

CLEANING UP

News & Views on Our Industry

Discover How Leasing Can Grow Your Janitorial Business

What is a lease ?

A lease contract is an agreement under which the owner of the equipment (Weslease) conveys to the user (You) the right to use the equipment in return for a number of specified payments over an agreed period of time. The owner of the equipment (Weslease) is referred to as the "lessor". The user of the equipment (You) is known as the "lessee". A capital lease is usually used to finance equipment for the major part of its useful life at the end of the term, the lessee can obtain ownership of the equipment for a very small buyout, in the case of Weslease, \$100 plus tax.

The equipment continues to make money for you, and you have a monthly budget to use how you see fit, either to put towards more equipment or the

upkeep of what equipment you have. We can lease any type of equipment, from janitorial equipment at Wesclean, to the trailer you need to haul it around.

Why do businesses lease?

It depends very much on the situation of the lessee, the user of the equipment. One thing can be said with certainty. There is a far greater awareness today that most businesses make money by using equipment, not by owning it.

Equipment does not normally increase in value over time. It usually loses value. Even companies with ample cash resources must carefully evaluate every available financing alternative when acquiring new equipment. Cash tied up in fixed assets is no longer available to finance inventory and the profit producing activities of production, distribution and marketing. For this reason, many businesses seek to lease much of their equipment. They realize that owning a depreciating asset is not always the logical answer. A capital lease does not show up on your balance sheet as an asset or a debt, just as an "Equipment Expense", basically a rental expense that you get to write off. A 'Weslease' does not show up on your credit bureau unless you default, allowing you to still qualify for other borrowing.

In many cases, your business is young, and traditional lenders won't lend you money for growth without 5 years financial history of your company. Leasing companies can usually provide financing when banks won't. If your credit is less than perfect, that's ok, we can usually work something out. If you borrow from your bank, they will limit your other credit sources because of the change in your debt ratio (the amount of debt you have compared to your income). In some cases it makes sense to work with your bank, in others, it's too slow, complicated, and financially limiting. Your equipment lease can usually be set up within half an hour.

Do you do cleaning for a hospital, school, or other government agency? If so, they don't always have the "Capital Budget" to acquire new equipment, but they do have an "Operational Budget", usually a monthly amount dedicated to predetermined purposes, like custodial services. You can discuss leasing with them, where they would own the equipment after the lease, and you can use it to do the work efficiently. Or, you can lease the equipment yourself and build the cost into your bid, allow-

For Info on New Products

Visit www.wesclean.com and click on the "What's New?" link.

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ing you to provide superior quality service than your competition.

When you lease equipment, you still get to benefit from the manufacturer's warranty, and are also expected to maintain the equipment in good condition, at your cost. This is to your benefit, since you will continue to own the equipment after the lease is over.

Why a Weslease?

Weslease is committed to customer satisfaction. We have had a great working relationship with Wesclean for many years, and work well with

them to build leases that benefit you, the client. Between your Sales Professional at Wesclean, and your Leasing Rep at Weslease, we will make sure we find you a situation to help your business grow. We realize that you need good equipment to be more successful, and we can help you attain your business goals. We offer various kinds of leases, including skip leases, seasonal leases, and we are always willing to work with you to find solutions that work for your business. Did you know you can even build in some of your soft costs like chemicals into your lease? You can build in up to

20% of the value of the equipment you are leasing, on approved credit.

Talk to our leasing professionals, or your accountant about the benefits of leasing for your company.

1-877-551-1432
www.weslease.com



Don't Miss These Great Deals!

Visit your local Wesclean branch today to check out these amazing savings!

| | |
|--|---|
| <p>1200186</p>  <p>\$123.17 each</p> | <p>1570112</p>  <p>\$25.00 each</p> |
|  | |
| <p>1830080</p> <p>\$1.28 each</p> | <p>0030776</p>  <p>\$31.96 each</p> |
| <p>9620054</p>  <p>\$4.75 each</p> | |

Prices subject to change. While quantities last.

Tired of too many product choices?
Are your cleaning products standardised?



Ask how Wesclean can help you today!

Call your local **Wesclean Rep** or Shop in your **Local Store** Today!



1.888.337.2929 www.wesclean.com



2200110

WV 370 - \$395

- Powerful 1.6 Hp vacuum motor with 2 year warranty providing excellent dry soil or water recovery
- Motor provides 110" waterlift and 95 CFM of airflow
- Excellent 0.5 micron filtration at 98.70 % efficiency for improved Indoor Air Quality with or without bags
- Wet or dry operation in a compact, powerful unit
- Handy carrying handle for dumping
- Ball float wet shut-off assembly ensures water does not reach the motor
- Polypropylene tanks for maximum durability and mobility

Special Pricing Available until **March 31, 2014.**



2200005

NVH 380 - \$395

- Powerful 1.6 Hp vacuum motor with 3 year warranty for excellent soil recovery and longer carpet life
- Motor provides 106" waterlift and 114 CFM of airflow
- Excellent 0.5 micron filtration at 98.70 % efficiency for improved Indoor Air Quality with or without bags
- Lightweight and easy to carry or transport
- Structural foam tanks for maximum durability and mobility

Special Pricing Available until **April 30, 2014.**



5800130

AV 4X - \$995

- Rugged two piece roto moulded polyethylene
- Powerful 1.3 Hp vacuum motor with 2 year warranty providing excellent water recovery
- Motor provides 100" waterlift and 106 CFM of airflow
- Features a 60 PSI pump with quick release spray jet
- Lightweight and easy to transport with the upper and lower tanks detaching into two separate units
- Adjustable handle height and twist grip solution control
- Squeegee attachment on vacuum shoe allows for hard floor cleaning

Special Pricing Available until **March 31, 2014.**

TT 516 & TTB 516

The **TT 516** is the professional choice in compact auto-scrubbers. It gets into all those tight areas that other auto-scrubbers cannot. Essentially, it is a complete replacement for a mop and bucket system for so many reasons.

With 45-60 minutes of run time an interchangeable battery pack and 5-gallon solution capacity, the **TTB 516** is the professional choice in compact auto-scrubbers. It gets into all those tight areas that other auto-scrubbers cannot. Essentially, it is a complete replacement for a mop and bucket system for so many reasons.

Special Pricing Available until **April 30, 2014.**

TT 516 - \$1949



1900056

TTB 516 - \$2495



1900051

For more information on these and other products, contact your local Wesclean branch at 1-888-337-2929 or visit www.wesclean.com

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Give Yourself A Break!



Lease the equipment you need to work smarter, not harder!

Weslease of Canada Ltd.

Check out our website for our online calculator, more information, and quick quotes!
www.weslease.com

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OUR MISSION: To deliver in a timely and efficient manner superior cleaning products and excellence of service that meets and exceeds all our customer's requirements helping them perform their roles with efficiency and cost effectiveness. To treat employees and associates with fairness and respect and to be supportive to our suppliers in product and market development which will solidify our position as Western Canada's top distributor.