



**PIT**

first in fleetmanagement

**MASTERS OF**

# **FLEET MANAGEMENT OLOGY**





# Who takes care of your internal transport?

Internal transport is a vital part for many companies. However it is never the principal aim of an organisation, but it is for PIT. PIT has been working intensely for more than 60 years with (your) internal transport equipment.

PIT started out from the Philips department of Pole Activities, but especially from the need to use internal transport equipment in a flexible and efficient way. In the Fifties we were already dealing with the rental of the internal transport equipment within the entire Philips organisation in the Netherlands and Belgium. Today PIT is a part of the international Kion group and we offer with our rentalconcept brand independent fleet management and logistic flexibility of internal transport equipment all over Europe.. Customized.

In practice it means that we take care of all the activities regarding your internal transport equipment. The principle is very simple: you sell us your fleet of internal transport equipment (or terminate the lease) and afterwards you rent it back as required and at attractive conditions. By selling, you directly generate money for your company. This way you create customized logistic flexibility and in the longer term you save up to 25% on your internal transport costs. PIT takes care of the coordination, management and maintenance of your internal transport equipment so you also save time. Complete fleet management which gives you the possibility to concentrate on your core activities. In this brochure we tell you exactly what we do, what we are good at and why that is good for you.

## THE GREATEST BENEFITS OF PIT:

- ✓ Brand independent fleet management
- ✓ Optimal logistic flexibility
- ✓ Full concentration on core activities
- ✓ Off-balance internal transport costs

# FLEET OPTIMI ZATIO NOLOGY

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# How do you optimize your internal transport?

How many companies still own their own cars? Probably very few. More than likely you would rather not have the burden of the costs and management of it. But why don't you do the same with your –valuable and important - internal transport equipment? PIT offers you the possibility to outsource your fleet against better conditions than lease and lower costs than short term rental. It gives space on your balance-sheet, in your warehouse and certainly at your desk.

## OUTSOURCE YOUR INTERNAL TRANSPORT EQUIPMENT

The principle is simple: PIT buys your existing fleet (or you terminate the lease) and rents back to you what suits your present logistic situation. Our accountmanagers analyse the internal transport equipment, the logistic situation and the transport tasks with you. On this basis we can indicate to you the possibilities of savings, optimization and standardization and we can execute these solutions in a customized way. In consultation with you and your staff we then compose the optimal fleet. What is not appropriate anymore will be replaced and what is superfluous will disappear. Should you need other kinds of trucks, then we will supply them from our own stock or buy them for you.

## ALWAYS AN OPTIMAL FLEET

Thanks to the flexible rental agreement you can adapt your fleet at any time to the company's needs.. Even if you

momentarily need less material. At an attractive rental rate, based on the contract duration, the degree of flexibility, the number of operating hours and the conditions of use. The result of all of this: up to 25% cost savings compared to the classic management of internal transport equipment.

Moreover PIT takes full care of your internal transport. So you don't have to worry anymore about insurance, planning and execution of maintenance, inspections, reporting, damage processing and adjustments. Considering the above facts and the high quality and flexibility, The PIT rental concept is the ideal solution.

When compared the strongest	Owned outright	Lease	Rental	PIT
Purchase costs	--	++	++	++
Cepreciation	--	-	++	++
Leasing / rental costs	++	+	+-	++
Notice	--	-	+	++
Admin fee	--	+-	+-	++
Fleet adjustment	--	-	-	++
One stop shopping	+	-	+-	++
Repair and maintenance	-	+-	++	++
Support	-	+	+	++
Summary	--	+	+	++
Administration effort	--	+	+	++
Supplier management	--	+	+	++
Insurance	+	-	-	++
Advice	-	-	-	++

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# Are you able to look 5 years ahead?

You are working in a dynamic environment with fluctuating supply and demand. How the next quarter will be is often not clear, imagine that you know how your company will look like in another 5 years. Successful organizations move with the market and continue developing. Your fleet of internal transport equipment doesn't need to be a burden to you but should move along and therefore also the supplier of it. PIT gives you exactly the flexibility you need as a company.

