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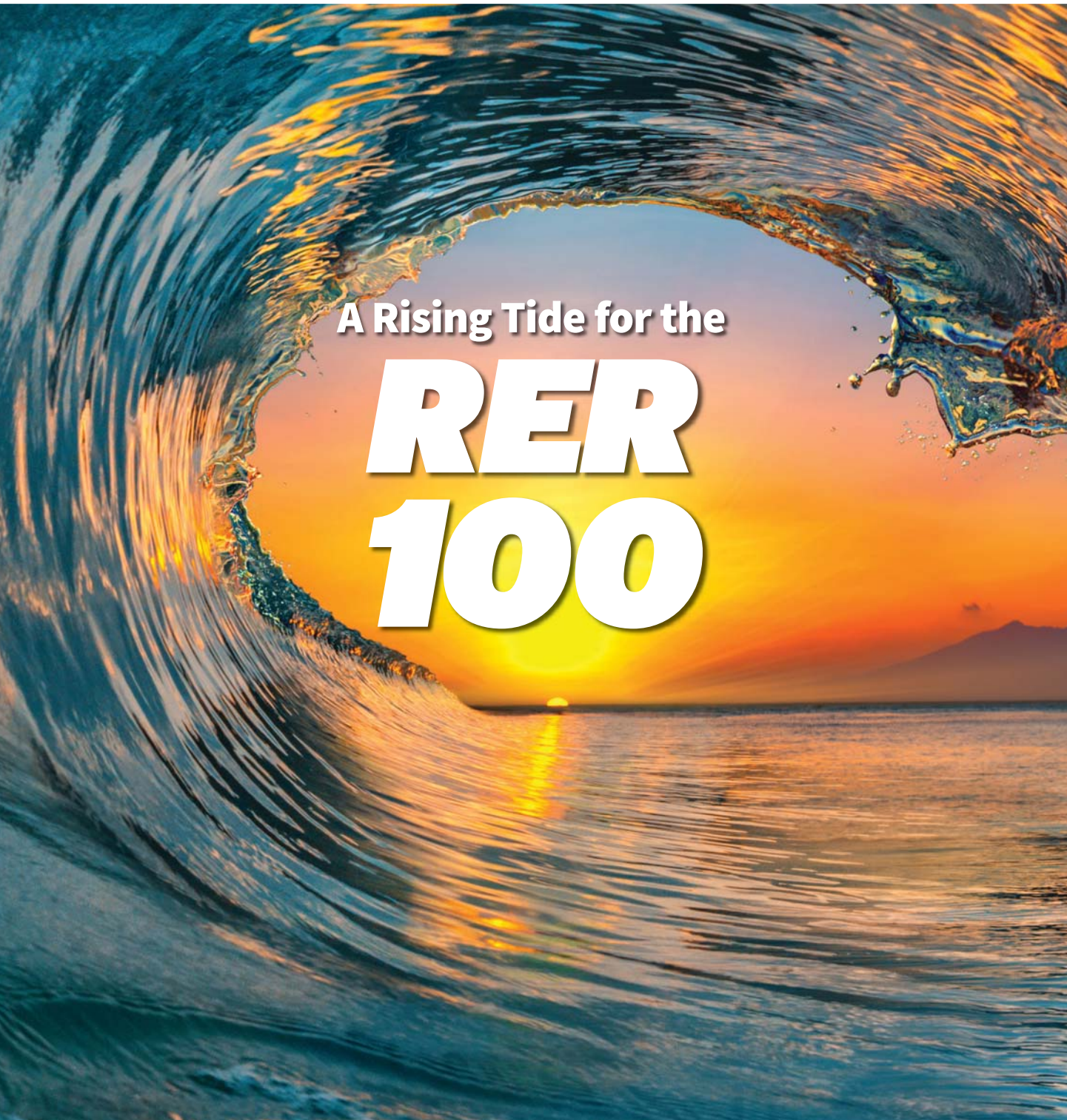
Rental Equipment Register

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MAY 2022

A Rising Tide for the

RER 100



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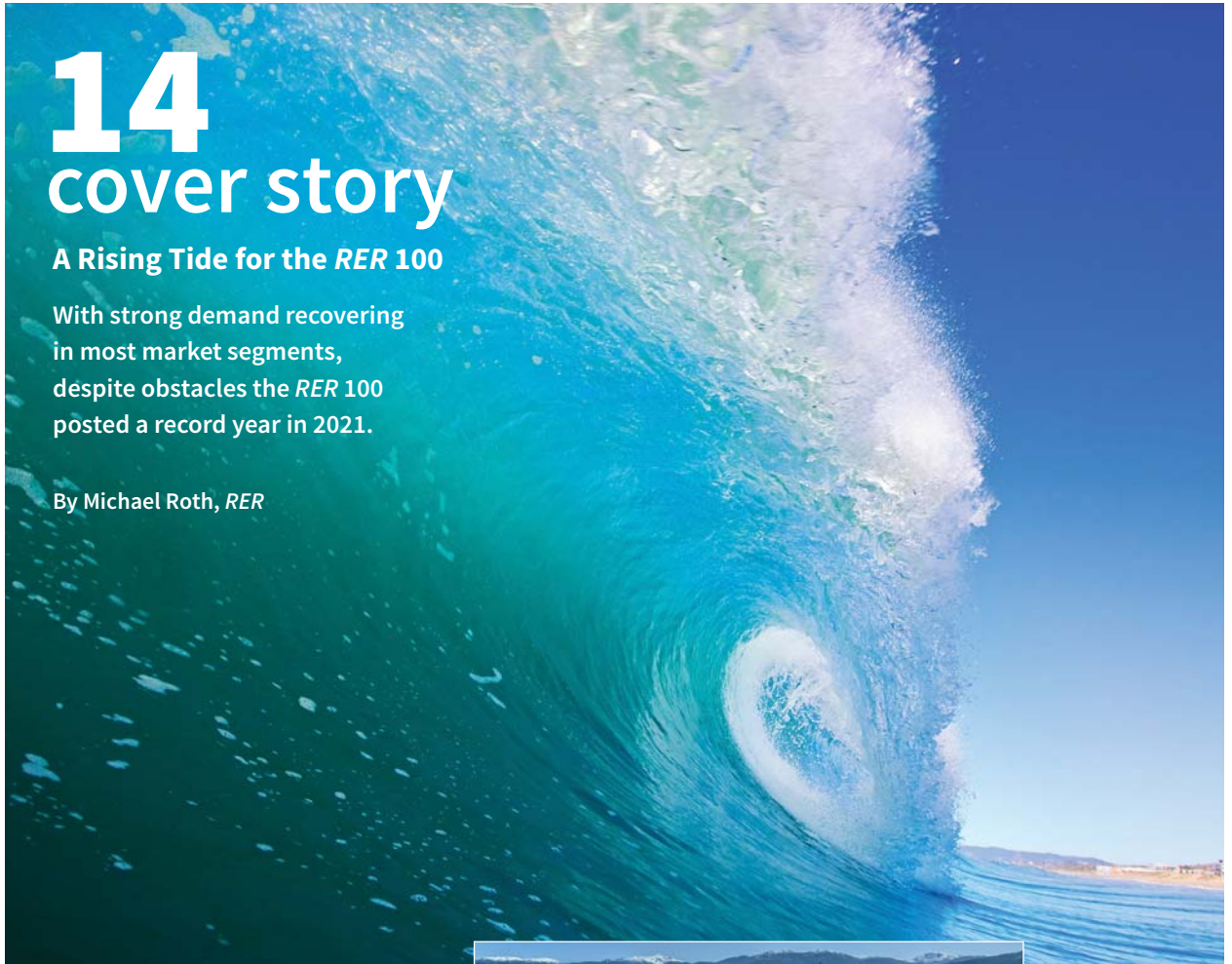
FEATURES

14 cover story

A Rising Tide for the *RER* 100

With strong demand recovering in most market segments, despite obstacles the *RER* 100 posted a record year in 2021.

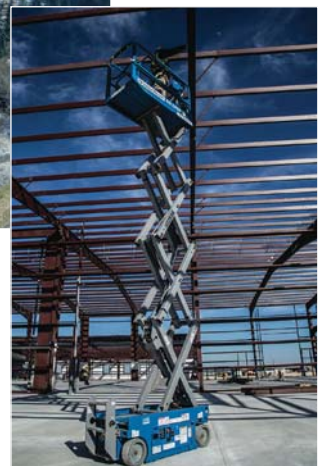
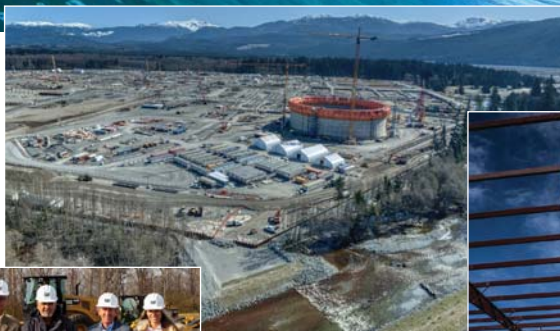
By Michael Roth, *RER*



8 Industry News

By Michael Roth, *RER*

AMECO acquires F&M Mafco; REIC expands to the Northeast; Hugg & Hall acquires Southern Material Handling Co.; United Rentals' Flannery sees strong indicators for growth; Fabick Cat opens branches; and more.



COLUMNS

6 From the Editor

By Michael Roth, *RER*

Tweaking the business model and considering tech updates may be helpful.

Product Spotlights

By Brooke Just, *RER*

38 Software

40 Attachments

Ad Index 42

On the Cover

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Be Open to Changing Your Business Model

The difficulties in obtaining new equipment and of finding good workers is being felt throughout the rental industry and are topics much talked about by the executives of *RER* 100 companies. With equipment lead times going out well into next year and even 2024 in some cases, companies are forced to be creative in how they source equipment. Answers aren't easily found. It certainly helps that demand is strong and business is good, but it's obviously frustrating when you have to let opportunities pass.

Chris Watts, CEO of Sunstate Equipment, was one of a few *RER* 100 executives who noted that they need to be open to different possibilities. As one said, "If I can't find scissor lifts for a job, maybe there is some other type of equipment we can find that there's a need for." In other words, maybe you have to look outside your company's normal mix. Maybe there's a type of equipment you haven't really considered, that wasn't part of your fleet, but they are available and there is a demand.

So, if you operate a hamburger stand and there's no ground beef available, but you can get all the ingredients for pizza and your neighborhood lacks a good pizza joint, start making pizzas, right? It's either that or go out of business waiting for the ground beef to be delivered.

I don't mean to make light of the issue or sound simplistic, but it seems like a basic business principal that if you can't source something you need, you might need to alter the business model. It's not something a successful

company wants to do, but a company that's been as successful as Sunstate for nearly 50 years understands the necessity of adapting to changing times and conditions.

The lead time issue is affecting the industry in different ways. Brian Lalonde of Lalonde Equipment Rentals points out that in the past if a customer had a long-term rental for a machine he didn't have in his fleet, he'd just go buy it for the customer. That ability to make immediate decisions is one of the keys to the rental industry, and one of the advantages a smaller independent rental company has – the ability to make a quick decision in response to a customer need. But that ability is being challenged. He can't make a quick, spontaneous decision of that nature to help his customer if the machines aren't available.

Watts said something else that made a lot of sense. "We are in the beginning phases of a multi-year technology improvement project that will significantly enhance our current technology platform." That means he and his staff are thinking at least a few years ahead about what might be needed technology-wise. Most rental companies these days have come a long way in adapting to technology, but it takes a lot of foresight to figure out what will be needed a few years down the road. If you aren't preparing and trying to figure out what those needs are likely to be, you could be in danger of falling behind.

