



## **Despite Cost, BSCs Consider Leasing/Renting Cleaning Equipment?**

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FORT WORTH, TX – More building service contractors are considering renting their carpet and floor cleaning equipment than leasing, according to a recent online survey conducted by Powr-Flite.

The April 2011 online survey asked building service contractors (BSCs) if they've ever considered renting or leasing janitorial equipment such as carpet extractors and floor machines.

Powr-Flite, a manufacturer of professional cleaning tools and equipment, said the survey was conducted after an interviews with two BSCs in Northern California who said they had never rented or leased cleaning equipment, nor had they ever considered it.

The survey indicated these two BSCs are 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 the tools.

Delving 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 of respondents.

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," said Gary Pelphrey, 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."