

Capital Rentals helps homeowners and businesses with large equipment needs

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When this spring stirs that desire to tackle an imposing outdoor project, most homeowners will have two obstacles to overcome. They will have neither the proper equipment nor the experience to ensure the project's success. Fortunately, Capital Rentals, which started in 1969, with seven locations in suburban Maryland and Virginia, is eager to fulfill both needs. Capital Rentals has two Manassas stores that serve individuals and contractors. The Balls Ford Road store now emphasizes homeowner rentals, sales and service. The Livingston Road store will cater more to contractor business, renting large equipment, including backhoes and bobcats.

After five years, Dan White left his assistant manager position at the Fairfax Capital Rentals store to become manager at the Balls Ford Road location. He heads up a lean and experienced team of five employees. Amanda Pataluna, an assistant manager, has the most longevity of eight years with Capital Rentals.

"During this time of year and in the fall, our number-one rental is an aerator," White said. "In the spring, people will seed at the same time they aerate." Thatchers,



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Dan White, with Capital Rentals, stands with some equipment the company rents.

which take up dead grass and pull it from the soil, are also popular spring rentals. They permit water and fertilizer to seep into the ground to improve the soil.

"Most of our rental equipment is for lawn work or projects," White said. Capital Rentals has almost every imaginable lawn tool, including rototillers, tampers, leaf blowers and vacuums, chain saws, trimmers, bed edgers, stump grinders and walk-behind bush hogs for homeowners.

The Balls Ford Road store

hours are 6 a.m.-5:30 p.m. Monday through Friday, and 7 a.m.-noon on Saturday. The busiest time for contractors is on weekdays at opening time. With Capital Rentals closed on Sunday, Saturday rentals provide homeowners with the best deal. "Bringing rental equipment back on Monday gets them a two day rental for a one day charge," White said.

White and his staff treat their customers with respect, whether they are renting, buying or looking for service or advice. "All day long

we are talking to customers, giving advice either on the phone or in person," White assured. "When they are picking up equipment, we have a quick process. If they know what they want, they are written up and loaded in five minutes. But we also are eager to please those people who want direction or help. We spend time when it is needed or wanted."

He has confidence in his staff, including four-year employee, Rodnie Barrier, who instructs each customer on how to use the rental equipment safely. Pataluna is the store's safety coordinator, and she and White are proud that nobody has missed a day because of a work-related accident in more than 525 days. She, along with White and Rebecca Singleton, who is in her third year with Capital Rentals, works with customers and often takes calls from renters who have questions as they are working on their projects. They also pass on safety tips while waiting on customers. Gloves, goggles, earplugs and dust masks are among the safety gear they sell and are a part of properly outfitting their customers.

"We all get the job done," White said. "We enjoy what we are doing, but we stick to business." Business is not just rentals, as Capital Rentals has a showroom full of equipment, gear and signs for sale for big and small jobs. Most displayed equipment and gear are aimed at contractors' sales. They have a lot of masonry equipment, including trowels, chalk line, masonry saws, levels

and mixers. Jobsite safety equipment is prominent with hard hats, warning signs and lights, illuminated vests and tape to stake out construction sites. There are also wheelbarrows, rubber boots and jacks.

Capital Rentals also delivers rental equipment to those who prefer not to have to pick it up. White recognizes that frequently neighbors share rental equipment, including rototillers, aerators and leaf blowers or vacuums, before it is returned. The equipment is rented to one member of the group, but how many in the neighborhood use it is not a problem for Capital Rentals.

White said the store services lawn mowers for customers and repairs on its equipment are handled in the store's shop. Capital Rentals has a large inventory of rental equipment; however, if every piece of a particular type of equipment is rented, other Capital Rental stores will be contacted to obtain the item to satisfy a customer's needs. The Vaughn family owns the company, with corporate headquarters in Sterling. White said Capital Rentals is an enjoyable place to work with good benefits and low employee turnover.

The 11825 Livingston Road location of Capital Rentals is holding a customer appreciation open house from 11 a.m.-3 p.m. on April 25. The 10844 Balls Ford Road location of Capital Rentals can be reached at 703-368-6120 with more information available at www.capitalrentals.com.