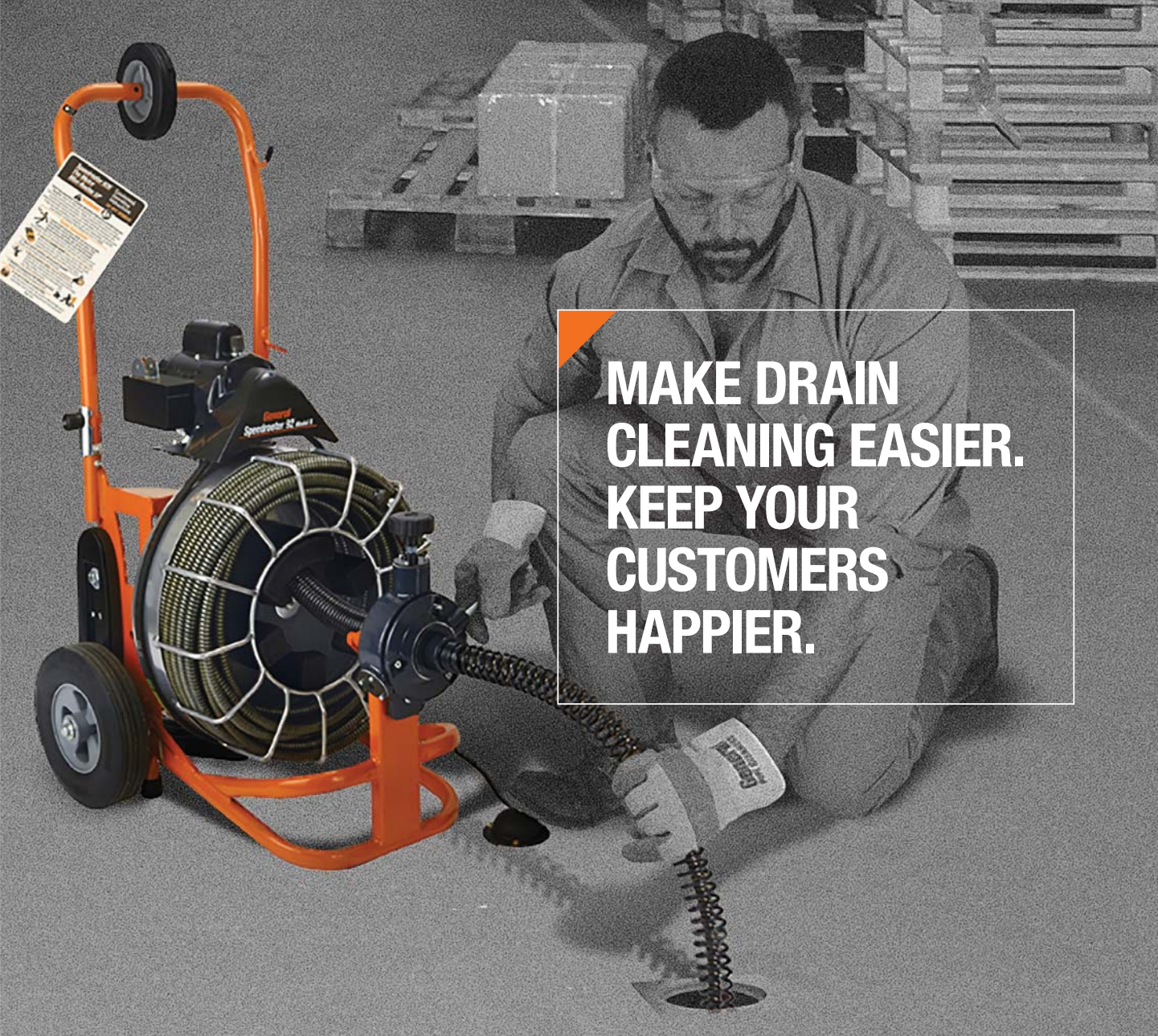
As for the labor shortage, one owner said he has positions that have

been open for two years. Obviously with unemployment at very low rates this is a big problem. A couple of owners mentioned that right when mask mandates began to ease, they started getting more applicants. Could that be a coincidence? And can we trust that the pandemic is easing? I don't know the answer to either of those questions, but there's no question that in a tough labor market, turnover is going to be more of an issue and companies are going to have to pay higher salaries and wages. And definitely make sure that the benefit packages you offer are competitive in terms of health benefits, vacation time and so on.

So equipment rental companies need to work more efficiently to overcome labor shortages and some are looking to leverage technology to help them do that. But, as some have pointed out, improved technology will have a difficult time helping when a machine goes down on a jobsite and there isn't a technician available or a machine available to replace it. It will not help much when a valued customer has a need for immediate help on a machine you sold him, or an urgent need for a repair on a high-pressure jobsite.

We'll see if strong demand and increased infrastructure work can be enough to overcome these challenges. **RER**

Michael Roth, mroth@rermag.com



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INDUSTRY NEWS

AMECO Expands Site Services with Acquisition of F&M MAFCO

GREENVILLE, S.C. — AMECO, a leading provider of construction and maintenance Site Services planning and delivery, has acquired F&M Mafco, an international supplier of tools and equipment rental, sales and service programs. The synergies between both companies will solve construction and maintenance industry challenges by improving the availability of materials, creating onsite labor efficiencies, reducing project costs and enhancing safety and sustainability efforts.



AMECO and F&M Mafco have ample synergies in equipment rental and a range of onsite services.

Photo by AMECO

Company headquarters will remain in AMECO's Greenville, S.C., facility. F&M Mafco will maintain a significant operations presence at its headquarters in Cincinnati.

"The transformational combination of these two great brands and teams creates a comprehensive Site Services offering that is truly unprecedented in our industry," said Gary Bernardez, CEO of AMECO. "Our combined strengths enable us to expand the boundaries in providing innovative site solutions to our clients on capital construc-


tion, facility operations and maintenance projects across a greater geographical reach. This is a game-changer."

Tim Fries, F&M Mafco CEO, was named chief growth officer of both organizations and president of F&M Mafco. He will report directly to Bernardez and be responsible for developing and implementing a long-term growth strategy that fully leverages the synergies of both businesses to drive comprehensive solutions to clients. Fries will oversee all joint strategic planning, business development, marketing and client success initiatives while maintaining his role as president of F&M MAFCO.

Fries said, "I am very excited about the growth potential that a combined AMECO and F&M Mafco product and services offering can have on our businesses. Both companies have great brand recognition and reputations in the marketplace. More importantly, we share common core values and company cultures, which will be a key ingredient in delivering exceptional service to clients and securing our future success."

"In today's business environment, the ability to deliver onsite solutions that provide cost certainty, reduce redundancy of sitewide services, enhance site ESG and sustainability programs, increase uptime and improve labor efficiencies is a huge win for our clients," added Bernardez. "Together, AMECO and F&M Mafco will deliver unmatched levels of innovation, efficiency and value across multiple industries. We make a powerful team."

AMECO is a portfolio company of One Equity Partners, a middle market private equity firm focused on transformative combinations within the industrial, healthcare and technology sectors in North America and Europe.

Both companies are listed on the new RER 100, AMECO at No. 33 and F&M Mafco at No. 48. 

Rental Equipment Investment Corp. Acquires Total Construction Rentals

MIAMI — Rental Equipment Investment Corp., a portfolio of Kinderhook Industries LLC, has acquired Total Construction Rentals Inc. TCR represents REIC's first add-on acquisition under Kinderhook's ownership and the company's 13th since its inception. Financial terms of the transaction were not disclosed.

TCR is a specialty equipment rental company focused on the rental of heaters, air conditioners, coolers, fans and dehumidi-

fiers. Founded 13 years ago, TCR operates over a seven-state region, including Delaware, Pennsylvania, Virginia, New Jersey,

Washington D.C., New York and Maryland. REIC is an equipment rental holding company operating 33 locations, including 27 general rental stores and six specialty rental stores.

REIC operates its stores under several brand names, each of which is a leading local rental operator in its respective region.



REIC is branching out into the northeastern U.S. after its previous concentration in the northwest.



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REIC's acquisition of TCR accelerates its strategic growth in the specialty rental segment, where REIC employs a differentiated floating fleet strategy.

Kevin Fitzgerald, CEO of REIC, said, "We are excited to continue our growth story with the addition of TCR, a business that shares our customer-first orientation. With this acquisition, REIC will now have seven specialty rental locations and our first locations on the East Coast. Following this acquisition, REIC will offer specialty rental equipment in 27 states. Our goal is to become a nationwide specialty rental operation, which will allow us to better serve our growing customer base."

"I am excited to have completed the sale of the company and I want to thank all of my employees, customers and suppliers for their work over the years building TCR into what it is today," said Tim Cairo, owner of TCR. "I look forward to partnering with REIC to continue growing the TCR name and expanding its geographic coverage area."

"The acquisition of TCR is consistent with REIC's strategy for growing its specialty rental business and gives the company an established HVAC provider in the Mid-Atlantic," said Paul Cifelli, managing director at Kinderhook. "We are excited to continue

to aggressively invest and grow the specialty rental business going forward."

"TCR is a highly strategic acquisition for REIC, and we are excited for REIC to emerge as the partner of choice in the ongoing specialty equipment rental industry consolidation," said Nate Druckenmiller, vice president, Kinderhook.

Founded in 2003, Kinderhook Industries LLC is a private investment firm that manages more than \$5.2 billion of committed capital. The company has made more than 300 investments and follow-on acquisitions since inception.

REIC was founded in 2014 and headquartered in Kalispell, Mont. REIC is a premier, super-regional rental equipment services platform with a broad selection of general and specialty rental equipment. The company's general rental fleet includes aerial, earthmoving, power, compression and other small equipment pieces, while the specialty rental segment is focused on HVAC products. In addition to its Kalispell headquarters, REIC serves its customers out of a strategic footprint of 33 locations stretching from the Pacific Northwest to the Upper East Coast.

REIC is No. 43 on the new RER 100. 

Hugg & Hall Equipment Co. Acquires Southern Material Handling Co.

LITTLE ROCK, Ark. — Hugg & Hall Equipment Co., a leading industrial and construction equipment provider in Arkansas, Oklahoma, Louisiana, Missouri and Texas last month announced the acquisition of Southern Material Handling Co. of eastern Oklahoma.

"When I made the decision to retire, I knew that I would only consider selling to Hugg & Hall Equipment," said Mark Segress, president and CEO of Southern Material Handling. "I have known John Hugg and Robert Hall for many years and have a great deal of respect for them as individuals and business owners. Their team has built Hugg & Hall into one of the largest and most successful dealerships in the country. I'm excited for our team to join Hugg & Hall and grow in their careers. I know our customers will continue to receive the very best service available. They will have the opportunity to learn about the vast array of products offered by Hugg & Hall to improve their material handling efficiencies."


Headquartered in Tulsa, Okla., Southern Material Handling began in 1948 as the first forklift dealership in the state of Oklahoma and now represents Toyota Material Handling equipment for eastern Oklahoma. SMH is engaged in the sales of new and used material handling equipment, as well as rental equipment, parts and service. This acquisition will allow Hugg & Hall to expand its Toyota presence to include the entire state of Oklahoma.

"We are very excited to add eastern Oklahoma to our Toyota territory," said Robert Hall, vice president of Hugg & Hall Equipment Co. "Southern Material Handling has had an excellent reputation for many years. We will continue that passion for an unequalled customer experience. The addition of more products and services that we offer will add value to our customers, making them even more competitive in their specific industry."

Hugg & Hall Equipment Co. has represented the Toyota brand since 1994,

expanding its territory most recently in 2019 to service customers in Louisiana. In addition to Toyota, Southern Material Handling also represents Tennant Cleaning Solutions and Kelly Warehouse Dock Solutions. With the Southern Material Handling acquisition, Hugg & Hall Equipment will now have a team of more than 700 employees and 18 locations across Arkansas, Oklahoma, Louisiana, Missouri and Texas.

