**

**Viking Representatives**

**Wagman Metal Products**

SHAMPOO MACHINES, UPHOLSTERY

**Viking Representatives**

**Wagman Metal Products**

SHAMPOO, CARPET

**Karcher Floor Care Inc. /Windsor Industries**

SPILL KITS, ENVIRONMENTAL

**Advanced Water Systems**

**Manufacturer's Sales**

STEAM CLEANERS

**Jenny Products Inc.**

**Kärcher Shark Pressure Washers**

**Manufacturer's Sales**

**Shark Pressure Washers**

## COMPACTION EQUIPMENT

BACKFILL TAMPERS, AIR

**Aggressive Hydraulics**

**American Pneumatic Tool**

**Higher Innovative Solutions**

**Kent Demolition Tools**

**Viking Representatives**

**Wagman Metal Products**

BACKFILL TAMPERS, HYDRAULIC

**Aggressive Hydraulics**

## COMPACTION WHEELS

**American Compaction Equipment**  
**Case Construction Equipment**  
**Kent Demolition Tools**  
**MBW Inc.**

## COMPACTORS, HYDRAULIC, BACKHOE-MOUNTED

**Aggressive Hydraulics**  
**Connect Work Tools**  
**Epiroc**  
**Epiroc USA LLC**  
**HKX Inc.**  
**Kent Demolition Tools**  
**MBW Inc.**  
**MMD Equipment**  
**Okada America Inc.**  
**Viking Representatives**  
**Wagman Metal Products**

## COMPACTORS, RAMMER TYPE

**Aggressive Hydraulics**  
**BOMAG Americas Inc.**  
**Dynapac**  
**Great Northern Equipment Distributing Inc.**  
**Higher Innovative Solutions**  
**MBW Inc.**  
**Manufacturer's Sales**  
**Viking Representatives**  
**Wagman Metal Products**  
**Weber MT Inc.**

## COMPACTORS, RAMMER TYPE, AIR-POWERED

**Aggressive Hydraulics**  
**Higher Innovative Solutions**  
**MBW Inc.**

## COMPACTORS, VIBRATORY PLATE

**Arrow Master Inc.**  
**Case Construction Equipment**  
**Connect Work Tools**  
**Dynapac**  
**Great Northern Equipment Distributing Inc.**  
**Higher Innovative Solutions**  
**J&J Sales Co. Inc.**  
**Kent Demolition Tools**  
**MBW Inc.**  
**MMD Equipment**  
**Manufacturer's Sales**

## Multiquip Inc.

**Okada America Inc.**  
**Toro Co., The**  
**Viking Representatives**  
**Wagman Metal Products**  
**Weber MT Inc.**

## COMPACTORS, VIBRATORY ROLLER

**ADI Inc.**  
**Case Construction Equipment**  
**Chicago Pneumatic Power Technique**  
**Dynapac**  
**Great Northern Equipment Distributing Inc.**  
**Hyundai Construction Equipment Americas**  
**JCB North America**  
**Kent Demolition Tools**  
**MBW Inc.**  
**MMD Equipment**  
**Manufacturer's Sales**  
**Road Widener, LLC**  
**Sakai America**  
**Sany America Inc.**  
**Viking Representatives**  
**Wagman Metal Products**  
**Weber MT Inc.**  
**Wirtgen America-Hamm Compaction Div.**

## TAMPERS

**Aggressive Hydraulics**  
**Caribe & Atlantic Sales Corp.**  
**Great Northern Equipment Distributing Inc.**  
**Higher Innovative Solutions**  
**MBW Inc.**  
**Toro Co., The**  
**Viking Representatives**  
**Wacker Neuson**  
**Wagman Metal Products**  
**WestPac Construction Sales**

## COMPRESSORS /AIR TOOLS

## COMPRESSED AIR TREATMENT PRODUCTS

**Hitachi Global Air Power US, LLC**  
**Quincy Compressor**  
**Sullair**  
**Sullivan-Palatek Air Compressor**

## COMPRESSORS, AIR, PORTABLE, DIESEL

**ANA, Inc.**  
**Allmand Bros Inc.**  
**Atlas Copco Mining, Rock Excavation and Construction LLC**  
**Broome & Associates**  
**Chicago Pneumatic Power Technique**  
**Doosan Portable Power**  
**FTG Equipment Solutions Inc.**  
**Kaeser Compressors Inc.**  
**MMD Equipment**  
**MMD Hybrid Dual Fuel Generators**  
**Rajysan Inc. DBA MMD Equipment**  
**Sales to Industry Inc.**  
**SodaBlast Systems**  
**Sullair**  
**Sullivan-Palatek Air Compressor**  
**Viking Representatives**  
**Wagman Metal Products**

## COMPRESSORS, AIR, PORTABLE, GAS

**Con X Equipment Inc.**  
**Jenny Products Inc.**  
**Kaeser Compressors Inc.**  
**Manufacturer's Sales**  
**Mi-T-M Corp.**  
**Quincy Compressor**  
**Rol-Air Compressors**  
**Viking Representatives**  
**Wagman Metal Products**

## COMPRESSORS, HYDRAULIC

**Iowa Mold Tooling Co. Inc. (IMT)**

## COMPRESSORS, OIL-FREE

**Kaeser Compressors Inc.**  
**Manufacturer's Sales**  
**Quincy Compressor**

## COMPRESSORS, PORTABLE, ELECTRIC

**Hitachi Global Air Power US, LLC**  
**Sullair**  
**Sullivan-Palatek Air Compressor**

## HOSE, AIR

**Abbott Rubber Co.**  
**Capital Rubber Corp.**  
**Manufacturer's Sales**  
**Sullivan-Palatek Air Compressor**



# PRODUCTS

## RIVET BUSTERS

**ANA, Inc.**

**Manufacturer's Sales**

**Michigan Pneumatic Tool**

**Sullivan-Palatek Air Compressor**

**Viking Representatives**

**Wagman Metal Products**

## SCALING HAMMERS

**Manufacturer's Sales**

**Viking Representatives**

**Wagman Metal Products**

## VIBRATORS, PNEUMATIC

**Deca Vibrator Industries, Inc.**

## WRENCHES, IMPACT

**Caribe & Atlantic Sales Corp.**

**Manufacturer's Sales**

**Michigan Pneumatic Tool**

**Universal Tool  
Div. Florida Pneumatic**

## COMPUTER SOFTWARE

### BAR-CODING SYSTEMS

**Fleet Cost & Care**

**JK Data Systems, Inc.**

**Ramco Systems**

**inspHire Inc.**

### COMPUTER SYSTEMS

**Alert Rental Software**

**Automated Rental  
Management Software**

**Corporate Services LLC**

**EquipCalendar.com**

**Infor**

**JK Data Systems, Inc.**

**Management Technology America**

**Market Line Computers**

**Open Door Technology**

**Orion Software**

**PFW Systems Corp.**

**Point of Rental Software**

**Quadkor**

**Quipli**

**Ramco Systems**

**Simple Solutions**

**Sycor**

**Synergy International**

**Texada Software**

**Universal Accounting Software**

**inspHire Inc.**

### ENTERPRISE RESOURCE PLANNING

**Baseplan Software Group**

**CAVU ERP**

**Excellware Inc.**

**Infor**

**Information Integration Group**

**JK Data Systems, Inc.**

**RMI Corp.**

**Sycor**



Optimize all your business processes in one software solution trusted for 20 years. Based on Microsoft Dynamics 365 Finance and Supply Chain Management, Sycor.Rental enables you to manage your rental, service, finance, sales, HR processes, and more in one system.

**Texada Software**

**To-Increase**

**Wynne Systems**

**e-Emphasys Technologies**

### GLOBAL POSITIONING SYSTEMS

**BorgSolutions**

**CalAmp | LoJack**

**Cellutrak**

**LOFA Industries Inc.**

**LoJack Corp.**

**PowerFleet, Inc.**

**Ramco Systems**

**SolarTrak**

**Trackunit**

### INTERNET SERVICES

**New Media Retailer**

### RADIO FREQUENCY IDENTIFICATION DEVICES

**Invisi-Tag Tool Tracking**

**LoJack Corp.**

### SATELLITE TRACKING MAINTENANCE SYSTEMS

**AT&T Equipment  
and Machinery Solutions**

**BorgSolutions**

**Fleet Cost & Care**

**MicroLogic Inc.**

### SOFTWARE AS A SERVICE

**AT&T Equipment  
and Machinery Solutions**

**Alert Rental Software**

**Automated Rental  
Management Software**

**CalAmp | LoJack**

**Corporate Services LLC**

**EquipCalendar.com**

**Fleet Up Marketplace**

**InTempo Software**

**Infor**

**Invisi-Tag Tool Tracking**

**Market Line Computers**

**Open Door Technology**

**Point of Rental Software**



### Point of Rental eCommerce

Solutions give your customers self-service rental options with an intuitive, easy-to-use interface. And they empower you to provide the same excellent experience online that you'd provide in your showroom.

**PowerFleet, Inc.**

**RMI Corp.**

**SmartEquip**

**Sycor**

**Synergy International**

**Texada Software**

**To-Increase**

**Trackunit**

**e-Emphasys Technologies**

### SOFTWARE, COMPUTER

**Automated Rental  
Management Software**

**BorgSolutions**

**Corporate Services LLC**

**DPL Telematics**

**Dozr**

**EquipCalendar.com**

**Equipment Watch**

**Fame Rental**

**Fleet Cost & Care**

**InTempo Software**

**Kelly Walker Associates**

**Market Line Computers**  
**Open Door Technology**  
**Orion Software**  
**Point of Rental Software**  
**Quadkor**  
**Quipli**  
**RMI Corp.**  
**Rental Dynamics**  
**Simple Solutions**  
**Sycor**  
**Synergy International**  
**To-Increase**  
**Tristar Systems**  
**Universal Accounting Software**  
**Visum LLC**  
**Wynne Systems**  
**e-Emphasys Technologies**  
**inspHire Inc.**

## TELEMATICS SYSTEMS

**AT&T Equipment and Machinery Solutions**  
**BorgSolutions**  
**CalAmp | LoJack**  
**Cojali USA**  
**DPL Telematics**  
**FleetUp**  
**GEM One Corp.**  
**Geoforce**  
**InTempo Software**  
**LoJack Corp.**  
**Point of Rental Software**  
**PowerFleet, Inc.**  
**SolarTrak**  
**Trackunit**  
**Wynne Systems**



## CONCRETE WORKING EQUIPMENT

### ASPHALT PLANERS

**Viking Representatives**  
**Wagman Metal Products**  
**Wirtgen America-Hamm Compaction Div.**

### ASPHALT RECYCLERS

**Rockster Recycler North America**  
**Wirtgen America-Hamm Compaction Div.**

### ASPHALT ROLLERS

**BOMAG Americas Inc.**  
**Dynapac**  
**Great Northern Equipment Distributing Inc.**  
**Manufacturer's Sales**  
**Sakai America**  
**Viking Representatives**

**Wagman Metal Products**  
**Wirtgen America-Hamm Compaction Div.**

### BLADES, POWER TROWEL

**Beal Enterprises**  
**Great Northern Equipment Distributing Inc.**  
**Manufacturer's Sales**  
**Stens**  
**Viking Representatives**  
**Wagman Metal Products**

### BUGGIES, POWER, CONCRETE

#### Allen Engineering Corporation



**AT14S**

The AT14S rubber track concrete buggy delivers excellent performance and precise maneuverability. Equipped with a 90-degree dump angle and 180-degree pivoting dump, this buggy can place your material exactly where you need it.

#### Allen Engineering Corporation



**AT16**

The AT16 is the largest track buggy offered by Allen Engineering. This buggy comes fully equipped with lights, single-hand drive, a two-inch tubular frame, and a robust 2,500 lb payload capacity. The AT16 rubber track concrete buggy delivers excellent performance and precise maneuverability. Equipped with a 90-degree dump angle, the AT16 buggy can place your material exactly where you need it.

#### Allen Engineering Corporation



**AW16-B**

The Allen AW16-B battery-powered buggy has been uniquely designed and tested for job sites and projects where emissions are a major concern. The Allen AW16-B Power Buggy is powered by a rugged Vanguard 48 Volt Lithium-Ion power pack capable of reaching 8-9 hour run times. With a limited-slip transaxle, the AW16-B is more mobile than your average wheel buggy and its Dynamic Electric Brake gives safety to the operator by not allowing the buggy to move unless the throttle is engaged.

#### Allen Engineering Corporation



**AW16-P**

With propane as a primary fuel type, the AW16-P Allen Wheel Buggy offers versatility on top of its standard sixteen cubic foot polyethylene bucket, two-inch solid steel frame, eight-liter fuel capacity, and a 2,500 lb payload. This wheel buggy is ready for both indoor and outdoor jobs on the most demanding sites.

# PRODUCTS

## **Canycom USA**

**Great Northern Equipment  
Distributing Inc.**

**IHI Compact Excavator Sales**

**Manufacturer's Sales**

**Multiquip Inc.**

**Power Buggy by Indy, The**

**Toro Co., The**

**Viking Representatives**

**Wagman Metal Products**

## **CEMENT TOOLS AND TROWELS**

**Kraft Tool Co.**

**Manufacturer's Sales**

**Marshalltown Co.**

## **CHISEL SCALER, AIR**

**Viking Representatives**

**Wagman Metal Products**

## **CHISELS, POINTS**

**Devitt & Associates**

**Hilti Inc.**

## **CHUTES, DEBRIS**

**Viking Representatives**

**Wagman Metal Products**

## **CLAY DIGGERS AND SPADES**

**American Pneumatic Tool**

**Kent Demolition Tools**

**Viking Representatives**

**Wagman Metal Products**

## **CLEANING EQUIPMENT, ASPHALT**

**Pressure Island**

**Riveer**

## **CONCRETE BATCH PLANTS**

**Aba Daba Rents & Ready Mix**

**Cart-Away Concrete Systems**

**Cementech**

**Racine Industries Inc.**

## **CONCRETE BUCKETS**

**Bon Tool Company**

**Danuser**

**Gar-Bro Mfg.**

## **CONCRETE CHUTES**

**Czar Weld Tools**

**FFC, a division of  
Paladin Attachments**

**MTU**

## **CONCRETE CLEANERS**

**Baldwin Filters**

## **CONCRETE DUMPERS**

**Muck-Truck**

## **CONCRETE HAND TOOLS**

**Bon Tool Company**

**Curb Roller Manufacturing**

**Manufacturer's Sales**

## **CONCRETE PUMPS**

**Blastcrete Equipment Co.**

**Cart-Away Concrete Systems**

**Multiquip Inc.**

**Putzmeister America Inc.**

**Reed Concrete Pumps**

**Viking Representatives**

**Wagman Metal Products**

## **CONCRETE SAWS**

**Crown Construction Equipment**

**Great Northern Equipment  
Distributing Inc.**

**Husqvarna Construction Products**

**Multiquip Inc.**

**Stihl Inc.**

**Viking Representatives**

**Wagman Metal Products**

## **CONCRETE SEALERS**

**Nox-Crete**

**PPX Inc.**

## **CONCRETE STAMPS**

**Manufacturer's Sales**

## **CONCRETE-BREAKING JAWS**

**Geith Inc.**

**Kent Demolition Tools**

## **CONCRETE-CURING BLANKETS**

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

**Powerblanket**

## **CONCRETE-FORMING SYSTEMS**

**Curb Roller Manufacturing**

**Nox-Crete**

**Unit Plant Services**

**CRACK REPAIR EQUIPMENT,  
ASPHALT/CONCRETE**

**Kraft Tool Co.**

**LAB Mfg. Co.**

## **CURB EXTRUDERS**

**MBW Inc.**

## **DRAIN-CLEANING EQUIPMENT**

**Beal Enterprises**

**Manufacturer's Sales**

**Viking Representatives**

**Wagman Metal Products**

## **GRINDERS, CONCRETE**

**EDCO - EQUIPMENT  
DEVELOPMENT COMPANY, INC.**

**General Equipment Company**

**Hilti Inc.**

**Manufacturer's Sales**

**National Surface Preparation  
Equipment**

**Oztec Industries Inc.**

**Specialty Equipment Rentals**

**Superabrasive Inc.**

**Viking Representatives**

**Wagman Metal Products**

## **GROOVERS, CONCRETE, ASPHALT**

**Manufacturer's Sales**

**Smith Mfg.**

**Specialty Equipment Rentals**

## **MASONRY DRILL BITS**

**Calwestern Sales Corp.**

**Hilti Inc.**

## **MASONRY-CUTTING TOOLS**

**Brokk Inc.**

**ICS Bestway**

**Manufacturer's Sales**

**Multiquip Inc.**

## **MIXERS, CONCRETE**

**Cratos Equipment**

**Crown Construction Equipment**

**EZG Manufacturing**

**Great Northern Equipment  
Distributing Inc.**

**Kushlan Products**

**MudMixer**

**Multiquip Inc.**

**Toro Co., The**

**Viking Representatives**

**Wagman Metal Products**

## **MIXERS, MORTAR**

**Devitt & Associates**

**EZG Manufacturing**



## Great Northern Equipment Distributing Inc.

Imer USA

MBW Inc.

