

## **Survey Looks into Lease, Rent, or Buying Cleaning Equipment**

*By AlturaSolutions Communications*

*Dated: May 02, 2011*

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Fort Worth, TX - May 2, 2011 - An April 2011 online survey asked building service contractors (BSCs) if they have ever considered renting or leasing janitorial equipment such as carpet extractors and floor machines.

The survey was sponsored by Powr-Flite, a leading manufacturer of professional cleaning tools and equipment.

It was the result of interviews with two BSCs in Northern California who said they had never rented or leased cleaning equipment nor had they ever considered it.

However, the survey indicated these two BSCs were certainly not in the majority.

Of the 63 contractors that started and/or completed the survey, 62.6 percent indicated they had considered renting floor machines and carpet extractors; slightly more than 56 percent said the same about leasing these tools.

Diving deeper into the issues surrounding renting and leasing cleaning equipment, these were some of the other findings:

- Asked the key advantage to leasing, 63.6 percent indicated "less impact on cash flow"; and
- The key advantage to renting was being able to "rent the machine if and when I need it," according to 83.3 percent.

Although the survey respondents did believe there were benefits to renting and leasing cleaning equipment, cost benefits, for the most part, were not one of them.

Asked if over the long-term they believed renting cleaning equipment was more or less expensive than buying it, nearly 69 percent said more.

Similarly, half thought leasing janitorial equipment was more costly than buying it. However, 31 percent thought it was less expensive.

"Leasing can be cost effective because very often the contractor can purchase the equipment at the end of the lease at a significantly reduced price," says Gary Pelphey, Marketing Director for Powr-Flite.

"Because more distributors and rental houses rent/lease professional cleaning equipment, at least this is an option available to BSCs when needed," he says.

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About Powr-Flite Established more than 40 years ago, Powr-Flite manufactures a full line of floor-care

equipment and carpet extractors for the professional cleaning industry. Based in Fort Worth, TX, the company has over 20 patented designs and its products are recognized throughout the world for their innovation, durability, quality and performance. Their products are marketed directly to end-use customers as well as through distributors throughout the North America, Europe and the Far East.

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