

TESTIMONIALS



Franchises Available — Nationwide

We try to make our New York Deli franchises financially accessible, so we keep the cost of entry down by using Hospitality Rentals. All of our franchises are sold as the base fit-out plus rental agreements for high value appliances. Renting high value and hard working appliances makes sense, it means that our franchisees are getting access to the best gear during the term of their franchise and they have piece of mind knowing that if anything needs repairing the service guys are there in no time at all. One of our franchisees had an oven stop working on a Sunday morning just before a busy lunch rush, he was able to call the service agent and get the oven working again before he ran out of cooked food.

Our franchises are busy and we have got to keep the wheels turning seven days a week, renting appliances means its one less thing to worry about.





TESTIMONIALS

FLIGHT

— Coffee —

Specialty Coffee Roasters

In business with our friends - Hospitality Rentals

We are a specialty coffee roaster specialising in supplying high quality coffee to cafes. We are a small business growing insanely fast so naturally we are at the mercy of our cash flow.

Hospitality Rentals has changed the way we do business! They provide us with great rental deals which work in favour - it enables us to keep riding our wave of growth.

They are an extremely friendly and reliable bunch who has been an absolute pleasure to deal with.

Nick Clark
Director
nick@flightcoffee.co.nz
flightcoffee.co.nz



TESTIMONIALS

encore

BAR | RESTAURANT | CAFE

17.05.12

The crew at Hardy Trade aka Hospitality Rentals were instrumental in setting up our new business.

Because they are so customer focussed we were able to effectively cost our start up and operational budgets well before we opened for business. Most of the kitchen and front of house equipment was sourced by Scott and if it wasn't in stock then he would find it for us.

The benefit of renting equipment meant that our initial capital outlay was lower than it could have been without compromising on quality. Utilising top of the line plant equipment means that we don't have to worry about maintenance or things breaking down and can concentrate on the important things like building our business. Both the staff and customers experience the benefits of this and the end result equals higher productivity and product sales.

Hardy Trade are definitely our 'go to' guys for all our hospo gear and their experience and expertise is evident in their high level of customer service and satisfaction. They have our highest recommendation.

Jacinta Saeki

OPERATOR/ PROPRIETOR

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Fat Dog Café & Bar, Rotorua

Fat Dog Cafe is a high volume cafe in the heart of Rotorua, We have been using Hospitality Rentals/Hardy Trade Supplies for about 7 years now.

We initially made the huge mistake of purchasing 3 top of the line industrial microwaves at a cost to us of over \$9000.00 These microwave ovens barely lasted 3 years each and were near impossible to fix, parts were difficult to find and very expensive.

We learnt that Hardy Trade where able to do some new to the market 1900 watt microwave ovens but as rentals. We now have 4 Hospitality Rentals/Hardy Trade Supplies Microwave ovens and have done now for about 5-6 years.

It is one of the best decisions we have made in that area. If it breaks down, we drop it off, it gets fixed and we pick it up all at no cost to us.

Hospitality Rentals/Hardy Trade Supplies swap them out when they need swapping out all at no cost to us.

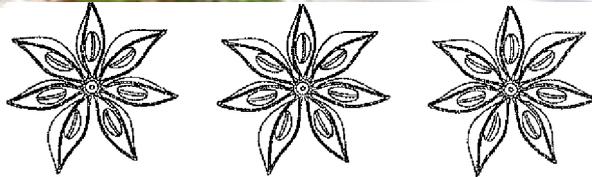
We set up a direct debit every week and that is the rental sorted, we don't even miss that money and we have always got a fully functioning microwave oven. Which is very important to us because with the volume we do, we are very tough on all our equipment.

We believe it is certainly a very cost effective way to upgrade equipment especially in this current economic climate.

I would recommend Hospitality Rentals/Hardy Trade Supplies for renting equipment

Simon Fat Dog Cafe & Bar

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SIMPLY FOOD

24 May 2012

Mark Hardy

Hospitality Rentals Limited

PO Box 38711

Wellington Mail Centre

Dear Mark

I just wanted to acknowledge how well the equipment we have arranged through Hospitality Rentals is working for us.

We have been able to secure additional cafe sales as our contract clients are delighted to have been able to enhance their facilities without having to commit to a substantial capital outlay and approval has been far easier to gain when this option has been available.

We are currently in negotiations with another two potential clients who appear enthusiastic to the lease option as they can see the benefits of having a staff cafe facility available but are not in a position to fund outright the equipment needed.

I look forward to catching up shortly to discuss what we will require but thanks again for your prompt and efficient service in getting our current setup operational.

Yours Sincerely

A handwritten signature in black ink, appearing to read 'Steve Perrins', written in a cursive style.

Steve Perrins
Simply Food

The Simply Food Catering Co. Ltd.
PO Box 8062 The Terrace
Wellington 6143



CASE STUDY

Case Study 1

The following case study is factual based on information received. Due to confidentiality we have not named the business or auctioneer.

January 2008 – New restaurant setups in Wellington with a full fit out. Estimated cost \$400,000.00 - \$450,000.00. High cost of finance and lack of patronage forced this restaurant into receivership.

Receiver on sold the business and chattels for \$200,000.00 in early 2010.

The new owners financed on half equity but like the previous owners were unable to make a profit with the bank acting to foreclose the business and liquidate the assets.

April 2011 an auctioneer was selected to conduct an onsite auction.

The total value for all the chattels (excluding fixtures and fittings amounted to \$16,030.00).

Auctioneers expenses including advertising and commission was \$5,610.00.

Total recovery from the original \$450,000.00 was \$10,420.00.

The original business could have protected a large percentage of their own capital by simply renting the main pieces of capital equipment.

This case study is unfortunately quite a frequent event especially within 2 years of café/ restaurant fit outs.

Cast Study 2

Customer purchases a brand new Turbofan E31 oven in January 2010 for \$3,200.00.

In 7 months' time the factory introduces the new E31D4 at a similar price but outstanding features with increased efficiencies. The customer is now left with an outdated oven which has depreciated in real value by at least 60% (tax depreciation over 12 months only 19.2%).

To upgrade to the new oven the customer needs to outlay a further \$3,500.00 and on sell his oven with trademe or auction for a maximum of \$1,200.00.

Total outlay \$5,500.00.

Had the customer rented his total outlay would have been \$1,292.00 (fully tax deductible with the option of upgrading in a further 5 months at no extra increase in rental). It makes economic and financial sense to rent.