MudMixer

Toro Co., The

Viking Representatives

Wagman Metal Products

## MORTAR BOXES

Manufacturer's Sales

Multiquip Inc.

Viking Representatives

Wagman Metal Products

## PLANERS, CONCRETE

Manufacturer's Sales

Smith Mfg.

## REBAR-TYING MACHINES

Benner-Nawman

Manufacturer's Sales

Max USA Corp.

## SCREEDS

Allen Engineering Corporation

Curb Roller Manufacturing

Great Northern Equipment Distributing Inc.

JLin Corp. DBA Multivibe

Lura Enterprises

MBW Inc.

Manufacturer's Sales

Metal Forms Corp.

Viking Representatives

Wagman Metal Products

## TRAILERS, CONCRETE-MIXING

Aggressive Hydraulics

## TRAILERS, DUMP, CONCRETE

Aggressive Hydraulics

Cart-Away Concrete Systems



## TROWEL, BLADES

### Allen Engineering Corporation



**MP215**

This MP215 rider is loaded with features found on our larger riders and the renowned durability of all Allen equipment. It is equipped with a reliable Honda air-cooled gasoline engine, a heavy-duty drive-train on an easy-to-service frame. This versatile rider can be used for slab on grade, paving, and other projects.

### Allen Engineering Corporation



**PRO446**

Our Pro446 comes standard with a 9 hp class Honda Engine and lifting hook and can be equipped with either our Fine Pitch or Rapid Pitch handle. These trowels are built for the most demanding job sites.

Manufacturer's Sales

Multiquip Inc.

Stens

Viking Representatives

Wagman Metal Products

## TROWELS, HAND

Manufacturer's Sales

## TROWELS, POWER

Allen Engineering Corporation

Arrow Master Inc.

Bartell Global

Dynapac

Great Northern Equipment Distributing Inc.

MBW Inc.

Multiquip Inc.

Toro Co., The

Viking Representatives

## Wagman Metal Products

## VIBRATORS, ELECTRIC

Deca Vibrator Industries, Inc.

Dynapac

Great Northern Equipment Distributing Inc.

Manufacturer's Sales

Minnich Manufacturing

Multiquip Inc.

Oztec Industries Inc.

Viking Representatives

Wagman Metal Products

## VIBRATORS, GAS

Allen Engineering Corporation

Minnich Manufacturing

Oztec Industries Inc.

Viking Representatives

Wagman Metal Products

## CUTTING EQUIPMENT

### CUTTERS, ASPHALT, PAVEMENT

Brunner & Lay Inc.

Manufacturer's Sales

### CUTTERS, BLOCK

Manufacturer's Sales

### CUTTERS, BOLT

Manufacturer's Sales

### CUTTERS, BRICK

Manufacturer's Sales

### CUTTERS, CABLE

Manufacturer's Sales

### CUTTERS, PIPE

Manufacturer's Sales

Wheeler Mfg,  
Div. Rex Int'l USA Inc.

### CUTTERS, ROD REBAR

Benner-Nawman

Fascut Industries Inc.

Multiquip Inc.

Viking Representatives

Wagman Metal Products

### CUTTERS, ROOT

Dosko

US Praxis

Vermeer

### CUTTERS, SOD

Great Northern Equipment Distributing Inc.

# PRODUCTS

**Quail Mfg. of MN Inc.**

**Viking Representatives**

**Wagman Metal Products**

CUTTERS, STUMP

**Dosko**

**Fecon LLC**

**Great Northern Equipment  
Distributing Inc.**

**Green Mfg.**

**Jeff's Sharpening & Supply**

**Stumper Industries**

**Vermeer**

**Viking Representatives**

**Wagman Metal Products**

CUTTERS, TILE

**Gemini Saw Co. Inc.**

**Viking Representatives**

**Wagman Metal Products**

## DEMOLITION EQUIPMENT

BREAKERS, AIR, BACKHOE-MOUNTED

**Cardinal Sales**

**Kent Demolition Tools**

BREAKERS, ELECTRIC

**Brokk Inc.**

**Hilti Inc.**

BREAKERS, HYDRAULIC,  
BACKHOE-MOUNTED

**AmeriQuip LLC**

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

**Brunner & Lay Inc.**

**Case Construction Equipment**

**Chicago Pneumatic Power  
Technique**

**Connect Work Tools**

**Construction Tool Parts Inc.**

**Epiroc**

**Epiroc USA LLC**

**HKX Inc.**

**Huskie Hydraulic Hammer**

**Kent Demolition Tools**

**Komac America Inc.**

**Kremmel, George  
- George Kremmel Sales**

**Okada America Inc.**

**Stanley Hydraulic Tools**

**TOKU America Inc.**

**Tecman Booms USA**

**Universal Impact Technologies**

**Viking Representatives**

**Wagman Metal Products**

BREAKERS, STEEL

**Montabert**

DEMOLITION MATERIALS

**Windy Ridge Corp.**

HAMMERS, CHIPPING

**ANA, Inc.**

**American Pneumatic Tool**

**Con X Equipment Inc.**

**Hilti Inc.**

**Kent Demolition Tools**

**Manufacturer's Sales**

**Sullivan-Palatek Air Compressor**

**Viking Representatives**

**Wagman Metal Products**

HAMMERS, DEMOLITION, ELECTRIC

**Hilti Inc.**

**Hitachi Power Tools**

**Makita USA**

**Manufacturer's Sales**

HAMMERS, DEMOLITION, MANUAL

**Case Construction Equipment**

HAMMERS, ROTARY

**American Pneumatic Tool**

**Hilti Inc.**

**Makita USA**

HAMMERS, ROTARY, HYDRAULIC

**CS Unitec Inc.**

PAVING BREAKERS, AIR

**ANA, Inc.**



### MAC3 Pneumatic Tools

MAC3's exclusive line of pneumatic tools provides longer life and less maintenance over time. Each has 25% fewer parts than other brands on the market. MAC3 Products manufactures paving breakers, chipping hammers, and more. All products are backed by a limited warranty to ensure customer satisfaction. MAC3 provides the highest quality tools on the market.

**American Pneumatic Tool**

**Con X Equipment Inc.**

**Harper Air Tool Mfg.**

**Kent Demolition Tools**

**Michigan Pneumatic Tool**

**Sullivan-Palatek Air Compressor**

**Viking Representatives**

**Wagman Metal Products**

PAVING BREAKERS, ELECTRIC

**Brokk Inc.**

**Hilti Inc.**

**Manufacturer's Sales**

PAVING BREAKERS, GAS

**Brunner & Lay Inc.**

PAVING BREAKERS, HYDRAULIC

**Arrow Master Inc.**

**Connect Work Tools**

**Kent Demolition Tools**

**Okada America Inc.**

ROCK DRILLS (JACKHAMMERS)