Headquartered in Little Rock, Ark., Hugg & Hall has been family owned and operated since 1956. The company is a full-service dealer for material handling equipment, representing Toyota, Taylor, Doosan, Crown (Arkansas only), Enersys, Comblift, Sellick, Bobcat, and more. Hugg & Hall provides comprehensive material handling solutions including new & used equipment, parts and service support and a fleet of more than 3000 rental forklifts. The company is also one of the largest construction and industrial equipment rental providers in the south, with a fleet of more than 12,000 rental units.

Hugg & Hall Equipment Co. is No. 40 on the new RER 100. 



With the acquisition, Hugg & Hall now has 18 locations in five states.

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Demand is Key Word for United Rentals in 2022, CEO Flannery Says

STAMFORD, Conn. — Demand is the key word shaping United Rentals' activities in 2022, president and CEO Matt Flannery told a conference call of investors after releasing its first quarter 2022 results.



The data on construction starts and backlogs all remain positive, Flannery notes.

Photo by United Rentals

“I want to frame my comments around one word: demand,” Flannery said. “2022 is shaping up to be a year of record demand for our services and this is the driving force behind the strong first quarter results we reported, and it underpins our decision to update our guidance. We now expect our total revenue, adjusted EBITDA and free cash flow to be above our original outlook. This reflects the positive impact of the new cycle we talked about in January, and we’re excited to continue that conversation today.”

Flannery said that the normal winter decline in activity was only about half of what occurs in

a normal year. “As you may recall, we brought in more fleet than usual at the end of last year, and that capacity helped us to capitalize on demand and deliver strong results in key metrics,” Flannery said. “Our first quarter rental revenue and adjusted EBITDA both increased by 31 percent year over year to record levels, and we improved our adjusted EBITDA margin by 270 basis points to 45 percent. This gave us a strong flow-through of 57 percent for the quarter. And we also drove a 200-basis point improvement in return on invested capital to 10.9 percent.”

Flannery said it’s the drivers behind the numbers that should be focused on. “First, the underlying macroeconomic growth, which continues to move in the right direction. Also, the sustained rebound in many of our end markets coming out of COVID. And lastly, rental penetration in the construction and industrial sectors. We expect all three tailwinds to continue for the foreseeable future.

“We’re also confident that we’re gaining market share with key customers as we leverage our ability to solve their problems. This is the best way to further differentiate United Rentals in the customer’s eyes. And importantly, we see runway here as well.”

Infrastructure tailwinds

Flannery added that a future tailwind is emerging from the infrastructure legislation that was passed last year.

“We’re starting to have conversations with customers about federal projects that should kick off in 2023,” Flannery said. “And it’s a diverse mix with projects for road and bridge work, water control, harbors and ports, and also on the power grid.”

Flannery noted that the United Rentals team is good at managing growth.

“When demand ramps up in our business, it requires a tremendous amount of operating discipline, especially with customer service,” he said. “We’re very fortunate to have a world-class team standing behind our strategy. As a result, we achieved a 13 percent year-over-year increase in fleet productivity, with strong incremental flow-through to the bottom line. The team also excelled at safety, keeping our recordable rate below one for the quarter while safely on-boarding and training over 1,400 new employees.”

Flannery is also pleased with the company’s headway on the environmental, social and governance area. “For example, in March, we added power bank systems to our

Continued on page 42

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A Rising Tide for the

RER 100

BY MICHAEL ROTH, *RER*

It was definitely a better year for the *RER* 100 compared to last year after 2020 was severely impacted by an international transformative societal shutdown. While most rental companies were able to continue to function in 2020 as essential businesses, the impact affected everybody.

2021 will be seen as a year in which, for the most part, society returned to normal activities, although still greatly impacted. Rental companies found, for the most part, much more demand for their products and services. Construction and industrial activities were generally high and most customers were busy and therefore in need of equipment.

Most rental companies on the *RER* 100 report being off to a strong start in 2022 and expect this year to be even better, with a continuing back-to-normal recovery and pent-up demand, along with increasing activity from the Infrastructure Investment and Jobs Act passed by Congress and signed by the president last year. It is expected that it will take a year or two for projects stimulated by the legislation to really get under way, so this legislation will bring a strong ongoing tailwind to rental activity.

But there is definitely a caveat to all of this optimism and presumably most readers of this issue know very well what it is. The pandemic caused serious disruptions to supply chains. The supply chain disruption has affected every industry in every area of life. You see it when you go to the supermarket, when you shop for cars or clothes or just about anything, and it has seriously affected the world of equipment, to the point where lead times for equipment

from manufacturers are six to 18 months typically and often longer. Rental companies report that many manufacturers are telling them that some models won't be available until 2024.


For the manufacturers, there are significant increased costs, and some RER 100 owners say they have seen new equipment prices being raised by 10, 15, even 20 percent and they've reported cases where the equipment prices rise well after the deal is signed. The one positive to this is companies are reporting improved rental rates as rental customers can understand that rental companies are facing higher prices so those costs have to be recouped somehow.

For obvious reasons, used equipment prices are significantly higher as companies can't get the new units they need. For smaller companies this equipment shortage is more impactful as they have less buying

power and less ability to absorb the higher costs and less flexibility to move equipment around as needed compared to larger national companies.

Another issue all levels of society are facing is a labor shortage. This has made it harder for rental companies to run efficiently. And the labor shortage, like the equipment shortage, has affected small contractors and larger construction companies and put some projects on delay and in some cases caused project cancellations.

Fuel prices are another headwind. And all of these problems have been exacerbated by Russia's invasion of Ukraine. The effects of this war are rippling throughout the world and we don't know how long they will last or how widespread and catastrophic they will turn out to be.

Given all this, these are still optimistic times in the rental industry. And it looks like another good year is ahead. 

RER100

	Company Name (Last year's rank) Headquarters, Top Officer Website	2021 Rental Volume in Millions	2021 Total Volume in Millions	Total Number of Outlets	Editorial Comments
1	UNITED RENTALS (1) Stamford, Conn. Matt Flannery, CEO www.ur.com	\$8,207.0	\$9,716.0	1288	A 14.9-percent rental volume increase for industry leaders setting the tone for post-COVID recovery. Continuing strong growth in specialty rentals, adding its biggest acquisition of 2021 with mobile-storage giant General Finance Corp. Added zero-emission power systems from Powrbank battery systems into its rental fleet. 2021 return on invested capital was strong. All customer segments improved in 2021. Fourth quarter rental revenues from nonresidential construction verticals jumped 24 percent year over year, and infrastructure was up 11 percent. Expects the infrastructure bill to add an additional \$550 billion of funding for projects directly in its wheelhouse over the next five years.
2	SUNBELT RENTALS (2) Fort Mill, S.C. Brendan Horgan www.sunbeltrentals.com	\$6,000.0	\$6,500.0	1034	15.4-percent rental volume jump for Sunbelt, which made a couple dozen acquisitions in 2021. Made a significant investment in Bobcat all-electric compact track loaders and electric compact excavators. Grew its specialty rental business 27 percent in first nine months of the fiscal year. Added 118 locations year over year through greenfield starts and bolt-on acquisitions. Launched the Sunbelt Rentals Mobile App, which allows customers to manage all aspects of their rentals.
3	HERC RENTALS (3) Bonita Springs, Fla. Larry Silber www.hercrentals.com	\$1,910.4	\$2,073.1	320	A 23.8-percent rental volume leap for Herc, whose acquisitions of Cloverdale and a half dozen other rental companies showed its intention to keep up with the top two. Continues to invest in specialty fleet, including ProSolutions and ProContractor accounting for a quarter of its fleet. Improved dollar utilization every quarter in 2021, with record 44.6 percent in fourth quarter. Ordering early for 2021 helped Herc avoid fleet shortages, although company expects fleet cost surges this year and next. While oil-and-gas revenues spiked upward, the segment is still less than 10 percent of Herc revenue. Continuing to focus on expanding addressable markets like climate control remediation.

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4	HOME DEPOT RENTALS (4) Atlanta Richard Porter www.homedepotrentals.com	\$1,163.0	n/a	1,460	Solid growth continued in all line items of business for HD Rental in '21 with Pro-based businesses leading the way after DIY-led rental growth in '20. Centralized rental operating facilities up and running in seven markets enabling operational efficiencies and enhanced delivery capabilities. ROPIS (Reserve online, pick-up in store) capability introduced to support tool rental customers, with more customer-centric service offerings to come. Continues to grow in larger equipment.
5	BRANDSAFWAY (6) Kennesaw, Ga. Karl Fessenden www.safwaygroup.com	\$900.0*	n/a	230	Designed and built one-of-a-kind under-bridge traveling platform to provide access for final construction stages of Alberta Bow River Bridge project. Provided platform systems, stair towers and concrete forming for Harbor Bridge Replacement Project in Corpus Christi, Texas. Just released a heat trace technology and winterization project, integrating with plant operations technology to provide oversight of critical processes and ensure reliability during cold winter temperatures.
6	MAXIM CRANE WORKS (5) Newport, Ky. Paul McDonnell www.maximcrane.com	\$781.0	n/a	60	A transformational year for Maxim Crane Works. While top-line revenue was impacted by the pandemic, company identified growth trends within its key customer verticals. In April, Sean Collopy, became CFO after retirement of Carl Laurino. In October, industry veteran Bryan Carlisle retired as CEO and was appointed to board of directors. In late 2021, Paul McDonnell was named CEO and member of the board. McDonnell is veteran of more than 25 years in the construction equipment rental sector, including more than two decades with United Rentals, becoming executive vice president and chief commercial officer of the world's largest equipment rental company.
7	H&E EQUIPMENT SERVICES (8) Baton Rouge, La. Bradley Barber www.he-equipment.com	\$729.7	\$1,062.8	105	A 10.1-percent rental revenue jump for H&E, which went on to increase by 30 percent in the first quarter of 2022. H&E divested its crane rental business to Manitowoc, and by shedding its distribution activity became what it calls a "pure play rental company." Benefits included improved revenue mix and margin appreciation, while adding to its branch network. Added branches in Philadelphia (its first in Pennsylvania), Georgia, Arkansas, California, North Carolina, Tennessee, Texas, Missouri, and Utah. H&E plans to add at least 10 more locations in 2022 representing further penetration into existing markets as well as expansion into new geographies.
8	AHERN RENTALS (7) Las Vegas Don Ahern www.ahernrentals.com	\$724.6	\$905.8	113	Now with almost 70,000 pieces of equipment in its fleet, Ahern Rentals specializes in high-reach equipment, but offers machines from manufacturers such as JLG, Genie, Kubota, Snorkel, Xtreme Manufacturing, Skyjack, Case, Stihl, Hyster, John Deere, Caterpillar, and numerous others, with Snorkel and Xtreme owned by Don Ahern himself. Also offers backhoes, skid steers, skip loaders, trenchers, compressors, generators, light towers, welders, lawn and garden equipment, hand tools and more in a continually expanding geography of branches.

