Negotiating Equipment Rental Contracts With Large Customers

James Waite, writing in ***Rental Management Magazine***, addresses the problem equipment rental operators can face when a large customer wants to revise a contract or use their own.

“This is fairly commonplace when dealing with larger customers, particularly schools, governmental entities and some contractors,” he writes. “Importantly, there is no ‘established’ set of rules for dealing with these issues, making it difficult for rental operators to know whether they’re accepting merely ‘industry standard’ modifications or instead, assuming potentially catastrophic liabilities.”

He offers a list of provisions that operators should insist on retaining and another list of provisions that should be rejected.

Read the article.