## **FLEXIBLE FLEET**

It already starts with the size of your fleet. Do you have a surplus or rather a lack of equipment? Do you need a reach truck instead of a forklift truck? Is a (temporary) expansion needed? You can arrange it fast and economically with PIT. Additional trucks needed, return or exchange, everything is possible. Without penalties or costs that continue for years. As soon as a truck has been collected, the rental agreement also terminates. Do you need another truck then we are able to supply it quickly thanks to our large stock and a good relationship with our suppliers. In this way you keep the costs low and the flexibility high.

## **FUNCTIONALITY AHEAD**

PIT is completely brand independent. We offer you a solution whereby the function is central, focusing on the performing tasks and appropriate within your logistic environment. Besides the known brands there is room in our (and so in your) fleet for special equipment, such as people lifting equipment and sweepers. If you should need, for example, a special kind of chair or attachments? PIT can also arrange this for you. No matter how many suppliers you need, thanks to PIT you still have only one point of contact.

## **FINANCIAL FREEDOM**

PIT also offers you financial flexibility. By selling your fleet you generate assets for other things and you don't need to hold reserves for replacement, maintenance and unexpected costs. Moreover we offer flexible rental contracts so you don't have to commit yourself. If it appears for example, that the truck doesn't suit. Are there other needs than expected? Together we will look for another solution. You don't have to worry anymore about investments, PIT will take care of them. So there is flexibility on all fronts.

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# Do you have a detailed overview of your fleet?

Surely we don't tell you something new if we say that the management of a fleet of internal transport equipment requires a lot of time and a lot of staff. As well as keeping an overall view on all costs and the division of these costs into various cost items in the company. Especially when there are several branches and several (sub-) suppliers involved. PIT organizes and reports.

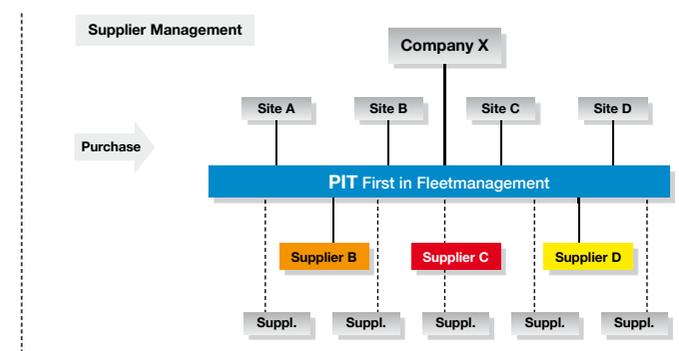
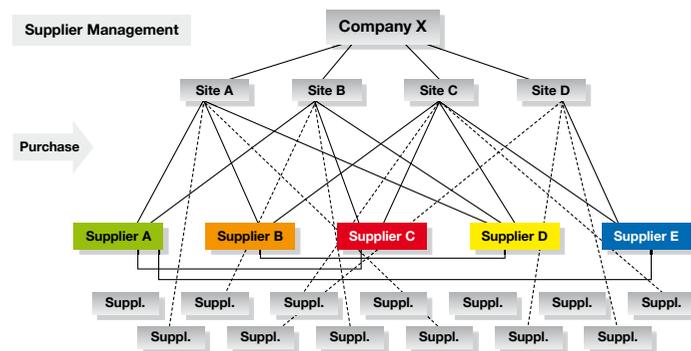
## ONE POINT OF CONTACT

PIT takes care of less complexity and a better overall view. Really only one! All your fleet matters are centrally managed. In this way, instead of 10 points of contact you will have only one left. Really only one! PIT communicates on your behalf with

different (sub-) suppliers and arranges the planning and damage or warranty issues with them. Thinking in solutions is the central idea. Whether it comes down to damages, inspections and certificates, battery capacity or the training of drivers.

## ADVICE AT YOUR LEVEL

From our experience, we also optimize your fleet.. The logistic changes are regularly discussed to adapt the necessary adjustments in the fleet of internal transport equipment in time. You keep a clear and current overview of all activities and costs through our management reporting. You benefit from optimal efficiency and flexibility at a maximum economical use of your means of transport.



# FULL SERV ICE MASTERS OF OLOGY





# At which level does your fleet operate?

Service and repairs generally mean valuable loss of time and on the short term a new planning of the internal transport capacity. For PIT it doesn't mean the same. By organizing the preventive maintenance well, we prevent undesired breakdowns and irritations as much as possible, but also unnecessary costs.

