

RENTAL INFORMATION

The following information concerns the renting of the modular and portable ramping offered by AlumiRamp Inc. These are guidelines that have been developed over the years by several of the dealers who rent systems. Each market and client base is different and may require different tactics to be used to penetrate this market.

Rental Market

Short term disability insurance providers: Auto and workers comp agencies. The key contact to make is with the case managers that are working with the insurance agencies. Case Managers are the ones who get the quotes and make the recommendations to the insurance carriers. In-services are a must!

Schools and Colleges: Especially around graduation.

Churches: Special programs and events that require access.

Municipalities: Voting booth locations and special events.

Agencies & Services: Commission on aging, Senior Services, MSAA, UCP, etc.

Rental Ramp Pricing

Call for information about how to price.

Evaluation & Installations

Depending on the customer, these items are negotiable. Some providers will want free evaluations but are usually willing to pay installation fees. Charges for both set up and removal are usually paid with the first month rent.

Rental Restrictions

Minimum: Many dealers require a minimum rental period such as 2 or 3 months. This may vary depending on the number of rentals you have with a specific provider.

Maximum: Each market is different and some providers will require a maximum rental cap at which point they would own the ramp after a certain rental period. This will vary by provider.

Availability

It is always recommended that a renting dealer have sections for a system in stock at all times. Normally, someone requiring the rental of a ramp is operating under a deadline and will be doing this at the last minute. For ramping not in stock, AlumiRamp ships most of its orders within 5 working days of receiving the order. Many are shipped within 48 hours.