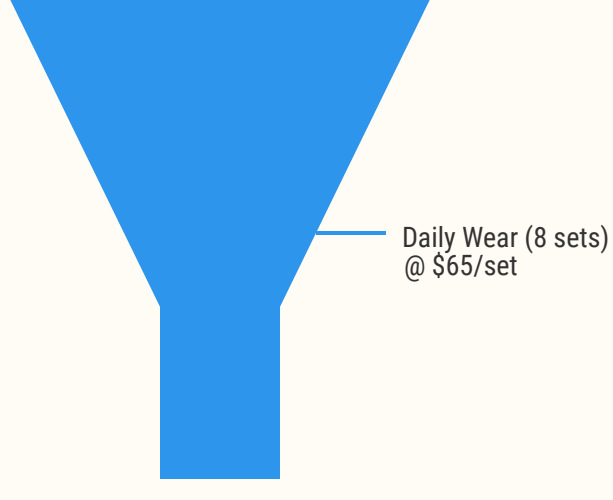


OWN VS. RENT

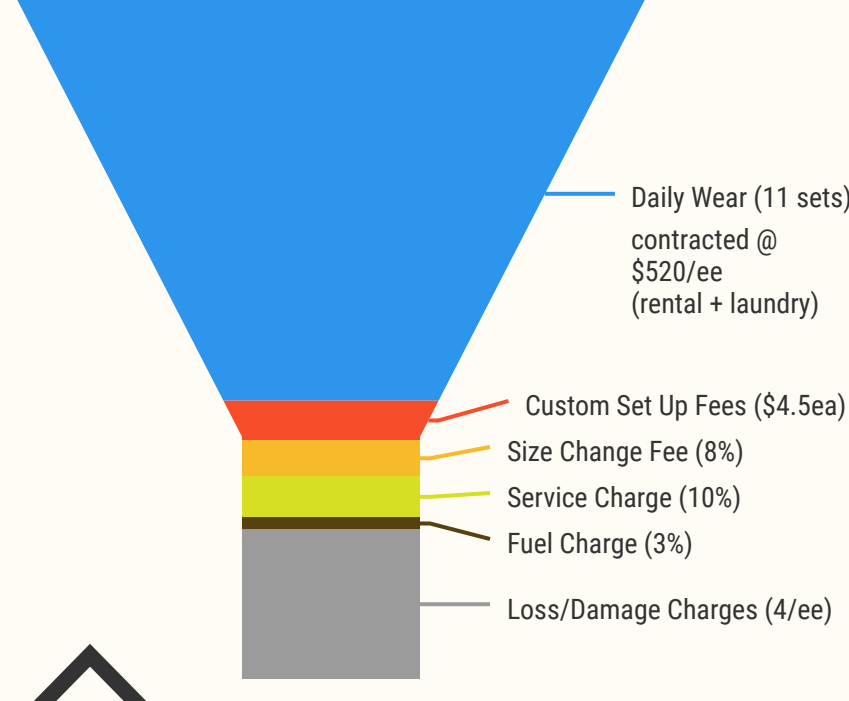
FR UNIFORM PROGRAMS



DIRECT BUY PROGRAM COST



RENTAL PROGRAM COST



1

MARKET FLUCUATION



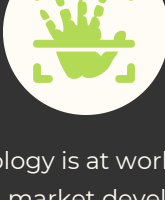
In times of market flux, RPS' direct-buy program has proven effective to be able to quickly adapt production up or down. No longer do you have to rely on excess stock to get workers to work during hiring surges, as RPS offers "just in time" manufacturing. Clients only pay for what you need and when you come back with an acquisition or merger, RPS can convert stock to match new branding with ease.



In the event of an economic downturn, users are locked into a long term laundering service contract and if you are forced to downsize labor force, employers will continue to pay for services and costs associated with the original contracted number of uniforms. You can feel trapped by rental contracts that are difficult to get out of. Taxing and expensive garment changes can be expected during times of acquisitions/mergers

2

MARKET DEVELOPMENT & TECHNOLOGY



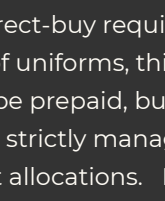
PPE technology is at work every day. Advances and market development in FR fabrics means safer and more comfortable products for the wearer. When higher-performing fabrics and more functional patterns are introduced to the industry, you will have the opportunity to timely transition to best-in-class work apparel without waste.



