

# PRO-TECH TRAFFIC: A PARTNERSHIP IN FLEXIBLE RENTAL DELIVERS SMOOTH SAILING



In today's busy urban environments, smooth traffic flow is crucial in ensuring day-to-day life continues around the many disruptions of road works, construction and sporting events. The next time you come across a well managed road diversion in Melbourne, it is highly likely that it is Pro-Tech Traffic's experience and expertise helping to get you on your way.

Pro-Tech was formed in Victoria in 2000 by four experienced traffic managers whose goal was to offer a professional traffic management service with an emphasis on 'doing it properly'. After modest beginnings it became clear, very early, that the company would need to start thinking 'big' to be successful, and effective management of their company vehicles was going to play a crucial part in that success.

### Getting the start-up on the road

Pro-Tech's initial challenge was in obtaining a complex fleet of commercial vehicles suitable for transporting both equipment and an increasing number of staff to work sites. As a start up organisation it would have been unfeasible for Pro-Tech to have purchased their own vehicles.

"We originally used a combination of vehicle hire companies," explained Jim Spencer, a Pro-Tech Director. "We had to rent because no new business can afford to go out and buy a fleet of vehicles straight up. And as

the business was still evolving we didn't really have the history to judge what the best option was; whether to lease or hire."

The multiple supplier approach soon became problematic as small suppliers were unable or unwilling to extend the support needed by Pro-Tech in its early stages. In their search for vehicle suppliers Pro-Tech contacted truck and trailer rental provider ORIX Australia and a single supplier solution looked achievable.



# Realise More

"It would not have been possible to grow to the size we are today without the help of ORIX. Our capital expenditure can be more productively used in growing the business rather than tied up in the purchase and maintenance of vehicles."

## Specialist vehicles designed & built

When Pro-Tech detailed their dual need for vehicles quickly and to their unique specifications, ORIX was able to provide both guidance and support.

ORIX recognised that whilst the fleet needed to be reliable and robust, it also needed to be functional and meet specific needs unique to Pro-Tech's industry.

"ORIX offered us the best deal," said Jim Spencer. "They took the time to understand our business and accepted our early cheques unlike other suppliers that would only take our personal credit cards. ORIX also accommodated us when we requested specially built service bodies where all other leasing companies refused."

It was Rod McKnight, ORIX Truck and Trailer Rental Manager for the Victorian Campbellfield Branch who played a crucial role in putting together the best package for Pro-Tech, drawing on his 25 years industry experience, having been a diesel mechanic and a heavy vehicle service manager.

## Complete peace of mind

Initially Pro-Tech signed a renewable two-year term rental agreement, which not only covers the cost of vehicle rental, but also vehicle insurance, maintenance, service, tyres and emergency or after hours breakdown assistance. This even extends to on-site repairs for things such as flat tyres, meaning Pro-Tech has the peace of mind to get on with the job at hand and focus on growing and developing their business.

"It would not have been possible to grow to the size we are today without the help of ORIX," said Bob Smith, also a Pro-Tech Director. "Our capital expenditure can be more productively used in growing the business rather than tied up in the purchase and maintenance of vehicles."



## Flexibility and understanding assure future growth

Since the first rental cheque was ceremoniously handed to ORIX over four years ago, Pro-Tech has come on in leaps and bounds.

Now with a staff of 60 and an impressive client list including companies such as AbiGroup, John Holland and Leightons, Pro-Tech continues to enjoy success and grow. Crucial to this is the ongoing support it receives from ORIX through an agreement which is more like a working partnership than a contract. A partnership that is demonstrated every day by ORIX staff at the branch level, delivering a win-win situation for both client and supplier in what is otherwise a highly competitive industry.

ORIX currently supplies 19 vehicles on term rental to Pro-Tech in the company's corporate livery. These include the original 3 tonne truck, 10 utes, 9 two-tonne trays and 2 more vehicles which will be delivered in coming weeks.

To find out how ORIX can help you Realise More from your business, call **1300 366 749** or visit [www.orix.com.au](http://www.orix.com.au)

ORIX Australia Corporation Limited  
ABN 79 002 992 681

This publication is produced by ORIX Australia Corporation Limited. It is intended to provide general information on truck & trailer rental, current at the time of printing (January 2005) but could change without notice. The contents do not constitute financial or taxation advice and should not be relied upon as such.

## CORPORATE OFFICES

### SYDNEY

**Head Office**  
1 Eden Park Drive  
**North Ryde 2113**  
Tel 02 9856 6000  
Fax 02 9856 6525

### ADELAIDE

102-104 Halifax Street  
**Adelaide 5000**  
Tel 08 8228 8800  
Fax 08 8228 8855

### BRISBANE

779 Kingsford Smith Drive  
**Eagle Farm 4009**  
Tel 07 3853 5100  
Fax 07 3853 5155

### MELBOURNE

123-135 Montague Street  
**South Melbourne 3205**  
Tel 03 9697 3500  
Fax 03 9697 3555

### NEWCASTLE

Suite 3  
142 Union Street  
**The Junction 2291**  
Tel 02 4965 4645  
Fax 02 4965 4619

### PERTH

25A Kewdale Road  
**Kewdale 6105**  
Tel 08 9476 7100  
Fax 08 9476 7155

**For your nearest  
ORIX Truck & Trailer  
Rental branch,  
call 1300 366 749.**

**Sydney  
Melbourne  
Brisbane  
Townsville  
Adelaide  
Perth  
Darwin**

