

## Press Release

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### **We come to you – Repco chooses IVECO Dailys for mobile tool store program**

*Mechanics swear by the merits of having high quality tools, but for many of them, a major hinderance in keeping their toolboxes stocked and up to date, is finding time to visit the local tool shop – Repco’s mobile tool store initiative offers a solution.*

As one of Australia’s leading automotive aftermarket and equipment brands – with a 100 plus year history – Repco stores are a one-stop-shop for hand and power tools. Eighteen months ago, service offerings increased with the launch of IVECO Daily mobile tool stores, providing new levels of convenience for time-poor buyers.

Repco National Mobile Tool Store Manager, David Forsyth, played an important role in bringing the initiative to life, drawing on over 10 years of experience in the industry.

“Our prospective customers can work long hours and have extremely busy schedules, so getting to a retail outlet particularly during business hours can become a challenge for them,” David explained.

“Mobile tool stores are not a new concept, but having worked in this field for many years including as a franchisee for another company, I was able to see what worked and identify areas where the service could be improved.

“Once of the major benefits of Repco’s mobile tool stores is that we’re faster to service customers. In most cases if buyers want equipment that’s not on board, we can have it to them either the same day, or the next working day; it won’t take days or weeks.”

Repco's mobile tool store fleet consists of four Daily 50C vans that operate throughout Melbourne, with a fifth van to shortly begin work in Geelong. By next year, Repco aims to scale up the program into other states around the country.

Each van is aligned with a store and services customers within the general area, but can also travel further afield to meet requests. David said that the uptake of the mobile tool service had been strong.

"Depending on customer needs, we schedule weekly or fortnightly visits but can also do 'one-offs'. We deal with a huge range of businesses as well, it's just not automotive, we work with commercial vehicle workshops, motorcycle outlets, the marine, construction and agricultural industries and access equipment outlets, anything that's mechanically based really. And all buyers are treated as trade customers, so will always purchase at competitive rates," he said.

Repco's Daily vans feature a volume capacity of 18m<sup>3</sup> and were selected with the 180hp / 430Nm engine and 8-Speed fully automatic transmission configuration; they also feature 'Hi-Comfort' packs. David said that the Daily was an ideal fit for the application for many reasons.

"The Daily range gave us a generous carrying capacity while still being able to be driven on a car licence, meaning it was easier to allocate drivers to each van," he explained.

"We also wanted vans that were rear-wheel drive to provide better balance on the road, and that had strong structural underpinnings (the Daily range features a full-length steel C-Section chassis), to accommodate the interior fit out we wanted. Safety features were also important – there aren't too many vans out there that could give us what the Daily offered."

Inside the cargo bay, the van is lined with shelving and display areas and also has bench space – even the ceiling has been used with tools neatly secured overhead. The area

provides sufficient room for up to four people, allowing them to touch and interact with the equipment, while the 2100mm ceiling height comfortably caters for even the tallest mechanics.

Other touches include interior LED strip lighting and transaction facilities allowing customers to purchase directly from the van. On the outside a dropdown electric step provides easy ingress and egress while the package is completed with a bright red wrap. Future vans will be delivered to Repco already painted red from the manufacturing facility, saving the company time and money.

David said the Dailys had performed exceptionally well since entering service.

“The vans are so comfortable and easy to drive especially compared to some of the light trucks I’ve used,” he said.

“Our team really enjoys using the Dailys and are pleased with the very pleasant work environment they give us; they handle the job with ease as well. It doesn’t even feel like they’re loaded.”

**ends**

## **IVECO Trucks Australia**

*IVECO is the brand of Iveco Group N.V. (EXM: IVG) that designs, manufactures and markets a wide range of light, medium and heavy commercial vehicles, off-road trucks and vehicles suitable for any body type.*

*It constantly innovates and extends its product portfolio to provide every customer with the vehicle that matches their mission precisely. Its full-line offer is designed around the Driver’s needs to deliver an excellent experience with a focus on safety and comfort. A wide range of advanced digital, connectivity-enabled services developed to help fleet owners run their fleet efficiently enhance IVECO’s complete transport solution. IVECO pursues its decarbonisation strategy through a multi-energy approach.*

*IVECO operates six manufacturing plants and seven research and development centres. It counts on 3,500 sales and service points in over 160 countries, which guarantee technical support wherever an IVECO vehicle is at work.*

*IVECO drives the road of change by powering the transformation of the transport industry, propelled by the ambition to be the most reliable partner and full-line player for its customers.*

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