



# LENCROW FORKLIFTS

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**LENCROW  
FORKLIFTS**

## Australian Vintage Ltd. Fleet Management Solutions



AUSTRALIAN VINTAGE LTD

### Long Term Fully Maintained Fleet

<http://www.australianvintage.com.au/>

*"We [AVL] chose to continue our long and proud partnership with Lencrow Group because of their competitive prices and second to none servicing of equipment"*

Tim Green

National Warehouse & Distribution Manager

#### Executive Summary

Australian Vintage Limited [AVL] has a varied range of handling needs at their Buronga Hill, NSW & Merbein Hill, VIC facilities. In October 2015, AVL submitted a tender to 7 companies to prepare a competitive proposal for a fleet of 20 purpose fit fleet units on a long term fully maintained lease. Lencrow Group held the

existing contract that was up for renewal. Lencrow Group was deemed by AVL to be the;

Most competitively priced dealer amongst the proposals.

The dealer who delivers the best after sales service.

The dealer who was able to provide the right equipment to suit a varied range of materials handling applications.

#### Challenges

There are many benefits for large businesses choosing long term fully maintained leases over purchasing their own equipment – mainly ongoing costs associated with maintenance and repairs. The challenge is to ensure that