

FLEET OWNERS! DOES YOUR SERVICE PROVIDER PROVIDE SERVICE?

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More than 25 years of experience and currently the Director at The High Option Ltd.

Or is he stealing money from you? Be honest. Do you think you should be paying less for your maintenance on your fleet, and do you feel that you have no real control over the prices you are being charged for work done on your vehicles?



We all know that feeling when we are presented with an invoice that lists a whole bunch of things that our vehicle needs and must have and which are essential to safe operation and driver comfort. We all know how helpless we feel when we cannot understand the ambiguous descriptions of work done and parts fitted. They all look the same, and they seem to all cost a lot of money. A R35 bolt here, a R300 seal there, a R1500 gizmo that fits on top of the R5000 whatchamacallit. And they all have complicated part numbers and serial numbers and reference numbers and they all seem important. Eish!!!! What do we do? It all becomes so expensive and difficult and frustrating.



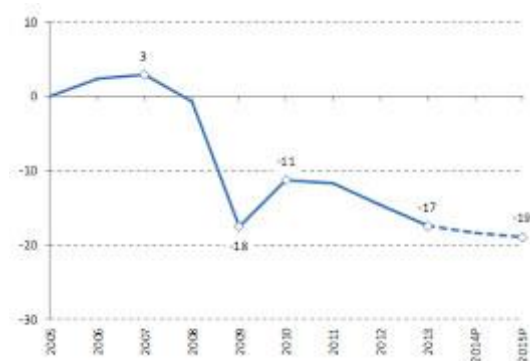
We stop. We stop and we take stock, and we calculate what our maintenance is costing us, and we then seek support. We speak to someone who understands the industry and the psychology, and we seek advice, support and guidance, because I state clearly that there are many unscrupulous service providers out there who are willfully and knowingly manipulating invoices in order to ensure the maximum return on each job they are asked to perform. And among those providers are some of the big names in the industry. I



have personally caught them out and confronted them with their invoices, upon which they shyly admit that there is a problem and that it will immediately be rectified. In some cases I have shaved 70% off the invoice, simply by pointing out duplication and work that was done without authority.

If you suspect that your service provider is not as honest as he should be, contact us and we will support you and guide you to ensure that the work that is required is being done in a professional manner, and that you pay only for what was requested. we will assist you in setting up the required checks and balances to ensure that your money is spent sensibly. This is not an expensive or a difficult process, and only requires some investigative work, some forensic digging, and some honest discussions. In fact, I am so confident of this concept, and that these things are happening out there, that I am prepared to offer a dare to all transport operators.

If you allow us to do an investigation into your relationship with your service and parts providers, and we find within your past invoicing no evidence of wrongdoing, then you do not have to pay one single cent towards that investigation.



The industry is growing, but the economy is contracting, and the forecasts for 2016 does not look good, according to the IMF. South Africa is dragging it's feet, economically, and every cent you need to spend as a transport operator has to count. Make ITIS a part of your team, and we will help you ensure that you spend maintenance money wisely.