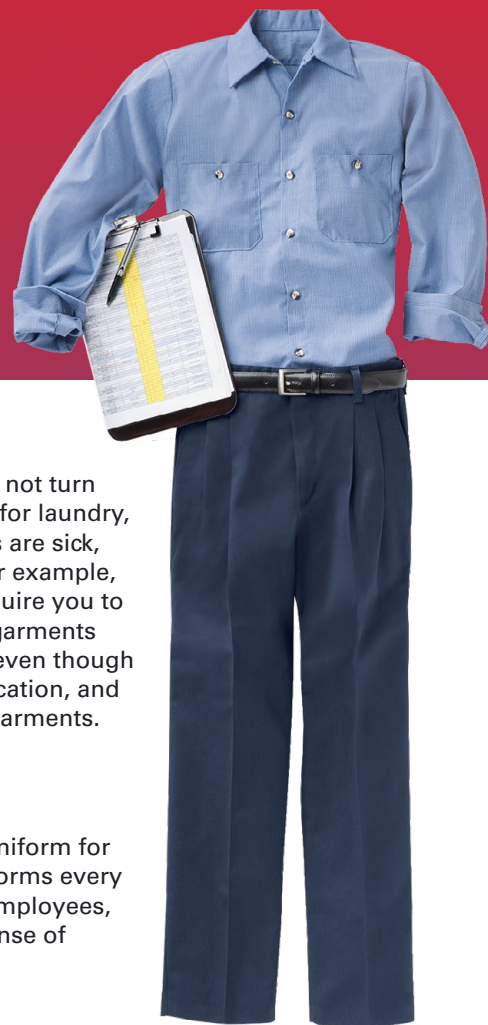


THE HARSH REALITY OF RENTALS

Today's Approach to Uniforms: The Benefits of Direct Purchase

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.



NO CONTRACT REQUIRED

Rental contracts typically last 3-5 years. Purchasing workwear through ServiceWear Apparel doesn't require a contract or any long-term commitment. Purchase as frequently or infrequently as you like, starting anytime.

RECYCLED GARMENTS

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

LONG-TERM COSTS

A typical 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.

EXPENSIVE UNDERWASH

Even when your employees do not turn in their garments, you still pay for laundry, including days your employees are sick, on vacation, or disengaged. For example, your rental agreement may require you to pay \$600 per week to launder garments for 54 employees every week, even though 10 may be out sick, 8 are on vacation, and another 12 never turn in their garments.

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 and a sense of responsibility for the uniform.

Renting Costs

$$\begin{array}{r} \$11 \text{ per person} \\ \times 52 \text{ weeks} \\ \hline \$572 \text{ per year} \end{array}$$

Purchasing Costs

$$\begin{array}{r} \$91.50 \\ + \$74.90 \\ \hline \$166.40 \end{array}$$

5 shirts at \$18.30 each*
5 pants at \$14.98 each
every 2 years
*includes embroidery

In 3 years, purchasing can save you:

$$\begin{array}{r} \text{Year 1} \quad \$405.60 \\ \text{Year 2} \quad \$572.00 \\ \text{Year 3} \quad + \$405.60 \\ \hline + \$1,383.20 \text{ per person} \end{array}$$

This is savings at base price. All the recurring fees of renting uniforms will likely lead to even higher actual savings with purchasing.



See how much you could save with ServiceWear Apparel by visiting us at www.servicewearapparel.com/get-started or call 1-833-739-0461.