

Multiquip helps combat equipment theft

Multiquip will register equipment that it sells with the National Equipment Register (NER) to help its customers combat equipment theft. NER is a database company dedicated to helping equipment owners deter theft and recover stolen equipment. The partnership strictly limits NER's use of this information to helping a police officer identify the true owner of a machine 24 hours a day.

Roger Euliss, president of Multiquip, explained that he has been following NER's progress over the last few years and has been impressed. "Before taking this step we consulted with our customers and the associations that represent them. I received nothing but strong encouragement to move forward with this initiative and I would strongly encourage other manufacturers to follow suit. Equipment thieves have held the upper hand for too long and we, as manufacturers, now have an opportunity to take back the initiative from the thieves before the problem grows to a level where regulation and registration is forced upon our customers."

David Shillingford, president of NER, explained that "NER has helped recover over \$13 million of stolen equipment by providing law enforcement with the information that they need to quickly identify a machine and its owner at any time of night or day. Although NER has millions of records already, this partnership guarantees identification for any Multiquip machine and it is natural that police will be encouraged to look at more Multiquip machines due to the greater likelihood of success. Multiquip machines have just become a much worse risk for equipment thieves."

Chris Wehrman, CEO of the American Rental Association, applauded this move by Multiquip, noting that ARA has worked with NER to bring NER's services to an industry heavily impacted by equipment theft. "ARA has partnered with NER for the past three years to lessen equipment theft for our members by offering a member benefit to register 1,000 pieces of equipment with NER. We have found, however, that the few minutes to register equipment with NER is still a barrier for some members. It is, therefore, a huge benefit to the rental industry that Multiquip is leading the industry in taking this important step. This

leadership by a manufacturer will assist rental businesses with all size fleets that are registered with NER." NERusa.com and StopEquipmentTheft.com, (212) 297-1805, gsider@NERusa.com

United Rentals management changes, strategic alternatives

United Rentals Inc. announced in April that its board of directors has authorized commencement of a process to explore a broad range of strategic alternatives to maximize shareholder value, including a possible sale of the company. The company has retained UBS Investment Bank and Credit Suisse to act as financial advisors in this process.

The company cautions that there can be no assurance that the exploration of alternatives will result in a transaction. The company does not expect to disclose further developments regarding the process unless and until its board of directors has completed its evaluation or approved a specific transaction.

In other news, United Rentals has appointed Kurt Barker as executive vice president-corporate services. Barker has over 15 years of senior management experience with public companies, including nearly 10 years with United Rentals. He joined the company upon its founding in 1997 as vice president-east region and subsequently served as vice president for the aerial, Midwest and highway technologies regions.

In his new role, Barker assumes the leadership and oversight of the company's core operations of sales and marketing, fleet management, service and maintenance, strategic sourcing and information technology.

Prior to United Rentals, Barker was a regional vice president with United Waste Systems, and held various operating positions with Chambers Development Corp., Chem-Nuclear Systems and Silver King Mines. He holds a bachelor of science in engineering from South Dakota State University.

The company also announced that Wayland R. Hicks, 64, will retire as chief executive officer effective at the annual shareholders' meeting on June 4, and will continue to serve on the board as vice chairman. He will be succeeded by Michael J. Kneeland as interim chief executive officer. Kneeland currently serves as executive vice president and chief operating officer of United Rentals.

Kneeland, who has been with the company since 1998, has more than 25 years of experience in the equipment rental industry.

Cat Rental's allied vendors announced

Caterpillar announced the selection of 69 Allied Vendors for North and South American Cat Rental Stores to be included in the 2007 Allied Vendor Program.

Allied Products are machinery and small tools generally used on job sites in addition to construction equipment not included in the Caterpillar product line. The Allied Product Line includes items such as access equipment, compressors and related air tools, small compacting equipment, concrete equipment, concrete saws, small generators, material handling equipment, lasers, light towers, pressure washers, pumps, road sign equipment, trailers, tree equipment, trenching equipment and welders.

Allied Vendors were selected based on key parameters, such as product features and benefits, product support capabilities, training programs, promotion programs, brand image, delivery times, safety features and product resale values.

The 2007 Allied Vendor Program allows Caterpillar Dealers to take advantage of favorable pricing and quality products that serve to enhance the existing Cat Rental Store fleets. A complete list of the Allied Vendors can be found at: catrentalstore.com

Lightyear Capital acquires Neff Rental

In June, Lightyear Capital closed its acquisition of Neff Corp. for \$900 million. The deal included \$464.5 million for the payment of Neff's debts.

The acquisition also cashed out the company's investors. Two years ago Odyssey Investment Partners paid \$510 million to acquire Neff.

Shareholders will receive \$25.95 per share, Neff executives said. Some Neff managers will keep a stake in the company including chairman Juan Carlos Mas, who will keep a stake worth slightly less than 5 percent. Mas recently stepped down as CEO, and former chief operating officer. Graham Hood was named CEO.

Neff has 66 branches and more than 13,000 machines. Chairman Juan Carlos Mas last week said Neff's income from operations in 2006 was \$82.9 million.

Sunbelt Rentals to open new pump & Power Location

Charlotte, N.C.-based Sunbelt Rentals plans to open two new Pump & Power locations in June. The Florence, KY, location will serve the greater Cincinnati and Ohio Valley area and the Fort Worth, TX, location will serve the Dallas-Fort Worth metroplex and surrounding cities.

"We are focused on this important sector of the rental industry and the opening of two additional locations continues our efforts to serve the pump, power generation and trench shoring markets," said Kyle Horgan, senior operations manager.

Sunbelt's Pump and Power Division recently opened locations in San Diego and Houston in the first quarter of 2007, as well as its first stand-alone Trench Shoring loca-

tion in Rancho Cucamonga, CA. With the Florence and Fort Worth openings, the division has 23 Pump & Power locations with plans for 25 locations by the end of 2007.

"Our next area of focus is the greater New England and Northern California regions," said Horgan.

Volvo CE Rents opens new rental center

Volvo Construction Equipment Rents (Volvo CE Rents) announced the opening of a new independently owned franchise equipment rental center in Louisiana. The Volvo CE Rents store is the third Volvo franchise in the state for its owners, Paul and Penny Bullock, and their four children Jason, Melissa, Stephen, and Maggie, principals of JPS Equipment LLC. JPS Equipment opened its

first Louisiana Volvo rental center in October of 2003 in West Monroe, and a second center in Alexandria in July of 2004. The new JPS Equipment rental center has opened at 4912 Industrial Drive Extension in Bossier City, LA.

The Bossier City, Volvo CE Rents franchise is independently owned and operated, and will carry, in addition to Volvo construction equipment, a comprehensive line of essential equipment and tools for the construction, commercial, industrial, and homeowner markets. Principal Volvo products for its rental centers include the company's extensive line of compact excavators and wheel loaders and backhoe and skid steer loaders.

Volvo Rents has 75 equipment rental centers open in North America, 66 in Europe and one in Mexico.