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## BUY vs. RENT

How do you calculate the difference between buying versus renting matting? Follow these 6 steps and find out how easy it is and you will be surprised at the answer!

Calculate the RENTING costs first:

1. Enter the quantity, size, and price per week for each of the mats currently being rented (Average charges: 3' x 5' @ \$4.00, 4' x 6' @ \$6.00 per week, etc.)
2. Total up the weekly costs.
3. Multiply the subtotal by 52 weeks per year for the total yearly "cost to rent." WOW. How Much?

Calculate the cost to BUY next:

1. Enter the same quantities and sizes as shown in the Rented column and the cost to purchase each.
2. Calculate the totals and then compare the difference.
3. The bottom line difference: It is normally 10 to 15 times more expensive to rent!

<b>RENTING</b>			<b>VS.</b>	<b>BUYING</b>		
Size	Charge/Wk	Quantity	Cost/Wk	Charge/Wk	Quantity	Cost/Wk
3' x 5' 4' x 6' 3' x 10' __' x __'						
<b>SUBTOTAL WEEKLY COST</b>			\$ ____			
<b>X 52 Weeks</b>			\$ ____			
<b>TOTAL YEARLY COST</b>			\$ ____	<b>TOTAL YEARLY COST</b>	\$ ____	

**IMPORTANT NOTES:** 1. This comparison is based on purchased mats lasting only one year. The typical service life of a quality entrance mat from JCH International is 2 to 3 years. Depending on traffic flow and maintenance schedule. Actual "buying" cost to you can be only 1/2 to 1/3 of the total when using a 2-3 year service-life factor. 2. The mat rental company is rarely there to change a mat when you need the mat to perform the most. Renting does not eliminate the need to service the matting at the entrance on a daily basis. Typical Scenario: Rental mats are delivered on Monday morning. It snows on Tuesday. The mats are "saturated" by days end or before and in need of replacement or service. The rental company returns 5 days later to replace the mat that has been saturated for 5 days! Rental mats need to be maintained daily for peak performance! Tip: Always use a "back-up" set of mats while one set is being cleaned.