

# SR SALES 2 RENTAL

*EQUIPMENT & SUPPLY SPECIALISTS*

401-692-1428 Cell • 800-871-1517 Fax

Deliver... You Bet We Do!



American Rental Association  
ASSOCIATE MEMBER

*MANUFACTURER'S REPRESENTATIVE OF  
CONSTRUCTION EQUIPMENT & SUPPLIES*

**www.sales2rental.com**

# Sales 2 Rental Established in New England

**SALES 2 RENTAL** provides professional sales representation for manufacturers in the Construction Equipment Industry throughout the New England region. It is our core focus to exceed the expectations of our customers, who are defined as both you the manufacturer, as well as our dealer network and the ultimate user of the products we represent. We rely on our 20 years of sales experience and professional business approach as benchmarks for

our future success. We remain committed to achieving the highest levels of customer satisfaction, with extraordinary emphasis on service. Our diverse dealer network includes national accounts, independents as well as



members of the **ARA, STAFDA & TRUSERV** organizations. We rely on our strong communication skills with our manufacturers and dealers to be the first with new product introductions, promotional ideas and account specific programs designed to pull product through the distribution pipeline. Along the way, we

remain committed to growing your operating profit, expanding your existing market penetration while prospecting new channels of distribution for your product. This aggressive business management style of selling will keep you, our marketing partner, one step ahead of your competition. Year after year, **SALES 2 RENTAL** will be regarded as the best and most sought after Independent rep organization in the Northeast. If this is the sales direction you desire, please give us a call today.



*Tom has over 20 years of sales experience with industry leaders such as Wacker and Terex, where he served as National Sales Manager before starting his own rep agency.*

## Tom Nangle To Lead S2R!

President and owner, Tom Nangle will head **Sales 2 Rental's** management team. Tom is a native New Englander and a graduate of the University of Connecticut. Tom has over 20 years of sales experience with industry leaders such as Wacker Corp. and Terex, where he served as National Sales Manager before leaving to start his own rep agency. Tom's focus has been to combine his knowledge of manufacturing with his sales skills to develop a professional rep organization of not more than 15 lines allowing **Sales 2 Rental** to provide superior product representation for the manufacturers he serves. Simply stated, fewer lines leads to more product knowledge, more opportunity to promote all lines, more immediate market penetration and ultimately more

sales! Tom has the knowledge, relationships, skills and motivation to make **Sales 2 Rental** a successful long term business.

<b>May 1983</b>	<b>BS Education, University of Connecticut</b>
<b>June 1997—February, 2000</b>	<b>Wacker Corporation Menomonee Falls, WI Metro Jobsite Specialist</b>
<b>February, 2000-February, 2001</b>	<b>Terex Light Construction Rock Hill, SC Regional Sales Manager</b>
<b>February, 2001, May, 2002</b>	<b>Terex Light Construction Rock Hill, SC National Sales Manager</b>
<b>May, 2002-June, 2004</b>	<b>Independent Sales Rep Greenville, RI Associate</b>
<b>June, 2004-Present</b>	<b>Sales 2 Rental, LLC President</b>

## S2R Represents Manufacturers at Local Associations

In an ever changing industry, service is the one variable which often times sets you apart from your competition. **Sales 2 Rental** stands firm on the principle that *service begins before the sale*. S2R starts every transaction with education, through sharing product knowledge, exploring our competitors weaknesses, negotiating pricing strategies & outlining warranty programs for our customers. What better venue to do this than through

our local rental association meetings and annual vendor table-top shows.

Keeping in mind that our customer base includes both you the manufacturer as well as our dealers, by supporting our dealer associations, we in turn support our manufacturer's interests at the local level.

S2R is proud to be associated with four active associations where we've just returned from recent meetings in Massachu-

setts, New Hampshire, Maine & Connecticut where we shared good food, new ideas and wrote some business all in the name of making our industry we all make our living from a little bit better.

