

# THE HARSH REALITY OF RENTALS



UNCOVERING THE LONG-TERM **DAMAGE** OF RENTING UNIFORMS

Renting apparel takes a **detrimental toll** on budgets and uniform quality throughout the contract.

Purchasing workwear saves money, ensures quality, creates ownership and avoids unnecessary commitment or time constraints.

RENTING VS PURCHASING

HIDDEN FEES VS UP-FRONT, SET PRICING

Uniform rental contracts often require laundry services they count on you to not fully utilize.

## UNDERWASH

Even when your employees do not turn in your garments, you pay for laundry, including days your employees are **sick**, on **vacation** or **disengaged**. For example, your contract might require you to pay:

**\$300** PER WEEK  
to launder

**100** 

**11** out sick

even when you have

**23** not giving a flip

**8** on a trip

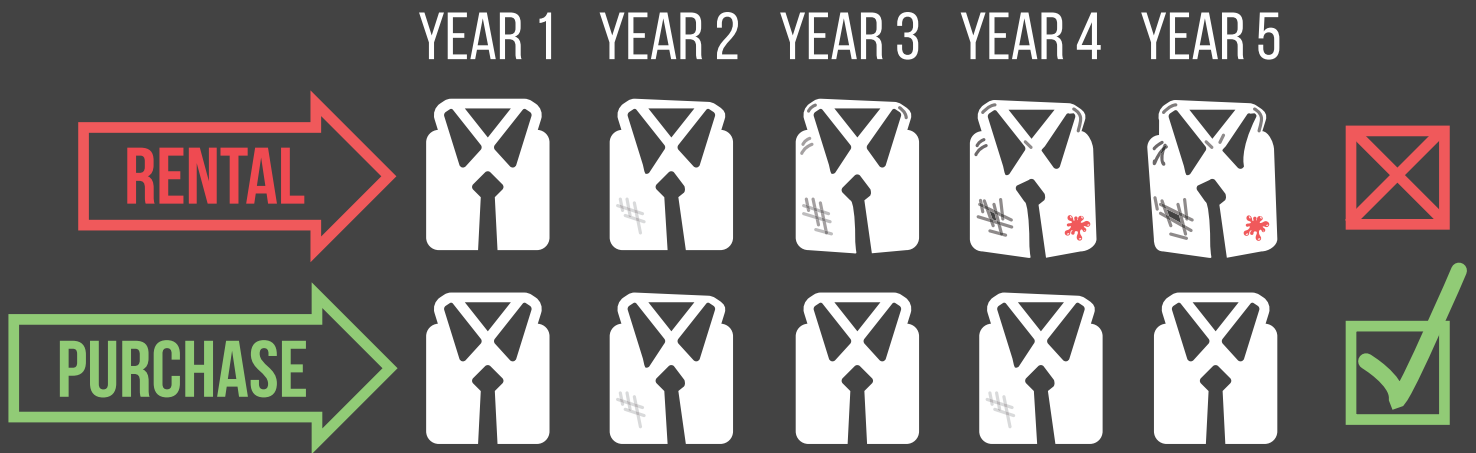
## INCONSISTENCY

One company might have to pay completely different fees than another. With purchasing, you don't have to negotiate or worry. Pricing is standardized at **one low rate**.

# QUALITY DEPRECIATION

## RECYCLED GARMENTS

Uniform rental companies reuse, patch and repair old garments as long as possible, usually milking an item an average of 3-5 years. Purchasing plans replace garments in 1-2 years.



## WASH OPTIONS

Mandatory laundry services use hot water and harsh chemicals, which deteriorate both the appearance and comfort of garments much sooner than home wash.



## BRAND & EMPLOYEE DETACHMENT

VS

## OWNERSHIP

### STYLE PUSHING

Has a rental contract ever suggested you go with a navy pant and light blue shirt? In attempts to cut their own costs, rental services sometimes push the exact same uniform to every job and every business.

### OWNERSHIP BY FEAR

Uniform rental companies regularly take money out of employee paychecks to create a sense of "ownership."

Purchased workwear is a reflection of your brand that allows your employees to take pride in their uniform and believe in their team.

### OWNERSHIP BY PRIDE

## EMPLOYEE MORALE

No one wants to wear a ratty uniform for 3-5 years. Purchasing new uniforms every 1-2 years can lead to:

