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RER 100

— **END OF A RUN?** —



COVER STORY

	Company Name (Last year's rank) Headquarters Top Officer Website	2019 Rental Volume in Millions	2019 Total Volume in Millions	Total Number of Outlets	Editorial Comments
48	GREGORY POOLE EQUIPMENT CO. (39) Raleigh, N.C. Gregory Poole III www.Gregorypoole.com	\$78.8	\$639.9	21	Rental volume fairly flat, but total volume up 5.9 percent for eastern Carolinas Caterpillar dealer.
49	ADMAR SUPPLY CO. (44) Rochester, N.Y. Joel DiMarco www.admarsupply.com	\$75.9	\$125.8	10	Another year of double-digit rental volume growth for Admar, up 10.3 percent, and 11.4 percent in total volume. Moved into new state of the art facility in Rochester, N.Y. and opened branch in Pittsburgh, the company's 10th location. Exclusive dealer for the Kubota Construction Equipment line, Stihl, Topcon and Wacker Neuson regionally.
50	HUGG & HALL EQUIPMENT (47) Little Rock, Ark. John Hugg/Robert Hall www.hugghall.com	\$69.5	\$290.0	13	A 13-percent rental volume jump for multi-state forklift dealer and general rental company. Increased company footprint by becoming the authorized Toyota Material Handling dealer for Louisiana, adding to the existing Toyota dealerships in Arkansas and western Oklahoma, representing Taylor, Crown, Doosan, Combilift & Sellick. Continued focus in the specialty rental sector with expanded fleet of Utility Services Division, consisting of specialty air compressors, power generation, power distribution, climate control and offshore service equipment. Implemented S.T.E.M. (short term equipment management) concept on major construction projects.
51	RENTAL ONE (57) Colleyville, Texas Mike O'Neal www.r1equip.com	\$65.0*	\$93.0*	13	Another estimated double-digit rental and total volume growth year for leading player in the Dallas-Fort Worth metroplex.
52	ABLE EQUIPMENT RENTAL (65) Deer Park, N.Y. Steven Laganas www.ableequipment.com	\$63.1	\$73.5	6	A 44-percent rental volume leap. Grew dollar and time utilization fostering continued fleet growth. Increased the rental fleet by 14 percent from 2018. Hired Philippe Bisson as business development director for Rotator & Telehandler division. Added the Magni Telehandler product line. Provided more than 3,700 hours of training and development opportunities for employees. Continued as sponsor and equipment provider for New York Mets and Citi Field. Secured a \$150 million syndicated asset-based loan, making the company strategically positioned for expansion into other markets.
53	PUCKETT RENTS (42) Richland, Miss. Hastings Puckett www.puckettrents.com	\$62.4*	N/A	5	Mississippi Cat dealer with a wide range of general rental items.
54	BEST LINE EQUIPMENT (48) State College, Pa. Adam Houseknecht www.bestline.com	\$61.0	\$180.8	13	Flat rental volume but 6.6-percent total volume increase. Strengthened core markets and industries by continued pivot away from oil and gas. A year of heavy investment into fleet age improvement, working conditions and employee pay benefits made second year in a row as a top 100 places to work in Pennsylvania. Continued focus and investments into service and fleet maintenance operations.
55	IMPERIAL CRANE SERVICES (49) Bridgeview, Ill. B.J. Bohne www.imperialcrane.com	\$60.0*	\$66.0*	5	Chicagoland-based crane rental company with decades of experience. One of its latest was lifting a trapped fire truck out of a parking garage.
56	LOUISIANA RENTS (46) Reserve, La. Clark Boyce www.louisianamachinery.com	\$59.1	N/A	6	6.9-percent rental volume slide amid oil and gas slowdown. Still a leading player in Louisiana industrial, petrochemical and construction markets.

*Denotes RER estimate based on regional economic conditions, industry sources and interviews by members of the RER staff. Other revenue figures are based on actual reported revenue for North American operations. Location data is as of publication to the best of the knowledge of the RER staff. While every effort is made to ensure accuracy and thoroughness, omissions sometimes occur. All figures are in U.S. dollars, except for Canada-based companies, which are reported in Canadian dollars.