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9	SUNSTATE EQUIPMENT (9) Phoenix Chris Watts www.sunstateequip.com	\$640.0*	\$690.0*	93	Better than 20-percent rental volume hike for still-growing Sunstate, which added 10 branches to its footprint. Looking at new types of equipment to supplement current offering and changing equipment mix to reflect opportunities it sees in the marketplace. Entering new markets with greenfield starts and opening new branches in existing markets. In the beginning phases of a multi-year technology improvement project that will enhance its current technology platform. Recently opened in Beaumont, Texas; opening soon in Jacksonville, Fla.; and LaVergne, Tenn. Named Bob Krause COO.
10	AGGREKO NORTH AMERICA (10) Houston Bruce Pool www.aggreko.com	\$450.0*	n/a	62	Acquired by a group of private equity investors, finalized in August 2021. Still remains an international leader in power generation rentals, oil-free air and temperature control. Has launched a calculator to compare emissions and fuel consumption for onsite equipment, offering savings in carbon dioxide, nitrous oxide and particulate matter emissions, along with overall fuel consumption. Also launched a 400kW heat pump chiller that helps reduce carbon emission. Harvesting methane for power, battery storage, running trials on hydrogen power units, strengthening electric vehicle fleet, and setting up huge solar power fields.
11	CUSTOM TRUCK ONE SOURCE (17) Kansas City, Mo. Fred Ross www.customtruck.com	\$422.0	\$1,483.6	37	Custom Truck One Source is the combination of CTOS and Nesco Specialty Rents, now using the CTOS name. Its revenue is the combination of the two companies and more than double last year's Nesco numbers. It's the pro-forma number; non-pro-forma is \$410.5 million rental volume, not much difference. The combination of Nesco's specialty fleet with CTOS heavy equipment is a formidable one. Supplier of trucks and custom equipment to utilities, utility contractors, rail companies, oil and gas companies, forestry services and other specialty equipment operators.
12	ALL FAMILY OF COMPANIES (11) Cleveland Michael Liptak www.allcrane.com	\$415.0*	n/a	33	Started in a trailer next to the railroad tracks alongside the Ohio and Erie Canal corridor, headquarters now is a 40-acre compound of service shops supporting the whole company. Made an order for 100 new booms and scissors. Expanded its fleet of rough-terrain cranes with a new 18-unit package from Grove covering weight classes from 550-ton capacity to 165 tons. Enhanced new website includes news, case studies, load charts, and an online parts hub. Added the Blue Beast, a Liebherr LTM 1650-8.1, with the industry's largest lifting capacity on eight axles.
13	TOROMONT CAT (14) Concord, Ontario Scott Medhurst www.toromont.com	\$387.8	\$1,366.7	70	Formerly listed as Battlefield Equipment Rentals, which was only the Cat Rental Store operation. Listing now includes rental volume from dealership locations as well. Covers Manitoba, Ontario, Quebec, New Brunswick, Nova Scotia, P.E.I., Newfoundland and Labrador, and Nunavut. The name Toromont was conceived in 1961 by private investors in Toronto and Montreal who came together to form Toromont Industrial Holdings Ltd. Toromont's first chairman was a former governor of the Bank of Canada. Toromont is now one of the world's largest Caterpillar dealerships.

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14	XYLEM INC. (12) Rye Brook, N.Y. Matthew Pine www.xylem.com	\$225.0	n/a	62	A major pump manufacturer involved with solving water problems around the world. Its rental unit focuses on electric and diesel pumps; monitoring and control equipment; and accessories. The company recently manufactured its 5 millionth Flygt pump at its Swedish factory. A Flygt Concercor, a wastewater pumping system with integrated digital intelligence was the landmark unit. More than simply renting pumps, Xylem Rental Solutions designs, builds, and manages scalable turnkey systems that provide energy savings, efficiency and reliability
15	RING POWER (13) St. Augustine, Fla. Randy Ringhaver www.ringpower.com	\$220.0	n/a	22	Florida's economy is strong, but problems obtaining new equipment is causing shortages.
16	TNT CRANE & RIGGING CO. (15) Houston Mike Appling www.tntcrane.com	\$217.7	\$383.0	45	TNT Crane & Rigging acquired the businesses of JMS Crane & Rigging Co., WM Services Crane & Rigging Inc. and Big Ray's Equipment Co. LLC headquartered in Billings, Mont. This acquisition expands the company's footprint to include Montana and Idaho and further supports surging demand in the wind power market.
17	COOPER EQUIPMENT RENTALS (18) Mississauga, Ontario Doug Dougherty www.cooperequipment.ca	\$204.0	\$241.0	55	A 30-percent rental volume leap for fast-growing Canadian powerhouse. Continued to expand operations in six provinces across Canada, through acquisition and greenfield to bring location count to 55. Cooper's specialty Trench Safety, Pump Solutions and Climate Control operations are showing rapid expansion, further reinforcing Cooper's strength in the Canadian market.
18	KIRBY-SMITH MACHINERY (33) Oklahoma City Ed Kirby www.kirby-smith.com	\$199.0	n/a	12	Rental volume jumped 87.7 percent. Hired Cody Ward as director of strategy and corporate development, for research and implementation of long-term growth strategies. Became authorized dealer for Atlas Material Handlers in Oklahoma, Kansas, Missouri and Southern Illinois. Other main product lines include Komatsu; Wirtgen Group; Manitowoc, Grove and National cranes; Takeuchi, Fecon, Falcon, Broderson Cranes, Terramac, Mantsinen Material, Leeboy/Rosco, Gradall, Sullair, JLG/Skytrak, Esco, NPK and Trail King.
19	ENERGY RENTAL SOLUTIONS-CAT (26) Houston Scott Milligan www.ers-cat.com	\$176.0	\$176.0	13	A 49.3-percent rental volume boost for fast-growing Caterpillar energy-rental provider along the Gulf Coast. Specializes in power, temperature control and compressed air rentals. Supporting customers in construction, contracting, disaster planning, events, facilities management, food and beverage, government services, manufacturing, marine and shipping, mining, oil and gas, petrochemical, refining, telecom, utility power distribution and generation, and more.
20	ALTA EQUIPMENT (25) Livonia, Mich. Ryan Greenawalt www.Altaequipment.com	\$155.5	\$1,212.8	55	For the full year, total revenue jumped 38.8 percent while rental revenue leaped 30.9 percent on the strength of increased business and acquisitions. Now has equipment locations in Michigan, Illinois, Indiana, New England, New York, Virginia, Florida, and Ohio. Named new chief operating officer, Craig Brubaker. Acquired Ambrose Equipment in New Hampshire and Massachusetts, Midwest Mining Services in Toledo, Ohio; Ginop Sales, a distributor in northern Michigan; Gibson Machinery in Ohio; and expanded its Nikola dealership with territory in Arizona, growing its clean technology and electric vehicle offering.

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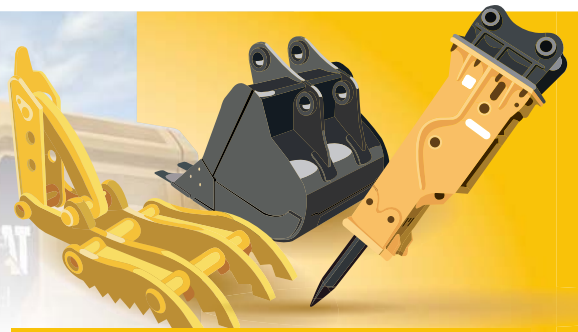
	Company Name (Last year's rank) Headquarters, Top Officer Website	2021 Rental Volume in Millions	2021 Total Volume in Millions	Total Number of Outlets	Editorial Comments
21	FINNING (20) Edmonton, Alberta Scott Thomson www.finning.ca	\$153.0	\$3,371.0	19	Numbers are for Finning's Canadian business, not including South America or U.K. A 15-percent rental volume hike for western Canada, including British Columbia, Alberta, Saskatchewan, Yukon, Northwest Territories and part of Nunavut. Believed to be the world's largest Caterpillar dealer. International dealership located in Surrey, B.C., with Canada dealership headquartered in Edmonton. Strong in power rentals as well as heavy and compact equipment rentals, big in logging, pipeline and wide range of other industries.
22	GROUPE LOU-TEC (16) Anjou, Quebec Jean-Marc Dallaire www.loutec.com	\$145.0*	n/a	30	Acquired by Sagard Private Equity Canada, a Canadian mid-market private equity fund, along with current Groupe Lou-Tec management and shareholders and other private equity groups, including Investissement Québec, dedicated especially to Québec-based companies. Offers a diversified fleet of equipment, especially aerial, material handling and excavation.
23	HOLT CAT (19) San Antonio Peter J. Holt www.holtcat.com	\$140.0*	n/a	19	New Holt Cat Power calculator helps customers figure out how much power is required for a specific application. Texas First Rentals and Holt Crane & Equipment are now authorized dealers of Magni Telescopic Handlers. Holt acquired Kardie Equipment/TGM Wind Services, the leading North American distributor of Bronto Skylift truck-mounted aerial work platforms, allowing Holt to further its commitment to investing in renewable energy resources.
24	FABICK CAT (-) Fenton, Mo. Jeré Fabick www.fabickcat.com	\$137.2	n/a	13	More than 100 years old, had strong demand in 2021. Opened new branch in Rolla, Mo., broke ground for new facility in Wentzville Mo. Fabick is Cat dealer for portions of Missouri, Illinois, the state of Wisconsin and the Upper Peninsula of Michigan. Members of the Fabick family's third, fourth and fifth generation working for the company including CEO Jeré and president John Fabick IV.
25	OHIO CAT (25) Broadview Heights, Ohio Ken Taylor www.ohiocat.com	\$127.6	n/a	11	14.9-percent rental volume leap for Ohio Cat. Overall rate increases were 8 percent. Completed construction of new Perrysburg, Ohio, campus with Ohio Cat, Cat Rental Store and Ohio Peterbilt on a 40-acre property, the company's largest building project investment to date. Increased business activity in northwest Ohio created the need for a larger facility in Toledo area.
26	WARREN CAT (22) Midland, Texas Jim Nelson; Tommy Reynolds www.warrenecat.com	\$125.3	n/a	18	Recognized as a Gold Rental Excellence Performance Dealer by Caterpillar. Continued investment in facilities, technician growth, sales rep coverage and fleet additions for rental services, heavy rents and power generation businesses. Breaking ground on new facilities in Abilene, Texas, and Ardmore, Okla.
27	EQUIPMENT DEPOT (23) Houston David Turner www.eqdepot.com	\$120.0*	n/a	50	Expanded the company's sales and service area to four counties in Southern California – Inyo, Riverside, San Bernardino, and San Diego
28	CTE (30) Charlotte, N.C. Ed Weisiger Jr. www.carolinacat.com	\$119.0	n/a	24	9.2-percent rental volume hike for Carolina Cat dealership. Numbers include Carolina Cat Rental Store, Carolina Cat Power Systems, and LiftOne.
29	SKYWORKS (27) Buffalo, N.Y. Jerry R. Reinhart www.skyworksllc.com	\$118.8	\$140.6	20	A 23-percent rental volume increase as Skyworks now divided into two companies (see JGR Equipment, No. 84) Opened new stores in Sarasota, Fla., and Harrisburg, Pa. Acquired Elite Equipment in Decatur, Ala.

