

For More Information on Becoming a
Rescom Dealer, call:

Rescom Sales Inc.

1-800-665-2740
or
519-396-8555

Visit Our website at: www.rescom.us

Visit Our Manufacturer,
Special Electronics & Designs Inc. at:
www.sed.bz

Rescom Sales Inc.
214 Bruce Avenue,
Kincardine, ON
Canada N2Z 2P3

Email: sales@rescom.ca

Joining OUR Team

Information On Becoming A Dealer



RESCOM
sales inc.

What You Can Expect From Us.

Excellent Products, Service, and People.

As a Rescom Dealer, your questions will always be answered, and we will always endeavour to resolve any concerns to your satisfaction. When you call us a real person will always be there to assist you, you'll never get "the voice mail run around" from us. At Rescom Sales, our Dealers are also our customers, and therefore of the highest priority, period.

With Rescom Sales, you will be representing well designed, well built, communication equipment. Our products are manufactured and serviced by knowledgeable and dedicated people, and highly respected by a growing number of professionals. At Rescom, we believe communications clarity and reliability saves lives.

Why Join Us?

The Benefits.

Besides our trusted product line, and our dedicated staff, there are many other direct benefits to joining our Team.

Generous Dealer discounts, means your efforts pay off.

Fast and friendly Customer service.

Knowledgeable sales and support staff.

Large, open, Dealer territories.

A unique, trusted, product line with a growing demand and market.

Our Products.

Making clear, reliable, communications possible.

HALO™

Versatility through a modular portable radio interface and headset system.

- VOX/PTT for Push-To Talk, or completely hands-free operation.
- Intrinsically Safe Rated (CSA and UL)
- Various application specific headsets.
- Interfaces to most popular brands of portable radios with adapter cable.
- Use headsets under helmets, in containment suits, with SCBA's, etc.

Rescom® Modular™

An outstanding hard-wired Confined Space Safety/Rescue Communications System.

- Full Duplex, hands-free operation
- High RF Immunity
- Intrinsically Safe
- Connect up to 10 personnel on one system
- Excellent communications to over 15,000 feet
- Meets OSHA requirements
- Available with N.F.P.A. approved Communication Rope, or DuraCORE™ Communication Cable.

Radio Accessories For Mobile and Hand-Held Radios

- Vehicle radio/intercom systems
- Special purpose mobile radio interfaces
- VOX and hands-free headsets
- Push-to-talk headsets
- Lightweight headsets

Custom Solutions

- Available custom solutions to meet specific applications. Please inquire.

Our Market

*Improving Safety and Efficiency in Industry,
Fire/Rescue and Domestic Preparedness*

The market potential for Intrinsically Safe hard-wired communications and radio accessories, continues to grow every year. Rescom Sales is committed to serving and developing the following markets:

Industrial

Confined Space Communications for:

- Aircraft Maintenance Crews
- Plant Maintenance
- Utilities
- High Angle Maintenance
- Construction
- Industrial Rescue Teams

Intrinsically Safe Radio Accessories for:

- Plant Maintenance and Operations
- Construction Crews
- HAZMAT Teams
- Industrial Rescue Teams
- Chemical and Nuclear Personnel

Public Safety & Fire/Rescue

- Confined Space Rescue
- Structural Collapse Search/Rescue
- HAZMAT Response
- Vehicle Communications
- On Scene Communications

Domestic Preparedness

- NCB Response Teams
- Structural Collapse Search/Rescue
- On Scene Communications
- Vehicle Communications

Our main manufacturer, Special Electronics & Designs Inc., with over 30 years of experience, is continually improving and developing new products for the above markets.

Dealer Structure

Choose the Best Arrangement for You.

Basically we have two classifications for Dealers, each with a slightly different discount structure, and commitment.

Dealer #1 - Master Dealer

As a Master Dealer you will have purchased specific demonstration equipment through Rescom Sales Inc. The equipment will be provided at a significantly reduced cost, and is necessary to personally demonstrate the features of the product. For this commitment we will provide the following:

- Provide sales literature and price lists.
- Toll free technical support.
- Provide equipment on loan for demos and shows.
- Provide personnel, as available, for shows.
- Provide prequalified leads specific to your territory.
- Assist in training personnel, and provide support.
- Recommend that any "occasional dealers" in your territory purchase equipment through you.

A Master Dealer's discount from Suggested List Price is **25%**.

Dealer Type #2 - Occasional Dealer

As an Occasional Dealer we will provide:

- Sales literature
- Toll free technical support

An Occasional Dealer's discount from Suggested List Price is **15%**.



HALO™ Demo Kit

Training and Support

You Can Rely On Our Expertise.

Technically competent Rescom Sales Representatives can provide comprehensive training to all new Rescom Dealers. Initially we can provide the following:

- **Demonstrate how the product operates.**
- **Provide necessary marketing information.**
- **Illustrate the key features and benefits of the product.**
- **Identify Customer replaceable components and their reinstallation on/in the product.**
- **Assistance with quotes, and sales.**

Beyond the initial training, look to your Rescom Representative for:

- Representation at sales presentations.
- Training of new sales personnel.
- Regular informative marketing updates.
- Trade show support.

Market Support

Active Interaction With Our Market

Throughout the year, Rescom participates in many national shows and exhibitions. Each of these shows produces many contacts, and those leads which we feel have good potential, are passed on to our Dealers.

We also try to participate in smaller regional shows with our Dealers, whenever possible. And of course, Rescom Representatives are always available to help our Dealers with any customer assistance they require.

Customer Satisfaction

What Our Customers Have to Say.

"All rope Access Technicians agreed that Rescom's high strength communication rope coupled with it's crystal clear hands-free voice transmission feature was an indispensable piece of equipment on this CN Tower project. The system greatly increased the workers' comfort level 1200 feet over Toronto."

~ Michel Goulet, MultiTrek Safety and Rescue - Ottawa, ON, Canada
CN Tower raydom replacement project.

"Our department was in need of a good communications system for our confined space rescue team...The system we decided to go with was your Rescom Rescue Communications System. We have had the system for 2 years and put it through all the tests...the Rescom System rates as number 1 on our list and we are very pleased with our purchase. Our local supplier was very knowledgeable about the product and was very helpful when we received the system."

~ Kevin Fullerton, Fire Chief - Charlotte Fire Department, MI, USA.

"Please extend my appreciation...for marketing a quality product and being willing to listen when end users offer suggestions. That in itself is not only invaluable but also greatly appreciated... The end result is that I now have an invaluable piece of equipment, to help make bad situations better."

~ David F. Tritch, City of Kettering, OH, USA
Confined Space Trainer and Rescom user.