

BUY

# BUY or RENT

RENT

## The Benefits of Buying Mats

1

### Long-Term Savings

Purchasing your matting can save you money over the working life of your mats. Of course, you lose the benefit of regular cleaning by a service company, however, mats can be cleaned and maintained by your facility janitorial staff/service as part of their cleaning regimen. Providing your janitorial staff with the proper plan, tools, training, and resources will ensure the matting is maintained properly.

Use the purchase versus rental worksheet on page 3 to calculate your savings.

2

### Many Choices of Sizes & Colors

Purchasing (versus renting) typically offers you a more robust size and color selection of matting. The freedom to choose the exact sizes needed for your building can be beneficial in terms of safety (reducing transition areas) and effectiveness (more walking surface), especially when larger sizes are needed. The flexibility to choose from multiple carpet surfaces and colors can be beneficial when working with a design team to create a cohesive design scheme throughout the building.

3

### Availability of Custom Promotional Matting

Custom, promotional mats with the best dirt-stopping and ergonomic capabilities are not launderable and therefore are only available to purchase, not rent. Such mats are designed with performance, rather than commercial launderability, as the top priority.

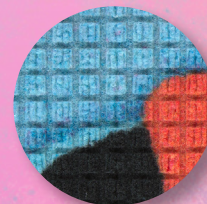
4

### Additional Product Offerings

An increasing number of specialty matting products are becoming available for purchase. For example, WaterHog Impressions HD® is excellent for scraping and drying, can hold up to 1.5 gallons of water, and can feature custom artwork. Point-of-purchase and anti-fatigue matting options are available in custom configurations to ensure entrances and workstations, no matter the size and shape, are safe and comfortable.



SuperScape™  
Impressions



WaterHog  
Impressions HD®



Hog Heaven®  
Impressions

# BUY OR RENT

## Perception

VS

## Fact

**Renting mats is more convenient than owning mats**

The service intervals for mat rental ranges from weekly, bi-monthly, or monthly. Based on need, most facilities have a contractor or their own staff clean their mats daily.

**One mat type and one size fits all applications**

Mat rental programs offer small sizes that are not big enough to be effective, sometimes requiring multiple mats which causes safety issues. A truly effective mat program includes scraper mats, scraper/wiper mats, anti-fatigue, mats and custom promotional matting.

**Rental mats are always delivered clean and attractive**

The age of a rental mat may range from new to 8-10 years old. The quality and appearance may vary considerably from one service interval to the next. Mats that are in disrepair may cause safety hazards and an inconsistent appearance negatively affects the facility's image.

**All rental mats are changed and cleaned regularly**

Most outside scraper mats, anti-fatigue mats, and kitchen mats on a rental program are not changed at all. It is left up to the facility to take care of the mat themselves while still paying a rental charge.

**Rental mats are environmentally friendly**

Rental mats require fuel for pickup and delivery, energy for washing and drying, and add chemicals to the waste water. Not only are high performance mats constructed of recycled materials, they also perform for 5-10 years.

**Renting mats is more economical**

Rental mats are very expensive as a long term matting option. At an average of \$.20 per square foot per week, a single 3x5 rental mat costs a facility \$780 over a five year period. In contrast, a purchased 3x5 high performance mat costs the facility approximately \$100.

# Purchase vs Rental

## Cost Comparison: Calculate Your Savings

### Mat Rental Costs

Size	Quantity of Mats		Weekly Rates		Cost Per Week		Number of Weeks in Contract		Total Cost
3' x 5'		x		=		x		=	
3' x 10'		x		=		x		=	
4' x 6'		x		=		x		=	
4' x 8'		x		=		x		=	
		x		=		x		=	
		x		=		x		=	
		x		=		x		=	
		x		=		x		=	

Delivery Charge = \_\_\_\_\_

Other Charge(s) = \_\_\_\_\_

\_\_\_\_\_ = \_\_\_\_\_

Rental Grand Total = \_\_\_\_\_

### Mat Purchase Costs

Size	Mat Price		Quantity		Total Cost
		x		=	
		x		=	
		x		=	
		x		=	
		x		=	
		x		=	
		x		=	
		x		=	

Purchase Grand Total = \_\_\_\_\_

### Savings

\_\_\_\_\_ - \_\_\_\_\_ = \_\_\_\_\_  
Rental Grand Total                      Purchase Grand Total