**American Pneumatic Tool**

**Manufacturer's Sales**

**Montabert**

**Sullivan-Palatek Air Compressor**

**Viking Representatives**

**Wagman Metal Products**

## EARTHMOVING EQUIPMENT

BACKHOE ACCESSORIES

**AMI Attachments**

**Aggressive Hydraulics**

**Case Construction Equipment**

**Felco**

**Great Northern Equipment  
Distributing Inc.**

**John Deere Construction  
& Forestry Division**

**Kent Demolition Tools**

BACKHOES

**Aggressive Hydraulics**

**Case Construction Equipment**

**JCB North America**

**John Deere Construction  
& Forestry Division**

**Komatsu America Corp.**

**Sany America Inc.**

**Terex Construction**

**Waldon Mfg. LLC**

## Westchester Tool Rentals

### BUCKETS, EXCAVATOR

**Aggressive Hydraulics**

**CP, a division of Paladin**

**Case Construction Equipment**

**ESCO Corp.**

**Geith Inc.**

**John Deere Construction  
& Forestry Division**

**Shamrock Steel Fabricators**

**Viking Representatives**

**Wagman Metal Products**

### BUCKETS, LOADER, ALL TYPES

**Aggressive Hydraulics**

**Case Construction Equipment**

**Great Northern Equipment  
Distributing Inc.**

**JRB, a division of Paladin**

**John Deere Construction  
& Forestry Division**

**Viking Representatives**

**Wagman Metal Products**

### COLD PLANERS

**Wirtgen America-Hamm  
Compaction Div.**

### CRAWLER DOZERS/LOADERS

**Aggressive Hydraulics**

**Case Construction Equipment**

**Dressta North America**

**John Deere Construction  
& Forestry Division**

**Komatsu America Corp.**

**Rayco Mfg. Inc.**

**Shantui America (AVANZA)**

### CRAWLERS, BACKHOE

**Aggressive Hydraulics**

**Case Construction Equipment**

**John Deere Construction  
& Forestry Division**

### EXCAVATORS

**Anchor Freight**

**Case Construction Equipment**

**Cummins Inc.**

**DEVELON North America**

**Doosan Infracore Construction  
Equipment America**

**HKX Inc.**

**Haulotte Group**

**Hitachi Construction  
& Mining Products**

**Hyundai Construction Equipment  
Americas**

**Innovative Equipment / TMX**

**JCB North America**

**John Deere**

**John Deere Construction  
& Forestry Division**

**KATO CES**

**KOBELCO USA**

**Kubota Tractor Corp.**

**REMU USA**

**Roland Machinery Co.**

**Sany America Inc.**

**Volvo Construction Equipment**

**XCMG North America Corp.**

### EXCAVATORS, ELECTRIC

**HEVI**

**Haulotte Group**

**Volvo Construction Equipment**

### EXCAVATORS, MINI

**Aquajet Systems**

**BEMCO Broussard Equipment  
Management Co.**

**Bobcat Co.**

**Case Construction Equipment**

**DEVELON North America**

**Hitachi Construction  
& Mining Products**

**IHI Compact Excavator Sales**

**Innovative Equipment / TMX**

**JCB North America**

**John Deere Construction  
& Forestry Division**

**KOBELCO USA**

**Kubota Tractor Corporation**

**Takeuchi**

**XCMG North America Corp.**

**YC Machinery & Equipment Inc.**

**Yanmar Compact Equipment**

### GRADING BLADES

**Aggressive Hydraulics**

**Case Construction Equipment**

**John Deere Construction  
& Forestry Division**

**Site Pro, from Worksaver, Inc.**

### GRADING EQUIPMENT

**Aggressive Hydraulics**

**Case Construction Equipment**

**Harley, a division of  
Paladin Attachments**

**Hoelscher Commercial Products**

**John Deere Construction  
& Forestry Division**

### LOADERS, ATTACHMENTS

**AMI Attachments**

**ASV**

**CE Attachments**

**CTI (Construction Technology Inc.)**

**Case Construction Equipment**

**Construction Implements Depot**

**Cummins Inc.**

**Great Northern Equipment  
Distributing Inc.**

**JCB North America**

**John Deere Construction  
& Forestry Division**

**McLaren Industries**

**Paladin Attachments**

**Paul Wever  
Construction Equipment Co. Inc.**

**Road Widener, LLC**

**Star Industries**

**Wolfgroup International**

### LOADERS, COMPACT TRACK

**ASV**

**John Deere**

**Kubota Tractor Corporation**

**Yanmar Compact Equipment**

### LOADERS, EXTENDED-REACH

**Aggressive Hydraulics**

**Case Construction Equipment**

**JCB North America**

**John Deere Construction  
& Forestry Division**

### LOADERS, FRONT-END (WHEEL)

**Aggressive Hydraulics**

**Case Construction Equipment**

**Cummins Inc.**

**DEVELON North America**

**Doosan Infracore Construction  
Equipment America**

**Dressta North America**

**Giant by Tobrocco**

**HEVI**

**John Deere**

**John Deere Construction  
& Forestry Division**

**Komatsu America Corp.**



# PRODUCTS

## **OTR Wheel Engineering**

**Sany America Inc.**

**Show-Me Shortline**

**Takeuchi**

**XCMG North America Corp.**

LOADERS, FRONT-END  
(WHEEL), ELECTRIC

**Cratos Equipment**

**Haulotte Group**

**Volvo Construction Equipment**

LOADERS, SKID-STEER

**ASV**

**Aggressive Hydraulics**

**All States Ag Parts**

**Bobcat Co.**

**Case Construction Equipment**

**Central Parts Warehouse**

**Ditch Witch**

**Gehl Co.**

**JCB North America**

**John Deere Construction  
& Forestry Division**

**KATO CES**

**Komatsu America Corp.**

**Kubota Tractor Corp.**

**Mustang Mfg. Co.**

**New Holland Construction**

**OTR Wheel Engineering**

**Vermeer**

**Wacker Neuson**

LOADERS, SKID-STEER, ELECTRIC

**Cratos Equipment**

LOADERS, TRACK

**Aggressive Hydraulics**

**Bobcat Co.**

**Case Construction Equipment**

**IHI Compact Excavator Sales**

**JCB North America**

**John Deere Construction  
& Forestry Division**

**Kubota Tractor Corp.**

**MMD Equipment**

**OTR Wheel Engineering**

**Takeuchi**

**Toro Co., The**

LOADERS, WHEEL, COMPACT

**Aggressive Hydraulics**

**Case Construction Equipment**

**Compact Power Inc.**

**Hyundai Construction Equipment  
Americas**

**JCB North America**

**John Deere Construction  
& Forestry Division**

**Komatsu America Corp.**

**Show-Me Shortline**

**Toro Co., The**

**Waldon Mfg. LLC**

**Yanmar Compact Equipment**

MOTOR GRADERS

**John Deere Construction  
& Forestry Division**

**Komatsu America Corp.**

**Sany America Inc.**

SOIL REMEDIATION EQUIPMENT

**Allu Group Inc.**

SOIL STABILIZERS

**Wirtgen America-Hamm  
Compaction Div.**

TRACK PADS

**John Deere Construction  
& Forestry Division**

**McLaren Industries**

**Right Track Systems Int.**

**Superior Tire & Rubber Corp.**

TRACKS, CRAWLER

**Global Track Warehouse USA**

**John Deere Construction  
& Forestry Division**

**McLaren Industries**

**Rig Source**

TRACTOR ATTACHMENTS

**AMI Attachments**

**Cummins Inc.**

**Great Northern Equipment  
Distributing Inc.**

**John Deere Construction  
& Forestry Division**

**Paladin Attachments**

**Remlinger Manufacturing**

TRACTORS, INDUSTRIAL

**Aggressive Hydraulics**

**John Deere Construction  
& Forestry Division**

TRACTORS, LOADER

**Aggressive Hydraulics**

**All States Ag Parts**

**Case Construction Equipment**

**Cummins Inc.**

**John Deere Construction  
& Forestry Division**

TRENCH DIGGERS

**Aggressive Hydraulics**

**Astec Underground**

**E-Z Trench Manufacturing**

**Vermeer**

TRENCH-SHORING EQUIPMENT

**Icon Equipment Distributors Inc.**

**Kundel Industries**

**Pro-Tec Equipment**

TRENCHER ATTACHMENTS

**Case Construction Equipment**

**Ditch Witch**

**Great Northern Equipment  
Distributing Inc.**

TRENCHER CHAINS

**Ballantine**

**Ditch Witch**

**Great Northern Equipment  
Distributing Inc.**

**Vermeer**

TRENCHERS, RIDE-ON

**Aggressive Hydraulics**

**Ditch Witch**

**Vermeer**

TRENCHERS, WALK-BEHIND

**Aggressive Hydraulics**

**Astec Underground**

**Barreto Mfg.**

**Brown Products**

**Ditch Witch**

**Great Northern Equipment  
Distributing Inc.**

**Ground Hog Inc.**

**Little Beaver**

**RLA Sales Inc.**

**TRENCH'N Edge Irrigation  
Trencher**

**Toro Co., The**

**Vermeer**

**Viking Representatives**

**Wagman Metal Products**

## VIBRATORY PLOWS

**Astec Underground**  
**Ditch Witch**  
**Vermeer**

## WHEELED EXCAVATORS

**Doosan Infracore Construction Equipment America**  
**John Deere Construction & Forestry Division**  
**Komatsu America Corp.**

## ENGINES

### ENGINE REPLACEMENT PARTS

**Commercial Diesel Parts & Service**  
**Great Northern Equipment Distributing Inc.**

**Lifan Power USA**  
**Stens**

**TVH Total Source Parts and Accessories**

**Tecumseh Products**  
**Thermal Solutions Manufacturing (TSM)**  
**Volvo Penta of the Americas**

### ENGINE SHUTDOWN SWITCHES

**LOFA Industries Inc.**  
**The Tilt Switch by Rusty Rental**

### ENGINE-STARTING AIDS, DIESEL

**KBi/Kold-Ban International Ltd.**

### ENGINES, DIESEL

**Alturair**  
**Alturdyn**  
**Cojali USA**

**Cummins Inc.**



**Cummins B6.7**

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

**Cummins Inc.**



**Cummins F3.8**

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

**Cummins Inc.**



**Cummins B4.5**

Stage V Certified. Power Ratings up to 200 hp/150 kW. Peak torque 575 lb-ft/780 Nm. Single Module, Non-EGR Aftertreatment. Traffic Control/Safety Equipment > Barricades, Barriers and Signs

**Deutz Corp.**

**Great Northern Equipment Distributing Inc.**  
**Hatz Diesel of America**  
**Headwind Solutions**  
**Highway Equipment & Supply Co.**  
**Isuzu Motors America**  
**John Deere Power Systems**  
**Kohler Engines**  
**Kubota Engine America Corp.**  
**Perkins Engines Co. Ltd.**  
**Rental Power Solutions**  
**Scania USA Inc.**  
**Southwest Products**  
**Volvo Penta of the Americas**  
**Wolter Power Systems**

## ENGINES, GASOLINE

**Alturair**  
**Bliss Distributing Co.**  
**Briggs & Stratton Commercial Power**  
**Great Northern Equipment Distributing Inc.**  
**Highway Equipment & Supply Co.**  
**Kawasaki Motors Corp. USA Engine Div.**  
**Kohler Engines**  
**Lifan Power USA**  
**Power Equipment Co.**  
**Subaru Power Products**  
**Tecumseh Products**  
**Volvo Penta of the Americas**

## ENGINES, LP-GAS

**Subaru Power Products**

## ENGINES, REBUILT

**TVH Total Source Parts and Accessories**  
**Volvo Penta of the Americas**

## MOTORS, ELECTRIC

**Aerial Equipment Parts**  
**TVH Total Source Parts and Accessories**

## FINANCIAL SERVICES

### AUCTIONEERS/EQUIPMENT BROKERS

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

### CONSULTANT, FINANCIAL/RENTAL

**Catalyst Strategic Advisors**  
**Detmer Consulting Inc.**  
**Stansberry Firm, The**  
**Woudenberg Properties**

### CONTRACT FORMS, RENTAL

**Baseplan Software Group**  
**In-A-Bind**

### FINANCING/LEASING

**Allied Financial Solutions**  
**ClearView Financial**  
**GE Capital Solutions**  
**John Deere Construction & Forestry Division**  
**LEAF Commercial Capital**  
**Pinnacle Business Finance Inc.**

# PRODUCTS

**Sany America Inc.**

**Textron Financial Corp.**

**Univest Capital**

INSURANCE, RENTAL

**ARA Insurance Services**

**Allied Insurance Brokers**

**American Transportation  
Insurance Group Inc.**

**EPIC**

**National Insurance Specialists**

**USI Affinity Rental Specialties**

**USI Rental Specialties**

MERGERS & ACQUISITIONS

**Catalyst Strategic Advisors**

**Latek Capital Corp.**

**Stansberry Firm, The**

## FLOOR CARE EQUIPMENT

**Aggressive Hydraulics**

**BCS America LLC**

**Beal Enterprises**

**Clarke**

**Dri-Eaz Products**

**Dustless Technologies**

**Husqvarna Construction Products**

**Joe Money Machinery**

**Karcher Floor Care Inc.  
/Windsor Industries**

**Kärcher Shark Pressure Washers**

**Magnetics Div. Global Equipment  
Marketing Inc.**

**Manufacturer's Sales**

**Master Magnetics**

**NSS Enterprises Inc.**

**Pacific Floor Care**

**Palmer Distribution**

**Porta-Nails Inc.**

**Powr-Flite**

**Primatch**

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

**Revolution Inc.**

**Sinclair Equipment**

**Sirocco-VacuBerm  
Reclaim Systems**

**Specialty Equipment Rentals**

**Superabrasive Inc.**

**TVH Total Source Parts  
and Accessories**

**United Floor Machine Co.**

**Viking Representatives**

**Wagman Metal Products**

**Warsaw Chemical Co. Inc.**

**Windsor**

**Wisconsin Lift Truck Corp.**

BROOMS, ELECTRIC

**Manufacturer's Sales**

**TVH Total Source Parts  
and Accessories**

BROOMS, PUSH

**Manufacturer's Sales**

BRUSHES, FLOOR-POLISHING

**TVH Total Source Parts  
and Accessories**

**Viking Representatives**

**Wagman Metal Products**

BRUSHES, SWEEPER

**Kärcher Shark Pressure Washers**

**TVH Total Source Parts  
and Accessories**

**Windsor**

BUFFERS, FLOOR

**Clarke**

**Karcher Floor Care Inc.  
/Windsor Industries**

**Kärcher Shark Pressure Washers**

**Manufacturer's Sales**

**NSS Enterprises Inc.**

**Powr-Flite**

**TVH Total Source Parts  
and Accessories**

**United Floor Machine Co.**

**Viking Representatives**

**Wagman Metal Products**

**Windsor**

CARPET DRYERS

**Beal Enterprises**

**Dri-Eaz Products**

**Karcher Floor Care Inc.  
/Windsor Industries**

**Manufacturer's Sales**

**Viking Representatives**

**Wagman Metal Products**

**Windsor**

CARPET INSTALLATION TOOLS  
/STRETCHERS

**Manufacturer's Sales**

**Specialty Equipment Rentals**

CARPET-CLEANING CHEMICALS

**Dri-Eaz Products**

**Karcher Floor Care Inc.  
/Windsor Industries**

**Manufacturer's Sales**

**Viking Representatives**

**Wagman Metal Products**

**Warsaw Chemical Co. Inc.**

CARPET-CLEANING EQUIPMENT  
(DRY-EXTRACTION TYPE)

**Clarke**

**Karcher Floor Care Inc.  
/Windsor Industries**

CARPET-CLEANING EQUIPMENT  
(STEAM EXTRACTION)

**Clarke**

**Karcher Floor Care Inc.  
/Windsor Industries**

**Powr-Flite**

**Viking Representatives**

**Wagman Metal Products**

**Windsor**

DECK-CLEANING EQUIPMENT

**Manufacturer's Sales**

EDGERS, FLOOR

**Allen Engineering Corporation**

**Clarke**

**Manufacturer's Sales**

FLOOR CHEMICALS

**Joe Money Machinery**

**Manufacturer's Sales**

**Warsaw Chemical Co. Inc.**

FLOOR FINISHERS/POLISHERS

**Allen Engineering Corporation**

**Revolution Inc.**

**Specialty Equipment Rentals**

**Superabrasive Inc.**

**Viking Representatives**

**Wagman Metal Products**

**Warsaw Chemical Co. Inc.**

**Windsor**

FLOOR-CLEANING EQUIPMENT

**Clarke**

**Kärcher North America, Inc.**

**Manufacturer's Sales**

**NSS Enterprises Inc.**

**Pacific Floor Care**

**Sirocco-VacuBerm  
Reclaim Systems**



## Windsor

FLOOR-SANDING ABRASIVES

**Manufacturer's Sales**

MARBLE CLEANERS

**Clarke**

NAILS, FLOORING

**Manufacturer's Sales**

**Porta-Nails Inc.**

**Primattech**

POLISHERS, FLOOR

**Allen Engineering Corporation**

**Clarke**

**Husqvarna Construction Products**

**Specialty Equipment Rentals**

**Viking Representatives**

**Wagman Metal Products**

**Windsor**

POLISHES AND WAXES, FLOOR

**Clarke**

**Manufacturer's Sales**

STRIPPERS, FLOOR

**Clarke**

**General Equipment Company**

**Karcher Floor Care Inc.  
/Windsor Industries**

**Manufacturer's Sales**

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

**Sinclair Equipment**

**Specialty Equipment Rentals**

**Windsor**

SWEEPERS, MAGNETIC

**Aggressive Hydraulics**

**Magnetics Div. Global Equipment  
Marketing Inc.**

**Manufacturer's Sales**

**Master Magnetics**

SWEEPERS, POWER

**Aggressive Hydraulics**

**Clarke**

**Kärcher North America, Inc.**

**Manufacturer's Sales**

**ODRA Road Sweepers**

**Wisconsin Lift Truck Corp.**

SWEEPERS, ROTARY-BOOM

**Aggressive Hydraulics**

**BCS America LLC**

## Clarke

**Manufacturer's Sales**

**United Rotary Brush Corp.**

TILE STRIPPER

**Manufacturer's Sales**

**Palmer Distribution**

**Sinclair Equipment**

**Specialty Equipment Rentals**

TILE-CLEANING EQUIPMENT

**Manufacturer's Sales**

VACUUMS, BACKPACK

**Clarke**

**Manufacturer's Sales**

**Revolution Inc.**

**Windsor**

VACUUMS, CANISTERS

**Clarke**

**Manufacturer's Sales**

VACUUMS, HEPA

**Clarke**

**Dustless Technologies**

**EDCO - EQUIPMENT  
DEVELOPMENT COMPANY, INC.**

**NSS Enterprises Inc.**

VACUUMS, INDUSTRIAL

**Manufacturer's Sales**

VACUUMS, UPRIGHT

**Clarke**

**Viking Representatives**

**Wagman Metal Products**

**Windsor**

VACUUMS, WET/DRY

**Beal Enterprises**

**Dustless Technologies**

**Manufacturer's Sales**

**Powr-Flite**

**Sirocco-VacuBerm  
Reclaim Systems**

**Viking Representatives**

**Wagman Metal Products**

**Windsor**

## GENERATORS/WELDERS

GENERATOR TESTERS

**Sotcher Measurement Inc.**

GENERATORS, ALL TYPES

**Alturair**

## Alturdyne

**Americas Generators**

**ANA, Inc.**



**HYBRID ENERGY SYSTEMS**

**Energy Boss - Hybrid Energy Systems**

Featuring a 15Kwh battery with a 41-year life cycle at a 3kW average load, the compact 30kVA/24kW hybrid energy system provides maximum power and sustainability. Energy Boss provides simultaneous three-phase and single-phase output voltages. An all-in-one trailer, telematics, and 10" LCD display make Energy Boss reliable and powerful.

**Apeiron Energy**

**Baldor Electric Co.**

**Capstone Green Energy**

**Cummins Inc.**

**Generac Power Systems**

**Gillette Generators Inc.**

**Godwin, a Xylem Brand**

**Great Northern Equipment  
Distributing Inc.**

**Great Plains Manufacturers  
- Distributors**

**Gull Wing Industries Inc.**

**Heart-Land Marketing Services**

**Highway Equipment & Supply Co.**

**Himoinsa Power Systems Inc.**

**Lifan Power USA**

**MMD Hybrid Dual Fuel  
Generators**

**Mesa Solutions**

**Pacific Power Group**

**Parker Power Systems**

**PowerContinuity Ltd.**

**Pramac America LLC**

**Production Power & Air**

**RLA Sales Inc.**

**Rajysan Inc.  
DBA MMD Equipment**

**Rental Power Solutions**

**SML Industries (Voltmaster)**

**Subaru Power Products**

**Tsurumi Pump**

**Viking Representatives**

**Volvo Penta of the Americas**

# PRODUCTS

**WINCO Inc.**

**Wacker Neuson**

**Wagman Metal Products**

**Wirant Sales**

**Yamaha Motor**

GENERATORS, BATTERY STORAGE

**ANA, Inc.**

**POWR2**

GENERATORS, DIESEL

**ANA, Inc.**

**AIRMAN**  
*AIRMAN Diesel Generators*

From 1971 to the present, AIRMAN has built the highest quality diesel generators. From 13 kVA to 400 kVA, ANA has an AIRMAN generator to fit your needs. All models offer 24-hour run-time at full load, as well as two-way fuel tank piping, allowing easy connection to an external fuel tank when operating in remote locations.

