



# LIGHT VEHICLE PARTS SUPPLY CAPABILITY STATEMENT



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## PRICE



*'Price is key', 'Price for buy-in items must be in the ballpark', 'Right price – we have budgets to keep to'*

*– (Statements from supply officers)*

Over 40 years of knowledge and experience in the auto parts industry throughout Western Australia, allows Autoline Sales to deliver innovative solutions for supply of light vehicle parts with the most competitive pricing in the market. With our unique sourcing ability, we'll help you cut costs, streamline your procurement procedures and minimise your vendors within your supply chain.



## PRODUCT

*'Alternative parts need to last as long otherwise more regular change-outs defeat the cost savings'*

All product carefully sourced and selected from around the world including Japan, Thailand & Korea; with a preference for Australian made where possible, to bring you the uncompromising quality and fitment that the site vehicles require. Some of the key features Autoline Sales deliver in terms of product are:

1. Suitable products for the harsh conditions of mining in Australia
2. Flexibility to integrate certain site requirements or preferences in parts kits etc
3. Ability to source on behalf of client from non-vendors



## SUPPLY/INVENTORY



*'We can't stock everything on site so stock on hand, availability is important'*

*– (supply officer)*

*'Back orders & multiple deliveries per purchase order is extremely inconvenient'*

*– (Supply officer)*

A machine down scenario or a vehicle breakdown not only occupies a hoist in the workshop that is allocated to regular maintenance but can also hinder important activities especially if it is the explosives ute. Autoline Sales understand the importance of stock availability from the site perspective as having had 'boots on the ground' at many mine site workshops over the years. Some of the key features Autoline Sales deliver in terms of supply are:

1. We guarantee 100% supply of parts, provided that the part is available somewhere in Australia
2. Our motto is '1 purchase order, 1 delivery, 1 invoice'
3. 6 dedicated delivery drivers servicing Perth metro & Kalgoorlie surrounds 3 times a day
4. Regular pickups from our warehouses from all the major freight companies



## PLACE

*'Excellent that you have stock locally now, we can get parts the same day if needed'*

*- (Workshop leading hand)*

Autoline Sales has their head office & main warehouse in Perth however we have recently established a warehouse branch in Kalgoorlie. Our locations and contact details are listed below:



## PEOPLE

*'Need the right people & good service, can't have regular turnover of staff'*

*- (workshop supervisor)*

*'Excellent product knowledge from sales staff'*

*- (Purchasing officer)*

Autoline Sales has a huge investment in its people as we understand how critical it is to interpret the mechanic's requirements accurately and to establish professional relationships with our clients. We have an open minded approach to recruitment where we consider any applications, currently employing and having employed staff from many different cultural backgrounds. Our people have all the electronic 'tools' and parts experience needed to determine the right part the first time. Some of the key features Autoline Sales deliver in terms of people are:

1. Almost a century of combined automotive parts experience – our sales people are listed below:
  - a. Brad | 22 years (12 years at Autoline)
  - b. James | 12 years (all at Autoline)
  - c. Andrew | 5 years (all at Autoline)
  - d. Neil | 28 years (3 ½ years at Autoline)
  - e. Travis | 12 years (2 ½ at Autoline)
  - f. Pat | 6 years (2 years at Autoline)
  - g. Total of 85 years experience between us!
2. Guaranteed 1 hour response time to 'Request For Quotes'
3. Site visits by our sales people to establish relationships and enable seamless integration





*'Very beneficial to have an online parts lookup system,' 'Will make it easy to find part numbers & compare pricing' – (Purchasing officers)*

As the world moves forward in a fast paced environment, Autoline Sales is advancing rapidly with various progressions in parts sourcing and technology. Some of the key features Autoline Sales deliver in terms of progression & technology are:

1. New GUN126R Hilux parts available now
2. A new range of OEM parts currently being developed to further provide cost savings to you
3. Online parts look up catalogue available with pricing and ability to order
4. Online diagrammatic parts look up currently being developed to help you identify the right part
5. Regular spend reporting by part category, part code, by site, by asset & by asset category depending on the needs of the client - Also DIFOT reporting available



## PROCESSES/STANDARDS

*'Invoices and paperwork needs to be correct' – (Supply officer)*

Autoline Sales has a range of processes and standards that we adhere to, to ensure the consistent satisfaction of our clients in every way. We guarantee a high level of excellence in your experience with us from placing an order through to delivery of that order by the procedures that we have in place such as:

1. Duplicate checking of invoices
2. Duplicate checking of order picking
3. All orders marked with purchase order numbers and any other client requirements
4. Clean & positive work environment for our people
5. Courteous customer service policy



## PROVEN TRACK RECORD

Here at Autoline Sales, we have been servicing the mining industry in Western Australia for many years, here are 2 testimonials from well-respected clients:

1. 'I have had the pleasure of liaising with Travis from Autoline over the past 12 months. Travis has gone out of his way to help in supplying parts and setting up the contract of light vehicle spares to our mine site. This has proven to be a cost effective solution to the supply of parts to our company' – **Dan F (Mining Company)**

2. 'We have done the Purchasing of parts for a NT mine site for the last 7 years. During this time we have used Autoline as a Preferred Supplier for all auto parts and other sundry items. We have found that their staff are exceptional, they are friendly, helpful, knowledgeable and will go to extreme lengths to supply the goods required on time. The product they supply has been consistently good quality, lasts as well as genuine parts and on some cases the aftermarket part was re-engineered to be a superior product. We have no hesitation in recommending Autoline as a supplier' – **Derek S (Sourcing & Consulting Company)**



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