

MAT RENTAL VS. OWNING
**How Do YOU
COMPARE?**



PERCEPTION: Renting mats is more convenient than owning.

FACT: The service intervals for mat rental ranges from weekly, bi-monthly or monthly. Most facilities have a contractor or their own staff clean their owned mats quickly.



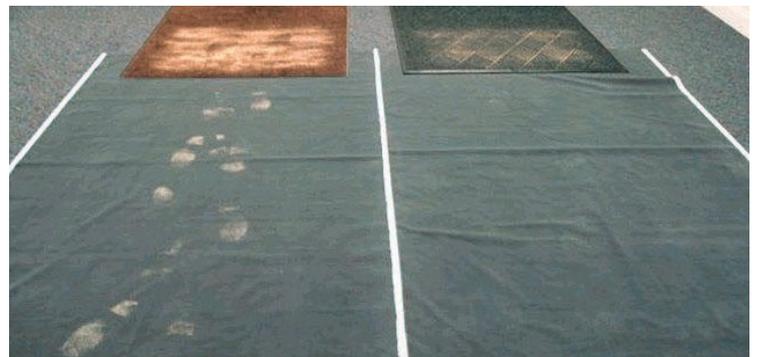
PERCEPTION: One mat type and one size fits all applications.

FACT: Mat rental programs offer small sizes that are not big enough to be effective, sometimes causing safety issues. An effective mat program includes Scraper mats, Scraper/Wiper mats, Wiper Mats, Anti-fatigue mats and Anti-slip mats.



PERCEPTION: Rental mats stop dirt and water.

FACT: 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. Also, the water dam border contains dirt and moisture on the mat.



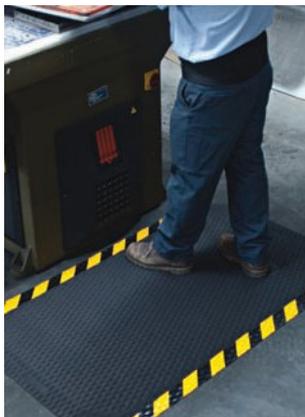
PERCEPTION: Rental mats are always delivered clean and attractive.

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 makes your building look bad.



PERCEPTION: All rental mats are changed and cleaned regularly.

FACT: 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: No. 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 cheaper than owning.

FACT: No. Rental mats are deceptively expensive. At an average of \$.20 per square foot per week a single 3x5 rental mat costs a facility \$780 over five years. In contrast, a purchased 3x5 High Performance mat costs approximately \$100. . . a not so little overpayment of **\$680.00**

Do Your Simple Math

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 = _____ |

Owning Your Mats

| 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 = _____ |

THREE-YEAR SAVINGS:

| | | | | |
|--------------------|---|---------------|---|----------------|
| | - | | = | |
| Rental Cost | | Owning | | SAVINGS |