**Allmand Bros Inc.**

**Americas Generators**

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

**Caribe & Atlantic Sales Corp.**

**Cummins Inc.**

**Doosan Portable Power**

**FTG Equipment Solutions Inc.**

**Generac Power Systems**

**Global Pump**

**MMD Equipment**

**PowerContinuity Ltd.**

**Thermal Intelligence**

**Volvo Penta of the Americas**

GENERATORS, GASOLINE

**Americas Generators**

**Honda Power Equipment**

**Makinex**

**Mi-T-M Corp.**

**Power Equipment Co.**

GENERATORS, PROPANE

**Capstone Green Energy**

PLASMA CUTTERS, AIR

**Miller Electric Mfg. Co.  
- Rental Div.**

POWER DISTRIBUTORS, PORTABLE

**Alturdyne**

**Capstone Green Energy**

**Construction Electrical Products**

**Gull Wing Industries Inc.**

**JP Nolan & Co.**

**MMD Equipment**

**Manufacturer's Sales**

**POWR2**

**Rental Power Solutions**

**Tsurumi Pump**

WELDER/GENERATORS

**Headwind Solutions**

**Lifan Power USA**

**Lincoln Electric**

**Manufacturer's Sales**

**Miller Electric Mfg. Co.  
- Rental Div.**

**Multiquip Inc.**

**Viking Representatives**

**WINCO Inc.**

**Wagman Metal Products**

WELDERS

**Image Industries**

**Lincoln Electric**

**Miller Electric Mfg. Co.  
- Rental Div.**

**Multiquip Inc.**

**Red D Arc Welderentals**

**Viking Representatives**

**Wagman Metal Products**

WELDING ACCESSORIES

**Lincoln Electric**

**Manufacturer's Sales**

**Red D Arc Welderentals**

## HYDRAULIC TOOLS

BRUSH CUTTERS

**Case Construction Equipment**

**Fecon LLC**

**Vermeer**

COUPLERS

**Case Construction Equipment**

**Geith Inc.**

**Okada America Inc.**

LIFTGATES

**PowerMate® / L P International Inc.**

TOOL POWER SOURCES

**Hydra-Tech Pumps**

**Iron & Oak**

## LAWN AND GARDEN EQUIPMENT

AERATORS, LAWN

**Billy Goat Industries**

**BlueBird Turf Products**

**Classen**

**Great Northern Equipment  
Distributing Inc.**

**Ryan**

**Schiller Grounds Care Inc.**

**SourceOne Outdoor  
Power Equipment**

**Stihl Inc.**

**Stinger Equipment**

**Toro Co., The**

**Turfco Direct**

**Viking Representatives**

**Wagman Metal Products**

**Western Global**

**Yard Marvel Mfg.**

BLADES, LAWN MOWER/EDGER

**Great Northern Equipment  
Distributing Inc.**

BLOWERS, BACKPACK

**Kawasaki Motors Corp. USA  
Engine Div.**

**Maruyama US**

**Shindaiwa Inc.**

BLOWERS, CIRCULATING

**Sure Flame Products**

BLOWERS, HAND-HELD

**Karcher Floor Care Inc.  
/Windsor Industries**

**OREGON Outdoor Power  
Equipment**

BLOWERS, STRAW

**Harper Industries Inc.**

**TGMI**

**Turbo Technologies**

**Vermeer**

**Viking Representatives**

**Wagman Metal Products**

BLOWERS, WHEELED

**Billy Goat Industries**

**Great Northern Equipment  
Distributing Inc.**

**Little Wonder**

**Manufacturer's Sales**

**Schiller Grounds Care Inc.**

**Viking Representatives**

## Wagman Metal Products

### BRUSH CUTTERS, GAS

**Bradco, a division of  
Paladin Attachments**

**Brown Products**

**Cummins Inc.**

**Diamond Mowers**

**Great Northern Equipment  
Distributing Inc.**

**Little Wonder**

**Orec America Inc.**

**Schiller Grounds Care Inc.**

**Vermeer**

### CHIPPER KNIVES

**Great Northern Equipment  
Distributing Inc.**

**Jeff's Sharpening & Supply**

### CHIPPER REPLACEMENT PARTS

**Great Northern Equipment  
Distributing Inc.**

### CHIPPER/VACS

**Great Northern Equipment  
Distributing Inc.**

### CHIPPERS/SHREDDERS

**Bandit Industries**

**BlueBird Turf Products**

**Dosko**

**Eliet USA Inc.**

**Great Northern Equipment  
Distributing Inc.**

**MacKissic Inc.**

**Morbark Inc.**

**PowerTek Inc.**

**Rayco Mfg. Inc.**

**Split-Fire Sales Inc.**

**VC Marketing**

**Viking Representatives**

**Wagman Metal Products**

### CULTIVATORS, POWER

**Mantis**

### DETHATCHERS

**Brechbuhler Scales**

**Classen**

**Great Northern Equipment  
Distributing Inc.**

**Ryan**

**Viking Representatives**

**Wagman Metal Products**

**Yard Marvel Mfg.**

## EDGERS AND TRIMMERS

**Brown Products**

**E-Z Trench Manufacturing**

**Great Northern Equipment  
Distributing Inc.**

**Kawasaki Motors Corp. USA  
Engine Div.**

**Little Wonder**

**Manufacturer's Sales**

**Turf Teq**

**Turfco Direct**

### EROSION-CONTROL EQUIPMENT

**Hoelscher Commercial Products**

**Reinco Inc.**

**TGMI**

**Titan Post Drivers**

**Vermeer**

### EXCAVATOR ATTACHMENTS

**Allu Group Inc.**

**CP, a division of Paladin**

**Case Construction Equipment**

**Diamond Mowers**

**Great Northern Equipment  
Distributing Inc.**

**Harford Excavator Attachments**

**JCB North America**

**JRB, a division of Paladin**

**John Deere Construction  
& Forestry Division**

**Kenco Corp.**

**Kent Demolition Tools**

**Vermeer**

### EXCAVATORS, MINI

**Case Construction Equipment**

**Cummins Inc.**

**Innovative Equipment / TMX**

**JCB North America**

**John Deere Construction  
& Forestry Division**

**Komatsu America Corp.**

**Sany America Inc.**

**Vermeer**

### FENCES, PORTABLE

**Johnny On The Spot Inc.**

**Signature Fencing  
& Flooring Systems**

### FENCES, SILT

**Manufacturer's Sales**

## FERTILIZER APPLICATORS

**Great Northern Equipment  
Distributing Inc.**

### LOG SPLITTERS

**Barreto Mfg.**

**Great Northern Equipment  
Distributing Inc.**

**Iron & Oak**

**PowerTek Inc.**

**Special Products Co.**

**Split-Fire Sales Inc.**

**Toro Co., The**

**Viking Representatives**

**Wagman Metal Products**

**Webbs**

### MOWERS, FLAIL

**BCS America LLC**

**Bradco, a division of  
Paladin Attachments**

**Loftness**

**Orec America Inc.**

### MOWERS, HIGH-WEED

**BCS America LLC**

**Great Northern Equipment  
Distributing Inc.**

**Kuhns Power Equipment LLC**

**Viking Representatives**

**Wagman Metal Products**

### MOWERS, RIDING, GAS

**Great Northern Equipment  
Distributing Inc.**

**Hustler Turf Equipment**

**Scag Power Equipment**

**Walker Mfg. Co.**

**Wright Mfg.**

### MOWERS, ROTARY, GAS

**Great Northern Equipment  
Distributing Inc.**

**Sarlo Power Mowers Inc.**

### MOWERS, SICKLE BAR

**BCS America LLC**

### MULCHERS

**Diamond Mowers**

**Great Northern Equipment  
Distributing Inc.**

**Loftness**

**TGMI**

### OVER-SEEDERS, GRASS

**BlueBird Turf Products**



# PRODUCTS

## Classen

**Kasco Manufacturing**

**Ryan**

**Stinger Equipment**

**Toro Co., The**

**Turfco Direct**

**Viking Representatives**

**Wagman Metal Products**

## PRUNERS

**Manufacturer's Sales**

## RAKES, LANDSCAPE, ASPHALT

**Case Construction Equipment**

**Great Northern Equipment Distributing Inc.**

**Manufacturer's Sales**

## RAKES/THATCHERS, MOTORIZED

**Great Northern Equipment Distributing Inc.**

**Harley, a division of Paladin Attachments**

**Toro Co., The**

**Viking Representatives**

**Wagman Metal Products**

**Yard Marvel Mfg.**

## RENOVATORS, POWER, LAWN

**Great Northern Equipment Distributing Inc.**

**Turfco Direct**

**Viking Representatives**

**Wagman Metal Products**

## ROLLERS, LAWN

**Calwestern Sales Corp.**

**Great Northern Equipment Distributing Inc.**

**Hoelscher Commercial Products**

**Manufacturer's Sales**

## ROLLERS, MACHINERY

**Case Construction Equipment**

## SEEDERS, HYDRAULIC

**Classen**

**Finn Corp.**

**Harley, a division of Paladin Attachments**

**Ryan**

**TGMI**

**Turfco Direct**

**Viking Representatives**

**Wagman Metal Products**

## SHOVELS

**Kraft Tool Co.**

**Manufacturer's Sales**

**Seymour Mfg. Co. Inc.**

## SHREDDERS, COMPOST AND SOIL

**EZ-SCREEN**

## SHREDDERS, LEAF AND BRUSH

**Great Northern Equipment Distributing Inc.**

**John Deere Construction & Forestry Division**

## SNOW BLOWERS/PLOWS AND ATTACHMENTS

**Arctic Snow & Ice Control Products/ Sectional Sno-Flow**

**CE Attachments**

**Central Parts Warehouse**

**FFC, a division of Paladin Attachments**

**FallLine**

**Great Northern Equipment Distributing Inc.**

**Henke Mfg.**

**John Deere Construction & Forestry Division**

**Pro-Tech Mfg. and Distribution**

**SnowEx**

**TrynEx International**

## SPRAYERS, GARDEN

**H.D. Mfg. Co.**

## SPRAYERS, SALT

**SnowEx**

**TrynEx International**

## SPREADERS, FERTILIZER, SEED

**Gandy Co.**

**Great Northern Equipment Distributing Inc.**

**Kasco Manufacturing**

**Turfco Direct**

## SPREADERS, SAND, SALT

**Central Parts Warehouse**

**Great Northern Equipment Distributing Inc.**

**Kasco Manufacturing**

**SnowEx**

**TrynEx International**

## STUMP GRINDERS/CUTTERS

**Aazel Corp.**

**Bandit Industries**

**Case Construction Equipment**

**Great Northern Equipment Distributing Inc.**

**Hawk Equipment Corp.**

**Jeff's Sharpening & Supply**

**John Deere Construction & Forestry Division**

**Leonardi Mfg. Co. Inc.**

**Morbark Inc.**

**PowerTek Inc.**

**Rayco Mfg. Inc.**

**Site Pro, from Worksaver, Inc.**

**Stumper Industries**

**Toro Co., The**

**Vermeer**

**Viking Representatives**

**Wagman Metal Products**

## THATCHERS

**SourceOne Outdoor Power Equipment**

**Yard Marvel Mfg.**

## TILLERS, ROTARY

**BCS America LLC**

**Barreto Mfg.**

**Beal Enterprises**

**Direct Edge Inc.**

**Great Northern Equipment Distributing Inc.**

**Honda Power Equipment**

**MacKissic Inc.**

**Mantis**

**Manufacturer's Sales**

**RotaDairon Emrex**

**Yard Marvel Mfg.**

## TILLERS, ROTARY/ACCESSORIES

**Yard Marvel Mfg.**

## TRACTORS, GARDEN, UTILITY

**John Deere Worldwide Agriculture and Turf Division**

## TREE-TRIMMING EQUIPMENT

**American Tools Co.**

**Jeff's Sharpening & Supply**

**Loftness**

**OREGON Outdoor Power Equipment**

**Sidney Mfg.**

**Vermeer**

## TRIMMERS, HEDGE, ELECTRIC

**Great Northern Equipment Distributing Inc.**

**Little Wonder**  
**Manufacturer's Sales**  
**Maruyama US**

TRIMMERS, HEDGE, GAS

**Great Northern Equipment**  
**Distributing Inc.**

**Little Wonder**  
**Manufacturer's Sales**  
**Maruyama US**

TRIMMERS, STRING

**Beal Enterprises**

**Great Northern Equipment**  
**Distributing Inc.**

TUB GRINDERS

**Bandit Industries**

**Morbark Inc.**

**Rayco Mfg. Inc.**

**Vermeer**

UTILITY VEHICLES

**Club Car**

**Cushman**

**Kawasaki Motors Corp., USA**

**Kubota Tractor Corporation**

**Orec America Inc.**

**Polaris Commercial**

VACUUMS, LITTER COLLECTION, OUT-  
 DOOR

**Billy Goat Industries**

**Little Wonder**

VACUUMS, POWER, LAWN

**Great Northern Equipment**  
**Distributing Inc.**

**Little Wonder**

**MacKissic Inc.**

WEED BURNERS, SPRAYERS

**Sure Flame Products**

WHEELBARROWS

**Beagle Tools**

**Cratos Equipment**

**Mantis**

**Manufacturer's Sales**

**Metal Forms Corp.**

**Sterling Handling Equipment**

**Stinger Equipment**

MANUFACTURERS' REP

**ADI Inc.**

**Action Marketing AG**

**Advanced Test Equipment**  
**Rentals**

**Attema Sales LLC**

**Beal Enterprises**

**Brancaccio Associates**

**Brechbuhler Scales**

**Broome & Associates**

**Brown, Harold - Harold Brown Sales**

**CLM Equipment Co.**

**Cardinal Sales**

**DSC - DiStefano Sales Co.**

**DZ Sales**

**Devitt & Associates**

**Douglass Inc.**

**FleetTrade.com**

**Giuffre Bros Cranes Inc.**

**Heart-Land Marketing Services**

**Heritage Marketing Group**

**J&J Sales Co. Inc.**

**Kremmel, George**  
**- George Kremmel Sales**

**Landmark Sales**

**Martin Implement Sales**

**McClees Equipment Sales**

**ProQuip**

**QuipLock LLC**

**RA Gulick Sales-Douglassville**

**ReachMaster Inc.**

**Rickert Co.**

**Sales to Industry Inc.**

**Sur-Loc Inc.**

**United Safety Authority**

**Viking Representatives**

**Wagman Metal Products**

**WestPac Construction Sales**

**William J Shaw Co. Inc.**

**Wirant Sales**

## MATERIAL HANDLING EQUIPMENT

APPLIANCE CARTS

**Great Northern Equipment**  
**Distributing Inc.**

**MECALAC North America**

CONVEYORS, PORTABLE

**Multilift Inc.**

DOLLIES, ALL TYPES

**Great Northern Equipment**  
**Distributing Inc.**

**Manufacturer's Sales**

**Midwest Folding Products**

**PowerMate® / L P International Inc.**

FORKLIFT ATTACHMENTS

**Great Northern Equipment**  
**Distributing Inc.**

**Manitou Americas Inc.**

**Precision Components**

**Star Industries**

**TVH Total Source Parts**  
**and Accessories**

**Unique Engineering LLC**

**Xtreme Manufacturing**

FORKLIFT REPLACEMENT PARTS

**DZ Sales**

**Material Handling Exchange**

**Precision Components**

**TVH Total Source Parts**  
**and Accessories**

**Ultimate Services Inc.**

**Xtreme Manufacturing**

FORKLIFTS

**Case Construction Equipment**

**Cummins Inc.**

**HC Forklift America**

**Harlo Products**

**JCB North America**

**Manitou Americas Inc.**

**Manitou North America**

**Sany America Inc.**

**TCM Forklift Trucks**

**Unique Engineering LLC**

FORKLIFTS, ELECTRICAL

**Aggressive Hydraulics**

**Big Lift DBA Big Joe Forklifts**

**HC Forklift America**

**TCM Forklift Trucks**

FORKLIFTS, EXTENDED-REACH

**Aggressive Hydraulics**

**North Central Agents**

FORKLIFTS, INDUSTRIAL

**Aggressive Hydraulics**

**Harlo Products**

**Sany America Inc.**

**TCM Forklift Trucks**

**Unique Engineering LLC**

**Wisconsin Lift Truck Corp.**

# PRODUCTS

## FORKLIFTS, MANUAL

### **Aggressive Hydraulics**

## FORKLIFTS, ROUGH-TERRAIN

### **Aggressive Hydraulics**

**BEMCO Broussard Equipment Management Co.**

**HC Forklift America**

**Harlo Products**

**JCB North America**

**Precision Components**

**Sany America Inc.**

**Sellick Equipment Ltd.**

**Unique Engineering LLC**

**Waldon Mfg. LLC**

**Wisconsin Lift Truck Corp.**

## FORKLIFTS, TELESCOPIC HANDLERS

### **Aggressive Hydraulics**

**American Rental Services**

**JCB North America**

**JLG**



### **SKYTRAK® 6034 TELEHANDLER**

One telehandler can't do it all, but the remastered Skytrak gets close. The upgraded model has been reimagined and redesigned to reduce transportation costs and streamline serviceability, resulting in machines that are more cost-effective while still being able to consistently measure up to the evolving demands of America's demanding worksites.