## COMPLETE MAINTENANCE

It involves not only the maintenance of the machine and possible attachments but also battery and charger maintenance. In this way the whole unit will be maintained. PIT has at its disposal a (European) network of skilled mobile service teams and their own modern service workshop. The repair and maintenance work will be settled rapidly at your site. Capacity loss is limited to a minimum in this way. If a shortage still threatens, PIT provides extra equipment quickly.

## OPTIMALLY TRAINED

We also keep failure and costs caused by accidents or incorrect use of equipment within the bounds of decency. PIT contributes actively to the safety of internal transport with professional trainings and refresher courses for executive staff and drivers of internal transport equipment. We lay the foundation for responsible use of internal transport equipment and maximum protection of staff and product with our particular focus on safety and damage prevention. In this way

we limit the material damage and - even more important - the human consequences of accidents.

## SAFETY FIRST

Do you want to improve safety? That is also possible. PIT can provide you with periodic safety inspections, accident investigation and reporting, general RI&Es (Risk Inventory and Evaluation) and other inspection programs. As well as inventory, delivery and maintenance of fire extinguishers, First Aid Kits and AEDs. We are pleased to support you in training of Emergency Response Teams and in certification of management systems like ISO 9001, ISO 14001, VCA\* and VCA\*\* (safety management system).

## SERVICE AT YOUR LEVEL

If you wish, PIT can make an inventory for you of all above mentioned safety, training and maintenance issues concerning internal transport. Then we compose a package for you which covers all issues that you want and have to settle. You have a choice of service levels Gold, Silver and Bronze. Do you choose Gold, then PIT takes care of all matters concerning internal transport. In the Bronze package more tasks are for you but you will see that reflected in the monthly package costs. In all cases however, you are assured of an adequate policy on your internal transport.

# COST EFFEC TIVE Masters of OLOGY



# How much can you save?

Do you know the real cost of your internal transport equipment?

The acquisition cost, depreciation periods, costs of repair, service, management and administration are often split and usually unclear. It is almost impossible to get the full picture of the costs of reduced productivity, damage and breakdown. PIT puts an end to all the confusion and offers you a clear view on your costs, so budgeting becomes easier.

## **COSTS**

PIT analyses your entire fleet, your planning, organization and staff. Clearance heights, pallet loads, operating times, lifting heights, aisle widths, processes of reception, storage and picking; all these aspects are included in the extensive analysis. Using this methodical approach all relevant costs are highlighted. It includes the 'total cost of ownership', also costs that are sometimes deeply hidden. In this way you are able to make a pure comparison of the total cost of your internal transport. PIT will help you further to decrease that cost substantially and structurally.

## **ATTRACTIVE RATES**

PIT allows you to save considerably, also because of the competitive rental rates that we offer. First of all we realize them by keeping a tight organization and therefore a low overhead on our side. Furthermore, they are based on the rental period, the desired level of service, the number of operating hours, and the use of the equipment. So the rate will be adjusted depending on if you use the rented equipment more or less. The choice for functionality rather than a certain brand also keeps the costs low. If you decide on a long term cooperation with PIT, it also positively influences the rental rate.

## **GUARANTEED SAVINGS**

PIT saves up to 25% on the cost of your internal transport equipment by organizing your fleet optimally for its tasks, by minimizing breakdowns and failures, by adequate training of staff, competitive purchase, flexible solutions, good maintenance and ditto planning.

**AT YOUR SERVICE  
MASTERS OF LOGISTICS**



# Benefit also from PIT

Flexibility, safety, quality and up to 25% lower costs in the field of internal transport - many national and international organizations already have chosen for it. They already benefit from the liberty and advantages of PIT.

We can also mean a lot to your organization. How much exactly? We will be pleased to make some calculations together with you.

## ALL ADVANTAGES AT A GLANCE

- ✓ One fixed point of contact for all your internal transport issues
- ✓ Costs always clear
- ✓ Brand independent fleet management
- ✓ Optimal logistic flexibility
- ✓ Full concentration on core activities
- ✓ Off-balance internal transport costs
- ✓ Worry-free
- ✓ Skilled maintenance
- ✓ Professional trainings
- ✓ Cost savings up to 25%

An aerial photograph of a warehouse interior. The floor is a light grey concrete. Several high industrial racks are visible, filled with stacks of wooden pallets. A blue forklift is parked on the floor. A person is visible in the upper right corner, standing near a rack. The overall scene is brightly lit.

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