STILL

STR STILL PLUS

Exeter

About Still Plus

This is not Liability Insurance!

It still remains the responsibility of the customer to arrange adequate Hired/plant insurance for the truck. This is a damage waiver.

Benefits To Customer

- Gives peace of mind of unknown charges.
- Reduces the need for investigations.
- Ease to add to hire, no additional documents.



Benefits To STILL

- Additional revenue stream.
- Ease of offering and implementation.
- Reduction of investigation time when policy is in place.
- Shows another available product Still offers the customer.



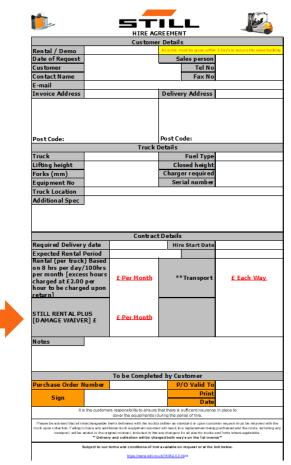


Pricing



1	Daily	Weekly	Monthly	Excess		
RX 50 1,6 t	£11.04	£28.52	£90.16			
RX 20 2,0 t	£13.80	£36.80	£117.76	£1,380.00		
RX 20 P 2,0 t	£15.64	£41.40	£130.64	£1,380.00		
RX 60 2,5 t	£17.48			£1,380.00		
RX 60 3,0 t	£18.40	£48.76	£154.56	£1,380.00		
RX 60 3,5 t	£19.32	£49.68	£159.16	£1,380.00		
RX 60 4,0 t	£19.32	£51.52	£163.76	£1,380.00		
RX 60 4,5 t	£20.24	£52.44	£165.60	£1,380.00		
RX 60 5,0 t	£25.76	£66.24	£211.60	£1,380.00		
RX 60 6,0 t	£26.68	£69.92	£220.80	£1,380.00		
RX 60 7,0 t	£32.20	£85.56	£271.40	£1,380.00		
RX 60 8,0 t	£46.00	£121.44	£386.40	£1,380.00		
RX 70 2,0 t	£11.96	£31.28	£99.36	£1,380.00		
RX 70 2,5 t	£13.80	£35.88	£113.16	£1,380.00		
RX 70 3,0 t	£14.72	£38.64	£122.36	£1,380.00		
RX 70 3,5 t	£16.56	£44.16	£140.76	£1,380.00		
RX 70 4,0 t	£19.32	£49.68	£159.16	£1,380.00		
RX 70 4,5 t	£19.32	£49.68	£159.16	£1,380.00		
RX 70 5,0 t	£22.08	£57.04	£181.24	£1,380.00		
RX 70 6,0 t	£23.92	£62.56	£197.80	£1,380.00		
RX 70 7,0 t	£26.68	£69.92	£220.80	£1,380.00		
RX 70 8,0 t	£39.56	£103.96	£331.20	£1,380.00		
EXU 2,0 t	£4.60	£11.96	£36.80	£690.00		
ECU c 1,5 t	£4.60	£11.96	£36.80	£690.00		
ECU 3,0 t	£4.60	£11.96	£39.56	£690.00		
EXU-S 2,4 t	£6.44	£16.56	£52.44	£690.00		
EXU-S 2,4 t 2.390	£6.44	£16.56	£52.44	£690.00		
EXH-SF 2,0 t	£6.44	£15.64	£50.60	£690.00		
3 STILL RENTAL PLUS						

	Daily	Weekly	Monthly	Excess
FS-X 3,3 t	£18.40	£49.68	£156.40	£690.00
ECV 1,0 t	£5.52		£48.76	£690.00
EXV 1,2 t	£5.52	£15.64	£48.76	£690.00
EXV 1,6 t	£6.44		£54.28	
EXV 2,0 t	£8.28	£20.24	£65.32	£690.00
EXV-SF 2,0t	£8.28	£21.16	£68.08	£690.00
EXD-SF 2,0 t	£7.36	£20.24	£64.40	£690.00
OPX 2,0 t	£6.44	£16.56	£52.44	£690.00
OPX 2,0 t 2.390 m	£6.44	£16.56	£52.44	£690.00
FM-X 1,4 t	£14.72	£37.72	£118.68	£1,380.00
FM-X 1,7 t	£14.72	£37.72	£118.68	£1,380.0
FM-X 2,0 t	£15.64	£41.40	£131.56	£1,380.0
FM-X 2,5 t	£22.08	£57.04	£180.32	£1,380.00
FM-X 9.800 mm	£20.24	£54.28	£171.12	£1,380.0
FM-SE 2,0t	£19.32	£50.60	£161.00	£1,380.00
EK-X 1,0 t 1500mn	£10.12	£26.68	£85.56	£1,380.00
EK-X 1,0 t 2500mn	£15.64	£41.40	£131.56	£1,380.00
MX-X	£49.68	£130.64	£414.00	£1,380.00
LTX 5,0 t	£8.28	£21.16	£67.16	£1,380.00
LTX 5,0 t	£10.12	£27.60	£87.40	£1,380.00
LTX 7,0 t	£9.20	£23.00	£72.68	£1,380.00
R 07 25,0 t	£14.72	£37.72	£119.60	£1,380.00
R 08 2,0 t	£12.88	£33.12	£105.80	£1,380.00