**MAGNI America, LLC**

**Precision Components**

**Sany America Inc.**

**Sellick Equipment Ltd.**

**Skyjack Inc.**

**Web Equipment**

**Xtreme Manufacturing**

## FORKLIFTS, TRUCK-MOUNTED

### **Aggressive Hydraulics**

**Sany America Inc.**

**Sellick Equipment Ltd.**

## GRAPPLES

### **Aggressive Hydraulics**

**Bradco, a division of  
Paladin Attachments**

**Case Construction Equipment**

**Connect Work Tools**

**FFC, a division of  
Paladin Attachments**

**Great Northern Equipment  
Distributing Inc.**

**JRB, a division of Paladin**

**Okada America Inc.**

**Shamrock Steel Fabricators**

**Sidney Mfg.**

**Site Pro, from Worksaver, Inc.**

**Star Industries**

## HOISTS, AIR

### **Aggressive Hydraulics**

## HOISTS, ELECTRIC

### **Aggressive Hydraulics**

**Beta Max Hoist**

**Manufacturer's Sales**

## HOISTS, HAND

### **Aggressive Hydraulics**

**Paragon Pro Manufacturing  
Solutions Inc.**

**Sumner Mfg.**

## HOISTS, HOOKLIFT

### **Aggressive Hydraulics**

**Stellar Industries**

**Swaploader USA Ltd.**

## HOISTS, POWER

### **Aggressive Hydraulics**

**Manufacturer's Sales**

**Reimann & Georger Corp.**

## HOISTS, TELESCOPING

### **Aggressive Hydraulics**

**Giant by Tobrocco**

**Sumner Mfg.**

## MATERIAL-HANDLING EQUIPMENT

**AL-Vac A/S**

**Absolute E-Z Up**

**Aggressive Hydraulics**

**Case Construction Equipment**

**Cherry's Industrial Equipment**

**Cushman**

**Danuser**

**Elkay Products**

**Genie**

**JCB North America**

**Makinex**

**Manufacturer's Sales**

**Material Handling Exchange**

**PowerMate® / L P International Inc.**

**RA Gulick Sales-Douglassville**

**Ramrod Equipment  
a Div. of Leon's Mfg. Co. Inc.**

**ReachMaster Inc.**

**Rockster Recycler North America**

**SBC Slings & Binders Co.**

**Sumner Mfg.**

**Terex Construction**

**Thern**

**Unique Engineering LLC**

**Walter Terry Distributor**

## RAMPS, LOADING

**Great Northern Equipment  
Distributing Inc.**

**Manufacturer's Sales**

**Xtreme Manufacturing**

## SKATES, MACHINERY

**Hilman Rollers**

## SKID-STEER ATTACHMENTS

### **CE Attachments**

**Case Construction Equipment**

**Central Parts Warehouse**

**Connect Work Tools**

**Construction Implements Depot**

**CustomWorks,  
a division of Paladin**

**Epiroc**

**Great Northern Equipment  
Distributing Inc.**

**JCB North America**

**Kent Demolition Tools**

**McLaren Industries**

**Okada America Inc.**

**Paladin Attachments**

**Remlinger Manufacturing**

**Road Widener, LLC**

**Shamrock Steel Fabricators**

**Sidney Mfg.**

**Star Industries**

**Stumper Industries**

**U.S. Pride Products**



## Vermeer

STRAPS, DOLLY, MOVERS

**Cherry's Industrial Equipment**

**Great Northern Equipment Distributing Inc.**

**SBC Slings & Binders Co.**

## MISCELLANEOUS CONTRACTOR EQUIPMENT

ANCHORING TOOLS

**Manufacturer's Sales**

ANCHORS

**Hilti Inc.**

AUGERS

**Case Construction Equipment**

**Danuser**

**Great Northern Equipment Distributing Inc.**

**Kremmel, George - George Kremmel Sales**

**Manufacturer's Sales**

**McMillen, a division of Paladin**

**Pengo Corp.**

**Star Industries**

BENDERS, PIPE, BAR SHEAR, CONDUIT, REBAR

**Benner-Nawman**

**Fascut Industries Inc.**

**Manufacturer's Sales**

**Van Mark Products Corp.**

BLASTING EQUIPMENT, DRY

**SodaBlast Systems**

**Windy Ridge Corp.**

BLASTING EQUIPMENT, WET

**FS Solutions**

**SodaBlast Systems**

BORERS, EARTH, HORIZONTAL

**Icon Equipment Distributors Inc.**

**Porta-Mole Underground Boring Systems**

**Prairie Dog Boring Equipment Inc.**

**TT Technologies**

**Vermeer**

BORING ACCESSORIES

**Aggressive Hydraulics**

**Prairie Dog Boring Equipment Inc.**

BORING SYSTEMS, DIRECTIONAL

**Aggressive Hydraulics**

**Ditch Witch**

**Dover Conveyor Inc.**

**TT Technologies**

**Tiger Equipment**

BRAKES, ALUMINUM BENDING

**Alum-A-Pole Corp.**

**Manufacturer's Sales**

**ProQuip**

**Van Mark Products Corp.**

CRUSHING PLANTS, PORTABLE

**Allu Group Inc.**

**Mid-West Equipment & Industrials (Mellott Co)**

**Rockster Recycler North America**

DIGGERS, POST HOLE, HYDRAULIC

**Aggressive Hydraulics**

**Ground Hog Inc.**

**Little Beaver**

**Manufacturer's Sales**

**Valley Engineering**

DIGGERS, POST HOLE, MOUNTED

**Aggressive Hydraulics**

**Manufacturer's Sales**

**Viking Representatives**

**Wagman Metal Products**

DIGGERS, POST HOLE, NONPOWERED

**Aggressive Hydraulics**

DIGGERS/AUGERS, POST HOLE, POWER

**Aggressive Hydraulics**

**Great Northern Equipment Distributing Inc.**

**Ground Hog Inc.**

**Rice Hydro Inc.**

DRYWALL EQUIPMENT

**Dustless Technologies**

**Manufacturer's Sales**

**Paragon Pro Manufacturing Solutions Inc.**

DUST-COLLECTION PROTECTIVE EQUIPMENT

**BossTek**

**Dustless Technologies**

**Makinex**

DUST-COLLECTION SYSTEMS

**BossTek**

**Dustless Technologies**

**Hilti Inc.**

ELECTRICAL CONNECTORS AND TAPES

**Lighting and Production Resources LLC**

**Manufacturer's Sales**

**Trail King Industries**

ELECTRICAL TEST EQUIPMENT

**Advanced Test Equipment Rentals**

**Lighting and Production Resources LLC**

**PowerCET Corp.**

EXTENSION CORDS

**Beal Enterprises**

**Calwestern Sales Corp.**

**Construction Electrical Products**

**Great Northern Equipment Distributing Inc.**

**Lighting and Production Resources LLC**

**Lind Equipment**

**Manufacturer's Sales**

**Revolution Inc.**

FLOODLIGHTS, PORTABLE

**Construction Electrical Products**

**Godwin, a Xylem Brand**

**Lind Equipment**

**Manufacturer's Sales**

FUEL CONTAINERS

**Dymac North America**

**Great Northern Equipment Distributing Inc.**

**Transcube**

**Valley Engineering**

**Western Global**

LASERS

**Hilti Inc.**

**Laser Reference Inc.**

**Manufacturer's Sales**

**Technidea Corp.**

LEVELS/TRANSITS

**Affinity Tool Works**

**Beal Enterprises**

**Manufacturer's Sales**

**Technidea Corp.**

LIGHT TOWERS, MOBILE

**Airstar America Inc.**

**Allmand Bros Inc.**

**Construction Electrical Products**

**Doosan Portable Power**

# PRODUCTS

## **FTG Equipment Solutions Inc.**

**Generac Mobile**

**Generac Power Systems**

**Godwin, a Xylem Brand**

**Lind Equipment**

**MMD Equipment**

**Manufacturer's Sales**

**SeeDevil Lighting & Power**

**Terex/Genie Corp.**

**Thermal Intelligence**

**Viking Representatives**

**Wagman Metal Products**

LIGHTING SYSTEMS

**Airstar America Inc.**

**Allmand Bros Inc.**

**SeeDevil Lighting & Power**

**TVH Total Source Parts and Accessories**

LIGHTS, EMERGENCY

**Airstar America Inc.**

**Manufacturer's Sales**

**SeeDevil Lighting & Power**

**TVH Total Source Parts and Accessories**

LOCATORS, PROPERTY MARKERS

**Schonstedt Instrument Co.**

LOCATORS, REBAR

**Hilti Inc.**

MEASURING WHEELS

**Manufacturer's Sales**

NETTING, DEBRIS

**United Safety Authority**

PADS, SCRUBBING, POLISHING

**Allen Engineering Corporation**

PAVERS, ASPHALT

**LeeBoy**

**Wirtgen America-Hamm Compaction Div.**

PLOWS, VIBRATORY

**Vermeer**

POST DRIVERS

**Okada America Inc.**

**Power Equipment Co.**

**Rhino Tool Co.**

**Titan Post Drivers**

POST PULLERS

**Remlinger Manufacturing**

## **Rhino Tool Co.**

SCREWDRIVERS, ELECTRIC

**Hilti Inc.**

SHOP SUPPLIES

**Manufacturer's Sales**

SLINGS, UTILITY

**Manufacturer's Sales**

**SBC Slings & Binders Co.**

SOLAR-POWERED EQUIPMENT

**King Solarman**

STANCHIONS

**Innovative Systems**

STEEL BANDING, TOOLS

**Manufacturer's Sales**

SURVEYING INSTRUMENTS/LASERS

**Technidea Corp.**

TAPE, CAUTION

**Manufacturer's Sales**

**Ultimate Services Inc.**

TOILETS, PORTABLE

**Johnny On The Spot Inc.**

TORCHES, UTILITY

**Sure Flame Products**

**Viking Representatives**

**Wagman Metal Products**

## **MISCELLANEOUS HOMEOWNER EQUIPMENT**

BEDS, ROLLAWAY

**WEHSCO**

CAULKING GUNS

**Manufacturer's Sales**

LADDERS, STEP

**Manufacturer's Sales**

**Michigan Ladder Company**

LADDERS, WOOD

**Manufacturer's Sales**

**Michigan Ladder Company**

SCREENING PLANTS, PORTABLE

**EZ-SCREEN**

**Screen Machine Industries Inc.**

SCREENS, SHAKER

**EZ-SCREEN**

TARPS

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

**Manufacturer's Sales**

TOOLS, HAND

**Affinity Tool Works**

**Bon Tool Company**

**Manufacturer's Sales**

WINCHES, ELECTRIC

**Manufacturer's Sales**

## **MOVING EQUIPMENT**

LOAD BINDERS

**SBC Slings & Binders Co.**

MATS AND MATTING

**Alturamats Inc.**

**Jeff's Sharpening & Supply**

**Newpark Mats & Integrated Services**

**SVE Portable Roadway Systems Inc.**

MOVERS, APPLIANCE

**Manufacturer's Sales**

**PowerMate® / L P International Inc.**

PACKING MATERIALS

**Manufacturer's Sales**

PADS, FURNITURE

**Manufacturer's Sales**

**Sandhill Quilting Moving Pads Supplies & Equipment**

STORAGE CONTAINERS

**Port-A-Store**

## **OTHER**

ABSORBENTS

**Tiresocks Inc.**

ANTI-THEFT DEVICES

**Cellutrak**

**DPL Telematics**

**QuipLock LLC**

ASBESTOS-REMOVAL EQUIPMENT

**Specialty Equipment Rentals**

CAPS, PROMOTIONAL

**Long River Promotions**

CARBIDE BITS

**Hilti Inc.**

**Manufacturer's Sales**

CLEANING SOLUTIONS/CHEMICALS

**Karcher Floor Care Inc. /Windsor Industries**

CLOTHES RACKS, PORTABLE

**Magnuson Group Inc.**

**Martin Implement Sales**

## Quality Fabricators

CLOTHING, PROTECTIVE

**Manufacturer's Sales**

**WE Chapps**

COOLING EQUIPMENT

**Heat Wagon**

**Smart Lift US**

**Sure Flame Products**

DECALS

**Armored Decal Co.**

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

**Sotcher Measurement Inc.**

**TVH Total Source Parts  
and Accessories**

EQUIPMENT DELIVERY SERVICE

**Anchor Freight**

EXHIBIT BOOTH EQUIPMENT

**High-End Labor Pool LLC**

**Innovative Systems**

FIXTURES, STORE

**Construction Accessories Inc.**

**GMG Store Design**

FLUID-DISPENSING SYSTEMS

**Western Global**

GLOVES, WORK

**Safety Works**

**US Praxis**

GONDOLAS/SHELVING

**Store Fixtures Unlimited**

GROUND-FAULT CIRCUIT INTERRUPTERS

**Construction Electrical Products**

**Ultimate Services Inc.**

HOSE, ALL TYPES

**Abbott Rubber Co.**

**Capital Rubber Corp.**

**Godwin, a Xylem Brand**

**Goldstein-Schwartz Inc.**

**Manufacturer's Sales**

HOOR METERS

**TVH Total Source Parts  
and Accessories**

**Ultimate Services Inc.**

LUBRICANTS

**D-A Lubricant Co. Inc.**

**Manufacturer's Sales**

**Okada America Inc.**

**Petron Plus Global Inc.**

**Sullivan-Palatek Air Compressor**

**Tecumseh Products**

METAL DETECTORS

**Garrett Metal Detectors**

**Manufacturer's Sales**

MOBILE STORAGE UNITS

**Manufacturer's Sales**

PARTITIONS, PORTABLE

**Johnny On The Spot Inc.**

PERSONAL PROTECTIVE EQUIPMENT  
(RESPIRATORS, HOODS, GLASSES)

