

# Partner Rentals

*Experience. Reliability. Trust.*

## **PRESS**

Contact: **Hernan del Aguila**

### **FOR IMMEDIATE RELEASE**

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## **COMPREHENSIVE EQUIPMENT RENTAL AND SOLUTIONS – SERVING BUSINESSES AND CONSUMERS – RETURNS TO HUDSON VALLEY**

*Kingston, NY* – June 13, 2016 **Comprehensive equipment rental and solutions – serving businesses and consumers alike—is now up-and-running in the Hudson Valley. Partner Rentals ([www.partnerrentals.com](http://www.partnerrentals.com)), providing tools and equipment for home use to multi-million-dollar construction projects, opened its doors in Kingston, NY in May, but it’s actually the continuation of a family-owned business that has served its local community for over 20 years.**

**Founded as Kingston General Rental in 1992, and later becoming an independent Volvo Rents franchise, the family business grew to become an essential partner to the local construction industry, as well as a trusted solutions provider for other equipment-reliant firms in trades such as Excavation, Plumbing, Landscaping, and Paving. Even local municipalities and utility companies came to rely on the family business to provide short- and long-term rentals when specialty tools and equipment were required.**

**Such was its local success that in 2011, Volvo Construction Equipment Rents, a subsidiary of Volvo Construction Equipment –the third-largest construction equipment manufacturer, worldwide—purchased the company and retained the family. Recognizing the value of his life-long experience in the family business, Volvo Rents tapped oldest son, Hernan del Aguila, to serve as a corporate staffer and hold high-level positions such as Director of Fleet Management, overseeing the \$1.5 billion in rental equipment and trucking assets for 132 locations across North America.**

In early 2016, del Aguila received notice that the store on East Chester Street in Kingston would close – a location leased and still owned by his family —and quickly recognized a stellar opportunity. “Not only was the local region about to be under-served,” says del Aguila, “but I recognized that the combination of my personal experience here in the community, coupled with my time in a corporate role with one of the largest rental firms on the continent, made me uniquely qualified to re-open the family business under a new banner.”

“I chose the name Partner Rentals,” continues del Aguila, “because *all* business is about relationships.”

His point is underscored by the fact that several of the industry-leading equipment suppliers provided financing to help re-establish the family enterprise at its original location in Kingston. These relationships also provide Partner Rentals access to machinery often not typically found on local rental lots. “We offer an Equipment Locator Service,” offers del Aguila. “If something a customer wants is not on our lot, we can usually find it – or deliver it — within 24 hours. On the rare occasion that we *can’t* provide something a client needs, we will help find someone for them who will.”

This attention to customer service is why del Aguila characterizes Partner Rentals as an “*equipment solutions provider*” versus a standard rental establishment. “With the experience we have with such a wide array of tools and machinery, we can anticipate challenges that might confront the customer—whether it’s a homeowner or a construction professional. Sometimes things are universal, and sometimes there’s no such thing as a boilerplate solution. Partner Rentals can advise and consult with our customers to their best advantage. We don’t just hand over a set of keys and say ‘good luck.’ Our clients’ success translates to our own.”

“Our rentals are competitively priced,” adds del Aguila, “but our real value emerges in the customer service provided by our friendly, professional staff, the training we offer our customers on any and all gear we supply, and the lengths we will go to secure a solution for each client’s specialized needs. My goal is to always supply a local, hometown customer experience with the services and inventory of a national firm.”

As a Kingston High School (and Johns Hopkins University) graduate, Hernan del Aguila’s return to Kingston and the rebirth of his family’s business as Partner Rentals is certainly a tale of “the prodigal son’s return home.”

**“I think this is a region of tremendous opportunity,” offers del Aguila. “I’m looking forward to rekindling old relationships and making new ones. I’m excited to be back.”**

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### **About Partner Rentals**

**Partner Rentals ([www.partnerrentals.com](http://www.partnerrentals.com)) is the Hudson Valley’s comprehensive equipment rental firm, providing machinery, consultation and 360-degree solutions for Commercial & Residential Construction, Excavation & Paving, Landscaping, Municipalities & Utilities, as well as the individual consumer and property owner.**

**A family-owned business with a successful 20-year-history in the region, Partner Rentals combines a local, handshake approach to their customer service with an inventory of machinery and solutions typically exclusive to large rental firms.**

**Principal and General Manager, Hernan del Aguila, grew up working in the family business, then spent several years as a Director of Volvo Rents—the fifth-largest equipment rental firm in North America. He brings the experience of managing a 1.5 billion-dollar inventory, as well as established working relationships with the leading equipment brands, back to the family business and their local customers in Upstate New York.**

**Among Partner Rentals’ extensive inventory are aerial and forklifts; skid steers and excavators; compactors and rollers; generators & light towers; compressors & pneumatic tools; lawn & landscaping equipment, as well as standard and specialty tools for all aspects of commercial & residential construction and improvement. Featured brands include Atlas Copco, Genie, Hilti, Terex, Wacker Neuson, IHI, among others.**

**Partner Rentals is located in Kingston, NY and is open Monday thru Friday, 7 am – 5 pm.**

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