

# Axis Capital Group, Singapore - Spotting a good renting deal

Everybody wishes to have a good equipment renting deal, and maybe you are not excluded from this. The most significant aspects which regulate your quality of the deal are discussed below:

**High Left-over value:** It is well-thought-out to be a very significant aspect by Axis Capital Group, Singapore. High left-over value can without difficulty interpreted into mean smaller monthly payments. And as soon as you got a definite notion of how this works, you can effortlessly justify the difference between renting more or less same equipment. In fact, leftover value is the expected value of the construction equipment at the end of the renting period. Consequently, if you have discovered that the equipment has a higher leftover value, and then just relax- you have a good renting deal.

**Competitive rate of interest:** It is moreover a very significant factor to determine whether the renting deal is good enough or not. Warning! You need to be familiar with the equipment leasing terms which the sales people use. It is because; usually, these terms are somewhat dissimilar from the actual market terms. For instance, many of the renting companies wish to use the word "money factors" in place of interest rates. And, if you don't acquire the terms accurately, you may be included to those unsuccessful guys miss out a critical segment of a sound deal. If you are uncertain to negotiate because of the irredeemable terms used by the renting company, then you may go to your financial advisor to learn if better rates of interest are available in the market. He can furthermore advise you that the renting deal which you have selected is considerable enough.

**Lower expense:** You can articulate to the owner of the company to lower your expense mostly your monthly payments. You can inquire to the company directly the reason of

enforcing such an enormous fee on your renting deal. Bargain a negotiation. If you are fortunate enough, then you can retrieve security deposits and other fees which were the difficulties in creating your deal a good one.

**Customer service:** A good company must identify how to render a agreeable service to its customers. They must maintain contact with you, to avoid complaints, even after the end of your rent contract.

If you need to transfer your leasing contract with a new company, then you can do that as well. However, if your contract terms do not agree with shifting the contract to any other renting company before the end of the term, you have no choice thenceforth. Many of the renting companies now offer more flexibility, particularly if you are renting heavy equipment, so that you can have some room for negotiation.

Axis Capital Group, based in Singapore, is a company that sells and rents construction capital equipment from cranes to excavators and related heavy construction equipment throughout Southeast Asia such as KL Malaysia, Bangkok Thailand, Jakarta Indonesia and many more.