**Manufacturer's Sales**

**SodaBlast Systems**

**US Praxis**

PROPANE TORCHES

**Heat Wagon**

**Viking Representatives**

**Wagman Metal Products**

RADIOS, TWO-WAY

**Manufacturer's Sales**

RESTROOM TRAILERS, PORTABLE

**Johnny On The Spot Inc.**

ROOM DIVIDERS

**Innovative Systems**

SECURITY SYSTEMS

**ECAMSECURE**

SERVICE TAGS

**Sotcher Measurement Inc.**

SHREDDERS, PAPER

**Oztec Industries Inc.**

STAGES AND PLATFORMS, FOLDING

**Midwest Folding Products**

STORAGE TANKS, ABOVEGROUND

**Transcube**

**Valley Engineering**

**Western Global**

TEST EQUIPMENT

**Advanced Test Equipment  
Rentals**

**Seaward Group USA**

**Sotcher Measurement Inc.**

TIME CLOCKS

**All Makes Machine**

TRADE-SHOW EQUIPMENT

**Innovative Systems**

TRAINING SYSTEMS

**Almon**

**Detmer Consulting Inc.**

UNIFORMS

**Long River Promotions**

**PAINTING/PRESSURE  
WASHING EQUIPMENT**

HOSE ACCESSORIES

**Great Northern Equipment  
Distributing Inc.**

**Lifan Power USA**

LEAD PAINT REMOVAL EQUIPMENT

**Dustless Technologies**

LINE STRIPERS

**Manufacturer's Sales**

MIST BLOWERS, BACKPACK

**H.D. Mfg. Co.**

NOZZLES

**Great Northern Equipment  
Distributing Inc.**

NOZZLES, PRESSURE WASHER

**Lifan Power USA**

**Manufacturer's Sales**

PAINT ACCESSORIES

**Calwestern Sales Corp.**

**Great Northern Equipment  
Distributing Inc.**

PAINT SPRAY GUNS

**Graco Inc.**

**Great Northern Equipment  
Distributing Inc.**

**Titan Tool**

PAINT SPRAY OUTFITS, AIRLESS

**Graco Inc.**

**Great Northern Equipment  
Distributing Inc.**

**Hydraflow Equipment Co.**

**Titan Tool**

**Paint Sprayers, Low-Pressure**

**Titan Tool**

PRESSURE WASHER ACCESSORIES

**Easy-Kleen Pressure Systems**

**HydraMotion Cleaning Systems**

**Lifan Power USA**

**Shark Pressure Washers**

**Suttner America Co.**

**Viking Representatives**

**Wagman Metal Products**



# PRODUCTS

## PRESSURE WASHER CHEMICALS

**HydraMotion Cleaning Systems**

**Viking Representatives**

**Wagman Metal Products**

## PRESSURE WASHER PUMPS

**Cat Pumps-High Pressure Pumps & Systems**

**Lifan Power USA**

**Manufacturer's Sales**

**Viking Representatives**

**Wagman Metal Products**

## PRESSURE WASHER WANDS

**HydraMotion Cleaning Systems**

**Lifan Power USA**

**Viking Representatives**

**Wagman Metal Products**

## PRESSURE WASHERS

**Dirt Killer Pressure Washers**

**Easy-Kleen Pressure Systems**

**Great Northern Equipment Distributing Inc.**

**Kärcher North America, Inc.**

**Lifan Power USA**

**Manufacturer's Sales**

**Mi-T-M Corp.**

**Power Source Industries**

**Pressure Island**

**Pro Power Products**

**RLA Sales Inc.**

**Riveer**

**Simpson Cleaning Systems LLC**

**Sirocco-VacuBerm Reclaim Systems**

**Tilton Equipment Co.**

**Viking Representatives**

**Wagman Metal Products**

**Water Cannon**

## SPRAY TIPS, AIRLESS

**Great Northern Equipment Distributing Inc.**

## SPRAYERS, ACOUSTIC, TEXTURE

**Viking Representatives**

**Wagman Metal Products**

## SPRAYERS, INDUSTRIAL

**Graco Inc.**

**H.D. Mfg. Co.**

## TELESCOPING WANDS

**Manufacturer's Sales**

## **Shark Pressure Washers**

## TEST PUMPS, PRESSURE

**Easy-Kleen Pressure Systems**

## WALLPAPER STEAMERS

**Beal Enterprises**

**Manufacturer's Sales**

**PMC Marketing & Sales Inc.**

**Zippy (Products of Steam Specialties Inc.)**

## WALLPAPER TOOLS, ACCESSORIES

**Manufacturer's Sales**

## **PARTY SUPPLIES**

### BANNER POLES

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

### BLEACHERS

**Kayler Geoscience & Land Surveying PLLC**

### CANDELABRAS

**Apex Fountain Sales**

### CANOPIES

**E-Z UP International Inc.**

### CATERING PRODUCTS

**Apex Fountain Sales**

### CHAIR-CLEANING MACHINES

**L&M Mfg. Co. Inc.**

### CHAIRS, FOLDING

**Alloyfold**

**Kenian Imports Inc.**

**National Event Supply**

### COOKERS, PROPANE

**Big John Grills & Rotisseries**

### DANCE FLOORS, PORTABLE

**Signature Fencing & Flooring Systems**

**SnapLock Industries Inc.**

### DISHES, CHINA

**National Event Supply**

### FOGGERS

**TLC Creative Productions**

### FOUNTAINS, BEVERAGE

**Apex Fountain Sales**

### GRIDDLES

**Big John Grills & Rotisseries**

### GRILLS, ROTISserie

**Big John Grills & Rotisseries**

**Crown Verity Inc.**

## LECTERNS

**Sound-Craft Systems**

## PARTY SUPPLIES, MISCELLANEOUS

**Apex Fountain Sales**

**D & K Imports Inc.**

**Magnuson Group Inc.**

**Steeldeck Inc.**

## TABLES, FOLDING

**Midwest Folding Products**

**National Event Supply**

**Southern Aluminum**

## TENT ACCESSORIES

**Hogan Co. Inc.**

**NTI Global**

## TENTS, CANOPY

**J&J Sales Co. Inc.**

**NTI Global**

## TENTS, PARTY

**Camelot Special Events & Tents Inc.**

**NTI Global**

## WEDDING SUPPLIES, MISCELLANEOUS

**Apex Fountain Sales**

## PLUMBING EQUIPMENT

**General Pipe Cleaners /General Wire Spring**

**Plug-It Products**

**Schonstedt Instrument Co.**

**TT Technologies**

**Viking Representatives**

**Wagman Metal Products**

**Wheeler Mfg., Div. Rex Int'l USA Inc.**

## LOCATORS, PIPE AND CABLE

**General Pipe Cleaners /General Wire Spring**

**Manufacturer's Sales**

**Schonstedt Instrument Co.**

## PIPE PLUGS

**Plug-It Products**

## **PLUMBING EQUIPMENT**

### PIPE PULLERS

**TT Technologies**

**SEWER AND DRAIN CLEANING EQUIPMENT**

**Electric Eel Mfg., Inc.**

**General Pipe Cleaners /General Wire Spring**

**Viking Representatives**

## Wagman Metal Products

THAWERS, PIPE

**General Pipe Cleaners  
/General Wire Spring**

**Manufacturer's Sales**

**Viking Representatives**

**Wagman Metal Products**

THREADERS, PIPE

**Manufacturer's Sales**

**Wheeler Mfg.,  
Div. Rex Int'l USA Inc.**

VIDEO PIPE-INSPECTION EQUIPMENT

**Electric Eel Mfg., Inc.**

**General Pipe Cleaners  
/General Wire Spring**

**Viking Representatives**

**Wagman Metal Products**

WATER JETTERS

**Electric Eel Mfg., Inc.**

**General Pipe Cleaners  
/General Wire Spring**

**Viking Representatives**

**Wagman Metal Products**

WRENCHES, PIPE

**Manufacturer's Sales**

## POWER TOOLS

AIR AND ELECTRIC TOOL ACCESSORIES

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

**Sullivan-Palatek Air Compressor**

**Vulcan Demolition Tools**

BITS, DRILLS AND AUGERS

**Hilti Inc.**

**Little Beaver**

**Mag-Bit**

CORE BITS, DIAMOND

**Diamond Systems Inc.**

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

**Hilti Inc.**

**Manufacturer's Sales**

**Viking Representatives**

**Wagman Metal Products**

DRILLS, AIR

**Kent Demolition Tools**

DRILLS, CONCRETE CORE, ROCK

**E-Z Drill**

**Minnich Manufacturing**

## Sullivan-Palatek Air Compressor

**Windy Ridge Corp.**

DRILLS, CORDLESS

**Hilti Inc.**

DRILLS, DIAMOND CORE BITS

**Diamond Systems Inc.**

**Hilti Inc.**

**Multiquip Inc.**

**Viking Representatives**

**Wagman Metal Products**

DRILLS, ELECTRIC

**Hilti Inc.**

**Manufacturer's Sales**

**Metabo Corp.**

DRILLS, GAS

**Diamond Systems Inc.**

DRILLS, HYDRAULIC

**Montabert**

DRILLS, MISCELLANEOUS

**Manufacturer's Sales**

FASTENING TOOLS

**Hilti Inc.**

**Manufacturer's Sales**

GRINDERS, ELECTRIC

**Hilti Inc.**

**Manufacturer's Sales**

**Metabo Corp.**

NAILERS

**Manufacturer's Sales**

**Powernail Co.**

**Revolution Inc.**

NIBBLERS, ELECTRIC

**Manufacturer's Sales**

PIERCING TOOLS, PNEUMATIC

**Vermeer**

PLANERS, PORTABLE, ELECTRIC

**Manufacturer's Sales**

POWER TOOL ACCESSORIES

**Hilti Inc.**

**Manufacturer's Sales**

**Milwaukee Electric Tool Corp.**

POWER TOOLS

**DeWalt Industrial Power Tools**

**Hilti Inc.**

**Makita USA**

**Metabo Corp.**

## Milwaukee Electric Tool Corp.

**PowerMate® / L P International Inc.**

STAPLERS

**Fasco America**

## PUMPS

**ABS USA**

**BJM Pumps LLC**

**Broome & Associates**

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

**Global Pump**

**Godwin, a Xylem Brand**

**Gorman-Rupp Pumps**

**Great Northern Equipment  
Distributing Inc.**

**Grindex Pumps**

**Highway Equipment & Supply Co.**

**Holland Pump**

**Honda Power Equipment**

**Koshin America Corp.**

**Lifan Power USA**

**Moving Water Industries**

**Multiquip Inc.**

**Myers-Seth Pump**

**Rice Hydro Inc.**

**Riverside Pump Mfg. Inc.**

**TVH Total Source Parts  
and Accessories**

**TrunkPump**

**Tsurumi Pump**

**Viking Representatives**

**Wagman Metal Products**

**Wheeler Mfg.,  
Div. Rex Int'l USA Inc.**

**Yamaha Motor**

PUMPS, CENTRIFUGAL

**Global Pump**

**Godwin, a Xylem Brand**

**Gorman-Rupp Pumps**

**Great Northern Equipment  
Distributing Inc.**

**Grindex Pumps**

**Koshin America Corp.**

**Lifan Power USA**

**Manufacturer's Sales**

**Moving Water Industries**

**Multiquip Inc.**

**Myers-Seth Pump**

# PRODUCTS

**Pioneer Pump**

**Tsurumi Pump**

**Viking Representatives**

**Wagman Metal Products**

PUMPS, DIAPHRAGM

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

**Godwin, a Xylem Brand**

**Gorman-Rupp Pumps**

**Great Northern Equipment  
Distributing Inc.**

**Manufacturer's Sales**

**Moving Water Industries**

**Multiquip Inc.**

**Tsurumi Pump**

**Viking Representatives**

**Wagman Metal Products**

PUMPS, FUEL TRANSFER

**Gorman-Rupp Pumps**

**Great Northern Equipment  
Distributing Inc.**

**Manufacturer's Sales**

PUMPS, HYDRAULIC

**Godwin, a Xylem Brand**

**Gorman-Rupp Pumps**

**Hydra-Tech Pumps**

**Manufacturer's Sales**

**Moving Water Industries**

**Multiquip Inc.**

**TVH Total Source Parts  
and Accessories**

**TrunkPump**

**Viking Representatives**

**Wagman Metal Products**

PUMPS, HYDROSTATIC

**Rice Hydro Inc.**

**Wheeler Mfg.,  
Div. Rex Int'l USA Inc.**

PUMPS, PISTON

**Thompson Pump  
& Manufacturing Company**

PUMPS, ROTARY

**Gorman-Rupp Pumps**

**Thompson Pump  
& Manufacturing Company**

PUMPS, SELF-PRIMING, CENTRIFUGAL

**Godwin, a Xylem Brand**

**Gorman-Rupp Pumps**

**Great Northern Equipment  
Distributing Inc.**

**Pioneer Pump**

**Tsurumi Pump**

**Viking Representatives**

**Wagman Metal Products**

**Yamaha Motor**

PUMPS, SELF-PRIMING, TRASH TYPE

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

**Generac Mobile**

**Generac Power Systems**

**Godwin, a Xylem Brand**

**Gorman-Rupp Pumps**

**Great Northern Equipment  
Distributing Inc.**

**Highway Equipment & Supply Co.**

**Multiquip Inc.**

**TrunkPump**

**Tsurumi Pump**

**Viking Representatives**

**Wagman Metal Products**

**Yamaha Motor**

PUMPS, SUBMERSIBLE, ELECTRIC

**ABS USA**

**BJM Pumps LLC**

**Broome & Associates**

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

**Godwin, a Xylem Brand**

**Gorman-Rupp Pumps**

**Great Northern Equipment  
Distributing Inc.**

**Grindex Pumps**

**Multiquip Inc.**

**Tsurumi Pump**

**Viking Representatives**

**Wagman Metal Products**

PUMPS, SUBMERSIBLE, HYDRAULIC

**Godwin, a Xylem Brand**

**Gorman-Rupp Pumps**

**Hydra-Tech Pumps**

**Viking Representatives**

**Wagman Metal Products**

PUMPS, SUMP

**Godwin, a Xylem Brand**

**Gorman-Rupp Pumps**

**Great Northern Equipment  
Distributing Inc.**

PUMPS, WATER AND SLUDGE

**Godwin, a Xylem Brand**

**Gorman-Rupp Pumps**

**Grindex Pumps**

**Holland Pump**

**Honda Power Equipment**

**Pioneer Pump**

**Riverside Pump Mfg. Inc.**

**Thompson Pump  
& Manufacturing Company**

TESTERS, HYDROSTATIC

**Rice Hydro Inc.**

TRASH PUMPS

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

**Global Pump**

**Godwin, a Xylem Brand**

**Gorman-Rupp Pumps**

**Great Northern Equipment  
Distributing Inc.**

**Lifan Power USA**

**Manufacturer's Sales**

**TrunkPump**

**Tsurumi Pump**

**Viking Representatives**

**Wagman Metal Products**

## REPLACEMENT PARTS

ACTUATORS, ELECTRIC

**Ultimate Services Inc.**

ALTERNATORS

**TVH Total Source Parts  
and Accessories**

LAWN MOWER REPLACEMENT PARTS

**Diamond Precision Products**

**Great Northern Equipment  
Distributing Inc.**

**Sarlo Power Mowers Inc.**

LAWN-AND-GARDEN REPLACEMENT  
PARTS

**Great Northern Equipment  
Distributing Inc.**

MAINTENANCE PRODUCTS

**Aggressive Hydraulics**

**CustomWorks,  
a division of Paladin**

**Petron Plus Global Inc.**

REPLACEMENT PARTS, TOOLS

**CustomWorks,  
a division of Paladin**

**TVH Total Source Parts  
and Accessories**



