

Scholarship awards break record

The largest amount of scholarship funds — \$94,000 — ever given by the ARA Foundation and its affiliate programs has been awarded to 40 students for the 2018-2019 school year.

The top applicant was **Dylan Kohn** with Miller's Rentals & Sales in Edison, N.J. He received the Leonard Hawk Founders Scholarship worth \$5,000, the ARA Insurance Scholarship worth \$3,500 and a Region Two Ron Marshall Scholarship worth \$750 for a total of \$9,250.

"I am extremely grateful to have received these scholarships. I never thought that I would be awarded three of them," Kohn says. "I appreciate that the ARA Foundation offers these scholarships. Now I can focus on my education. Receiving these scholarships made me very honored and proud and reinforces my thought that rental is such an amazing industry to be in," he says.

Congratulations to all of the recipients and the scholarships they were awarded:

ARA Foundation Leonard Hawk Founders Scholarship worth \$5,000

- **Dylan Kohn**, Miller's Rentals & Sales, Edison, N.J.

ARA Foundation Undergraduate Scholarships worth \$3,500 each

- **Seth Allen**, Paxton Hardware and Rental, Paxton, Ill.
- **Justin Begley**, ABC Hardware & Rental, Buffalo, N.Y.
- **Cody Brown**, Aztec Rental Center, Salem, Va.
- **Quaid DeLacluyse**, RAECO Rents, Bensenville, Ill.
- **Luke Hill**, Hill's Equipment Sales and Rental, Glendive, Mont.
- **Evan Oyster**, Highlift Equipment, Cincinnati



- **John Servies**, U-Rent-It Center, Crawfordsville, Ind.
- **Logan Thomas**, Creative Solutions, Gastonia, N.C.
- **Carter Van Gorp**, ABC Rentals, Sioux Falls, S.D.
- **Madison Veal**, Beachview Event Rentals & Design, Brunswick, Ga.

ARA Foundation Trade/Technical/Vocational Scholarships worth \$3,000 each

- **Joel Baartman**, Rent-All, Sioux Center, Iowa
- **Justin Frey**, Fremont Rental, Fremont, Neb.
- **Jose Maldonado**, Aurora Rents, Shoreline, Wash.
- **Matthew Paton**, EZE Rent-It Centre, Chilliwack, British Columbia, Canada
- **Dante Villa**, American Party Place, Tacoma, Wash.

ARA Foundation Graduate Scholarships worth \$3,000 each

- **Douglas Bartholomew**, Primax USA d/b/a Allight Primax, Charlotte, N.C.
- **Megan Funke**, QuickLifts, Indianapolis

ARA Insurance Scholarship worth \$3,500

- **Dylan Kohn**, Miller's Rentals & Sales, Edison, N.J.

ARA of California Scholarships worth \$1,000 each

- **Deanna Aleston**, Action Rentals, Clovis, Calif.
- **Adam Carter**, Porter Rents, Newark, Calif.
- **Wesley Johnson**, All Star Rents, Chico, Calif.

ARA of Florida Scholarship worth \$1,000

- **Luke Schirmer**, Chairs for Affairs Party Rentals, Melbourne, Fla.

ARA of Illinois Scholarships worth \$1,000 each

- **Seth Allen**, Paxton Hardware and Rental, Paxton, Ill., who also received an ARA Foundation Undergraduate Scholarship for a total of \$4,500
- **Quaid DeLacluyse**, RAECO Rents, Bensenville, Ill., who also received an ARA Foundation Undergraduate Scholarship for a total of \$4,500
- **John Hamilton**, O'Leary's Contractors Equipment & Supply Co., Chicago

ARA of Michigan Scholarships worth \$1,000 each

- **Troy Kutcha**, Kutcha's Party Rental, Jackson, Mich.
- **Brian Walker**, Your Event Party Rental, Plymouth, Mich.

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Technical Training Grants help companies fulfill their training goals

When **Derek Potter**, human resources director at Vandalia Rental in Vandalia, Ohio, learned about the Technical Training Grants offered by the ARA Foundation, he did not hesitate to apply.

"When we saw that this was available, we wanted to take advantage of partnering with the ARA Foundation to bring additional training to the team. Having a partner who is willing to help bear some of the cost burden allows you more opportunity to get your team trained, and it's easier to think of the training as an investment to advance your team and your company and help you grow. Our employee has now successfully completed the Class A CDL [commercial driver's license] training," Potter says.

Likewise, **Allan Haynsworth**, president of Atlantic Lift Systems in Norfolk, Va., applied for and received a grant to offer Tier 4 engine training. "The reason we train is because we want to offer our clients superior service. From a training aspect, this grant gives our team members more knowledge and makes them more valuable across the board," he says.