Remember, *service begins before the sale*...where you'll find a **Sales 2 Rental** rep educating your next customer.

Call **Sales 2 Rental** when you need representation "*of the highest level at the local level.*"



## S2R Represents The Best the Industry Has to Offer

**SAKAI** Forward & Reversible Plate Compactors, Rammers, Vibratory soil & asphalt Ride-On Rollers and Vibratory Double Drum Walk-Behind Rollers.

**RGC** Hydraulic Chain Saws, Cut-Off Saws, Core Drill Rigs, Breakers, Power Paks, Ladder Hoists

**DIXIE DIAMOND** Diamond Blades, Core Bits, Cup Wheels, High Speed Cut-Off Saws, Gas & Electric Masonry Saws.

**QUEST** Climate Control Equipment, Refrigerant & Desiccant Dehumidifiers, HEPA Air Scrubbers, Portable Electric Heaters, Portable Electric A/C, Air Movers, Modular Ground Thaw & Heat Systems.

**J AIR** Portable Hand Carry, Wheeled Portable, Stationary & Vehicle Mounted Air Compressors.

**ALLMAND BROTHERS** Tractor Loader Backhoes, Light Towers, Port-A-Lite Portable Light Stands, Indirect Combustion Heaters, Towable Arrow Boards.

**PECO** Commercial Mower Vac Attachments, Track Brush Blazer, High Velocity Debris Blowers, Power Sprayer, Trimmer Attachments Portable Power Packs

**CLAIRCO** Towable conveyors, ladder hoist, brick & block cutters

**BURKEEN** Portable Hydraulic Vibratory Trenchers & Plows with Optional Backhoe, Rotary Boring & Vibratory Plow Attachments

**AMERIC** Industrial Blowers, Ventilators & Ducting

**THE POWER BUGGY** 16 & 21 cu.ft. Concrete Power Buggies with Steel & Poly Tubs.



## S2R Supports National Shows

In addition to our involvement with industry associations at the local level, **Sales 2 Rental** attends the industry's major shows such as **TruServ, ARA, WOC & STAFDA** in support of the manufacturers we represent. The national show circuit is the perfect venue to bring

our dealers and manufacturers together to share ideas, introduce new products and develop marketing partnerships for the coming year. While in attendance, **S2R** vigorously works the show floor on behalf of our manufacturers demonstrating product features and benefits,

soliciting orders, gathering competitive information and attending manufacturers sales meetings. When it's show time, **S2R** takes the time to show off your products!



## HOW TO CONTACT US

For more information,  
contact Tom Nangle at:  
401-692-1428 Ph  
tom@sales2rental.com  
www.sales2rental.com

### Give Us A Call

S2R is available to discuss your specific sales & marketing needs & how those needs may relate to the fast paced market conditions here in the Northeast. Please call if we can be of assistance. We can be reached at our New England Regional office by phone, e-mail and as always you can reach Tom directly by cell. Again, thank you for considering Sales 2 Rental, LLC for your sales representation needs here in New England.



### LET S2R HELP YOU GROW!

2R provides many services to help grow our manufacturers business. The more our customers know about the products we represent, the more comfortable their sales team will become. S2R is here to help promote your products with...

- Tow & show product demonstrations
- Dealer rep sales training
- Development of sales programs & promotions
- Regional advertising & distribution of product literature
- Coordination & execution of regional trade shows
- Dealer specific promotional flyers/mailers
- Full line binders including all manufacturers literature & pricing schedules
- Knowledge of the competitive landscape
- Solid understanding of the northeast marketplace and its unique needs



S2R Owner & President Tom Nangle completes another informative sales training meeting for Rich Sousa, President & Owner of R.S. Rental & Equipment Co. Inc. of Somerset, MA.

*"Tom's one of those few reps whose driven by that 'whatever it takes' philosophy & that's why he's been so successful."*

*R. Sousa, President R.S. Rental & Equipment Co., Inc.*