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Doering Leasing offers fleet services to nonprofits

Matthew Hilber, director of fleet management at Doering Leasing Co., in Milwaukee, has created a new focus for the company that will help nonprofit organizations save money on their fleet vehicle needs.

“The needs of a nonprofit organization are so much different than they are for a for-profit business or individual,” Hilber said. “This service will look at their fleet management needs from a very holistic view and focus on serving these organizations in the best, most cost-effective way that is of little drain to their resources.”

Hilber moved to Two Rivers in September from his home in Australia. His primary experience surrounds fleet management services for nonprofit organizations and he was hired by Doering to bring his knowledge and expertise in the area here. He works part time in the Milwaukee area, but also spends a lot of time in the Green Bay area.

“Doering Leasing has all the tools we need to do this, but the business right now is more broadly based for businesses and other individuals,” he said. “We now can customize our offerings to specifically focus on nonprofits and their individual needs.”

Hilber plans to officially launch this division of Doering Leasing in the next two weeks, but has the capability to offer these services to nonprofits that need it now.

“I want to act as a resource for them. I want to get them the best deal possible,” Hilber said. “Ideally, as this sector grows, we will be able to secure collective bargaining agreements with major manufacturers like Ford, GM and Toyota that will offer better pricing and maintenance agreements.”

Hilber will focus his services primarily on organizations that have their headquarters in the state of Wisconsin, but will plan to expand the services to the Midwest and beyond in the future. According to Hilber, the process starts with a cost free evaluation of the organization’s current fleet services.

“I’ll come out and visit with them, look at what they have and basically write up a report on the things they are doing well, the areas where they could use improvement and the key areas that need immediate attention,” he said.

“I’ll do a full report and then make recommendations on the best way to proceed.”

During the report, Hilber will analyze whether the organization leases or owns, the maintenance plan on the vehicles, road side assistance capabilities, causes for liabilities, and other comprehensive components.

“It’s an educational process for everyone. I do those evaluations at no obligation to them,” he said. “I just want organizations to realize that there may be a better way. As government funding decreases some organizations still need vehicles to do what they do best. This is a way they could potentially cut some costs.”

In Australia, Hilber helped some organizations save over \$100,000 annually on their fleet expenses, which is a real possibility here as well, he said.

Interested organizations should contact Hilber through email at matthew.hilber@doeringleasing.com.

