



Big business made easy

TNT AUSTRALIA HAS BEEN RELYING ON **ALLTRUCK BODIES** AS A KEY SUPPLIER FOR MORE THAN 20 YEARS. OVER TIME, THE PARTNERSHIP HAS BECOME SO STRONG THAT BOTH COMPANIES UNDERSTAND EACH OTHER INTUITIVELY.

Aiming to lift the benchmark with each new vehicle that joins its fleet, TNT Australia has made it its mission to acquire some of the most advanced equipment in the transport and logistics sector. Long-time affiliate Alltruck Bodies has helped the fleet giant to meet those targets since day one.

According to TNT, it's one thing to get the best available equipment on the market, but the secret to success is maintaining long-term relationships with its key suppliers. "It's easy to do business with a company that knows exactly what you want," says TNT National Fleet and Equipment Manager, Kurt Grossrieder.

"When you reach this particular juncture in a partnership, you know it's going to last the distance. Instead of having to go through the whole process again, Alltruck Bodies knows exactly what our fleet requirements are, so when we call through it really comes down to how soon they can get the units to us."

In 2014, TNT Australia embarked on an

annual replacement program, positioning itself for further growth in Australia's express parcel market with the replacement of 207 brand-new rigids all designed and built by Alltruck Bodies, making it the largest order ever made from the Dandenong-based

body builder. "We do purchase several units from Alltruck yearly, however, we haven't put through an order this large since 2010. That's also another reason why we've gone back to Alltruck, because we know they can deliver what we want at that quantity."



The 207 units mainly consist of pantech vans and curtain-sider rigids, with each varying in terms of weight. "As with previous orders, Alltruck Bodies has designed and built everything from 2.5-tonne to three-tonne bodies up to seven tonnes – all with rear door access. However, some trucks will also come equipped with side doors, while others will have tail lifts fitted to the rear," Kurt says – noting that the 207 bodies are fitted to either UD, Isuzu and Hino trucks. "This also means the freight will vary from parcels to palletised goods." According to TNT, the majority of the units will be distributed throughout TNT's Melbourne, Sydney and Brisbane operations, with all three cities among the company's biggest markets in Australia. "We placed the order in March 2014 and Alltruck were able to deliver all 207 units by October, which is perfect for us since it's right at the start of our peak period in the lead-up to Christmas," Kurt says – adding that all units are currently in operation. The size of TNT's order comes at a most opportune time, with Australians now spending up to more than \$15.5 billion a year online, according to the National Australia Bank, which expects the business-to-consumer parcel freight sector to grow in line with the



e-commerce boom.

Kurt says the 200-plus units are also part of TNT's annual replacement program. "We'll look to turnover a number of vehicles – including prime movers, trailers, rigids and vans – per year.

"The TNT business focuses mainly on parcel freight, which means we generally transport overnight or within a two-day window to many regional centres. In fact, some of our drivers must negotiate anything from 40-60 deliveries per day. It's tough and there's no

margin for error, especially when you work around the clock. It's great that Alltruck Bodies understands our business inside and out, which helps them meet our deadlines." As for the man who spearheaded TNT's largest Australia order yet, Kurt says he couldn't be happier with the finished designs and the fast lead times. "It's going to make a huge difference for the future of the TNT fleet and I'm pleased that Alltruck Bodies was able to deliver a myriad of designs, standard and non-standard, within a timeframe that suited everyone involved," Kurt adds.

"TNT Australia is in the midst of major changes in 2015, with three new depots soon to be developed. Replacing more than 200 units ensures we can continue to meet the demands of our ever-growing customer base. Meeting those tasks would not be possible without working alongside a quality body builder like Alltruck Bodies." 

Fast Fact

TNT's largest transport and logistics 'super hub' in its global network is currently under construction in Melbourne. The 38,000m² facility is due for completion in July and will open for business in September operating as both TNT's Victorian head office and as a hub to other TNT depots in regional Victoria and Tasmania. In addition, TNT is also in the midst of developing two more super hubs in Sydney and Brisbane both to be rolled out in 2015.

Contact

Alltruck Bodies
245 Frankston-Dandenong
Dandenong VIC 3175
Ph: 03 9791 2144
Web: www.alltruckbodies.com.au