

Short-Term Rental (STR)

Criteria Summary

Criterion	Points	Bonus Points
Short-term Rental Market Share	150	80
Short-term Rental Dollar Utilization	100	0
Short-term Rental Time Utilization	100	0
Short-term Rental Fleet Age	50	0
Total	400	80

Short-Term Rental Market Share

150 Points

Rental Market Share	Points
20.0%+	150
16.0% - 19.9%	100
14.5% - 15.9%	50
0.0% - 14.4%	0

$$\text{STR Mkt Share} = \frac{\text{Fleet Size}}{\text{Rental Market}}$$

Bonus: 1 point for each full 1% increment above 20%.

Fleet Size: Monthly average number of Hyster short-term rental trucks during the 2004 calendar year. Fleet size reporting corresponds to the end of each calendar month. (Do not include used or non-Hyster units in the calculation.)

Short-term Rental Market: 60% of 5 year average of shipped units in Classes I, II, IV & V.

DOD Information Source: Short-term rental fleet size - Dealer, Short-term rental market - Hyster.

Short-Term Rental - Dollar Utilization 100 Points

Dollar Utilization	Points
85.1% +	25
75.0% - 85%	50
68.0% - 74.9%	100
64.0% - 67.9%	50
60.0% - 63.9%	25
0.0% - 59.9%	0

$$\text{Dollar Utilization} = \frac{\text{Total Hyster Rental Billings (\$)}}{\text{Potential Rental Billings (\$)}}$$

Rental billings (\$): This represents total rental billings during the 2004 calendar year for truck classes I, II, III, IV and V. The figures should be totaled monthly and the 12 monthly figures summed for the year-end total.

Potential billings (\$): These are the realistic or expected monthly rental rate of each model multiplied by the number of trucks of each model in the fleet. These figures should be calculated monthly and the 12 monthly figures summed for the year-end total.

DOD Information Source: Dealer

Short-Term Rental - Time Utilization 100 Points

Time Utilization	Points
90.01% +	25
85.0% - 90.0%	50
77.6% - 84.9%	100
70.0% - 77.5%	50
65.0% - 69.9%	25
0.0% - 64.9%	0

$$\text{Time Utilization} = \frac{\text{Total Days Units Rented}}{\text{Total Days Available for Rent}}$$

Time Utilization: This is the true measure of how much the fleet is working, whether on rent, used as a free loaner, or used as a demonstration machine to a customer. This is the comparison of how many days a unit is on rent (out working) versus the available days in the period being measured.

Days Rented: Count each day that a unit is out on rent, demo, or as a loaner. This is a count of the actual days a unit is out working. Count only normal workdays – Monday through Friday.

Days Available for Rent: Count each day that a unit is in your rental fleet and available to be rented. This includes every day even if the unit is down for repair. It is still technically available for rent. If a unit is added to the fleet during a month, then it would be available for rent for each day in the month that it is actually in the rental fleet that first month.

DOD Information Source: Dealer

Short-Term Rental Fleet Age

50 Points

Age in Months	Points
0.0 - 18.0	0
18.1 - 30.0	25
30.1 - 39.9	50
40.0 - 54.0	25
54.1 - 60.0	0

Average Fleet Age =

$$\frac{\text{Total Age of Fleet in Months}}{\text{Total Number of Trucks in Fleet}}$$

Short Term Rental Fleet Age: This is the average age in months of all Hyster lift trucks in the short-term rental fleet at year-end 2004. Age is calculated from the year of manufacture, not when the truck was put into the short-term rental fleet.

DOD Information Source: Dealer