

CAVANAH

Dedicated to Protecting Our Customers' Assets

PROUDLY REPRESENTING THE ARA IN HAWAII

ARA Hawaii DINNER at BUCA Di BEPPO



ARA of Hawaii's Second Meeting and Social
For RentalPulse – Sunday, Nov. 15

By Connie Lannan

Rental Operators in Hawaii Gather for another Successful Meeting and Networking Event

The chance to meet and network with fellow rental operators as well as learn about the resources available from the American Rental Association (ARA) brought more than 24 rental operators from around Hawaii together Oct. 29 for the second ARA of Hawaii meeting and social, sponsored by Honolulu's Cavanah Associates, an ARA Insurance Services preferred agency.

"It was great," says Ted Cook, ARA Region Nine director and owner of Ventura Rental Center in Ventura, Calif. "The member networking was a huge success. For many, it

was the first time they have had the chance to meet each other face to face. It was definitely worth the effort for everyone to get to know each other and share stories."

Marvin Kurisu, president of MK Equipment Corp. in Honolulu, couldn't agree more. "We had such a nice time meeting the other rental operators and Ted Cook, ARA's incoming president-elect. Our business specializes in masonry tools and contracting. We don't have too much competition, and because we are a small mom-and-pop operation, we don't have the opportunity to meet that many others in the business. This meeting gave me the chance to meet many others in the industry, including a rental operator whose party and tent-rental business is one block away. I had never met him before. It was great to meet with him and the others."

Larry Grasse moved to Hawaii in February to manage the Volvo Rents stores in Oahu,



Dedicated to Protecting Our Customers' Assets

PROUDLY REPRESENTING THE ARA IN HAWAII

Kauai and Maui. He wanted to attend the meeting because he knew the importance of state associations from growing up in the rental business and experiencing firsthand the value of association meetings.

"I got a lot out of the meeting," he says. "Just meeting the people, seeing Ted Cook, who I have known for years, and hearing what is happening in others' businesses was helpful. I really enjoyed the evening."

The gathering kicked off with a welcome from Jim Cavanah, president of Cavanah Associates. Chris Laniauskas, ARA Insurance Services Preferred Agent at Cavanah Associates, followed with an update on what is available from ARA Insurance Services, including the new ReSource, the online risk management offering. Cook gave an overview of *The Rental Show*, the unveiling of the new digital version of *RENTAL MANAGEMENT* magazine, *RentalPulse* and other ARA products and services. He then opened it up to round-table discussions. Many said that business has slowed down because of the decrease in construction projects, Laniauskas says. "Many are feeling the crunch. A lot of the longtime owners said it is all about waiting for the upswing. They know things will turn around."

"We all shared our rental stories and discussed what we had in common," Cook notes. "Even though this was the first time for many to meet each other, as soon as they did so, they became friends. You really get the sense of rental as a family. The Hawaiians call it Ohana. Everyone was very welcoming to each other. It was a great evening."

Laniauskas agrees, noting that this meeting, which drew an even larger crowd than last year's inaugural gathering, allowed current ARA members to meet those they have referred business to and learn of other rental operators they could sub-rent from and call upon if needed.

"This gathering not only allowed everyone to formally meet each other, it also helped

further everyone's business," he says. "The response from everyone was very positive." It was so positive that the members in attendance voted to continue these events in the future and to hold them on a regular basis. Laniauskas and Cavanah Associates, on behalf of ARA Insurance Services, along with ARA, accepted the request to coordinate the functions in the future.

"We had a lot of fun," says Kurisu, who attended with his wife. "We can't wait to do it again."

If you are interested in joining the ARA or would like a complimentary insurance quote for your rental business, call 808.356.1774 or email Chris Laniauskas at chris@cavanah.com.

CAVANAH ASSOCIATES is a Hawaii-based independent insurance brokerage, offering competitive rates and tailor-made coverage for over 30 years. Please contact us for more information about our business and homeowners' insurance products.

Jim Cavanah 808.356.1757
President jim@cavanah.com

Lisa Cavanah 808.356.1754
Vice President lisa@cavanah.com

Chris Laniauskas 808.356.1774
ARA Insurance Services chris@cavanah.com
Preferred Agent

Bruce Wileman 808.356.1759
Insurance Agent bruce@cavanah.com