

# MONEY

**MAKE SAVE SPEND**

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## The lowdown on forklifts

Scott McLeod helps companies figure out how to get the best out of shifting around and storing their inventory in the safest, most efficient way possible

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**MINDING YOUR OWN BUSINESS**

## Call when you need a lift

**Name:** Scott McLeod.  
**Business:** Fleetman Consulting Inc., Surrey.  
**Contact:** [www.fleetmanconsulting.com](http://www.fleetmanconsulting.com); 604-614-3530.  
**Number of employees:** One.  
**Time in business:** Almost two years.

**What is your business?**  
We are an independent forklift consulting company that's in business to represent the interests of the end-user. Our company is unique because we are not affiliated with a forklift dealer or manufacturer, and we don't accept commissions of any kind for recommending their products or services.

In a nutshell, we help clients assess their forklift needs and then recommend creative

solutions that will reduce new and used forklift buying, leasing, renting, maintenance and training costs, while improving safety, productivity and storage capacity.

**How did you get into this business?**

As a former vice-president at a major, multi-line forklift dealership in B.C., with 20 years of experience, I have the technical knowledge and expertise to help my clients make sound decisions about owning, operating and maintaining forklift trucks.

**What do you like best about owning your own business?**

I enjoy the endless creative opportunities that come along. For example, we recently developed industry-leading software

to help our clients track maintenance costs-per-operating-hour so they can make better and more proactive decisions concerning when to upgrade, and more.

**What's the most challenging part?**

There is never enough time to pursue every opportunity. Forklift trucks are so widespread in industry, there are endless markets for me to explore.

**Plans?** I hope to continue to add profit dollars to my clients' bottom lines.

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Scott McLeod runs Fleetman Consulting Inc., which specializes in assessing forklift needs and offering solutions. — HANDOUT PHOTO