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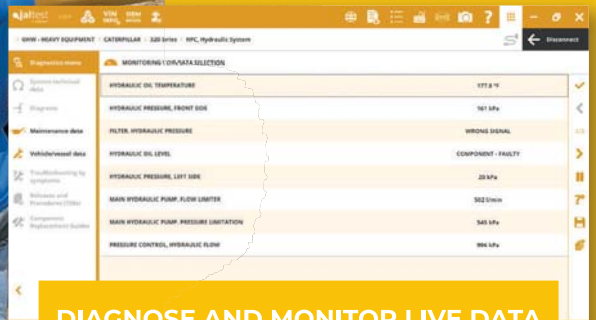
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30	KELLY TRACTOR (21) Miami Chris Kelly www.kellytractor.com	\$117.7	n/a	14	While economy was strong in Florida, inability to obtain new equipment made it hard to take advantage of opportunities.
31	SIMS CRANE & EQUIPMENT CO. (27) Tampa, Fla. Dean Sims II www.sims Crane.com	\$116.0*	n/a	13	One of the leading crane rental players in Florida, with an operator training program. Offers onsite consultation and 3-D jobsite analysis, and a large and varied mobile crane fleet.
32	WAGNER RENTS (31) Aurora, Colo. Bruce Wagner www.wagnerequipment.com	\$113.0*	n/a	22	Colorado and New Mexico Cat dealer, one of the best in the business with one of the longest-running and most successful rental programs.
33	AMECO (38) Greenville. S.C. Gary Bernardez www.ameco.com	\$112.3	\$135.7	6	Literally resurrected and reborn after 75 years of corporate ownership, AMECO is back with a deeper commitment to customer service, site services, and one of the rental industry's most complete and unique perspectives in how to help customers manage and control total jobsite activity. Now owned by One Equity Partners, about a year into the new ownership. Plus, a 26.6-percent year-over-year rental volume increase. At press time acquired F&M Mafco (No. 47), which will create a whole new level of opportunities, capabilities and efficiencies.
34	CLEVELAND BROTHERS EQUIPMENT CO. (28) Cranberry Township, Pa. Jay Cleveland Jr. www.clevelandbrothers.com	\$112.0*	n/a	22	Continued strong performance by western Pennsylvania Caterpillar dealership.
35	ATLAS COPCO SPECIALTY RENTALS (32) LaPorte, Texas Tim Last www.atlascopco.com/en-us/rental	\$110.0*	n/a	20	Overall demand for equipment, service and specialty rental solutions increased considerably, supporting strong order growth in North America. Order intake increased 33 percent organically. The offer of electrical-driven equipment was also extended, as an example of how customers are supported in meeting their sustainability ambitions. Opened new rental branch in Varennes, Quebec, Canada.
36	STEPHENSON'S RENTAL SERVICES (36) Mississauga, Ontario Guy Manuel www.stephensons.ca	\$108.3	\$138.5	20	A 16-percent rental volume increase for one of Canada's leading independent rental players. Main strength has always been in Ontario but on Jan. 1, 2022, SRS made a substantial investment in Centre de Location G.M., strongly boosting its presence in the neighboring province of Quebec. Stephenson's focuses on general rental – aerial, light and heavy – as well as specialty with heaters, scaffolding, edge protection and small tools.
37	MacALLISTER MACHINERY (34) Indianapolis Chris MacAllister www.macallister.com	\$108.0*	n/a	29	Caterpillar dealer for Indiana and Michigan with more than 75 years in business
38	MUSTANG RENTAL SERVICES (35) Houston Brad Tucker www.mustangcat.com	\$107.0*	n/a	11	Celebrating 70 years in business, serving the Houston and southeast Texas markets
39	ACME LIFT (47) Mesa, Ariz. Woody Weld www.acmelift.com	\$98.8	\$112.9	1	Sold its aerial assets to United Rentals and is remaking itself as an earthmoving rental specialist. Increased rental volume by 16.2 percent

RER100

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40	HUGG & HALL EQUIPMENT (48) Little Rock, Ark. John Hugg/Robert Hall www.hughhall.com	\$81.0	\$281.0	15	A 21.8-percent rental volume hike for material handling dealer and rental specialist. A great rental year and off to a strong start in 2022. Acquired Southern Material Handling in Tulsa and Muskogee, Okla., a Toyota forklift dealer in eastern Oklahoma. Has new facilities in New Orleans, Baton Rouge and Oklahoma City and this year will open branches in Shreveport and Houma, La.; and Blytheville and Jacksonville, Ark., a suburb of Little Rock.
41	BOTTOM LINE EQUIPMENT (46) St. Rose, La. Kurt Degueyter www.bottomlineequipment.com	\$79.8	\$121.0	7	Big in heavy construction equipment and specialty attachments. Total revenue increased 20 percent year over year while rental revenue increased 15 percent from increased demand in the industrial and commercial sectors. An augmented and diversified fleet has allowed expansion into renewable energy projects within the geographical footprint. Bottom Line achieved a safety milestone by exceeding a million man hours worked without an OSHA-recordable incident
42	HOLT OF CALIFORNIA (43) Pleasant Grove, Calif. John Johnson www.holtca.com	\$78.6 *	n/a	12	Continues with very good business, primarily in California's Central Valley where most of our food comes from. Rental up an estimated 8 percent.

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The RER 100 – A New Record		
Year	Rental Revenue (in millions)	% Change
2021	\$28,813.7	+12.5
2020	\$25,603.3	-8.8
2019	\$28,084.1	+11.4
2018	\$25,213.1	+15
2017	\$21,917.0	+13.6
2016	\$19,299.4	-2.9
2015	\$19,355.1	+9.2
2014	\$17,728.1	+15
2013	\$15,417.1	+10.4
2012	\$13,967.3	+15.7
2011	\$12,067.4	+17.6
2010	\$10,260.5	-0.5
2009	\$10,311.8	-25.3
2008	\$13,802.5	-0.36
2007	\$13,853.6	+4.3
2006	\$13,282.5	+14.5
2005	\$11,599.4	+15.1
2004	\$10,075.6	+12.3
2003	\$8,973.8	+1.3
2002	\$8,861.5	-6.4
2001	\$9,467.1	+7.1
2000	\$8,757.0	+25

After increasing for nine consecutive years, the top 10 decreased in 2020 by 7.5 percent. The total RER 100 rental volume increased by 12.5 percent (\$3,210.4 million), the largest year to year increase since 2017. It topped the previous single-year record set in 2019 by \$729.6 million, or 2.6 percent.
(Totals include 1-100 only, not extras.)

The RER 100's Top 10		
Year	Rental Revenue (in millions)	% Change
2021	\$21,505.7	+13.1
2020	\$19,018.4	-7.5
2019	\$20,555.9	+12.7
2018	\$18,231.5	+17.1
2017	\$15,574.5	+17.2
2016	\$13,291.1	+4.9
2015	\$12,673.6	+10.4
2014	\$11,477.8	+15.6
2013	\$9,927.6	+11.2
2012	\$8,930.8	+15.4
2011	\$7,739.8	+18.8
2010	\$6,516.1	-0.8
2009	\$6,568.4	-26.3
2008	\$8,906.8	-3.3
2007	\$9,208.2	+2.8
2006	\$8,961.0	+13.4
2005	\$7,903.7	+12.9
2004	\$7,001.9	+8.9
2003	\$6,430.2	-0.5
2002	\$6,459.7	-7.0
2001	\$6,946.7	+7.1
2000	\$6,486.9	+32

The top 10 of the RER 100 set a new record with \$21,505.7 million, tops in its history and a 13.1 percent increase compared to last year. It topped the previous record, 2019, by \$949.8 million, or 4.6 percent. This year the top 10 was 74.6 percent of the total listing; last year it was 74.3 percent; in 2019 it was 73.2 percent.

RER100

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43	RENTAL EQUIPMENT INVESTMENT CORP. (41) Miami Beach, Fla. Kevin Fitzgerald www.reicorporation.com	\$78.3	n/a	33	Purchased RentMe Rentals (two locations), plus opened two new specialty rental locations. Acquired by private equity firm Kinderhook Industries. Continuing to acquire companies including on in northeastern U.S. at press time.
44	GREGORY POOLE EQUIPMENT CO. (48) Raleigh, N.C. Gregory Poole III www.Gregorypoole.com	\$78.0	\$666.2	22	Construction, industrial and power generation rental. Has rebranded rental services as GP Rental.
45	ABLE EQUIPMENT RENTAL (51) Deer Park, N.Y. Steve Laganas www.ableequipmentrental.com	\$77.7	n/a	6	A 36.8-percent rental volume increase for New York-based rental company branching out to more states. Adding Connecticut, Virginia and Maryland locations. New equipment sales, service and other revenue up 21 percent. Continued multimillion-dollar telematics investment. Grew employee headcount by 4.4 percent. Hired Patrick Farley as chief information officer and Stacy Irons as vice president of sales operations. Launching a full-service portal for benefit of the customer base; building a specialty asset service division.
46	ADMAR CONSTRUCTION EQUIPMENT & SUPPLIES (49) Rochester, N.Y. Joel DiMarco www.admarsupply.com	\$77.2	\$123.9	10	14.2 percent rental volume leap for major player in upstate New York and Pennsylvania.
47	RENTAL ONE (50) Colleyville, Texas Mike O'Neal wwwr1equip.com	\$73.0*	\$106.0*	15	An estimated 20-percent-plus rental volume uptick. With 15 locations in and around Dallas-Fort Worth, it shouldn't be hard to find one of their branches, or their sales folks on a jobsite. Opened Round Rock location in March 2021 as company spreads around the state.
48	F&M MAFCO (49) Cincinnati Timothy Fries www.fmmafco.com	\$72.0	\$109.0	11	A 10.8-percent rental volume jump for utility rental specialist with welding, lifting, rigging, construction and industrial supply, project site services, fabrication-products and more. The big news came at press time: the company was acquired by AMECO and will enhance both companies' site services and equipment rental capabilities and efficiencies.
49	ART'S RENTAL EQUIPMENT (44) Newport, Ky. Ken Arlinghaus www.artsrental.com	\$71.0*	n/a	15	Major general rental company around Cincinnati, northern Kentucky, and southern Indiana.
50	BIGRENTZ (58) Irvine, Calif. Scott Cannon www.bigrentz.com	\$62.6	n/a	1	Another double-digit rental volume increase at better than 20 percent. Customers with supply chain issues and delayed starts on projects but not cancellations. Partner network faced with long lead times, fueling M&A atmosphere. Recommitted to marketing earth-moving equipment, will enter specialty arena next year. Expanding services to Canada this year and exploring opportunities in other countries as well. Launched a new version of its website, doubling online traffic.

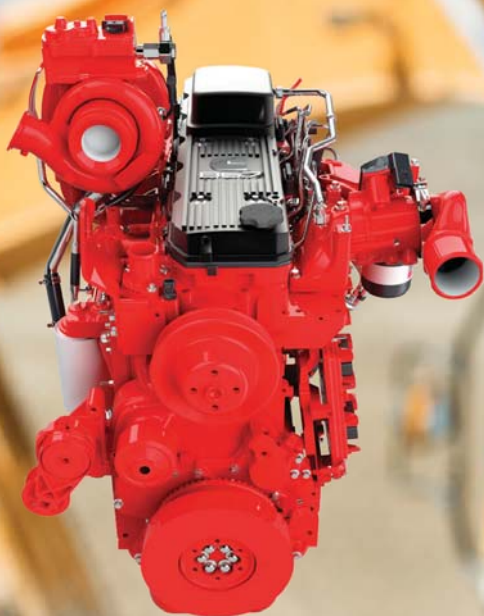
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	Company Name (Last year's rank) Headquarters, Top Officer Website	2021 Rental Volume in Millions	2021 Total Volume in Millions	Total Number of Outlets	Editorial Comments
51	CROSS COUNTRY INFRASTRUCTURE SERVICES (45) Aurora, Colo. John James www.crosscountryIS.com	\$59.6	\$128.0	14	A 15-percent rental volume decline for Cross Country, but total revenue increases. Provides equipment rentals including earthmoving, water management, hydrostatic testing, lifting, liquid containment and specialized pipeline equipment. Supplies and equipment sales round out the companies offering. In 2021, Cross Country moved into the growing renewable energy markets with significant investment into a new rental fleet and has expanded its product lines to support the growing wind and solar construction projects. In October, divested its Canadian operations. The independently led newly formed company will rebrand itself as Cross Country Canada Rentals and Supplies.
52	BERRY COMPANIES (62) Wichita, Kan. Walter Berry www.berrycompaniesinc.com	\$56.5	\$771.2	48	A 16-percent rental volume jump for Berry Companies. Added stores in Joplin, Mo.; Stillwater, Okla.; and two each in Dallas/Fort Worth and Denver.
53	IMPERIAL CRANE SERVICES (54) Bridgeview, Ill. B.J. Bohne www.imperialcrane.com	\$56.0*	n/a	5	After 40 years providing lifting and rigging in the petrochemical industry, has begun Imperial Power Services from pre-planning to lift-plan development.
54	LOUISIANA RENTS (55) Reserve, La. Robert Webb Jr. www.louisianamachinery.com	\$55.0	n/a	7	Caterpillar dealer for Louisiana offering earthmoving, compressed air, aerial, compaction, trenching material handling and trucks. Opened a new Cat Rental Store in Covington, La., as part of growth strategy. Focused on customer expansion through new product offerings and deployment of technology-based solutions.
54	LOCATION D'OUTILS SIMPLEX (60) Montreal Sylvain D'Amour www.simplex.ca	\$55.0	\$83.0	38	Quebec-based rental company primarily focusing on boomlifts, scissorlifts and forklifts.
56	BLANCHARD MACHINERY (61) West Columbia, S.C. Joe Blanchard www.blanchardmachinery.com	\$54.0*	n/a	8	Blanchard joined the dealer network for Nikola Corp., a manufacturer of heavy-duty commercial battery-electric vehicles, fuel-cell electric vehicles and energy infrastructure solutions. Has added a wide range of trench shoring equipment for rent.
57	NATIONAL EQUIPMENT DEALERS (63) Lexington, N.C. Mitch Nevins www.ned-llc.us	\$53.0*	n/a	14	Named Jesse Beasley chief operating officer, after managing seven branches for the company. Hyundai Construction Equipment named NED its top dealer of 2021. On October 21st, 2021, NED LLC finalized the acquisition of Grove River Machinery, near Savannah, Ga., which will expand the NED organization into Georgia, where the company hopes to grow more in the future.
58	LIFTING GEAR HIRE CORP. (65) Bridgeview, Ill. Tony Friscelli www.lgh-usa.com	\$52.7	\$64.4	23	A 16.6-percent rental volume hike. Began a partnership agreement with Beta Max hoists. The LGH Atlanta warehouse has moved into a 26,000-square-foot facility, double the size of the previous site. Added multi lug lifting beams to inventory and began RFID tracking to help keep track of inventory.

