



Rent and Buy Program (R&B) - Outline

Rent a WaterRower for as little as \$22.98 per week (\$100.08 per month)

The Rent and Buy program allows you to train on a WaterRower, in the comfort of your own home, with little upfront commitment

The **advantages** of a rental program include:

1. Small initial investment
2. Basic, Premium or M1 Models are available
3. Complete flexibility with no long-term obligation (only a 3 month minimum rental term)
4. The equipment can be purchased at a discount (after the 3 month minimum rental term)
5. The purchase option includes discounted purchase prices
6. The equipment is very well looked after and well maintained
7. Professional support to help you achieve your training goals

The Rental Program

Basic Models (Natural or Club) are available for \$22.98 per week . Premium Models (including Oxbridge or Classic) are available for \$29.98 per week. And the M1 HiRise is available for \$29.98 per week.

The rental fee will be deducted from your nominated credit card automatically once a month, based on an average of 4.355 weeks per month.

You simply register online, with no obligation, by filling in the rental request form. Once you've registered, we will check the availability of rental equipment.

If equipment is available, you will receive the rental contract by e-mail. Please read the rental contract, print it out and fax or email it back (once received by us it is binding). WaterRower requires further I.D. in the form of copies of the renter's drivers license and a recent utility bill.

Within 3-5 business days (subject to shipping times) you can have a WaterRower in your own home and start your fitness regime!

Prior to dispatch all equipment is overhauled, cleaned and, if required, fitted with new parts etc, to bring it to near as new condition.

The start-up costs are minimal: A deposit of \$300.00, the partial month's rent and the first full month's rent will be charged at the beginning of the rental period.

The minimum rental term is 3 months. Once 3 months have passed, you can return the equipment to us at any time. A minimum of 30 days notice is required to terminate the contract. Your contract will be deemed to end on the last day of the first full month following receipt of your termination notice.

At the end of the rental period you will be charged a \$149.95 (\$199.95 WA + NT) pick-up fee to be deducted from the deposit. We will even take care of arranging the pick-up for you.

Once the rental equipment is returned, and is determined to be in proper working condition, the deposit, less the pickup fee, will be credited to your nominated bank account.

The Buy Program

If it happens that you love rowing on the WaterRower (just like tens of thousands of our existing customers), you can continue with the inexpensive WaterRower rental program for an unlimited time.

However, if you wish to purchase your WaterRower, you may receive a discount of as much as 70% or more. The exact discount will depend on how old the equipment was at the time of rental and how long you have been renting it from us.

WaterRower Australia

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It is very simple. Once the minimum rental period of 3 month has expired, you can purchase the equipment at any time. And the longer you rent the WaterRower from us, the greater the discount when you decide to purchase, as follows;

Total Rental Period	3 mth	6 mth	9 mth	12 mth	18 mth	24 mth	36 mth
Discount offered	0%	5%	10%	20%	25%	30%	40%

Of course not every rental machine is brand new at the commencement of the rental period, machines are further discounted depending on their age, as follows;

Purchase Value of Machine					
Age of Equipment	Natural	Club	Oxbridge	Classic	M1
Brand New Price	\$1899.00	\$1999.00	\$2399.00	\$2599.00	\$2399.00
Less than 1 Year Old	\$1842.03	\$1939.03	\$2327.03	\$2521.03	\$2327.03
1 to 2 Years old	\$1576.17	\$1659.17	\$1991.17	\$2157.17	\$1991.17
2 to 3 Years old	\$1329.30	\$1399.30	\$1679.30	\$1819.30	\$1679.30
3 to 4 Years old	\$1082.43	\$1139.43	\$1367.43	\$1481.43	\$1367.43
4 to 5 Years old	\$816.57	\$859.57	\$1031.57	\$1117.57	\$1031.57
More than 5 Years old	\$569.70	\$599.70	\$719.70	\$779.70	\$719.70

If you decide to purchase a WaterRower with the R&B plan, your initial deposit of \$300.00 can be applied towards the purchase price.

An example of the R&B plan:

If you rent a Natural WaterRower for 12 months and the equipment is between 2 and 3 years old when it is delivered, you can purchase it for \$1329.30. If you minus the 20% discount, you're left with a total of \$1063.44. That equals a saving of 44% on the new equipment list price.