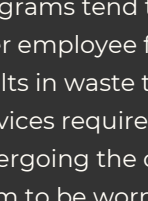
The industrial sector has ever-changing uniform needs as regulatory requirements change and end-user needs evolve. Rental contracts lock clients into outdated and antiquated garment technology that can be considered inferior to wearers. Workers can feel their employer is not invested in market protection and comfort PPE enhancements.

3

INVENTORY



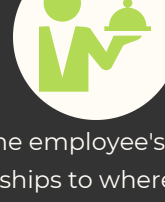
While direct-buy requires upfront purchasing of uniforms, this expense does not have to be prepaid, but rather can be spread with strictly managed employee garment allocations. RPS' highly sophisticated forecasting strategy reduces both overproducing and making the client responsible for stock they don't need, as well as underproducing and not being able to outfit staff to go to work.



Rental programs tend to over-estimate uniforms per employee for added margin, which results in waste to the customer. Laundry services require X clean uniforms, with X undergoing the cleaning process, and 1 uniform to be worn by the worker, in stock at all times. This is a high number of garments per worker, considering headcount changes are not managed fluidly to match what is in the pipeline.

4

NOMADIC EMPLOYEES



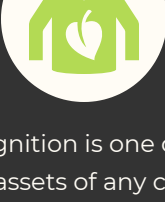
No matter the employee's home or field location, RPS ships to where the employee needs receipt of their uniforms to be able to go to work. RPS' mobile friendly webstore allows workers to order, as they are getting off their shift, to have their uniforms waiting to go to work next, where they need them. The number of uniforms allocated to workers remains constant and does not duplicate depending on assignment.



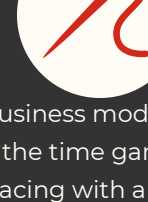
Industrial employees are on the move. Laundry services must pick up uniforms from central locations. Many times workers cannot get to the drop off point due to relocation, distance or other circumstances. When this happens, uniforms are not laundered and employees do not have clean garments to wear (or wash themselves), but employers pay for the services anyway, hence more waste.

5

IMAGE INTEGRITY



Brand recognition is one of the most valuable assets of any company. Providing your workforce with high quality (same exact working everyday and wash daily on-site, or plan a fresh' worth of uniforms that are kept up helps workers identify as part of a larger group. Workers also become more inclined to work together and are most engaged in the workplace if they are able to call their uniforms their own.



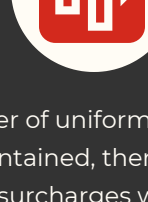
The rental business model tends to push the limit on the time garments are used before replacing with a new garment. The longer the garment can stay in service the less capital the uniform rental company has in the program. In regards to safety, wearing a garment when it is tattered or worn, can compromise the protection of the garment. Laundry services benefit when garments are kept in service longer.

6

LOST / DAMAGED GARMENTS



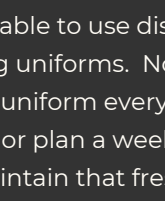
RPS works with employers to determine how to get the lowest cost-of-ownership with each garment in the program. Employees will then be allocated according to these group rules and enforcement of the program comes by placing responsibility on workers to maintain and care for garments. Corporate stewardship is championed and spend is capped by not allowing abuse of the program.



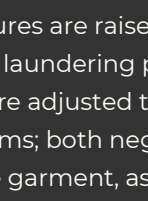
Since X number of uniform inventory must always be maintained, there are additional replacement surcharges when garments are lost or damaged. Employees typically do not take as good of care of rental garments due to little accountability. This can get expensive quickly, and is only as good as the management of the program. These subjective and non-budgeted fees usually result in employer surprise.

7

LAUNDERING



Employees are able to use discretion when home laundering uniforms. No matter if they chose to wear 1 uniform everyday and wash daily on-site, or plan a fresh' worth of uniforms to maintain that week's worth of home, being able to care/maintain garments to meet personal standards is important to employee satisfaction and pride. Home laundering puts low-stress on garments and reduces cross-contamination.



Temperatures are raised higher in the commercial laundering process and high pH levels are adjusted to commercially clean uniforms; both negatively affecting the life of the garment, as well as shrinkage control. Commercial laundry services wash by the pound so abrasion on fabrics becomes a factor to the life of the garment. The biggest worker complaint is cross-contamination.

