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## **RENTAL PROGRAM**

### **Aerators and Mixers**

- Consider preference and availability of reconditioned equipment or new units
- Determine rent-to-purchase or rent-to-return

### **Rent-to-Purchase**

- Determine sell price
- Rental period not to exceed 12 months
- Standard Rent-to-Purchase term is 10 months
- The rental rate is sell price plus 10% divided by the length of the rental term
- Pre-payment of the first and last month's installment required prior to shipment

### **Rent-to-Return**

- Determine sell price
- Total minimum rental receipts must equal 1 / 2 of the sell price
- Rental period is a minimum of 4 months; duration of can be adjusted by adjusting the rental rate
- Continued rental or purchase beyond original rental agreement term requires a new Purchase Order
- Accessories, freight and start-up supervision are specific to the project and must be purchased
- These items are job specific and must be purchased