## THROTTLE CONTROLS

**Ultimate Services Inc.**

## TIRES, REPLACEMENT, NON-AUTO

**Carlisle Brand Tires**

**McLaren Industries**

**TVH Total Source Parts and Accessories**

**TY Cushion Tire**

**Tiresocks Inc.**

**Tracks N Teeth**

## TRENCHER TEETH, ACCESSORIES

**Ditch Witch**

**Viking Representatives**

**Wagman Metal Products**

## VACUUMS, SPARE PARTS

**Ultra Bag**

## WHEELS, TIRES, TUBES

**Carlisle Brand Tires**

**TVH Total Source Parts and Accessories**

## SAWS

BLADES, RECIPROCATING, BAYONET, JIG/SABER, HACKSAW

**Hilti Inc.**

**Manufacturer's Sales**

## CHAIN SAW ACCESSORIES

**Manufacturer's Sales**

**Tilton Equipment Co.**

## CHAIN SAW CHAPS

**Anderson Equipment Co.**

**CLM Equipment Co.**

**HydrauliCircuit Technology Inc.**

## SAWS, CHAIN, GAS

**Diamond Systems Inc.**

**Stihl Inc.**

## SAWS, CONCRETE, PILE

**Great Northern Equipment Distributing Inc.**

**ICS Bestway**

## SAWS, CONCRETE/ASPHALT

**CS Unitec Inc.**

**EDCO - EQUIPMENT DEVELOPMENT COMPANY, INC.**

**Hilti Inc.**

**ICS Bestway**

**Manufacturer's Sales**

**Norton Construction Products**

## SAWS, CUTOFF, GAS

**Brancaccio Associates**

**Hilti Inc.**

**ICS Bestway**

**Viking Representatives**

**Wagman Metal Products**

## SAWS, CUTOFF, HYDRAULIC

**ICS Bestway**

## SAWS, ELECTRIC, PORTABLE

**MTA Distributors**

**Manufacturer's Sales**

**OREGON Outdoor Power Equipment**

## SAWS, HYDRAULIC

**ICS Bestway**

## SAWS, MASONRY

**Diamond Systems Inc.**

**Great Northern Equipment Distributing Inc.**

**ICS Bestway**

## SAWS, MITER

**Manufacturer's Sales**

## SAWS, PORTABLE, BAND

**Manufacturer's Sales**

## SAWS, RADIAL ARM

**Manufacturer's Sales**

## SAWS, RECIPROCATING, ELECTRIC

**Hilti Inc.**

**Manufacturer's Sales**

**Milwaukee Electric Tool Corp.**

## SAWS, TILE AND TERRAZZO

**Manufacturer's Sales**

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

**Tilton Equipment Co.**

## SHEARS, ELECTRIC

**Fascut Industries Inc.**

**Manufacturer's Sales**

## TRAFFIC CONTROL/SAFETY EQUIPMENT

### ARROW BOARDS

**Rickert Co.**

### BARRICADES, BARRIERS AND SIGNS

**Manufacturer's Sales**

**Signature Fencing & Flooring Systems**

**Valtir, LLC**

**VizCon**



**TrafFix Water-Cable Barrier™**

The TrafFix Water-Cable Barrier has been MASH Tested, Passed and Eligible at TL-1 31 mph (50 km/hr) and TL-2 43.5 mph (70 km/hr) levels. The TrafFix Water-Cable Barrier is designed with three (3) molded in galvanized steel cables that strengthen the water-cable barrier to resist vehicle penetration during an impact.

**ZNDUS**



# PRODUCTS

## SAFETY EQUIPMENT

**Advanced Test Equipment Rentals**

**Checkers Industrial Safety Products**

**Conveyor Components Co.**

**ERB Industries Inc.**

**Justrite Mfg. Co. LLC**

**MSA**

**Manufacturer's Sales**

**PHP**

**Safety Works**

**TVH Total Source Parts and Accessories**

**The Equipment Lock Co.**

## SAFETY FLAGS

**Checkers Industrial Safety Products**

**Manufacturer's Sales**

**SBC Slings & Binders Co.**

## SAFETY TRAINING SERVICES

**Detmer Consulting Inc.**

## SIGN STANDS

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

**VizCon**

## SIGNS, SAFETY

**Manufacturer's Sales**

**SBC Slings & Binders Co.**

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

## TRAFFIC CONES

**DisposaCone, div. of Vanguard ADA Systems**

**Manufacturer's Sales**

**VizCon**

## TRAFFIC-LINE REMOVERS

**Smith Mfg.**

## WARNING LIGHTS

**Central Parts Warehouse**

**Checkers Industrial Safety Products**

**TVH Total Source Parts and Accessories**

**Ultimate Services Inc.**

## **TRAILERS AND TOWING EQUIPMENT**

### TOW BAR SAFETY LIGHTS

**Central Parts Warehouse**

## TOW DOLLIES

**Landgrebe Mfg. Inc.**

## TRAILER ACCESSORIES

**Redneck Trailer Supplies**

## TRAILER HITCHES, BALL

**Calwestern Sales Corp.**

**Great Northern Equipment Distributing Inc.**

## TRAILER HITCHES, SAFETY CHAINS

**Link Lock**

## TRAILERS, DUMP

**Aggressive Hydraulics**

**Bri-Mar Mfg. LLC**

**Felling Trailers, Inc.**

**Steelpoint**

## TRAILERS, ELEVATING

**Aggressive Hydraulics**

**Triple L Trailers**

## TRAILERS, HYDRAULIC

**Aggressive Hydraulics**

**Bri-Mar Mfg. LLC**

**Felling Trailers, Inc.**

**Landoll Company LLC**

## TRAILERS, INDUSTRIAL

**Aggressive Hydraulics**

**Cummins Inc.**

**Felling Trailers, Inc.**

**Jerr-Dan Corp.**

**Landoll Company LLC**

**MGS Inc.**

**McClees Equipment Sales**

**Redi Haul Trailers**

**Steelpoint**

**Storage In Motion**

**Valley Engineering**

## TRAILERS, RECREATIONAL

**Play-Mor Trailers**

## TRAILERS, TAG-ALONGS

**Redi Haul Trailers**

**Region Welding of Missouri**

**Towmaster Trailers**

**Wells Cargo**

## TRAILERS, TILT-BED

**Bri-Mar Mfg. LLC**

**Landoll Company LLC**

**Redi Haul Trailers**

## **Towmaster Trailers**

## TRAILERS, TURF

**Great Northern Equipment Distributing Inc.**

## TRAILERS, UTILITY

**Aggressive Hydraulics**

**Barreto Mfg.**

**Croft Trailer Supply**

**Redi Haul Trailers**

**SourceOne Outdoor Power Equipment**

**Towmaster Trailers**

**Valley Engineering**

## TRAILERS, WATER

**AmeriQuip LLC**

**Johnny On The Spot Inc.**

**Yamaha Motor**

## **TRUCKS**

### PALLET TRUCKS, HYDRAULIC

**TVH Total Source Parts and Accessories**

## TRUCK ACCESSORIES

**Access Truck Parts**

**American Eagle Accessories Group**

## TRUCK BEDS

**Snorkel**

**Valley Engineering**

**Xtreme Manufacturing**

## TRUCK BODIES, SLIDE-IN

**Valley Engineering**

## TRUCKS, APPLIANCE

**Manufacturer's Sales**

## TRUCKS, DELIVERY

**Cummins Inc.**

**Up-N-Atom LLC**

## TRUCKS, DUMP

**ARDCO**

**Curry Supply Co.**

**Komatsu America Corp.**

**Muck-Truck**

## TRUCKS, FIELD SERVICE

**ARDCO**

**Cummins Inc.**

**Curry Supply Co.**

**Iowa Mold Tooling Co. Inc. (IMT)**

**Valley Engineering**

TRUCKS, PIANO, ORGAN

**Manufacturer's Sales**

TRUCKS, TELESCOPING BOOM

**ReachMaster Inc.**

**Stellar Industries**

TRUCKS, UTILITY

**ARDCO**

**ODRA Road Sweepers**

**Valley Engineering**

TRUCKS, WATER

**Access Truck Parts**

**Curry Supply Co.**

## VENTILATION/HEATERS /AIR BLOWERS

AIR CONDITIONERS, MOBILE

**Air Conditioner Rental  
& Leasing Inc.**

**Diversity Industries DBA Kwikool  
Portable Cooling Systems**

**Dri-Eaz Products**

**Frost Fighter Inc.**

**MovinCool  
/Denso Sales California Inc.**

**NTI Global**

**Port-A-Cool LLC**

**Smart Lift US**

**Spot Coolers**

**Temp-Air Inc.**

**United CoolAir Corp.**

AIR FILTERING EQUIPMENT

**Sullivan-Palatek Air Compressor**

DEHUMIDIFIERS

**Ebac Industrial Products**

**J&J Sales Co. Inc.**

**Temp-Air Inc.**

FANS, ELECTRIC

**Big Ass Fans**

**Ebac Industrial Products**

**Euramco Safety**

**Heat Wagon**

**Schaefer Ventilation Equipment**

**Sure Flame Products**

**TVH Total Source Parts  
and Accessories**

**William J Shaw Co. Inc.**

FANS, PNEUMATIC-POWERED

**Big Ass Fans**

GROUND-THAWING EQUIPMENT

**Aerotech Herman Nelson  
International Inc.**

**Heat Wagon**

**Powerblanket**

**Thermal Intelligence**

**Viking Representatives**

**Wagman Metal Products**

HEATERS, GAS, INFRARED

**Campo Equipment**

**Heat Wagon**

**IR Energy Inc.**

**Infrared Dynamics**

**MMD Equipment**

**Viking Representatives**

**Wagman Metal Products**

HEATERS, PATIO

**Infrared Dynamics**

**Viking Representatives**

**Wagman Metal Products**

HEATERS, PORTABLE, ELECTRIC

**Campo Equipment**

**Heat Wagon**

**Manufacturer's Sales**

**Patron Products USA Inc.**

**Temp-Air Inc.**

HEATERS, PORTABLE, KEROSENE

**Aerotech Herman Nelson  
International Inc.**

**Frost Fighter Inc.**

**Manufacturer's Sales**

**Space Heater Parts Inc.**

**Viking Representatives**

**Wagman Metal Products**

HEATERS, PROPANE

**Campo Equipment**

**Frost Fighter Inc.**

**Great Northern Equipment  
Distributing Inc.**

**Heat Wagon**

**LB White Co.**

**MMD Equipment**

**Manufacturer's Sales**

**Space Heater Parts Inc.**

**Sure Flame Products**

**Viking Representatives**

**Wagman Metal Products**

HEATERS, SPACE

**Aerotech Herman Nelson  
International Inc.**

**Allmand Bros Inc.**

**Frost Fighter Inc.**

**Space Heater Parts Inc.**

**Sure Flame Products**

HEATERS, TENT

**Air Conditioner Rental  
& Leasing Inc.**

**Frost Fighter Inc.**

**MMD Hybrid Dual Fuel  
Generators**

**NTI Global**

**Rajysan Inc.  
DBA MMD Equipment**

**Sure Flame Products**

**Viking Representatives**

**Wagman Metal Products**

INSULATION-BLOWING EQUIPMENT

**Intec**

VENTILATING EQUIPMENT

**Air Conditioner Rental  
& Leasing Inc.**

**General Equipment Company**

## WASTE REMOVAL

HOSE, SUCTION/DISCHARGE

**Abbott Rubber Co.**

**Capital Rubber Corp.**

**Godwin, a Xylem Brand**

TANKS, PORTABLE, HAZARDOUS WASTE

**Baker Corp.**

**Johnny On The Spot Inc.**

TRASH CHUTES

**Viking Representatives**

**Wagman Metal Products**

VACUUMS, HAZARDOUS MATERIALS

**Crusader Mfg.**

WASTE-WATER RECYCLING SYSTEMS

**L&M Mfg. Co. Inc.**

**Living Water Environmental**

**Okada America Inc.**

**Riveer**

**WaterMeister**



## ANA Corp.

ANA Corp.'s SmartLoad system prevents wet stacking and light loading issues for Tier 4 engines. ANA's proprietary load bank automatically optimizes the load on the generator for maximum efficiency. The SmartLoad systems allows users to add 30 to 40 percent load to the generator, monitor the load and automatically engage the generator if the load falls below 30 percent. When the load exceeds 75 percent, the load bank will stop and normal operation will resume. SmartLoad technology can detect a phase change in use and does not require adjustments or continual maintenance. The SmartLoad System can be inside the discharge changer (25, 220 and 400), or over the air discharge scoop, to maintain vertical airflow.



## Caterpillar

Caterpillar's XGC1900 power module provides up to 1900 kW of continuous power to support large-scale applications such as utilities, municipal infrastructure, fresh water and wastewater treatment plants, and mining and quarry sites. It is engineered to easily switch between 50 and 60 Hz and across a range of voltages, enabling one machine to satisfy varying load requirements. The new module packages a CSA-certified gas train and cooling, noise attenuation, air handling and other components in a weather-resistant 40-foot container. The unit features Caterpillar's EMCP 4-control system, providing engine and generator set control, protection and monitoring. It reduces sound levels to 81 dB(A) at 7 meters per SAEJ1074 when measured at 75-percent prime load and 75-percent fan speed.

## Cummins

Cummins Inc.'s 175 kW and 200 kW natural gas standby generator sets are part of the company's Destination Zero strategy to reach zero emissions. Features include a 6-cylinder spark-ignited QSJ8.9G gas engine that can respond quickly to load changes; the PowerCommand 2.3 control for automatic remote starting and stopping; precise frequency and voltage regulations, alarm and status message display and



output metering with a NFPA 110 Level 1 compliance. The units also offer a standard cooling package for reliable running up to 122 degrees F, and an enclosure to quiet the generator. The sets are designed for stationary standby low kWe applications such as commercial and government buildings, public infrastructure, water/wastewater management plants, healthcare facilities, manufacturing and more.

## Doosan Portable Power

Doosan Portable Power's G100, an 80kW generator, is engineered for construction site power, special events and entertainment, dewatering and municipalities. The unit features a hardened enclosure to stand up to harsh environments. The G100 has the ability to change from 50Hz to 60Hz. The sound level on a 100-percent load is 67 dB(A). The unit is powered by a Cummins F3.8 engine.



## Kohler

Kohler's 26kW 26RCA air-cooled home standby generator provides air-cooled backup power solutions from 6kW through 26kW. The unit provides "hands-off" automatic operation utilizing the home's fuel sources (natural gas or propane). The machine conforms to strict sound regulations. The unit is designed to power circuits in larger homes including demanding loads like heat pumps and air conditioners without sacrificing power to other circuits. The 26RCA unit includes a commercial engine with oil level and oil pressure sensors to protect the engine if the generator needs to be left unattended during extended power outages. The engine also includes hydraulic valve lifters that eliminate maintenance caused by valve wear, and a heavy-duty commercial crankcase and crankshaft to ensure longevity.