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59	STAR RENTALS (56) Kent, Wash. Bob Kendall www.starrentals.com	\$51.2	\$74.8	18	Despite a slight drop in revenue, it was a good year after dropping 8 percent in 2020. On a trajectory to rise 3 percent or more in 2022. Customers are optimistic but cautious. A lot of work in Washington and Oregon but nonresidential is down about 5 percent vs. 2019. Facing long lead times from all manufacturers. After a difficult year of trying to hire employees, filled more than 10 open positions after mask mandates faded. Experimenting with electric-powered equipment; looking for possible acquisitions and green starts.
60	COWIN EQUIPMENT (67) Birmingham, Ala. James Cowin www.cowinequipment.com	\$47.0	\$200.0+	8	North America's top Volvo dealers. A major player in heavy equipment, and one of North America's top Volvo dealers.
61	STOWERS MACHINERY (66) Knoxville, Tenn. Lisa & Ed Rottmann www.stowerscat.com	\$46.0	n/a	6	East Tennessee Caterpillar dealer. Also offers Genie, JLG, MEC, Bandit, Finn, Vermeer, Allmand, Bomag, Metso, Morooka and Custom Truck One Source.
62	SOUTHEASTERN EQUIPMENT (70) Cambridge, Ohio William L. Baker www.southeasternequip.com	\$45.0*	n/a	22	Expanding its Kobelco equipment offerings to West Virginia, providing rental, sales, parts and service, certified technicians and OEM or after-market parts. Added Rubble Master's full line of aggregate crushing and screening equipment and MGL's line of conveyors for sale and rental.
63	PDQ RENTALS (69) Santa Fe Springs, Calif. Todd Turner www.pdqrentals.com	\$44.4	\$56.9	3	Seventy years in the vast competitive L.A. market and getting bigger every year.
64	CLOVERDALE EQUIPMENT CO. (74) Oak Park, Mich. Todd Moilanen www.cloverdale-equip.com	\$43.8	\$64.5	4	33.4-percent rental volume hike in 59th year in business. No wonder it was attractive to acquirers – and it was acquired by Herc Rentals April 19, 2022. Owned and operated by the same family since its inception; currently in third generation. Moilanen is grandson of founder Ben C. Maibach Jr.
65	HIGH REACH CO. (68) Sanford, Fla. Lance Renzulli www.hr2fl.com	\$43.6	\$59.1	5	Expects a 5 to 10 percent increase in 2022 after strong first quarter. Seeing slight improvements in staffing but turnover remains higher than it's been historically. Opening a new branch this quarter in Ft. Myers, southwest Florida.
66	B&G EQUIPMENT & SUPPLY (64) Birmingham, Ala. Marty Hardin www.bgequipmentsupply.com	\$43.0	\$50.3	7	Opening seventh location in Raleigh, N.C., in first quarter 2022. Had a good year in 2021, but timing issues with jobs kept some of crane fleet under-deployed. A more robust start in early 2022. Continuing to experience shortages in availability. Labor shortage remains a problem, has had a couple of positions vacant for two years. Added some complementary items such as perimeter fencing and barricading.

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67	LEPPO GROUP (72) Kent, Ohio William Glenn Leppo www.leppos.com	\$40.8	\$170.0	12	A 17.9-percent rental volume increase, a 31.3-percent total volume hike. A soft first quarter for Leppo Rents' contractor-focused rental in 2021 was overshadowed by a strong second half. The four stores opened in 2019-20 in southeast Alabama and the Florida panhandle expanded well in rapidly growing markets. Razor Rents energy exploration rental business recovered from 2020 plunge in oil prices. 2022 has started off with very strong demand from all segments. Plans to open a new Leppo Rents location east of Cleveland in late Q2 or early Q3.
68	ILLINOIS TRUCK & EQUIPMENT (73) Morris, Ill. Rolf Helland www.iltruck.com	\$40.2	\$60.5	2	A 16.5-percent rental volume hike for Illinois Truck in its last year before being acquired by Sunbelt Rentals on December 16. ITE was founded in 1989 by Rolf Helland with \$8,000, and it grew to become one of the largest independent rental companies in the U.S. Former Morris, Ill., headquarters will remain open with most of the same staff to launch Sunbelt Rentals' new Earth Moving Solutions Division.
69	BUTLER MACHINERY (71) Fargo, N.D. Twylah Blodsky www.butler-machinery.com	\$40.0	n/a	20	A dealer for Caterpillar, Agco and Claas in North and South Dakota, parts of Montana and Nebraska.
70	TITAN MACHINERY (77) West Fargo, N.D. David Meyers www.titanmachinery.com	\$37.7	\$1,711.9	75	Dealership specializing in Case and New Holland construction and agriculture equipment.
71	WAJAX CORP. (75) Mississauga, Ontario Iggy Domagalski www.wajax.com	\$35.5	\$1,637.3	63	An 8.9-percent rental volume increase and 13.5-percent total volume hike. Acquired Thunder Bay, Ontario-based Process Flow Systems Ltd., a provider of industrial process pumps, valves and monitoring and control systems. Serving customers in a range of industries, including mining, pulp and paper, water and wastewater management, and energy generation. Wajax also became the exclusive national distributor and authorized service provider of Columbia electric utility vehicles in Canada's industrial and commercial vehicle markets.
72	CISCO EQUIPMENT (79) Odessa, Texas C.J. Sibert www.cisco-equipment.com	\$30.9	\$61.5	7	A 20.2-percent rental volume leap for West Texas-based Cisco. Growth in demand for oil should be good for the local economy.
73	DURANTE RENTALS (81) New Rochelle, N.Y. Anthony Durante www.duranterentals.com	\$28.7	\$35.8	6	A 19.1-percent rental volume increase for New York City-based Durante, a leading player in the Tri-State area including New Jersey and Connecticut. Opened new "flagship" 68,000-square-foot property in Queens. Hired industry veteran Kenneth Cockrill as president to enhance focus on day-to-day operations.
74	HAWTHORNE RENTALS (80) San Diego David Ness www.hawthornecat.com	\$27.0*	n/a	10	Tom Hawthorne, founder of the Caterpillar dealership that bears his name, passed away earlier this year. Hawthorne founded the company in the 1950s and quickly recognized the benefits of short-term rentals four decades before Caterpillar began to emphasize the importance of its dealerships starting Cat Rental Store operations.

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75	ACCÉS LOCATION+ (90) Beloil, Quebec, Canada Luc Bertrand www.acceslocation.com	\$25.5	n/a	3	A 36.4-percent rental volume boost as Quebec's economy improves. Primarily aerial-focused, Accès Location+ now has more than 1,200 units. For a fourth year, honored as one of Canada's best-managed companies. Established a new branch in Quebec City area.
76	DIAMOND RENTAL (87) Salt Lake City Mark Clawson www.diamondrental.com	25.0*	n/a	10	A good year for Diamond Rental in the inter-mountain region.
77	ROLAND MACHINERY (78) Springfield, Ill. Ray Roland, CEO; Matt Roland, president www.rolandmachinery.com	\$24.6	\$293.0	17	Son Matt Roland now running the company. Expecting another good year. A leading Komatsu distributor.
78	VANDALIA RENTAL (84) Vandalia, Ohio Kurt Barney www.vandaliarental.com	\$23.9	n/a	7	A 16.6-percent rental volume hike. Opened new branch in Columbus, Ohio, in January. Planning to start construction on additional greenfield expansions this year. Hiring top talent, adding fleet, and, Barney says, having fun!
79	CRANWORKS (76) Houston Kevin Ayers www.crane-works.com	\$23.7	n/a	8	Diminished utilization from the start of Covid through mid-2021 but seeing a dramatic rebound in utilization since then and continuing to add machines to already modern rental fleet. Expecting strong 2022 with increased demand, but getting fleet remains a challenge, and equipment prices spiral even after orders are placed.
80	CLAIREMONT EQUIPMENT (82) San Diego Jerry Zagami www.clairemontequipment.com	\$23.5	n/a	6	A Komatsu dealer for decades, also for Yanmar, Dynapac, JLG. Working on updating company inventory, increasing market share and territory for rental and sales.
81	ALTORFER CAT RENTAL POWER (83) Addison, Ill. Sean Plarski www.altorfer.com/rental/power-systems	\$23.3	\$32.3	5	An 11-percent rental volume increase. Numbers cover Altorfer's power rentals only. Main product lines are generators, air compressors and temperature control equipment. New rental reps Joe Messina, Sean Whalen and Jake Tolander cover north and central Illinois and eastern Iowa.
82	EQUIPMENT FINDERS (85) Nashville, Tenn. Scott Hatcher www.efitn.com	\$22.2	\$25.2	1	8.8-percent rental volume increase. Company primarily focuses on Skyjack, Hy-Brid Lifts, Haulotte, JLG and Wacker Neuson. Enjoyed 12 consecutive years of rental revenue growth.
83	NATIONAL LIFT TRUCK (92) Franklin Park, Ill. Jeff Paul DuBose www.nlt.com	\$21.8	\$69.3	7	A 25.3-percent rental volume jump. Had a strong finish in 2021 and started 2022 with one of its best first quarters. However, equipment lead times ranging from 12 to 24 months are having an impact. Incurring price increases from manufacturers between 10 and 30 percent, driving used equipment prices to high levels and fueling a surge in service and parts business. Expecting those trends to continue through 2023.
83	JGR EQUIPMENT Manassas, Va. Randy Hrabe www.jgr.equipment.com	\$21.8	\$26.1	4	A division of Skyworks (No. 29), listed as a separate company for the first time. Was formally known as Skyworks of Virginia, renamed in memory of Jason Reinhart, brother of Skyworks owner Jerry Reinhart. Has branches in Baltimore, Charlotte and Raleigh, N.C.