Donna Doran, manager at Dwight Crane in Ajax, Ontario, Canada, also successfully applied for and received a grant for one of her employees to receive welding supervisor certification.

"We are a small operation, but we are very diversified with many different trades, from welders to mechanics. We need to keep everyone up on everything they need to know. Plus, we need to keep everyone trained on the forklifts and cranes. It becomes more and more financially challenging to keep everybody trained. When I saw that the grant was offered, I wanted to see whether we could get some help," she says. Offsetting the cost of the training is a significant benefit — but

not the only advantage. It appears to be a boon to overall employee retention and recruitment of new employees, these rental operators say.

It "absolutely" helps retain and recruit employees, Potter says. "Training makes us better — helps us go from good to great. It makes us more competitive. Additionally, it helps increase awareness, gets our team to better understand what it takes to be successful and serves as an investment into our team. It shows that we do care, that we want to help employees grow and provide additional opportunities to grow with the business and the industry. One of the biggest complaints I hear from prospective employees is that they don't have advancement opportunities at their work. That often is the way I can get people to our business." ▲



Donna Doran, right, used the grant to offer training to Dan Wilson.

Want help in offering technical training?

Apply today for an ARA Foundation Technical Training Grant at [ARAFoundation.com/go/TechGrants](https://arafoundation.com/go/TechGrants).

For questions, contact **Joann Lay** at 800-334-2177, ext. 265, or joann.lay@ararental.org. ▲

"Scholarships" continued from Page 1

ARA of New York Scholarships worth \$1,250 each

- **Justin Begley**, ABC Hardware & Rental, Buffalo, N.Y., who also received an ARA Foundation Undergraduate Scholarship for a total of \$4,750
- **Bradley Bliss**, Elitsac, Castile, N.Y.

ARA of North Carolina Scholarship worth \$1,000

- **Logan Thomas**, Creative Solutions, Gastonia, N.C., who also received an ARA Foundation Undergraduate Scholarship for a total of \$4,500

ARA of Ohio Scholarships worth \$750 each

- **Emma Brueneman**, Brueneman Sales, Harrison, Ohio
- **Jacob Fritz**, Lasting Impressions Event Rentals, Columbus, Ohio
- **Monica Haines**, Canton Chair Rental, Canton, Ohio
- **Julia Lutsch**, Handy Rents, Eastlake, Ohio

- **Kyle Mikonowicz**, Great Lakes Rental, Toledo, Ohio
- **Evan Oyster**, Highlift Equipment, Cincinnati, who also received an ARA Foundation Undergraduate Scholarship for a total of \$4,250

ARA Region Two/Ron Marshall Scholarships worth \$750 each

- **Cody Brown**, Aztec Rental Center, Salem, Va., who also received an ARA Foundation Undergraduate Scholarship for a total of \$4,250
- **Dylan Kohn**, Miller's Rentals & Sales, Edison, N.J.,

ARA Region 10/Dorothy Wellnitz Scholarship worth US\$1,500

- **Chris Hrdlicka**, Spectrum Rent-All, Edmonton, Alberta, Canada

ARA Region 10/Doug Mitchell Scholarship worth US\$1,500

- **Myra Altwasser**, BRK Equipment Rentals, Brooks, Alberta, Canada

ARA of Tennessee Scholarship worth \$1,000

- **Luke Champion**, Christopher Equipment, Tullahoma, Tenn.

Bill Loomer Houston Rental Association Scholarship worth \$2,000

- **Raelee Wilkins**, Frontier Forklifts, Pearland, Texas

Texas Rental Association Scholarships worth \$1,000 each

- **Colson Clark**, Rocky Hill Equipment Rentals, Selma, Texas
- **Kyle Musgrove**, Tejas Equipment Rental & Sales, San Antonio
- **Tyler Reim**, Redtail Equipment Rental, College Station, Texas
- **Mattson Smith**, Contractors Equipment Co., Dallas
- **Jillian Stelck**, Lonestar Outdoor Power Equipment, Onalaska, Texas ▲

Young Professionals Committee sets goals to strengthen reach and benefits for all

Members of the Young Professionals Committee have developed specific goals to help more young rental professionals develop their skills and network with their peers to become strong leaders in their rental businesses.

Those goals are:

- **Grow the Young Professionals Network (YPN) membership to 1,000.** That goal is close to being met. The group now boasts 850 members.
- **Expand communication to YPNs.** YPN members now receive the YPN Spotlight, a monthly one-page email, as well as more social media connections.
- **Hold more structured professional events.** This began at the YPN Reception during The ARA Show™ in New Orleans. In addition, more educational sessions specifically geared for YPNs will be incorporated at the Show in 2019 and at other venues.
- **Integrate more YPN opportunities with state association activities.** This will allow more young professionals to benefit from what the YPN offers.

