

# WHY RENT your **UNIFORMS** when you could **SAVE 25-40%**

with an online uniform purchasing  
program from

**KOENIGS**  
**ProSource**  
printing & promotional solutions



*"You can't beat the variety, the customer service, and the Can Do attitude that Koenigs ProSource brings with their uniform program" - Sallie Lawrence, Sprague Pest Control*

**888-819-1029 • Koenigs.com**

If you are currently renting, or are considering renting uniforms for your employees you should carefully read and consider the following information.

The cost of purchasing vs. rental for 18 technicians:

**PURCHASE UNIFORMS:**

1st Year: 18 x 5 (Uniforms) x \$53 = \$4,770

2nd Year: 18 x 3 (Uniforms) x \$53 = \$2,862

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**TOTAL** **\$7,632**

**RENT UNIFORMS:**

1st Year: 18 x \$8.34/person x 52 Weeks = \$7,806

2nd Year: 18 x \$8.34/person x 52 Weeks = \$7,806

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**TOTAL** **\$15,612**

**PURCHASING WOULD SAVE YOU OVER \$7,500 OR ABOUT ONE HALF THE COST OF THE RENTAL PROGRAM!**

There are many charges associated with uniform rental that inflate the actual cost of renting garments:

- Charges to put an employee in service
- Preparation charges
- Set up charges
- Environmental charges
- Emblem charges
- Loss & recovery charges

When you add these costs to the quoted price per change you will see a great difference in your actual rental cost per change.

Other costs that you may not consider is the fact that the rental company does not credit you for:

- People on vacation
- Workers out sick
- Workers who wash and repair the garments themselves

The industrial laundry calls this **under-wash**. It is one of the most profitable parts of their industry...and an expensive luxury for the customer.

To keep costs down on a rental program the customer should keep very accurate records on garments being ordered and returned. These records are difficult and time consuming to keep and the cost usually becomes part of the maintenance cost of the rental program.

Industrial laundries wash their uniforms in large volume. Wash and wear uniforms are then put on hangers and run through a steam tunnel for drying. Individual pressing of garments is virtually non-existent. Using a home laundry, employees would get the same or better results, with the garments actually lasting longer.

The standard contract for an industrial laundry is five years...that is a long time! If you are unhappy with your service you will find it difficult and expensive to break this contract.

You should carefully read your rental contract before you sign it as the laundry is usually entitled to periodic percentage increases throughout the entire term of the contract

The company that takes the time to weigh the differences between rental and purchasing will be more satisfied with their final decision on uniforms.

## Let Koenigs ProSource **HELP YOU:**

- Provide uniforms that make your employees look and feel professional
- Keep out of long term unfavorable contracts
- By providing greater flexibility to change
- Easily change vendors if you are not satisfied
- With their online company store for ease in placing your uniform orders
- Enjoy free warehousing and order fulfillment
- Control uniform budgets with **employee uniform allowance tracking**



Purchase **YOUR**  
**EMPLOYEE UNIFORMS** from  
**Koenigs ProSource**  
**AND SAVE!!**



## RENTING VS. BUYING - IMPORTANT CONSIDERATIONS

- 1) Cost Savings:** By and large a savings of 25%–40% can be realized annually with a direct purchase program over a rental program. As many as 50% of employees in a rental program may still wash and repair rental garments by themselves. This is a great savings to the rental laundry and a great expense to the renter.
- 2) Quality:** Rental companies for the most part use the least expensive garment available. With the large chain laundries these are garments that they usually produce themselves and lack the style, function, comfort, and durability of brand name garments.
- 3) Image:** For the norm, most rental garments are limited in features, color, style and fit.
- 4) Appearance:** A big factor that speaks volume to the average company is that **once the initial issue of new uniforms is given to employees at the beginning of a rental contract, all subsequent employees hired thereafter are issued USED GARMENTS that have previously been worn.** Uniform Rental companies make huge profits through this practice even though they may have been previously stained, repaired and have obvious use and/or a degree of fading. This is why they offer only limited color and style selections.
- 5) Hidden Charges:** Today an invoice carries a lot more than just a billing for the weekly uniform rentals. **It can contain environmental charges, waste water disposal surtax, gas/energy charges and a host of other creative incidental charges that can increase the invoice from \$10–\$25 or more per week.**
- 6) Set-Up Charges:** These charges are normally waived for the initial employees that are covered on the original contract. Thereafter, each new hire would be charged an average of \$2.50–\$3.00 per garment issue. With the average rental consisting of 11 pants and 11 shirts per employee, this could be as much as an additional \$66 per new employee. And there is no guarantee that this employee will even stay employed long enough but this is a bonus for the rental company as the next employee hired will be charged the same amount. Dollars and more dollars generated and the higher the turnover, the greater the profitability for the rental company.
- 7) Loss Charges:** When an employee leaves (quits, retires, terminated, dies, etc.) the company taking the service is **charged anywhere from \$18–\$20** or more depending on the type of garment **for any garment that the uniform rental company states wasn't turned in.** This charge could even be applicable to an active employee when there is a discrepancy concerning the number of uniforms turned in and the number of uniforms returned following cleaning. This can occur for a variety of reasons from (1) the employee may have failed to turn in the same number of uniforms issued or (2) the route driver and/or the rental company may actually have failed to credit the items in question or (3) the possibility exists that the processing plant could have accidentally lost the garment(s) during processing. However, the invoicing to the company renting the garments seldom ever questions these charges as they are sent directly to accounts payable and are a check cut for the charges reflected on the invoice.
- 8) Indirect Costs:** Each time a supervisor and/or employee has to call the uniform company it is non-productive and a cost. This could be pertaining to missing garments, repairs not made, weekly delivery shortages, late deliveries, etc. It should also be noted that many rental companies still charge for uniforms for employees that might be off work due to vacation, sick leave, leave of absence, job injuries, etc. There is also about 30% of employees who prefer to clean their own uniforms rather than contend with the many problems of delivery shortages, poor cleaning or less than satisfactory appearance or a myriad of other associated problems that can occur with a rental program.