
FOR IMMEDIATE RELEASE

International exchange participants say learning new business practices among the exchange highlights

Oct. 26, 2009 (MOLINE, IL) — While their travels were different, both participants in the latest international rental exchanges had similar revelations: each learned the differences in rental business practices between the U.S. and Australia, plus gained valuable lessons they can apply once back to their respective jobs.

Todd Daymont, manager of American Party Rentals in Durham, N.C., is back at his business following six weeks working at Harry the Hirer in Richmond, Victoria, Australia, just outside of Melbourne. "The exchange was a wonderful and positive learning experience that added much to my knowledge of the party and event rental industry," he said. "I had a great time and learned quite a bit about the way business is done in Australia compared to the United States. I have many good business ideas that I can't wait to share with others."

Daymont believes these exchanges are beneficial, as they help the participants and the rental businesses involved "see how others do business and ways we each can improve our customer service and business practices." During his time in Australia, Daymont visited the office of the Hire and Rental Industry Association (HRIA) in Mona Vale, New South Wales, Australia.

Michael Hayek, branch manager of Kennards Hire P/L in Sydney, Australia, also had a six-week rental exchange, working at three U.S. rental businesses: Eagle Rentals in Seguin, Texas; Taylor's Rental Equipment in Fort Worth, Texas; and Taylor Rental/A&A Tents in Shreveport, La. In addition, he attended the Texas Rental Association Roundup in San Antonio, Texas, in September and the American Rental Association (ARA) Leadership Conference in Orlando, Fla., Oct. 16-18.

"I enjoyed meeting people and learned a lot," Hayek said. "I learned so many things about the way

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business is done in the U.S. compared to how we do it in Australia. The competition is much more intense in the U.S., which changes the business plan and how business is conducted.” He had the opportunity to operate machinery during his work at the rental businesses and even learned to weld. “The exchange was a positive experience that I enjoyed.”

Hayek saw many sites in the southern U.S. during his exchange and is visiting southern California with his family until the end of October.

More details on Daymont’s and Hayek’s experiences are on a blog available on The Global Rental Alliance Web site, www.globalrentalalliance.com.

The next round of exchanges will be during mid and late 2010.

The international rental exchange program is a partnership between the member associations of The Global Rental Alliance to advance careers in rental and increase worldwide awareness of the equipment rental industry. The ARA Foundation facilitates the program on behalf of The Global Rental Alliance. The Alliance associations include ARA, Canadian Rental Association, DLR of France, European Rental Association, Hire Association Europe, Hire Industry Association of New Zealand and HRIA.

About the ARA Foundation: The ARA Foundation (www.ARAfoundation.com) is a 501(c)3 philanthropic organization supporting the equipment rental industry since 1976. The vision of the Foundation is to make a positive difference in the rental industry as the recognized leader for philanthropic support. Its mission is to develop and implement programs that create educational opportunities, build relationships and aid the industry.

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