

## Updated Leasing System for Auxiliary Loading Means as per 01st July, 2011

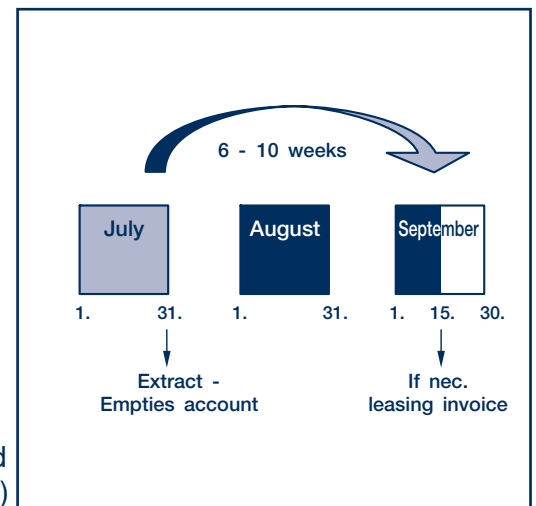
On 01/01/2009 BPW introduced a leasing system for auxiliary loading means (BPW News 7178808e). The introduction was successful as returning loading means to BPW was only partly realised or too late.

The present complex system for calculating the empties lease has been replaced by a simplified formula as requested by many markets. This means:

**“The auxiliary loading means that you receive “today“  
should be returned to BPW in a defined period“**

Realising this formula:

- A fair period of time to return the BPW auxiliary loading means:  
The auxiliary loading means will be calculated on the basis of a month to the month's end, i.e. BPW makes the empties available free of charge and independent of the quantity for a period of 6 – 10 weeks.
- Fair period of time for notifying the availability of the BPW auxiliary loading means:  
The return of the loading means starts with a free delivery of the empties after the customer notifies the availability. BPW then organises the fastest possible return to Wiehl.
- Fair 'leasing prices' of BPW auxiliary loading means:  
The leasing price for 'lattice boxes' and 'Euro pallets' are reduced (new leasing price: lattice box = 3.00 Euros, EU-Pal = 2.00 Euros)



Dates for realising the leasing system:

- End of July 2011 you will receive the first empties account showing the empties quantity for the month of July 2011, which will be returned to BPW within the following six weeks.
- Middle of September '11 (i.e. six weeks later) the first leasing invoice would be set up based on the empties made available in July 2011, in case the empties had not been returned.

### IMPORTANT REMARK:

- The presently used leasing principle with a lease-free monthly maximum quantity (also called „stored quantity“ or „free quantity“) will be dropped.
- Please use the time up to the 15th September to return your present empties backlog so that your empties account is not charged with the outstanding quantities; (loading means that cannot be returned can be purchased from BPW .

For questions about the introduction of the leasing system for auxiliary loading means, your personal contact in Sales is available to talk to you or the BPW empties site (Tel.:0049 (0)2262 78-1939 or -1447).