

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

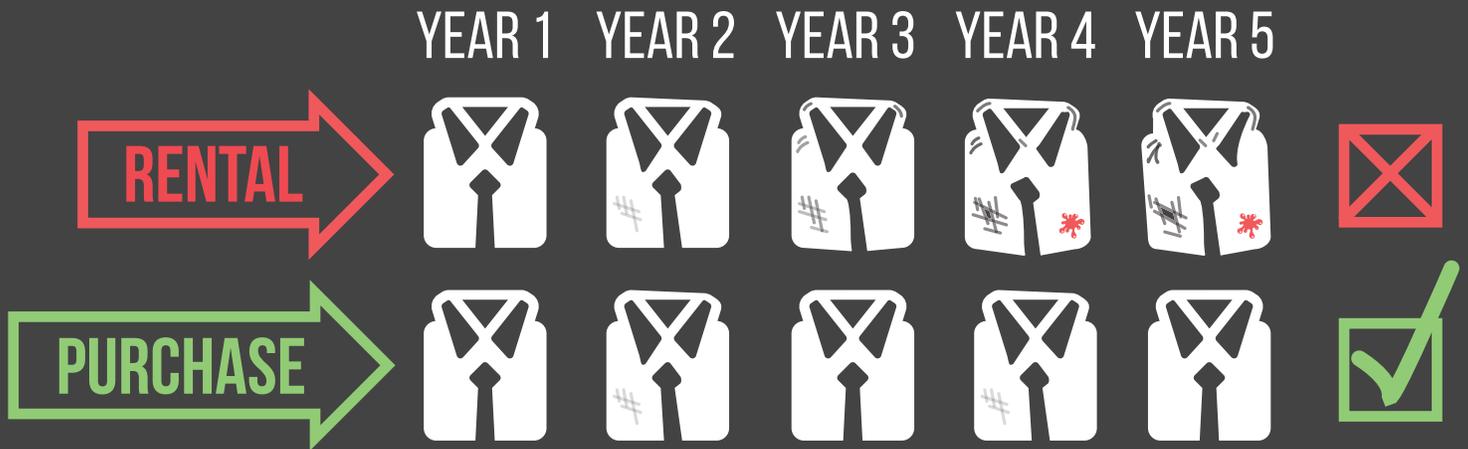
INCONSISTENCY

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



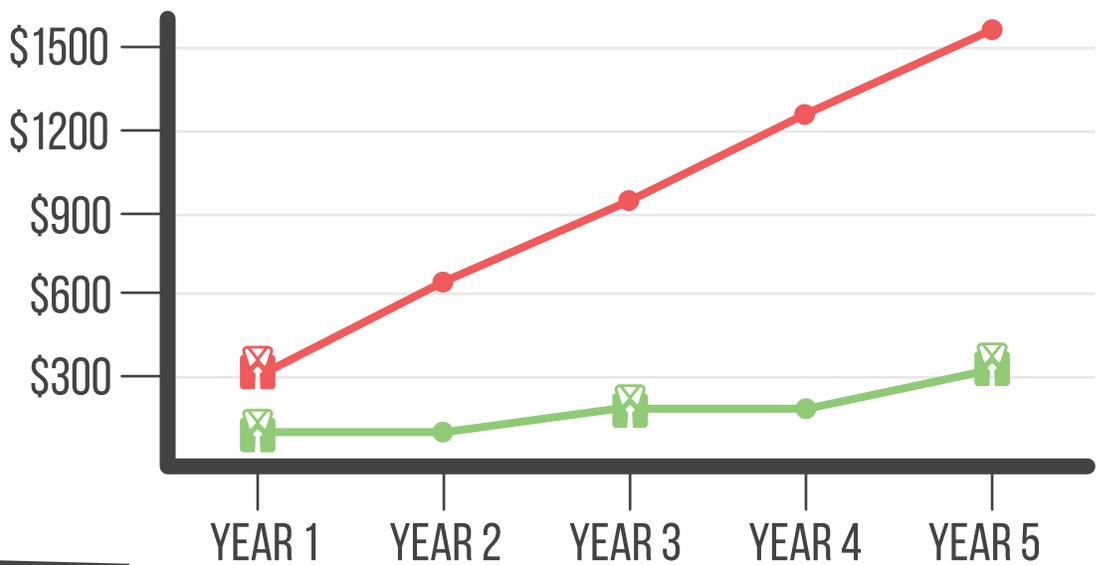
LONG-TERM COSTS

$$3 \text{ YEARS} \times \$6/\text{WK} = \$936 \text{ AVG}$$

COST COMPARISON

The average employee uniform rental agreement begins at three years at **\$6.00 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



RENTING COSTS

\$6 PER PERSON

× 52 WEEKS

\$312 PER YEAR

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

YEAR 1 +\$202.80
 YEAR 2 +\$312.00
 YEAR 3 +\$202.80

+\$717.60 per person

\$44.00 [5 SHIRTS AT \$8.80 EACH]

+ \$65.20 [5 PANTS AT \$13.04 EACH]

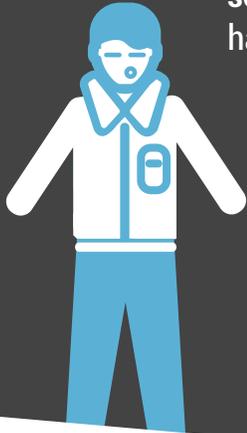
\$109.20 EVERY 2 YEARS

PURCHASING COSTS

COMMITMENT

OVER-STOCKING

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

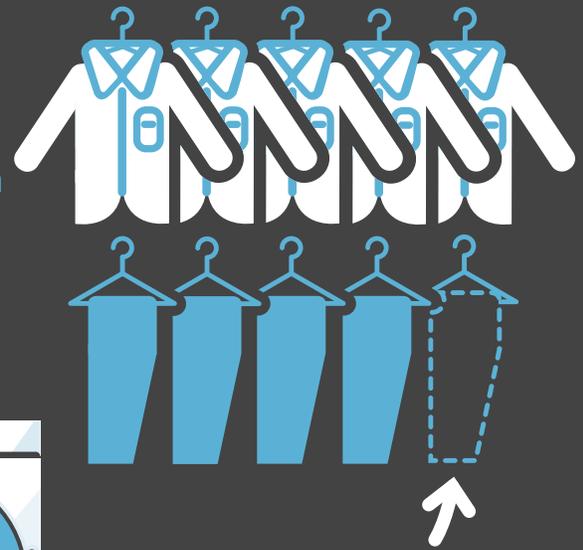


1 set on you

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

AVOID COMMITMENT

ServiceWear
apparel®

OMNIA
PARTNERS

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