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85	SITEPRO RENTALS (-) Carrollton, Texas Tim Rule www.siteprorentals.com	\$20.7	\$31.6	12	Sammons Industrial, parent company of Briggs Equipment, launched SitePro Rentals, a general rental company with branches in Texas, Louisiana and Georgia. Separating equipment rental from its material handling business enables the focus that rental requires. Features a wide range of construction rental equipment.
86	AACTION RENTS (91) Windsor, Calif. Colin Grill www.aactionrents.com	\$20.4	\$22.9	6	12.7-percent rental volume increase for Northern California general rental company. Colin Grill takes over leadership from his father John Grill who has retired. Grill is optimistic that 2022 will offer opportunities for growth and to increase market share. Working on internal systems to help leverage efficiencies and give the company a competitive edge and increase utilization of under-utilized assets.
87	BIRCH EQUIPMENT RENTALS & SALES (87) Bellingham, Wash. Sarah Rothenbuhler www.birchequipment.com	\$20.0	n/a	8	With locations throughout Washington and Alaska, Birch Equipment is a regular recipient of Washington State Best Place to Work, and a top philanthropic business in Washington. Credited for quality, innovation, safety, response time and delivery, and a proprietary rental management platform system providing location, utilization, cost analysis and maintenance tracking platforms for customers and staff. Birch Equipment's \$56-million rental fleet includes air equipment, power, excavation, material handling, aerial, lighting, pumping, trucks and trailers, providing long and short-term rentals, sales and service to general construction, commercial contractors, heavy industry, manufacturing, government and home improvement sectors.
88	STREET SMART RENTALS (96) Lino Lakes, Minn. Mike Granger www.streetsmartrental.com	\$19.0	n/a	8	26.7-percent rental volume hike. Specializes in portable traffic signals, security camera trailers, smart work zone devices. Opened branches in Arizona and Massachusetts so far this year.
89	LALONDE EQUIPMENT RENTALS (96) Signal Hill, Calif. Brian LaLonde www.rjlalonde.com	\$18.6	n/a	3	After 56 years, Lalonde closed its operated rental division to concentrate on expanding bare rental. Expecting 2022 to be better than 2021. Customers have some of the best backlog in their history and with long lead times to order equipment, they are turning to rental more than ever.
90	AMERICAN SCISSOR LIFT (93) Stockton, Calif. Michael Melthrather www.americanscissor.com	\$17.9	19.1	5	American Scissor Lift rents a variety of scissor lifts including gas-powered MEC scissor lifts, electric-powered scissor lifts, articulated and telescopic booms, Genie, and Skytrak, personnel lifts, material lifts and forklifts.
91	IRON OAK SERVICES (-) Ruston, La. Stephen Bullock & Joey Elawadi www.ironoakservices.com	\$16.1	\$21.7	2	Co-owner Stephen Bullock returns to the RER 100 as the previous owner of a greatly successful Volvo Rents franchise called JPS Equipment. He and partner Elawadi started Iron Oak in 2017 and built it from the ground up. Recently became dealer for Sany equipment in North Louisiana. Iron Oak expects to break ground this spring on a new facility in Bossier City, La. JLG, Generac and Sullair are among its top brands.
92	RENTAL GUYS (-) Chico, Calif. Avery DuBose www.rentalguys.com	\$15.1	\$21.3	11	In September acquired America Rents based in Reno, Nev., with a second location in Carson City, Nev., which Rental Guys plans to open this summer. A general rental company with branches far north in northern California in small cities like Yreka, Eureka, Susanville, Redding, Paradise, Red Bluff and Grass Valley. Now branching into Nevada.

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92	ANDERSON EQUIPMENT (95) Bridgeville, Pa. Judy Anderson www.andersonequip.com	\$15.1	n/a	18	Specializing in Komatsu, Takeuchi, Morooka, Dynapac, Sennebogen and Epiroc. Acquired the distribution rights for Komatsu in most of West Virginia.
94	A TOOL SHED (98) Santa Cruz, Calif. Robert Pedersen www.atoolshed.com	\$15.0	n/a	7	In business a long time serving the areas south of San Francisco around San Jose, Santa Clara, Silicon Valley, Santa Cruz and Monterey Bay.
95	ILLINI HI-REACH (99) Crown Point, Ind. Larry Workman www.hi-reach.com	\$14.8	n/a	5	Major aerial rental specialist around the Chicago area and northern Indiana.
96	STEPHENSON EQUIPMENT (-) Harrisburg, Pa. Bob Criste www.stephensonequip- ment.com	\$14.5	n/a	10	Returning to the RER 100 after being absent last year. Main product lines are Manitowoc, Grove, JCB, LeeBoy, National, Manitex, Bomag, Tiger, Diamond, Bandit, Elliott, Rogers. Added McDonald, Pa., facility to construction equipment business. Added territory for a number of manufacturers, including LeeBoy and Bandit in Philadelphia, West Virginia and Maryland.
97	HERC-U-LIFT (102) Maple Plains, Minn. Tom Showalter www.herculift.com	\$12.8	n/a	13	A 28-percent rental volume lift for Minnesota aerial rental specialist.

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F&M Mafco (will be integrated with AMECO under AMECO name)	AMECO
Rental Equipment Investment Corp. (still doing business as REIC)	Kinderhook Industries
CBS Rentals (no longer using this name)	Herc Rentals
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Random Comments from the RER 100:

"2022 is starting out as one of our strongest years in history, both our fleet on rent and time utilization are at all-time highs."
Chris Watts, Sunstate Equipment

"Clearly the biggest issue we have currently is equipment availability from both our manufacturer vendors as well as the used equipment market. Used equipment is hard to come by and when you do, it is at prices that are much higher than last year."
Kevin Fitzgerald, Rental Equipment Investment Corp.

"Every manufacturer has long lead times. But I feel there has been a "push" by these companies for everyone to get orders in, not only for 2023 but even 2024 in some cases. We have never seen anything like that, and I am thinking that some of this is just "panic" buying if not "hoarding." However, as the mask mandates have faded there are definitely more workers available. Specifically, after a very difficult past 12 months of trying to hire employees, we have filled over 10 open positions in just the last month."
Bob Kendall, Star Rentals

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98	A TO Z EQUIPMENT RENTALS & SALES (100) Gilbert, Ariz. Vicki Dickerson www.a-zequipment.com	\$12.8	n/a	4	Family owned and operated since 1960 in the "valley of the sun."
99	LIZZY LIFT (101) Elmhurst, Ill. Jennifer Lombard, presi- dent; Elizabeth Faruzzi, operations manager www.lizzylift.com	\$11.5	n/a	1	Rental volume increased 10 percent in 2021. Increased fleet by 20 percent. Has a lot of specialized unique aerials like Versalifts and FR hoist lifts, PB scissor lifts for warehouse distribution centers and the heavy machinery moving sector. Not enough experienced service technicians to provide third party services to help maintain the growth and activity in the industry today.
100	MORTIER EN TRÉMIE ABL (-) Levis, Quebec Louis LeBlanc, Alcide LeBlanc www.mortierentremieabl.com	\$11.2	n/a	2	Main product lines are JLG, Skytrak, Xtreme Manufacturing and EZG Manufacturing. New to RER 100 but not new to customers in Quebec, celebrating its 50th birthday in 2022. Also has mortar sales division, Hopper Mortar ABL.
WAIT TILL NEXT YEAR					
101	RENTAL EQUIPMENT CENTER (-) Denver Troy Miller www.rentalequipment-center.com	\$10.2	\$11.1	3	Features aerial, earthmoving, material handling and generator rentals. Owned and led by former staff of Center Rentals, formerly Denver's top rental company until it was sold.

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Alert Rental's Alert Rover is a mobile companion application to Alert Rental Software. Available in Alert's upcoming Revision 22, Alert users will be able to use Rover from their phones or tablets to find tickets, assign fixed assets, change quantities, change meter readings, and add rental and sales items. When the changes are complete, email the updated ticket to customers with the click of a button.



e-Emphasys

The e-Emphasys Digital Transformation Platform integrates every department in dealerships or rental companies, providing a real-time flow of information. The platform includes ERP, business intelligence, mo-



bile field service and dispatch, Mobile inspection and Delivery Apps, eCommerce, Document Management, and CRM. All solutions are integrated in real-time via the cloud hosting platform.

InTempo Software

InTempo Software provides mission-critical technology solutions for equipment, tool, event, and specialty rental businesses.

Product lines include RentalMan (InTempo Enterprise), Enfinity (InTempo Core), and CounterPro. InTempo's real-time payment processing module for InTempo Enterprise allows users to securely process credit and debit cards without leaving their rental software. Users can securely keep cards on file, reduce their PCI compliance obligations, and save money on their payment processing fees. The InTempo product suite also includes the InTempo Mobile App, which allows users to complete mission-critical workflows from any location, on any smartphone or tablet, and Service Solution, which helps users prioritize their maintenance and repair efforts.



John Deere

John Deere's Earthmoving Productivity System is available for scraper and earthmoving customers. The Earthmoving Productivity System transfers critical data directly to the JDLink Dashboard, via JDLink Connectivity, enabling increased accuracy for job bidding and billing. The Earthmoving Productivity System technology takes images from inside the scraper and displays them to the operator, all while calculating the yardage being loaded in real-time. The calculated yardage is shown to the operator during every pass, added up after each cycle and is saved to show daily productivity. This system's visual display also allows operators to view products being loaded into the scraper even when the view may otherwise be obstructed.



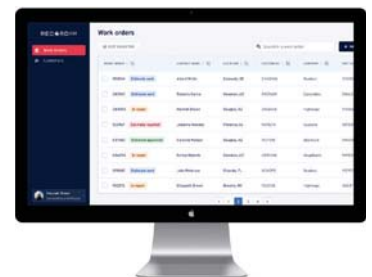
Point of Rental

Essentials, Point of Rental's cloud-based SaaS software, handles delivery vehicles. If companies have multiple vehicles, that means the company can handle the basics of managing a delivery fleet in Essentials. Users can create vehicles in the system, assign deliveries, set up pickups, filter data to see which contracts go with each vehicle and filter Workbench to view contracts on a specific truck. Vehicles can even be assigned separately for pickup and drop-off. Users can enter vehicle heights, weights, lengths, capacity and inspection due dates.



Record360

Record360's ServicePro streamlines the manual processes performed by service advisors in managing service requests, cost estimates, equipment status and email or text message notifications between technicians and customers. With ServicePro, service advisors employ a digitized process with intuitive software tools to streamline customer communication, improve the service experience, and save technicians' time. Advisors can create and send estimates, inspections and obtain work order approvals using two-way texting, all within a single platform. Technicians can enter repair status and updates quickly from their mobile device.



Sycor.Rental

Sycor.Rental, the fully integrated software solution based on Microsoft Dynamics 365, features Mobile App. The app not only allows users to conveniently process return deliveries, attach notes and pictures to a specific return line or to the whole return order, count/confirm the planned quantity of returns and document the status of equipment, it also covers the delivery process from picking to hand-over, i.e., picking using scanning options, and entering meter readings, if applicable. It also displays a summary for the customer at handover, with the option to sign and send the confirmation via email.



cost and time of transporting rental equipment. It does this through an intuitive interface with functions designed to assist every role in company's logistics department from dispatchers to drivers, to managers. GPS and mobile capabilities provide real-time information flow to daily operations. ELD and telematics capabilities keep drivers safe and minimize costs from violations. Business intelligence capabilities provide managers with the data they need to make informed decisions to continuously improve the department and its effect on the overall rental business.



Texada

Texada Pay simplifies payment processes by emailing invoices directly through the Texada platform with a payment link that can be paid from any device. Texada Pay centralizes invoicing, payment processing, and accounting. Rental customers are given the opportunity to have more control over their own transactions through Texada's self-service portal. Texada Pay has the ability to collect payments and deposits from customers through a simple emailed link. Within Texada Pay, the auto-pay feature allows a company to keep a customer's card securely stored on file with the option to automatically charge it for recurring revenue, rental returns, and sales invoices in the future.



Yardz

Yardz offers software for tracking rental and owned equipment. The Yardz tool helps companies better understand exactly what equipment they have in their inventory and where it's located. This saves time and money by eliminating duplicate rentals; displaying all equipment contracts and their provisions; and ensuring that available equipment is sent to the jobs where it is needed most. While originally intended for construction companies and crews, it is adaptable to a wide range of vertical markets. Suppliers who use Yardz can also build stronger relationships with contractors and gain more rental business.



