

TRANSALLOY



Newsletter

NEW ORDER & VEHICLE RECEIPT PROCEDURES

Quote of the Day...

The present is a rope stretched over the past. The secret to walking it is, you never look down.

~Sean Stewart 2004~

INSIDE THIS ISSUE:

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REGULAR FEATURES:

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Keeping You Informed

It has always been a requirement from Transalloy that all incoming orders are confirmed with a signed copy of our quote & a purchase order.

While we have given leeway at times, it has become a necessity now for us to enforce this procedure. When ordering a tray body or accessories, we will not be able to book or hold any spot until we have received a signed copy of our quote at the least.

If a purchase order is received but no quote accompanying it, we can not book nor hold a spot for your job. Purchase orders can come at a later date (given that most can't be raised until a vehicle is in stock) but must be received before the job is complete.

With regards to vehicles, as many of you are aware, our yard is not huge and we have recently been running into space issues quite a lot due to vehicles turning up without having called to advise prior, or turning up when an order has not yet been placed.

While we are aware that vehicle turnarounds are greatly marred by pending arrivals from overseas, so once they have landed the concern is getting them in & out quickly for the waiting customer, it does cause great issue for us when multiple vehicles turn up without our knowledge of them coming in. This then results in a slower turn around than expected on order delivery.

Generally, we don't require vehicles until a day before it's fitting date, however if we have the opportunity to complete a job earlier, or if it is needed while the build

is in progress, we will call & request for the vehicle to be delivered.

Any vehicles coming in with out our notice, earlier than required or without having been ordered already will unfortunately have to be turned away.

These procedures will help us maintain efficient turn around times, keep our yard spacious & safe for onsite contractors & will keep your vehicle safe when being moved for fit out needs & overnight storage.

Your cooperation will be greatly appreciated & we thank you all of you in advance for understanding!

From The Team at Transalloy



MARKETING ADVENTURES—TARGETING MARKET TRENDS

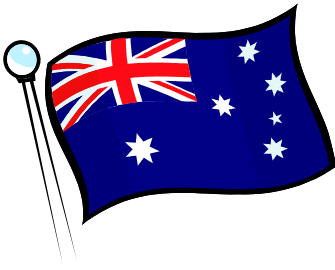
This quarter we're focusing on market trends!

We'll be offering a range of specials at various times throughout the months ahead based on what we can see happening in the market through our item sales.

We had our first target special a couple of weeks back & it proved to be a massive hit—this was well reflected in our item sales report at the end of the promotional period and with the follow up calls from customers to see when it would be back on!

So keep your eyes on your inbox, ready for the next promotion with the latest market trend—We're sure it won't





**100% Australian
Owned, Operated &
Manufactured**

Solutions In Transport Design

9 Memorial Avenue
PO Box 805
Ingleburn NSW 2565

Ph: 02-9618 7005
Fax: 02-9618 6880
E-mail: marie@transalloy.com.au
Website: www.transalloy.com.au

Pricing Restructure

Transalloy are proud of the fact that they're not a company to take every opportunity available to put our customers prices up, and have maintained the same strong pricing since 2010. The price review before that? 2007!

We know how hard it can be with ever changing influences hiking prices up everywhere & try our best to hold our pricing steadfast, keeping our customers needs as our priority.

We absorb price increases from our suppliers & spikes in the LME often and restructure purchasing volume in order to do so. Unfortunately, the latest influence does call for a review to our pricing.

Therefore, we will be reviewing our prices throughout the month of September with a price increase being implemented in October—but rest assured, we will still be providing the same quality product, at a competitive price!



**KEEPING YOU
INFORMED**

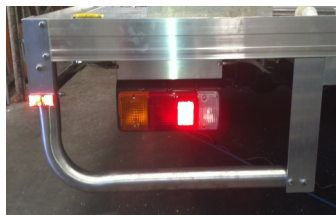


FEATURE PRODUCT— TAIL LIGHT PROTECTORS

Tail lights protectors are a versatile accessory to any Ute or truck.

Not only are they—as the name would suggest—a good protection system for your tail lights (a pricey item to be replacing when they get damaged), but they are also a useful tie off section at the rear where no point of securing is normally available, and can be used as a step access into your tray from the rear.

Truck tail light protectors (pictured above) are built with an approximate drop of 300mm to give them the versatility described, where Ute tray tail light protectors (pictured right) are



made with a smaller clearance, but can be ordered deeper if stepping up & into the back is required.

Then again, you may not want tail light protection, rear step access or the ability to tie off at the rear—but you may think the back needs a bit of a kick, something to finish it off maybe? This is where our "Signature Style" tail light protectors (pictured far right) come in.

These—while still useful for protection of the lights & tying off—can give your tray that little extra touch to finish it off.

So whether you're looking at them for their practical side, or for the smart, clean finish they provide your tray with, our tail light protector accessory is always going to be a great buy!



Remember them next time you're getting a quote—they're a great buy!