

**Program** : International Commercial Agency  
**Project** : Workshop Tools & Machinery  
**Time Period** : May 2011 – April 2012  
**Location** : The Netherlands / Papua New Guinea  
**Contract Value** : USD 375,000 (appr.)



**Professional Staff Allocated**

Barry Kroon – Managing Director (USA)

Eric Miller– Project Specialist (USA)



**The Netherlands**



**Papua New Guinea**

**Objective** : To fully furnish and equip a newly built workshop/production facility in Papua New Guinea.

**Needs Assessment** : The client provided a list of specifications and descriptions of almost 400 line items which they intended to purchase from a major retailer. IPA was able to cross reference all 400 items (identifying the EXACT manufacturers and models being offered by the retailer).

**Equipment & Supplies** : Tools and Machinery for Automotive, Electrical and Production applications, including but not limited to: Hand Tools (a wide variety of types of wrenches, screwdrivers, sockets, hammers, files, pliers, etc.), Pneumatic Tools (impact wrenches, grinders, drills, etc.), Measuring Tools (rulers, precision levels, gauges, etc.), Hoists, Vises, Bandsaws, Workbenches, Blast Cabinets and much more...

**Supply Chain & Logistics** : IPA worked with over 40 vendors and partners, verified the specs and quantities of each line item as it was received, and consolidated all 3,600 pieces into 3 shipments from our onsite warehouse. The entire project was tracked internally so that the status of each item was known at all times.

**Support & Aftersales** : IPA was able to provide certification and documentation that the retailers were unwilling to do. We also identified numerous issues with the original list of items relating to equipment incompatibility, voltage/hertz requirements, etc. which otherwise would have gone unnoticed.