Still Material Handling Ltd, Jacks Way, Hill Barton Business Park, Clyst St Mary, Exeter, EXS 1RG

No additional paperwork required just an additional box on the existing agreement.

STILL



Still Rental Plus T & Cs



24. STILL Rental Plus

a) The customer undertakes to contract sufficient liability insurance for the object at his own expense with the inclusion of operating risks within the framework of the object's use transfer. The customer is further obliged to insure the object against fire and theft. Moreover, the customer must safeguard against risks of unforeseen damage to the object by contracting machine failure insurance or by contracting a STILL Rental Plus guarantee as per point 6. Prior to delivery of the vehicle, the customer is obliged to provide proof of insurance by supplying the documentation, including the certificate of insurance. If the customer does not fulfil this requirement by the stipulated due date, STILL is entitled to enter into the requisite contracts at the customer's expense or deny rental. The customer transfers all rights from the execution of the contracts to STILL, who accepts this transfer.

b) STILL Rental Plus is an optional, purchasable feature in the rental contract that covers the object rented by the customer.

i) STILL Rental Plus is a promise of guarantee that can be purchased to supplement the statutory guarantee for defects; it serves either to restore the object or to replace it (materially) in case of unforeseen damage to the object named in the STILL Rental Plus contract. Attachments, personnel safety systems, traction batteries and chargers are only covered by the guarantee if they are expressly mentioned in the STILL Rental Plus promise of guarantee. The guarantee covers damage that is caused either (1) by unavoidable circumstances beyond the customer's control (natural hazards in particular) or (3) by the customer (including his subcontractors or assistants) insofar as such damage is neither intentional nor the result of gross negligence.

ii) The customer's rights in the promise of guarantee are only applicable if the object is used by the customer (including subcontractors or assistants) at the location specified in the contract.

iii)STILL's guarantee consists of supplying a repaired object or a replacement object that is both (1) equal in value to the object before it was damaged and (2) in the same condition of the replaced object before it was damaged. This occurs against payment of the agreed customer contribution. In the case of replacement, STILL will remove the damaged object.

iv) Limits of the guarantee. The following are not provided for in the guarantee:

- replacement of operating supplies, e.g., fuel, coolant, oils and battery fluids (cp. 2.3);
- replacement or restoration in cases of damage to fork prongs, cables, chains, cords, brushes and tyre
 equipment, unless such damage should arise due to damage on other parts covered by the
 replacement/restoration guarantee;
- · replacement for damage caused by failure to observe the user or operation manual;
- replacement for damage, if the truck is employed for another purpose outside the bounds of its intended use, or if a non-authorized operator uses the truck, or if the truck operator did not possess the mandatory licensing (e.g., industrial truck license) required for such operation when the event of damage occurred;
- replacement for damage caused by the customer (including his subcontractors or vicarious agents) through deliberate or gross negligence; this especially applies to instances where the operator is incapable of safely handling the truck due to the consumption of alcoholic beverages or other intoxicants;
- compensation for expenses or damage to the customer of any variety other than damages to the truck itself, as well as the provision of free temporary vehicles in guarantee cases;
- replacement or restoration of the object, if it is damaged or destroyed via criminal activity or force majeure event, other than natural disaster;
- the replacement or restoration in cases of damage to the object, whenever damage claims can be enforced against a third party or an insurance provider.

v) Calculation of STILL Rental Plus

The stipulated sum for STILL Rental Plus is part of the consideration for the rental services under this contract, and is accounted for separately in the invoice. In addition STILL invoices the for the agreed customer contribution to the customer in case of guarantee. The customer contribution is to be paid separately for every object and every damage claim.

vi) Premature termination

If the rental period is limited, the guarantee STILL Rental Plus, subject to sentence 3, can be terminated in writing at any time by either party, with a notice period of 10 workdays. Premature termination does not otherwise affect the rental contract. Premature termination on the part of the customer is only allowed, if the customer can prove damage insurance of equal value according to clause 6.1 of this guarantee.

