Answering your DLL Lease by the Hour® questions

What are the customer's options at the end of the initial lease term?
The customer has the following options at the end of the initial lease term:

- Return the equipment
- Continue to lease month-to-month at 80% of the original monthly payment, and 80% of the original lease cost per hour.

If my Customer has 2x the usage of the Minimum Monthly allowed hours, does the equipment still have to remain in place until the end of the initial lease term?
No. The purpose of creating the lease cost per hour is to bill overage that is required to end the lease early. This allows the customer to return the equipment when the maximum hours are reached, which supports lifecycle asset management and lowers total cost of operation.

Is there a limit on the "Month to Month" extension?
No. When equipment is eligible for extension it will have reach the maximum hours on it. If the LBH contract includes full maintenance, then contract should be re-negotiated or switched to Time and Material (and DLL notified so billing will reflect new maintenance rates or changes in terms).

Are monthly meter reads required?
No. Monthly, quarterly or annual meter reads are allowed. If no meter reads are sent, LBH contracts will act just like a normal lease (minimum monthly payment will continue until the maximum term is reached).

What are the dealer's options if the customer elects to return the equipment at the end of the initial term?
The dealer has the same options available in normal FMV or FPPO leases if the customer elects to return the equipment after the maximum term.

How are the extension options calculated?
Month to month extension is 80% of the original monthly payment (a 20% discount).

Are telemetry devices required to transmit meter reads?
Not always. Varies by manufacturer.

What models are eligible?
All makes and models of equipment currently financed by DLL.

Does the Lease by the Hour qualify for subsidized financing?
Yes.

Am I limited to a normal and clean application?
No.

Am I limited to annual operating hour restrictions?
No.

What finance companies are participating in this promotion?
This program is exclusive to DLL (formerly De Lage Landen).

Can this program be used in Canada?
No. At this time, the program is only eligible for the US market.

Is Lease by the Hour only available in FMV Leases?
No. Fixed Price Purchase Options (FPPO) can be utilized as well.

Are Full Maintenance contracts required?
Not always. Varies by manufacturer.

What does the $7 per month fee for Lease by the Hour cover?
This is an administrative processing fee that allows for the flexibility of the lease, including the ability to return your equipment whenever you've paid the contract value, and the ability to pay for usage (minimum usage required).

For more information on Lease by the Hour visit: www.dllgroup.com/leasebythehour or contact your DLL account representative.

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