TrackUnit

Hilti and Trackunit's partnership has created an ON!Track solution. The partnership will expand the growing network of Trackunit devices, providing increased connectivity around the globe through advanced Bluetooth technology. It enables the industry to detect tags on smaller tools and the equipment, capture insights from tool and equipment data and offers an integrated customer experience across platforms. Data insights are being made available across the two platforms in real-time, so that tools registered in Hilti's ON!Track system can be viewed on the Trackunit platform, and heavy machinery equipped with Trackunit hardware can be viewed in On!Track.



Wynne Systems

Wynne Logistics Solution is a transportation management system built to assist teams with on time deliveries, pickups, and decrease the

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Barreto

Barreto's mini-skid-steer attachments include snow blower, bucket, sweeper, snow pusher, and snow blade attachments.

The snow blower attachment can throw snow up to 45 feet. The bucket attachment can work in all seasons. The sweeper attachment can sweep snow in the winter and clear leaves in the fall. The snow pusher attachment is a boxy attachment that can capture and push snow wherever the operator wants. The snow blade attachment is a narrowly designed blade that helps users clear snow from parking lots, sidewalks or stock and loading areas.



Bobcat

Bobcat Brushcat rotary cutter attachments and loader drum mulchers are equipped to cut, pulverize and clear debris in rough land-clearing jobs. The Brushcat 44-inch and 54-inch rotary cutter deliver powerful cutting and access to areas of untamed growth. The high cutting speeds and heavy-duty blades maximize inertia to cut and mulch vegetation up to two inches in diameter. The 50-inch, 61-inch, 72-inch loader drum mulchers have a standard two-speed hydraulic motor that provides increased drum torque and quicker drum speed recovery. The 50-inch and 61-inch mulchers come equipped with a pressure gauge to better monitor drum speeds.



Diamond Mowers

Diamond Mowers' Brush Cutter Pro is designed for maintaining farmland, ranches, equestrian and hunting properties. The Brush Cutter Pro is designed to cut tall or thick grass, maintain fence lines and clear large-scale brush and small trees. It attaches to skid-steers or compact track loaders and is compatible with both standard and high-flow machines. The Brush Cutter Pro

model features four hydraulic motor options. This ensures optimal cutting performance and safe operating speeds at all flow levels. The oval blade carrier has two hardened steel blades that maintain a 72-inch cutting width. The unit weighs 1,250 pounds.



Fecon

Fecon BK6218 forestry mulcher is made for precision mulching. The mulcher is narrow, and agile, allowing it to quickly and efficiently shred standing vegetation, and processes material on the ground. Utilizing shear bars and knife tools, the BK6218 creates a consistent chip size on the first pass, according to the manufacturer. The cutting chamber is designed to process material going forward or back dragging. The 18-inch diameter rotor spools quickly and minimizes wait times. The mulcher is made for skid-steer and compact tracked loaders with hydraulic flows of 30 to 45 gpm. It is equipped with 24 knife tools and has a 62-inch cutting width.



John Deere

John Deere's attachments for excavators include the ME36 and ME50 mulchers and the RE40 and RE50 rotary brush cutters. The ME36 and ME50 mulchers are equipped with knife-style cutting teeth on a split ring rotor. The spiral, double helix tool pattern and innovative tool shape allow for efficient cutting for mulch up to 5-inch material. The RE40 and RE50 rotary brush cutters have three swinging blades mounted to a blade carrier can fell and cut material up to six inches in diameter. A heavy-duty hinged debris shield retracts when the head is engaged with trees and brush, exposing the blades.



Pettibone

Pettibone's 10-foot vertical mast tower is compatible with its 12,000-pound-capacity telehandlers – the Traverse T1258X and T1246X, and Extendo 1258X and 1246X. Powered by standard auxiliary hydraulics, the tower attachment provides 10 feet of additional lift height for applications that require it. The tower mounts on a quick disconnect system to swap in and out with other attachments. For optimal safety, the tower requires that the telehandler be equipped with solid foam or tires, as well as outriggers, which come standard on the Pettibone Traverse T1258X.



Road Widener

Road Widener LLC's FH-R material placement attachment is remote-controlled, which allows the operator of the host machine to control the attachment via remote control. The FH-R is a versatile solution for material placement, precisely dispensing topsoil, gravel, asphalt, limestone. The remote-controlled attachment connects to most skid-steers, compact track loaders, road graders and wheel loaders, operating off the host machine's engine and hydraulics. It is available in left, right or dual dispensing configurations. The material is poured into the hopper at the top of the FH-R and then precisely dispensed via remote control in adjustable lay down widths from one to six feet (.3 to 1.8 meters).



Werk-Brau

Werk-Brau's Grubber slices roots and extracts brush. Constructed with an extra heavy-duty upper channel, AR400 steel cutting edges, and triple pass welds on the high stress areas, Grubber models are available to fit most excavator sizes and classes, including minis. The Grubber is available with a replaceable bolt-on edge V-edge, or straight edge. Designed for the select extraction of brush and nuisance vegetation, they minimize ground disturbance, reduce erosion, and promote grass growth, the manufacturer says.



Industry News continued from page 12

Fabick Rents Celebrates New Facilities in Missouri

FENTON, Mo. — Fabick Rents broke ground on its new facility in Wentzville, Mo., and celebrated a grand opening on its recently finished Rolla, Mo., branch.

The Wentzville project will be developed on more than three acres of land off I-70 and Veterans Memorial Parkway. The building plans currently consist of 3,500 square feet of show room and offices as well as 7,800 square feet of shop space – all built to support the areas' rental needs for all sizes and varieties of equipment.

Equipment selection at the new Fabick Rents location offers solutions to meet the needs of diverse customers, ranging from do-it-yourselfers to large commercial contractors – including a full line of aerial lifts, material handling, concrete and landscape equipment, small tools, machine attachments, and an expansive Caterpillar earthmoving fleet.

“As a multi-generational, family-owned business, we are committed to consistently exceeding customer expectations by delivering innovative solutions, providing the best value and being actively involved in the communities where we live and work,” said Jeré Fabick, chairman, CEO and dealer principal of Fabick Cat. “As we continue to expand into new locations throughout the territory, these priorities remain.”

“The city of Wentzville extends a warm welcome to the Fabick Rents team,” Nick Guccione, mayor of Wentzville said. “We take pride in our small town hospitality while also offering all the amenities of a dynamic suburban environment. That’s why we believe the Fabick Cat family is a perfect fit to join our vibrant community.”

The Fabick Rents team looks forward to joining the Wentzville community in its new, convenient location, slated to open in late 2022. In the meantime, the rental division will continue supporting the Wentzville area through its nearby physical locations in Fenton, Mo. and Foristell, Mo.

Rolla opens up

Fabick Rents officially opened its brand-new Rolla, Mo., location Friday, April 29. The grand opening event included an open house with facility tours, equipment displays, rental team meet-and-greets, and a ribbon-cutting ceremony.

The new facility is located on a two-acre plot and includes 1,500 square feet of office space as well as 4,500 square feet for the shop and yard – all built to support the area’s rental needs for all sizes and varieties of equipment.

“Whether you’re a do-it-yourselfer or a large commercial contractor, the Fabick Rents team is honored to be providing the Rolla community with custom rental solutions for any job,” said Jason Gold, general manager of Fabick Rents. “While we are known for our expansive Cat earthmoving equipment fleet, we also offer a full line of aerial lifts, material handling, concrete and landscaping equipment, small tools, machine attachments, and everything in between.”

Fabick Cat is Caterpillar dealer for portions of Missouri, Illinois, the entire state of Wisconsin and the upper peninsula of Michigan. It operates in 37 locations. Members of the Fabick family’s third, fourth, and fifth generations are currently working together under the active leadership of Jeré Fabick, as chairman, CEO and dealer principal along with John Fabick IV serving as president. Learn more at www.FabickCat.com. Fabick Cat is No. 24 on the new RER 100. **RER**



Members of the Fabick family's third, fourth, and fifth generations are joined by the Wentzville Mayor to celebrate the Fabick Rents groundbreaking. From left to right; John Fabick IV, president of Fabick Cat; Nick Guccione, mayor of Wentzville; Jeré Fabick, chairman, CEO and dealer principal of Fabick Cat; and Kelli Fabick, equipment management digital solutions Manager for Fabick Cat.

Photo by Fabick Cat


United Rentals *continued from page 12*

fleet,” he said. “These lithium battery packs have zero emissions and replaced some of the diesel fuel used by generators. The OEMs are beginning to move faster with R&D, which should make hybrid and electrical solutions more viable on job sites, and we welcome that because we’re firmly committed to a sustainable future that makes sense for our customers.”

Green lights in construction indicators

And, Flannery added, another positive sign is that the data on construction starts and backlogs, the ABI and the Dodge Momentum Index all remain positive. “In fact, it’s hard to find a leading construction indicator that isn’t flashing green right now,” he said. “We factored all of this into our guidance, along with some projected headwinds like inflation. We’re not immune to the challenges in the macro, but we mitigated the impact of inflation in Q1, and we’re confident that we’ll continue to manage through any challenges successfully. So that’s the big picture.

“And I’ll round it out with some details at the market level. In the first quarter, our rental revenue from non-res construction was up 28 percent year-over-year, and infrastructure was up 17 percent. Industrial also trended up, with 13 percent year-over-year growth. And that 13 percent growth is encouraging because industrial was on its way to recovery before the pandemic hit. Once the supply chain is sorted out, we expect that industrial like infrastructure will be another sizable runway for us beyond 2022. Our Specialty segment had another excellent quarter led by our power business. Every specialty line delivered double-digit year-over-year growth in rental revenue, and the segment as a whole grew almost 48 percent, including the benefit from General Finance.”

For more details on United Rentals’ first quarter results, visit: <https://www.rermag.com/home/article/21240350/united-rentals-jumps-rental-revenue-305-percent-in-record-first-quarter>. 

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JLG Industries	IBC	www.selflevelingboom.com
Kubota Tractor Corp.	11	www.kubotausa.com
Okada America	37	www.okadaamerica.com
Orion Software	39	www.orion-soft.com
Oztec Industries	17, 36	www.oztec.com
Point of Rental Software	BC	www.point-of-rental.com
Snorkel International	5	www.snorkellifts.com
Sycor	29	www.sycoramericas.com/rental
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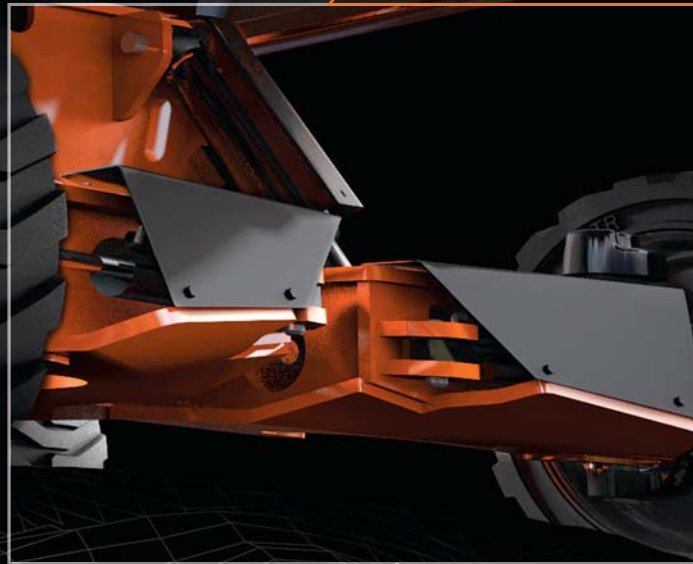
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Point of Rental Sets New “Best Employee” Records

FORT WORTH - At some rental stores, it has become their longest-tenured staff member. At others, Point of Rental is their new up-and-comer.

Regardless of how long Point of Rental has been handling their rental operations, though, thousands of businesses named it their Employee of the Year in 2021. Different reasons were given - “It works 24/7.” “It helps train our employees.” “It’s made our team more efficient.” One owner even wanted to give Point of Rental a hug.

The 40-year industry veteran continues to be available to other businesses, too. See how you can put Point of Rental to work for you at pointofrental.com.

