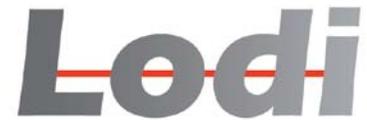


Project



Date	July 06
Type	Fleet Management Consultancy
Client	No Lemon (subsidiary of Bukkehave Corporation A/S), United Nations
Requirement	Vehicle Fleet Management and Maintenance Assessment
Location	Liberia

Description

Fleet Assessment

A Fleet Assessment programme in Liberia for Bukkehave and United Nations. The project had 3 major objectives:

- Determine fleet management and vehicle maintenance standards of major Aid fleets, Commercial fleets and Ministry of Transport.
- Identify fleet problems and quantify cost of poor maintenance.
- Assess the commercial viability of setting up a No Lemon dedicated fleet workshop in Monrovia.

Background.

Bukkehave identified a potential opportunity for a commercial fleet workshop in Monrovia. At the same time, the Fleet Forum identified a concern within the United Nations that poor fleet maintenance was having a detrimental impact on the aid effort in Liberia and requested a comprehensive in-country fleet assessment.

Bukkehave contracted Lodi to carry out an assessment of a cross section of fleets and a commercial assessment of the viability of establishing a commercial workshop.

Key Factors

Preparation and Communication were key aspects in delivering meaningful study and quality report. To ensure the assessment identified major problems and provided realistic solutions and achievable targets, Lodi incorporated the following critical elements in the 2 week study:

- Prior communication with the local fleet operators to ensure the study was locally supported
- Gathering of fleet information from Users prior to arrival to ensure effective preparation
- Adoption of a structured assessment process to ensure consistency and the collection of quality data

Result

Over a 2 week period, Lodi carried out a detailed assessment of 11 major fleets in the government, aid and commercial sectors and visited 3 local dealers to assess the quality and cost of services. Due to the high cost of parts and poor quality workmanship, most maintenance was carried out by fleets themselves. As a result running costs were excessive and reliability poor.

Discussion were held with potential partners for a workshop based business. Costs and other requirements for construction and set-up of the workshop were identified

Demand from all sectors for a high quality workshop providing reliable and cost effective services was strong. A business case was presented with the report which identified significant profit potential, sustainable support for the local economy and community and potential for growth.

Benefit to organisation

- Bukkehave expanded their business and established a profitable workshop operation in a new region.
- Improved reliability of vehicle fleets resulted in more effective delivery of Aid
- Reduced maintenance costs resulting in more effective use of Aid funds

Since 2007 the No Lemon workshop has been running profitably, has increased their customer base year on year and has recently expanded the business.