

Don't buy trucks

**It makes sense to use a
fleet of trucks to facilitate
efficient
materials handling**

**- but you don't have to own it to
use it**



Think about why you buy things

You might think about buying your home - it's an investment - and it will probably increase in value over time

You might want to own something that's extremely special, very rare, or has sentimental value. Or something you want to keep for yourself.

But why would you want to own a forklift truck?

What if your requirements change?
What else could you do with the capital?
What about peaks and troughs?
What about keeping it running?
What happens when it breaks down?
What about disposal and environmental issues?
What about knowing your costs in advance?

The risks of ownership. We manage them for you.
(We can do it better. And cheaper. Its our business)

The fact is that trucks consume capital, lose value over time, can breakdown, need maintenance, and have to be disposed of one day

and the ones you need today are probably not the ones you will need tomorrow

because your requirements will change

Think about rental from BT

Think of the **advantages**

You **avoid** all the **risks** of ownership

You **don't consume capital** - not even a deposit is required

We **take care** of the equipment and make sure it's always reliable

and we work with you to manage your fluctuating needs

- we call it capacity management

Rental from BT means **flexibility** for the future

and all of your **costs are predictable**

and look at the way we've

CORE FLEET RENTAL

The Core Fleet Rental Plan is designed to satisfy the predictable element of your total capacity requirements and can be combined with other BT Rental plans such as Flexible Fleet or Short Term Rental to ensure that we cover the full range of your current and future needs.

- No deposit required
- Predictable monthly charges including routine service, parts and breakdown costs, with no hidden exclusions
- The ability to change or upgrade equipment as your requirements change. There may be a cost involved but these revised costs can be spread over the life of the replacement equipment.
- The option of including a truck driver as part of the rental agreement
- Guaranteed performance levels with a money-back commitment
- Total support from the BT Service organisation with rapid and guaranteed response times
- Trucks can be tailored to suit your precise requirements
- Core fleet rental trucks can normally be held off-balance sheet

FLEXIBLE FLEET RENTAL

Whether on its own - or as the perfect partner to Core Fleet Rental, Flexible Fleet Rental offers a shorter-term plan to cater for the less predictable elements of your business - and helps BT to reflect the changing needs of your Total Business. Flexible Fleet Rental is based on fully maintained pre-used machines from BT's rental fleets. And of course, Flexible Fleet Rental can also be combined with our Short Term Rental plan to give you further capacity if required.

- No deposit required
- Predictable monthly charges including routine service, parts and breakdown costs, with no hidden exclusions
- The ability to change or upgrade equipment without additional cost, subject to 3 months' notice
- The ability to return equipment if it is no longer required without additional cost, subject to 3 months' notice
- The option of including a truck driver as part of the rental agreement
- Guaranteed performance levels with a money-back commitment
- Total support from the BT Service organisation with rapid and guaranteed response times
- Applies to standard specification equipment only

thought about your changing

PAYBACK RENTAL™

Releasing you from the risks of ownership of your existing fleet. Even if it is other brands.

- You receive a lump sum for your existing fleet
- Agreement period according to fleet age and profile
- Predictable monthly charges including routine service, parts and breakdown costs, with no hidden exclusions
- The ability to change or upgrade equipment as required (There may be a cost involved but these revised costs can be spread over the remaining period of the Rental plan)
- Guaranteed performance levels with a money-back commitment
- Total support from the BT Service organisation with rapid and guaranteed response times
- Applies to all types of equipment, which means that even if you are not yet a BT truck user, you can still take advantage of a Payback Rental plan

SHORT TERM RENTAL

Providing peak-time back-up to supplement your core fleet capacity.

- Rent a truck for any period - from as little as a single day
- A rapid response to ensure that your operations keep running
- Guaranteed performance levels with a money-back commitment
- Total support from the BT Service organisation with rapid and guaranteed response times
- Full range of equipment specifications available - over 5000 machines including counterbalance trucks
- Wide range of equipment available

business needs

STANDBY RENTAL

Standby rental is an alternative way to ensure peak-time back-up which may be suitable for your operations, as part of a total rental package. Trucks remain on your site - you simply pay for the use of them when you need them.

- Use and pay by the hour (subject to a small standing charge)
- The ability to change the specification of your standby fleet as required
- Guaranteed performance levels with a money-back commitment
- Total support from the BT Service organisation with rapid and guaranteed response times
- Full range of equipment specifications available