## Jenny

Jenny Products offers two compressor/generator combination models, providing both portable air and a power source in one machine. The K11HGA-17P-300 features Jenny's "K" pump, a heavy-duty, single-stage cast-iron compressor pump. The unit is powered by an 11-horsepower Honda GX series OHV engine with electric start, producing 8.9 cfm@100 psi or 8.6 cfm@125 psi for quick recovery. Featuring a "G" pump and a 13-horsepower, electric start Honda GX engine, the G13hGA-17P-3000W delivers 16.2 cfm @ 100 psi or 15 cfm @ 125 psi. Each model includes a 3,000-watt, 115V/230V generator, for powering electric tools, lighting or other jobsite equipment, or as a backup power source during instances of power failure.



# RER

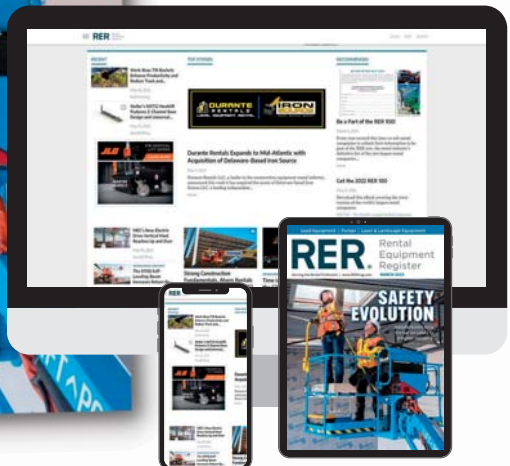
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## Lincoln Electric

Lincoln Electric's Ranger Air 260MPX, the machine is an air compressor, generator, battery charger, battery jump assist and multi-process welder all in one, lessening the number of machines a contractor needs to carry. The VanAir compressor delivers 40 cfm at 150 psi. The 26.5-horsepower Kohler electronic throttle body engine delivers 10 kW of continuous AC generator power to accommodate a variety of tools and equipment, and with less than 5 percent total harmonic distortion, it can power sensitive electronics like laptops. Lincoln Electric's welding arc control technology is built directly into the Ranger Air 260MPX to help deliver a stable reliable arc. These include ReadySetWeld technology and ArcFX technology.



## Moxion

Moxion's new mobile MP-75/600 portable batteries are essentially a self-contained unit of high efficiency batteries that can be trailered to a jobsite and used to

power a suite of electric machines for up to a week at a time. The 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 a redundancy for critical applications or provide uninterrupted power when units are being alternated for charging purposes.



## Wacker Neuson

Wacker Neuson's portable GP series generators are designed for construction, rental and demanding applications delivering tool starting and voltage regulation in a compact package, for single or multiple tools on an entire jobsite or as emergency or standby power. Designed for powering high starting amperage tools such as compressors, grinders, fusion welders and electric power tools. An automatic voltage regulation and separate excitation winding delivers tool starting. A Honda GX340 engine features low oil shutdown. A powder-coated steel frame has dual cross-member support. A high-impact polyethylene fuel tank and heavy-duty shock mounting combine to provide impact protection.

## MATERIAL HANDLING



## Doosan Bobcat

Capable of transporting 5,000-pound loads, the GC25S-9 internal combustion cushion tire forklift, member of the manufacturer's 9 Series forklifts lineup, offers a low total cost of ownership with a five-year, 10,000-hour brake warranty. Utilizing a heavy-duty powertrain, which has a double gear-reduction drive axle and a taper roller bearing steer axle, the forklift provides a robust cooling system. The unit has 20 percent more legroom than previous models. It has a smaller steering wheel, a fully adjustable suspension seat and a thick rubber floor mat, leading to reduced heat and noise.



## Hyster

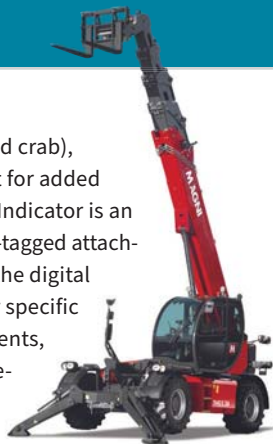
The Hyster J60XNL is the first counterbalanced lift truck engineered around a fully integrated lithium-ion battery pack, the company said. The J60XNL is designed from the ground up to take advantage of lithium-ion battery power. The unit weighs more than 700 pounds less than the equivalent lead-acid battery-powered model and has a lower center of gravity, offering improved acceleration and maneuverability, while reducing energy consumption. It also offers a lowered seat and floor plate, making entry and exit easier and adding 3.5 inches of headroom, while still accommodating a taller seat. The integrated lithium-ion design also offers more space under the operator seat to provide increased room to position feet during operation.

## Magni

The Magni Th 5,5.24 is a fixed-boom telehandler, a 3-in-1 solution. The machine has a lifting height of 78 feet, 5 inches with lifting capacity of 12,100 pounds, and is powered by a Deutz 136 horsepower (75 kW). The unit provides maneuverability on rough terrain. Equipped with standard 4-wheel drive and three



types of steering (front, 4-wheel and crab), and pivoting outriggers in the front for added stability. The digital Load Moment Indicator is an intelligent system that utilizes RFID-tagged attachments and automatically updates the digital display with precise load charts for specific tasks. Thanks to available attachments, the Magni TH 5,5.24 serves as a telehandler, rough terrain crane and aerial work platform.



### Noblelift

The FE4P50Q (5,000-pound capacity), FE4P60Q (6,000-pound capacity), and FE4P70Q (7,000-pound capacity) four-wheel lithium-iron phosphate forklifts are designed for indoor and outdoor applications. The mast system, front/rear axles and chassis are engineered to be tough as an internal combustion engine



forklift, but with the advantages of lithium-iron. AC drive technology is used to achieve high performance with low operating and maintenance costs. The deluxe suspension, fully adjust-

able seat reduces vibration to the driver to effectively reduce driver fatigue for all sizes of operators. The ergonomic u-shaped steering wheel with knob, together with hydraulic controls, provide comfortable operation. Ratchet parking brake allows the truck to safely park on a 15-percent slope.

### Pettibone

Pettibone's Cary-Lift

254 rough-terrain forklift is part of the company's line of pole, log and pipe handlers. The machine features an overhead lift-arm

design, giving the operator full-front visibility when lifting or transporting loads. Cary-Lift forks are capable of tilting down 90 degrees for specialized lifting tasks. The 254i is powered by a 225-horsepower Cummins QSB6.7 diesel engine with DOC and SCR after-treatment. The machine provides a maximum load capacity of 25,000 pounds and max lift height of 16 feet. It offers 4-wheel drive with 2-wheel, 4-wheel and crab hydraulic power-steering modes. Unlike forward-reaching articulated loaders, the CaryLift's heavy-duty, solid steel frame design allows it to take full loads into sharp turns without sacrificing load capacity or stability.



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### Toyota Material Handling

Toyota Material Handling is launching three new electric forklift models, a side-entry end rider, a center rider stacker and an industrial tow tractor. The side-entry end rider is available in both 6,000- and 8,000-pound models, and is designed for cross-warehouse transportation and order picking. The product offers a forward-facing position with a clear line of sight when picking and placing loads. The three-in-one design of the new electric center rider stacker can perform the work of a center rider, order picker and counterbalanced forklift with a lift capacity up to 2,500 pounds and lift height up to 72 inches. The Industrial Tow Tractor has a towing capacity of 15,000 pounds on flat surfaces. **RER**

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**Herc Rentals Boosts Revenue** *continued from page 16*

\$97 million, reflecting positive pricing of 7.8 percent and increased volume of 17.3 percent. Dollar utilization was 40.3 percent compared to 42.5 percent a year ago, primarily because of a slowdown in the studio entertainment business as a result of labor disruptions in the film and television industry, as well as the continued supply chain challenges that have disrupted the normal cadence of deliveries.

Direct operating expenses increased 14 percent compared to the previous year because of strong rental activity and associated additional headcount, in addition to higher maintenance and facilities expenses as the company increased its fleet size and expanded its branch network.

Adjusted EBITDA increased 24 percent to \$352 million compared to \$284 million in the second quarter of 2022, with adjusted EBITDA margin of 43.9 percent.

“We continue to generate strong, double-digit growth as a result of sound strategies and an unmatched and mega projects. The favorable market environment coupled with our expanding branch network, broad selection of premium equipment, leading customer experiences, comprehensive fleet management services and advanced technologies position us to continue to capture above-market growth in 2023 and over the long term.”

For the first half, total revenues increased to \$1.542 billion compared to \$1.208 billion for the first half of 2022, a 27.6-percent hike, with positive pricing of 7.4 percent. Equipment rental revenue was \$1.356 billion, compared to \$1.132 billion in the first half of 2022, a 19.8-percent hike.

Herc completed six acquisitions with a total of 10 locations and opened nine new greenfield locations during the first half of 2023.

Headquartered in Bonita Springs, Fla., Herc Rentals is No. 3 on the RER 100.



## Terex's Net Sales Jumps 30.3 Percent in Second Quarter

**WESTPORT, Conn.** – Terex Corp., parent company of mobile elevating work platform giant Genie, posted \$1,403.1 million in net sales in the second quarter of 2023, compared to \$1,077.1 million in the second quarter of 2022 for a 30.3-percent increase. Income from operations totaled \$209.9 million in the second quarter, more than doubling last year's second-quarter number of \$103.9 million. Net income also more than doubled, \$159.8 million compared to \$74.1 million in the year-ago quarter.

Net sales in Genie's AWP division totaled \$824.9 million, compared to \$597.7 million a year ago, for a 38-percent hike. Terex's Materials Processing posted \$577.4 million in net sales, compared to \$480.7 million in last year's second quarter, a 20.1-percent increase.

"The Terex team delivered another quarter of outstanding performance," said Terex chairman and CEO John L. Garrison Jr. "I want to thank our team members for their continued commitment to our Zero Harm safety culture and for improving deliveries to our customers and dealers. We successfully overcame supply chain challenges to deliver a 30-percent increase in sales over the prior year. Our team delivered innovative new products combined with disciplined pricing, expense management, and manufacturing efficiency initiatives to improve operating margins by 540 basis points. As a result of the team's exceptional execution and the strength of our customer backlog, we are raising our full-year EPS outlook to approximately \$7.00.

"Terex continues to be exceptionally well-positioned to provide solutions to meet the increasing requirements of our customers and dealers. We continue to see growing evidence of onshoring in North America manufacturing and an increased focus by global players to achieve their sustain-

ability goals. Our MP team is focused on developing innovative solutions for growing aggregate, material handling, and environmental and waste recycling markets. Our Utilities team is helping customers meet rising challenges related to ongoing infrastructure modernization, which remains critical to driving electrification and reducing carbon emissions.

The Genie team has been executing extremely well, introducing innovative new products, taking significant cost reduction actions to streamline operations to increase profitability while ensuring the product transfers to our new permanent Monterrey facility remain on track. Looking ahead, we are increasing our full-year revenue and operating margin


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**Genie continues its sales resurgence with a 38 percent revenue spurt in the second quarter.**

Photo by Genie

guidance ranges for both MP and AWP as a result of their strong performance.”

Terex’s performance for the first six months of 2023 also is exceptional with \$2,638.8 million, compared to \$2,079.6 million for the first six months of 2022, a 26.9-percent jump. Income from operations also more than doubled, from \$178.4 million in the first six months of 2022 to \$357.6 million in the first half of 2023. Net income also more than doubled, from \$126.4 million to \$272 million.

For the first six months of 2023, Terex’s AWP segment posted \$1,510.8 in net sales compared to \$1,149.2 million, a 31.5-percent hike. The Materials Processing segment totaled \$1,131.2 million for the first six months of the year, compared to \$933.4 million for the first six months of 2022, a 21.2-percent increase.

Terex Corp. is headquartered in Westport, Conn., with its Genie division based in Redmond, Wash. **RER**

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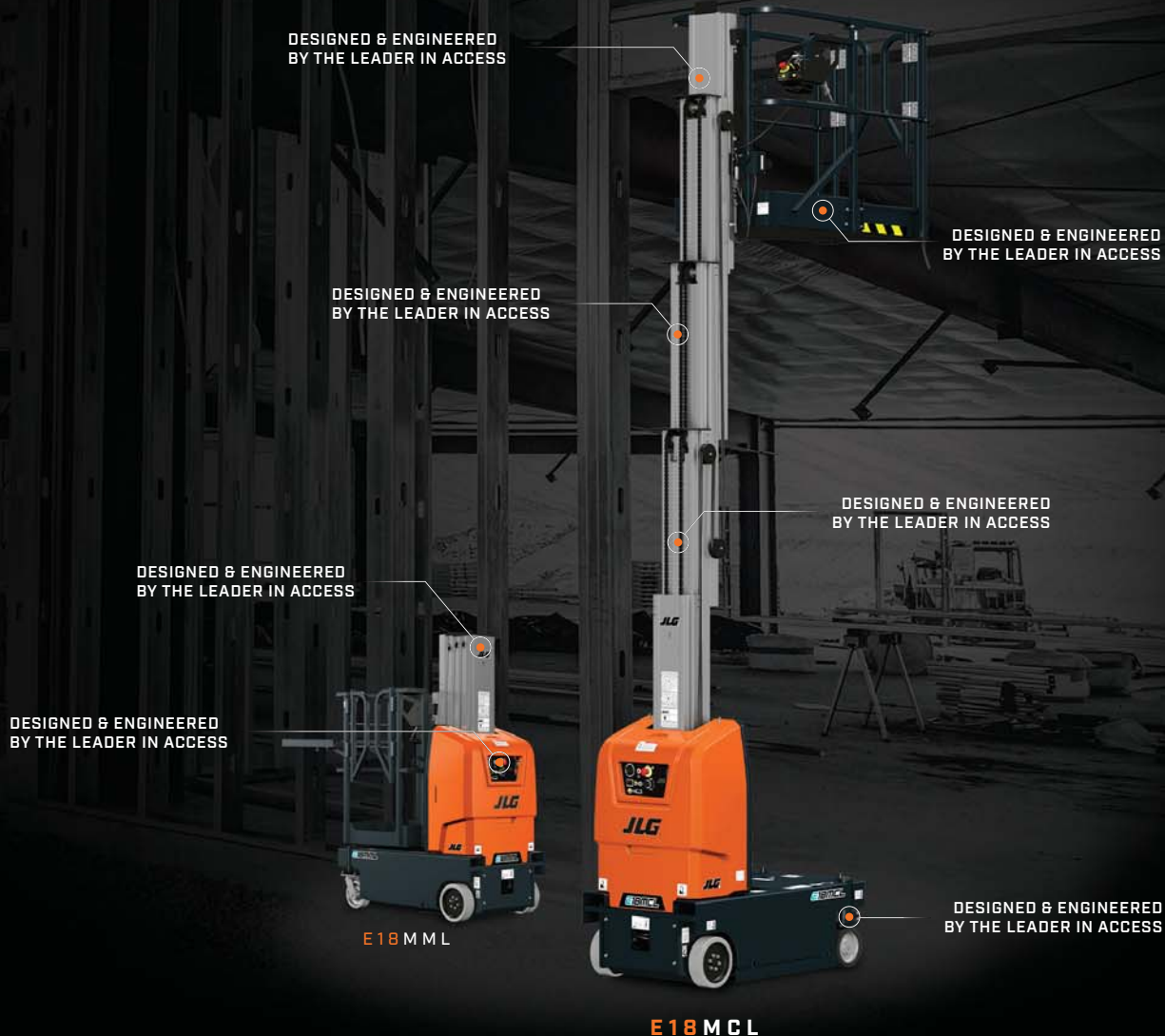
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