happier employees



better fitting uniforms



a sense of responsibility for the uniform



## LONG-TERM COSTS




3 YEARS \* \$11/WK = \$1,716 AVG

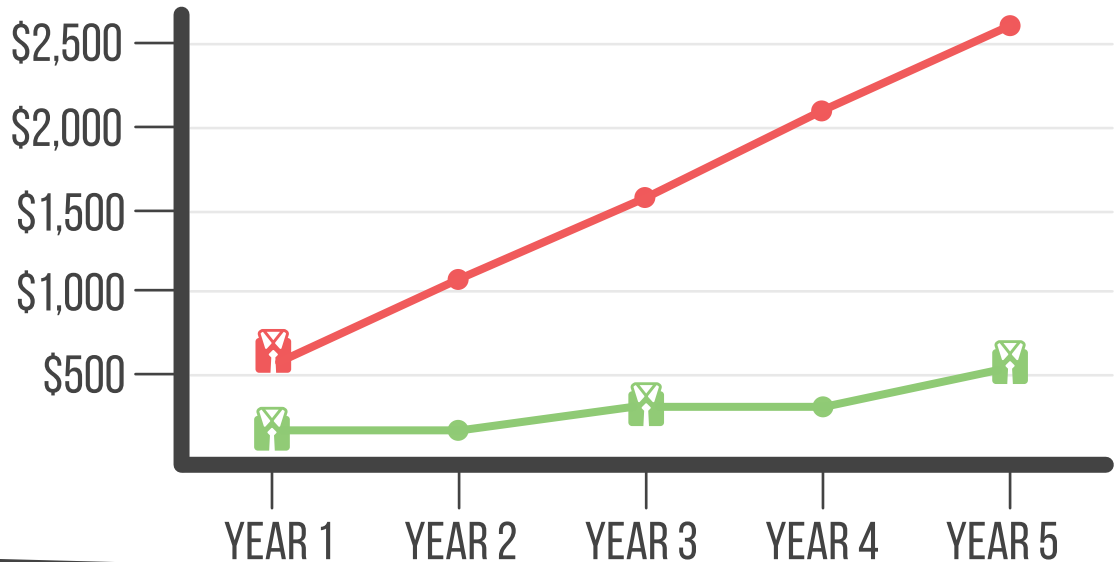
### COST COMPARISON

The average employee uniform rental agreement begins at three years at **\$11.00 per person/per week** for a shirts and pants program. This charge is *just* the base fee and doesn't include additional charges, repairs or replacements.

### ACCUMULATED COSTS FOR EMPLOYEE

# 1

-  new uniforms
-  rental costs
-  purchasing costs



## RENTING COSTS

\$11 PER PERSON  
 × 52 WEEKS  
 = \$572 PER YEAR

In 3 years, **purchasing** can save you:

YEAR 1 \$405<sup>60</sup>  
 YEAR 2 \$572<sup>00</sup>  
 YEAR 3 +\$405<sup>60</sup>

**\$1,383<sup>20</sup>** per person

\$91<sup>50</sup> [ 5 SHIRTS AT \$18<sup>30</sup> EACH\*

+ \$74<sup>90</sup> [ 5 PANTS AT \$14<sup>98</sup> EACH

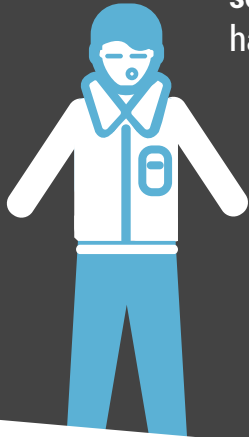
**\$166<sup>40</sup>** EVERY 2 YEARS  
 \* INCLUDES EMBROIDERY

## PURCHASING COSTS

# COMMITMENT

## OVER-STOCKING

Average uniform rental contracts often require you to pay for 11 uniform sets per person. You would have

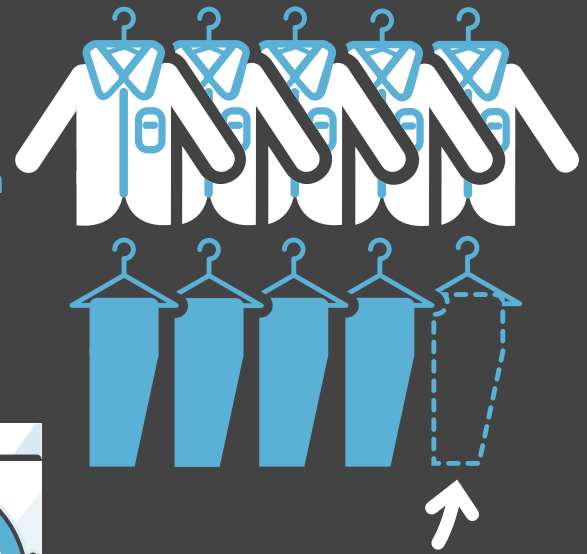


1 set on you

5 sets in the wash



5 sets in your closet



With 11 sets, a garment or two are bound to go missing, which you would be charged for.

## CONTRACT ENTRAPMENT

VS

## NO CONTRACT NO COMMITMENT

Rental contracts typically last 3-5 years, but you often can downgrade to only 10% of your original agreement to maintain your end of the contract.

Purchasing workwear through ServiceWear Apparel doesn't require a contract or any commitment. Purchase as frequently or infrequently as you like, starting anytime.

# SAVE ON UNIFORMS FOR YOUR TEAM

SAVE MONEY

ENSURE QUALITY

TAKE OWNERSHIP

ESCAPE CONTRACTS

ServiceWear  
apparel®

OMNIA  
PARTNERS

MAKE PURCHASING WORKWEAR EASY. GET A FREE PRODUCT COMPARISON TO SEE HOW MUCH YOU COULD SAVE.

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