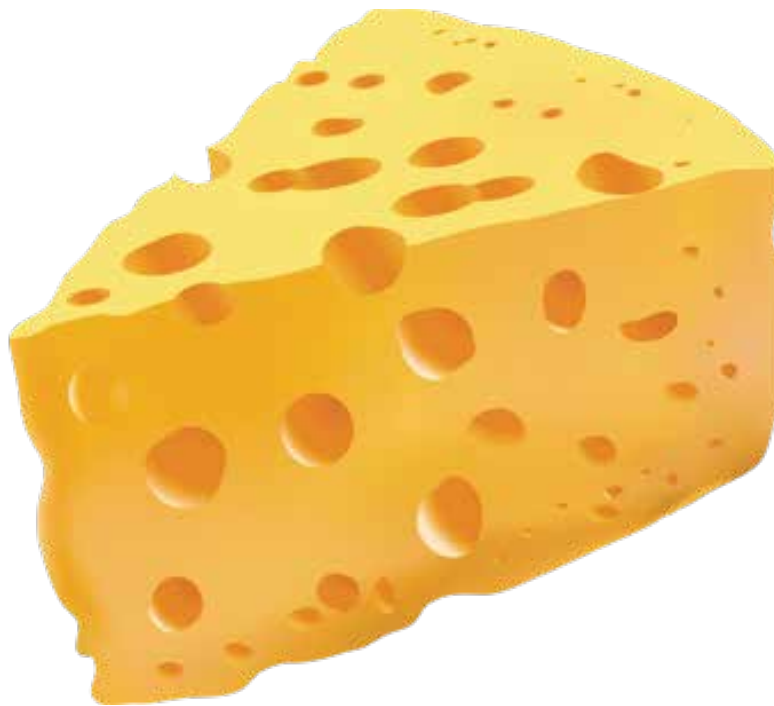


LAUNDRY RENTAL **VS.** CONTRACTOR

(Picks up & launders)

(On site carpet extraction)

Don't let laundry rental companies
"steal your cheese".



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PERCEPTION: Renting mats is more convenient than owning mats.

FACT: 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.



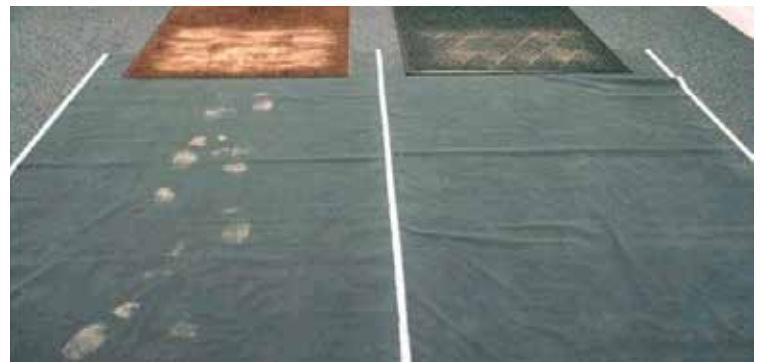
PERCEPTION: One mat type and one size fits all applications.

FACT: 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, Wiper Mats, Anti-fatigue mats and Anti-slip mats.



PERCEPTION: Rental mats stop dirt and moisture.

FACT: Over a brief period of time, the nylon face fiber on a rental mat crushes flat allowing dirt to track into the building. The construction of a rental mat, when saturated, allows water to flow off the mat and create a safety hazard. High Performance mats have a permanent bi-level face to eliminate crushing, create a “door filter”, and provide years of performance life.



PERCEPTION: Rental mats are always delivered clean and attractive.

FACT: 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.



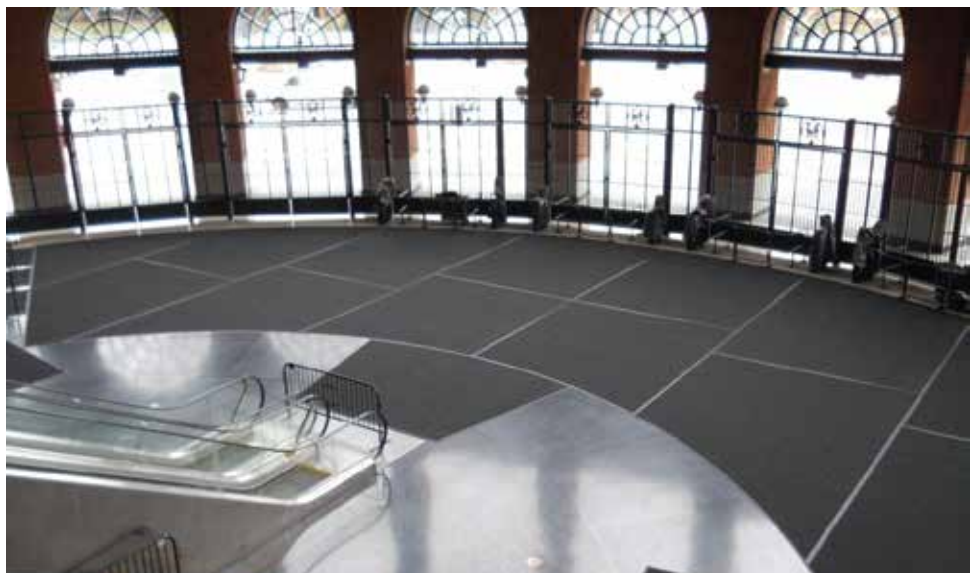
PERCEPTION: All rental mats are changed and cleaned regularly.

FACT: 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.



PERCEPTION: Rental mats are environmentally friendly.

FACT: 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.



PERCEPTION: Renting mats is economical.

FACT: 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.

MAT PURCHASE VS. MAT RENTAL **COMPARISON**

RENTAL MAT COSTS

Size	Quantity of Mats	Weekly Rates	Cost Per Week	Number of Contract Weeks	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	=	_____
FUEL SURCHARGE	=	_____
ENVIRONMENTAL SURCHARGE	=	_____
_____	=	_____
_____	=	_____
RENTAL GRAND TOTAL	=	_____

YOUR MAT PURCHASE

Size	Mat Cost	Quantity of Mats	Total Cost
3' x 5'	x	=	
4' x 6'	x	=	
	x	=	
	x	=	
	x	=	
	x	=	
	x	=	
	x	=	

PURCHASE GRAND TOTAL	=	_____
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THREE-YEAR SAVINGS:

_____	-	_____	=	_____
Rental Cost		Purchase Cost		SAVINGS

FACT: There are benefits to owning your own mats.

You'll experience substantial cost savings and improved safety from better performance and no rental program costs. From our line of mats, you can choose color coordinated mats that compliment your interiors and are available in a variety of sizes to best suit commercial traffic patterns - all are performance engineered for the proper job.