How much did your company waste on inappropriate or unneeded maintenance last year? Did you capture ALL warranty work?

Consider this...

Our clients now understand these facts:

- Most accounting systems do not gather the detailed information necessary to identify and drive cost from the use of tangible assets and most companies cannot/will not spend the money necessary to modify its accounting system to do so.

- Reduction in management-level staffing has reduced the capacity for the review and supervision of plant/warehouse/distribution-centered assets which forces them to focus on the “major” cost centers. Materials Handling Equipment (MHE) asset projects do not get priority attention.

- Most clients don’t have the skills or the time to identify and realize savings generated from the proper control of this asset group. They do not realize the financial benefits of $1,500 - $5,000 of savings (profit) per machine generated from auditing and disseminating the audited information to their on site managers.

- Most clients see an average of 25% (approximately $5,000 - $30,000 per unit) returned back into their capital pool.

- Many discover that more than 50% of their reported repair costs are due to controllable damage and that they can actually save $10 - $20 (for every dollar spent on damage) on damaged inventory, facility and employees by implementing driver safety incentive programs.

Can you answer these basic questions?

- Do you produce and disseminate periodic reports that track costs by each piece of equipment broken down by ownership costs, maintenance, repair and damage costs?

- Do you accumulate and report costs by month, quarter, year and life-to-date?

- Do you track and hold individuals accountable for equipment utilization?

Call us today to see how we can make your life easier.

(503) 582-1122

See more details at http://www.LDBailey.com
• LD Bailey & Associates is a partnership of independent financial strategists having extensive industry experience in tangible asset management, financial analysis, business strategy, and management technologies.

• Our ultimate goal is to implement our asset management strategies in your operation and to establish new standards of data capture and reporting in your organization.

Bill Audit Service Reports
• Monthly Invoice Summary including approved invoices, returned invoices (with reason) and warranty claims.
• Equipment Status Report that summarizes Year-to-Date cost and utilization metrics by unit and location.

Service Benefits
• Significant Cost Reduction - Close scrutiny of invoices matching them to maintenance contracts in place.
• Warranty Recapture - We identify and request the return of dollars spent on warrantable repairs.
• Damage / Abuse Identification - We locate dollars spent on damage from operator negligence or abuse.

LD Bailey’s Bill Audit Process
• We receive a printed or electronic copy of all maintenance / repair invoices.
• We compare each invoice to the work order or service contract.
• We review each invoice for the following 4 elements:
  1. Is the work complete?
  2. Was the work appropriate?
  3. Was the correct rate applied?
  4. Is the work covered by a warranty?
• If the invoice is incorrect, it is returned to the vendor for correction or credit.
• If the work qualifies as warranty work, it is submitted as a warranty claim to the vendor.
• The invoice is coded and entered into LD Bailey’s tracking system.
• Approved invoices are returned to the client or bill payment service for payment.
• Monthly analysis and reports are produced.

Kiometer™ Reports:
You can NOW manage your fleet in 5 minutes a month...
• Kiometers are bull’s-eye graphs illustrating the supporting data much like a car’s dashboard.
• They enable the reader to review large amounts of data and quickly make decisions about the units needing attention (For example, the half report shown below summarizes 100 units and highlights the 13 units needing immediate attention.)
• They can be used with ANY key business indicator.
• They incorporate a Target Score that can be adjusted as needed to achieve even better performance.
• Kiometers enable quick and effective

This Kiometer™ Report took the place of a 41-page report and summary.