"There is so much this networking

organization has to offer to young professionals. We wanted to show the members that this is an active organization, that there are others in the industry experiencing the same obstacles and successes, and that we are listening to the members and owners and working to create the structural education that people have requested," says **Julie Creedon-Linton, CERP**, vice president of Creedon & Co. in Worcester, Mass., and chair of the Young Professionals Committee.

"Young professionals are hungry for education and for ways to grow personally and within the industry," Creedon-Linton says. "They want to meet new people who can understand the circumstances they live and breathe every day. They want strong bonds with others in the industry to bounce ideas off of outside of Young Professional Network events and conferences."

With the goals set by the Young Professionals Committee, those opportunities to network and learn will only strengthen, benefiting everyone in the industry. ▲



Rental operators from across the United States and Canada took advantage of the networking opportunities that were offered at the Young Professionals Conference in November 2017 and the Young Professionals Network (YPN) Reception during the Show this past February.

The ARA Foundation provides resources to help you recover from a natural disaster

While Hurricane season didn't officially begin until June, Subtropical Storm Alberto made an early appearance, making landfall at the end of May in the Florida Panhandle. Five fatalities in North Carolina resulted from the storm.

Then, in June, wildfires ravaged Colorado, New Mexico and California. Major storms later caused severe flooding in the Midwest and South.

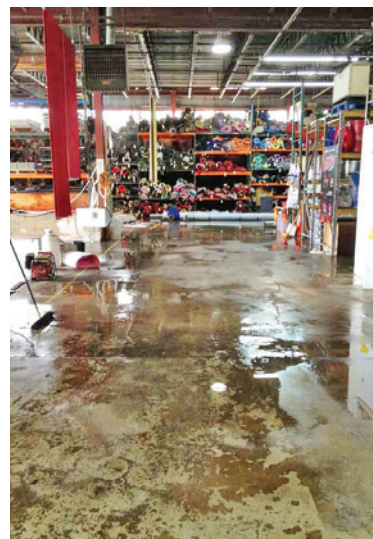
When rental operations or their employees are negatively impacted by these natural disasters, the ARA Foundation is here to assist through the:

- **Business Disaster Relief Grants:** These grants, offering between \$500 and \$2,500, can help rental businesses that have been severely impacted by a natural disaster to rebuild. To apply, go to ARAfoundation.com/go/BusinessRecovery.
- **Employee Disaster Relief Grants:** These grants, ranging from \$500 to \$2,000, are provided to employees who have been affected by a natural disaster. Business owners must apply for these grants on behalf of their employees. To do so, go to ARAfoundation.com/go/EmployeeRecovery.
- **Disaster Matching Funds Program:** This program offers matching funds for donations made by ARA state, local or provincial associations to charitable organizations that

are helping communities that rental businesses serve to recover from a natural disaster. For more information, go to the **"Disaster Relief" tab** on ARAfoundation.com.

- **Disaster Preparedness and Recovery Guide:** This offers practical information to help those in the industry prepare for and deal with the aftermath of a disaster — available as a free download. To download it, go to ARAfoundation.com/go/DisasterGuide.

"The ARA Foundation is here to assist those in the equipment and event rental community recover from these devastating natural disasters," says **Marcy Johnson**, executive director of the ARA Foundation. "It's our mission to assist in times of need. These programs go a long way to doing just that." ▲





1900 19th St., Moline, IL 61265

Next Young Professionals Conference set for Nov. 14-16

If you are a young rental professional between the ages of 18 and 40, take part in the next Young Professionals Conference, Nov. 14-16 at the La Posada de Santa Fe Resort and Spa in beautiful Santa Fe, N.M.

This conference will offer a unique opportunity to learn, grow and connect with your rental peers. Watch for more details in the coming months.

Haven't joined the Young Professionals Network? Sign up at ARArental.org/go/YPN by **Aug. 30** and be entered in a drawing to win a \$250 Visa gift card. ▲

ARAFoundation.com

Contribute today and impact the future of rental

Make a difference in the future of your industry by contributing to the ARA Foundation.

Simply detach this donation coupon and send it today with your tax-deductible gift. Your valuable contribution will help further the mission of the ARA Foundation: developing and implementing programs that create educational opportunities, build relationships and aid the rental industry.

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Your contribution to the ARA Foundation is tax-deductible to the extent that the Fair Market Value (FMV) of any goods or services received is subtracted from your contribution.

Please make your gift payable to the ARA Foundation and return this coupon to
1900 19th St., Moline, IL 61265. **Thank you!**



The mission of the ARA Foundation is to develop and implement programs that create educational opportunities, build relationships and aid the rental industry.

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and Ron Jackson, vice chair

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Questions or comments may be directed to Marcy Johnson at the number above or via email to marcy.johnson@ararental.org.