

Rental Mat Programs

Facts to consider regarding Rental Mat Programs

1. Most people using rental mat programs think it is more convenient to let the laundry wash their mats. If you analyze this you see that the laundry only cleans the mat one time a week or once every two weeks depending on the service interval. Washing mats once a week or once every two weeks is not often enough to properly maintain them. Between deliveries these mats are usually cleaned daily by the cleaning staff so they won't look so dirty. So, one day a week the laundry service cleans the mat while the remainder of the week the mats are cleaned internally. With an effective entrance mat, that is designed with a permanent Bi-Level cleaning surface you can own your own mats and conveniently clean them internally eliminating the laundries costly one cleaning per week.
2. Rental mat programs generally offer the same type of mat for all applications. These mats are constructed of a non-reinforced nylon carpet on a rubber backing. While this construction holds up well in the industrial laundry process it does not provide the best soil management system to effectively remove dirt and moisture at entrances. The non-reinforced nylon surface crushes down soon after the mat is placed at the entrance causing the dirt and moisture to sit on top. Dirt and moisture will then reattach to pedestrian traffic and track into the facility. A more effective program would include a range of mats designed for the specific application including entrance mats with a permanently reinforced bi-level surface, finishing mats, interior mats, slip resistant mats and anti fatigue mats. When you own your mats you can choose the best mats for your specific placement needs.
3. Users of rental mat programs have little control over the age and quality of the mats being delivered. Rental mats will vary in age from brand new to as much as 5 or more years of age. Because of this age variation it is not unusual for the rental mat service to deliver mats that may be unsafe due to torn edges and rippling. A trip and fall accident caused by a faulty mat could cost as much as \$20,000.00. Due to these age differences many mats within the same color group do not match. This is unsightly when placed close together and will reflect negatively to customers. It is not unusual for older mats to go through a re-dyeing process to hide defects allowing these older mats to remain in service even longer. When you own your mats you decide when the mats are too old. You control the quality of the mats in use, guarding against negative safety issues and protecting your well-earned image.
4. Rental mat programs usually offer very few size options, as it is more efficient to limit the number of SKU's they wash and deliver to their customers. The limited sizes they do offer are designed for ease of handling and delivery. Not optimum soil and moisture management. A Carpet and Rug Institute study found that it takes a minimum of 12 feet to remove up to 80% of the dirt carried in on the soles of shoes. Most rental mats do not exceed 10 feet in length and many are only 5 feet long. By owning your own mats you choose the length that will give the coverage you need.
5. When using a rental mat program you will rarely see the same mats from week to week unless you are renting Custom Logo mats. There is no telling where the mats you have this week were last week. They could have been in a professional office or a meat packing plant. The point is you have no control over where the mats have been before you got them. That's why it is not unusual for the mats they deliver to have stains, odors, bald spots and soil unless you happen to receive a brand new one. It is not unusual for the laundry route man to skip the cleaning service on mats that do not look dirty as this reduces their workload. To reduce processing costs, many laundries do not dry their

mats after washing. This leaves excessive grit; sand and possible mildew odors in the mats. Owning your own mats gives you the reassurance that your mats are clean and ready to do the job they were designed for.

6. Usually outdoor scraper mats and anti-fatigue mats are on a no-service lease program and are not cleaned on the once per week interval. It is left up to you to clean these yourself while still paying a high weekly charge. By owning these mats you pay once up front and not weekly year after year. These mats could last several years before you need to replace them.

7. Buy Verses Rent. Which program is the most cost effective?

Rental mat programs will cost approximately \$.20 per square foot every week. That's \$3.00 for every 3x5 mat rented every week for an annual cost of \$156.00 each! Every year as long as the mat is rented. A high performance WaterHog mat with Bi-Level cleaning surface will cost less than half of that the first year and nothing after that. The three year cost of a 3x5 rented mat is approximately \$468.00 verses approximately \$75.00 for a purchased WaterHog mat. That's a savings of \$393.00 over three years for just one 3x5 mat.