



Equipment Rental Industry Market Trends

By Len McCluskey

The equipment rental market has witnessed outstanding growth in the past years. In 2014, a survey showed that even if leasing was still a leading strategy for construction managers, heavy equipment rentals increased seventy-five percent in 2013 to 2014—with specialized equipment types showing even higher rental frequency.

While some equipment proved to be more popular than others, past trends showed an ascending direction toward renting instead of buying.

How are things this year, one may wonder, especially since the world builds bigger, better, faster, and more? To understand the trends and predictions for equipment renting industry better, we should look at things from multiple perspectives: rented equipment needs, big projects, national and international economic tendencies, and more.

What we build defines the market and sets the trends. According to recent data, the construction equipment renting market in the United States will see growth by 4.0 percent from 2018

to 2024, while in the United Kingdom it will see an increase of 2.8 percent by 2019.

What are the factors contributing to the equipment rental market growth?

We live in a world that moves, changes, and evolves continuously. If we take into account the global tendency of building megastructures and implementing never-seen-before-projects, it is clear that the market growth comes with a series of explanations.

Governmental Projects Set the Tone

When it comes to renting heavy equipment, some of the most significant infrastructure and administrative projects explain the ascending trend: we have the Comcast Technology Centre project, the Stockholm Bypass Project, the London Crossrail 2 Project—all great opportunities for the equipment rental industry to boom.

In other words, governments' tendency to invest in infrastructure all over the world is a clear sign that the equipment rental market's growth will be a progressively steady one since it will take years for such projects to arrive at their finish line.



Moreover, it is more comfortable, safer, and more affordable for cities or governments to work with rental companies than to own their fleet of construction equipment. Besides not worrying about the costs of owning, storing, and maintaining

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How To Get Involved:
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To Register as a Vendor with Lendlease Turner JV:
 Note : All NYS Empire State Development certified MWBE/SDVOB vendors are already registered with LLTJV. Please contact us if your firm is not currently receiving LLTJV Notices of Interest by sending a note to: LLTJV@moderntimesinc.com

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Seeking to be certified or re-certified? Visit <https://esd.ny.gov/mwbe-new-certification> to learn more about eligibility, requirements, and how to get started.
Have a question about certification?
 Call the Empire State Development MWBE Hotline: (212) 803-2414

To get in touch, **please contact: LLTJV@MODERTIMESINC.COM**

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Structural Steel Repairs and Painting at the Verrazano-Narrows Bridge (VNB) MTA Bridges and Tunnels Contract No: VN-32/VN-49
 Bid Date: **October 25, 2018**

Subcontracting opportunities include but are not limited to CPM Scheduling, Demolition, Fencing, Field Trailer, Fuel, Haul and Dispose, Miscellaneous Metals, MPT, Painting, Railings, Saw Cutting, Signs, Stripping, Structural Steel, Surveying, Testing, and Trucking. Please see contract documents for further opportunities.

Interested firms please contact john.papagiannakis@skanska.com • EOE/M/F/Vet/Disabled

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IS SOLICITING COST PROPOSALS FROM DBE, M/WBE, AND SDVOB SUBCONTRACTORS AND VENDORS

Flood Mitigation at Three Bus Depots in the Boroughs of Manhattan, Brooklyn, and Staten Island
 MTA NYCT Contract No. B-62032 (DBE)
 Bid Date: **October 12, 2018**

IDB Ventilation System Rehabilitation and Fixed Fire Suppression System Prototype at the Hugh L. Carey Tunnel
 MTA Bridges and Tunnels Contract No. HC-07 (M/WBE, SDVOB)
 Bid Date: **September 25, 2018**

B-62032, Flood Mitigation at Three Bus Depots in Manhattan, Brooklyn, Staten Island (DBE)
 The scope of work for this project includes providing flood protection walls, stop logs, flood barrier/panels, replacing manhole covers, sump pumps, and other flood mitigation resiliency measures at three (3) bus depots (MJ Quill, Casey Stengel, and Castleton) in the Boroughs of Manhattan, Queens, and Staten Island. **Many bidding opportunities available:** flood doors, stop logs, louver covers, concrete repair, trench drains, french drain, drainage, penetration sealant, manhole covers, check valve, gate valve, plumbing, masonry, steel H-piles, piles, precast concrete panel, masonry, demolition, crack and spall repair, asbestos removal, sidewalk construction/repair, MPT material, electrical work.

HC-07, DB Ventilation System Rehabilitation (M/WBE, SDVOB)
 The work to be performed under this contract includes: complete design and construction services at the Brooklyn Ventilation (BVB), Governors Island Ventilation (GIVB), Manhattan Blower (MBB), and Manhattan Underground Exhaust Buildings (MUEB), inclusive of construction quality control and quality assurance for the following: furnish and install high efficiency supply and exhaust fan motors with associated drive assemblies; furnish and install removable stainless steel partitions; relocate actuators, electrical demolition, and equipment replacements and relocations; replacement of inboard and outboard fan supports; testing and commissioning of all new and modified equipment and systems; and design, furnish, install, test, and commission fixed fire suppression system (FFSS)—Water Mist Prototype through zones EE4, EE5, and WE5 of the Hugh L. Carey Tunnel (HLCT). **Many bidding opportunities available:** mechanical—fan work, motor installation, fire suppression, water main, civil—equipment pads, maintenance and protection of traffic, and electrical.

