

BUSINESS

A lift for end users

Forklift trucks are Scott McLeod's specialty

Do you really know which forklift is best suited to your particular business? Scott McLeod does.

Carolyn COOKE
Staff reporter

McLeod has turned his many years of experience in the forklift truck field into a unique consulting firm that aims to help businesses in all things forklift related.

In his 20 years of working on the dealer side, McLeod has done everything from forklift sales and co-ordinating rentals to being the vice-president of sales and marketing. Then in September 2008, he decided to put all those years of expertise to a different use, and Fleetman Consulting was born.

"I don't take any commissions from any of the forklift dealers or manufacturers or servicing companies," said McLeod, "and, therefore, my recommendations can come without bias.

"I only represent the interests of the end user."

Some of the things McLeod looks at when he works with a client include whether it's best for the company to buy, lease or rent long-term. Each has advantages in certain situations.

Another issue is controlling maintenance costs – "not just controlling the costs but tracking those costs in a way that helps clients



Fleetman Consulting boss Scott McLeod (left) works with people like Robert Sandve of Haida Forest Products (right) to boost business productivity.

PHOTO/Larry Wright

make better and more proactive decisions on when they should upgrade the asset, the forklift," said McLeod.

In order to do this most effectively, he created software "from the ground up" to track and control maintenance costs.

Because the range of forklift trucks – to say nothing of the many attachments and modifications available – can be very confusing to the uninitiated, having a person such as McLeod help sort out a company's technical needs before making decisions can result in significant savings.

Robert Sandve, plant manager of Haida Forest Products in Burnaby, said McLeod's expertise allowed them to halve the number of forklifts they use while boosting productivity.

Before then, said Sandve, Haida Forest

Products tended to buy used machines, and spent a lot of money maintaining them to boot.

With McLeod's help, Haida bought two new machines that use a different form of fuel and can handle the different jobs they need done.

"He showed us that new machines were more economical (for what we needed)," said Sandve.

Another client, Sunrise Soya Foods, has noted that with McLeod's help the company's forklift utilization rate is up by 20 per cent while also using fewer machines, resulting in a savings of tens of thousands of dollars a year.

For more information, see FleetmanConsulting.com or call 604-614-3530. ccooke@thenownewspaper.com

Awards for child-care excellences

Do you know a skilled child-care professional who is making a positive difference for children and their families in your community? Nominate them for an Award of Excellence.

Nominations for the 2010 Child Care Awards of Excellence are now open. The awards recognize the exceptional contributions made by early childhood educators and licensed family child-care providers across B.C., in several categories.

Nominations must be received by Feb. 28, with winners announced in May. For details, visit www.mcf.gov.bc.ca/childcare/awards/index.htm.