If you are interested in bidding on these projects, please contact Skanska's Outreach Coordinator: Julia.Omanoff@skanska.com • EOE/M/F/Vet/Disabled

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IS SOLICITING COST PROPOSALS FROM DBE AND M/WBE SUBCONTRACTORS AND VENDORS

Construction of a New Brooklyn Community District 3 Garage
 DSNY Contract No. S186/224 (M/WBE)
 Bid Date: **October 30, 2018**

S186/224, Construction of a New Brooklyn Community District 3 Garage (NYC M/WBE: 40.8%)
Description of project: The scope of work consists of the construction of a new LEED® Silver Certified garage facility, comprising one (1) level of vehicle storage and repair facilities, with three (3) levels of personnel support facilities serving Brooklyn Sanitation District Brooklyn 3. Below grade parking is provided for personnel. This facility shall be constructed on a pile foundation and have a steel frame structure. Exterior walls are of cast-in-place concrete, precast concrete panels, curtain wall, and aluminum solar shading devices. The project site is located at Nostrand Avenue and Park Avenue in Brooklyn and includes related site work and interior building finishes. **Many bidding opportunities available.**

If you are interested in bidding on this project, please contact Skanska's Outreach Coordinator: Julia.Omanoff@skanska.com • EOE/M/F/Vet/Disabled

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CBTC System Overlay West 8th Street to Church Street, Culver Line "B" Division Project in the Borough of Brooklyn, New York
 MTA NYCT Contract No: S-47009
 Bid Date: **October 10, 2018**

ALL QUOTATIONS ARE DUE BY CLOSE OF BUSINESS Friday, October 5, 2018.
 For further information concerning subcontracting and/or purchasing opportunities, and to register as a subcontractor or vendor, please respond to solicitations@tutorperini.com or contact Jackie Cotto at 914-739-1908. Come and join our team!

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IS SOLICITING COST PROPOSALS FROM NEW YORK CERTIFIED DBE SUBCONTRACTORS AND VENDORS

42nd Street Shuttle Line Project
 MTA NYCT Contract No. A-35302/37116
 Bid Date: **October 30, 2018**

Description of project:
 Times Square, conversion from a three-track to a two-track shuttle operation with a six-car train on each track. The existing platforms will be reconfigured into one twenty-eight foot wide platform which shall also be extended three hundred sixty feet along the existing track alignment. A second means of egress will be provided at the east end of the extended platform. Work will also include providing vertical accessibility with a new stairway from the shuttle mezzanine to street level, a new Control Area, removing columns, modifying the structural system at all column consolidation locations to redistribute the loads, removing an existing Control Area, stairs P-9 and S-12, relocating columns for proper alignment of car doors and proper passenger flow, new communication rooms at both stations, GCT scrubber room relocation, line GCT employee area, and stair work at GCT. **Many bidding opportunities available.**

If you are interested in bidding on this project, please contact Skanska's Outreach Coordinator: Julia.Omanoff@skanska.com • EOE/M/F/Vet/Disabled

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New Hampshire Secretary of State Corporation Division
 Contact: Miguel Moralez, 603-225-1601, miguel.moralez@sba.gov
 Fee: Free; registration required
 Join us in the capital city and hear from a Small Business Administration representative about the technical and financial resources available to help you start and grow your small business. The New Hampshire Secretary of State Corporation Division will walk you through registering a business online. This FREE workshop is held on the first Thursday of every month from 9:00 am to 10:30 am.

Using the LinkedIn Sales Funnel for Business Development Success
 Thursday, November 1, 2018, 6:30 pm-8:00 pm
 Waltham Public Library, 735 Main Street, Lecture Hall, Waltham, MA
 Main Sponsor(s): SCORE Boston, 617-565-5591, workshops@scoreboston.org
 Fee: Free; registration required
 There are over five hundred million people on LinkedIn and it is going to one billion. Are you getting found on LinkedIn by prospects and strategic partners? Most business people have a LinkedIn profile, but scratch their head and wonder what it accomplishes. This free workshop teaches attendees how to transform that passive channel into a robust, proactive lead generator. Learn how to get introduced to your ideal targets and connected to the kind of prospects you want through your connections on LinkedIn. In this workshop, we will also review your LinkedIn profile, and suggest how to maximize it to be found and convert visitors.

How to Do Business with the Port Authority of New York and New Jersey and Air Services Development Office
 Thursday, October 11, 2018, 8:30 am-1:00 pm
 Liberty Hall Corporate Center, 1085 Morris Avenue, Union, NJ
 Main Sponsor(s): Union County Economic Development Corporation
 Contact: Rogers Ramsey, 908-527-1166, rramsey@ucedc.com
 Fee: Free; registration required
 This is a free program offered by UCEDC, a nonprofit economic development corporation that helps New Jersey's small businesses. The Port Authority of New York and New Jersey is responsible for America's busiest airport system, marine terminals and ports, the PATH rail transit system, six tunnels and bridges between New York and New Jersey, the Port Authority Bus Terminal in Manhattan, and the World Trade Center. All of this is made possible by thousands of minority, women-owned, and small business enterprise vendors in a broad range of industries. Learn how you can join this savvy group of contractors.

How SBA Can Help You Start or Grow Your Small Business and How to Register Your Business Online
 Thursday, November 1, 2018, 9:00 am-10:30 am
 New Hampshire Secretary of State's Office, 25 Capital Street, Third Floor, Concord, NH
 Main Sponsor(s): US Small Business Administration,