

CaseStudy

Wodonga's Aussie Alleygator to clean up. Thanks to ICN.

Working closely with ICN's Regional Manager Tammy Atkins, Twin City Truck Centre in Wodonga has launched a new and innovative garbage truck to the Australian market.



Designed for alleyways and tight area collections and with the lifting capacity of 280kg, the Pendpac Aussie Alleygator is an innovation in solid waste collection technologies. It's developers Neville Farrugia and Michael Thobe from Twin City Truck Centre in Albury Woodonga made contact with ICN early on to discuss establishing local supply chains and import replacement opportunities.

Currently Twin City Truck Centre is assembling the garbage trucks, which range from eighteen to thirty-three cubic meters in capacity at their Wodonga workshop, a move which has already created a handful of new jobs.

Now that the product has hit the market, the pair plan to undertake further manufacture of the bodies and expand their Wodonga assembly line. The company is constantly evolving the design of the truck to ensure that as much of the materials are Australian made as possible and they know that ICN has the expertise and resources to help them make this happen.

"Twin City Trucks is a local Wodonga business and we've been part of the community here for many years. It's our intention to manufacture the bodies at our existing workshop and we anticipate this could create up to fifty new jobs when that happens," Mr Farrugia said.

Twin City Trucks is one of Australia's most successful DAF dealerships and has been crowned Dealer of the Year five times. "We've struck a deal with DAF allowing all Pendpac Aussie Alleygators to go on their cab chassis and currently, we're importing the bodies and assembling them up here in North East Victoria, and as soon as sales allow and with ICN support, we plan to manufacture them locally."

"ICN is a great resource and they've got good coverage with a local manager just down the road from us who is always available to share their knowledge and to network us with local suppliers.

– Neville Farrugia

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Twin City Truck Centre is confident the waste industry will take to the new truck, after all this type of system is commonplace across the United States and Europe but it's never before been available here in Australia.

"ICN is a great resource and they've got good coverage with a local manager just down the road from us who is always available to share their knowledge and to network us with local and interstate suppliers and manufacturers.

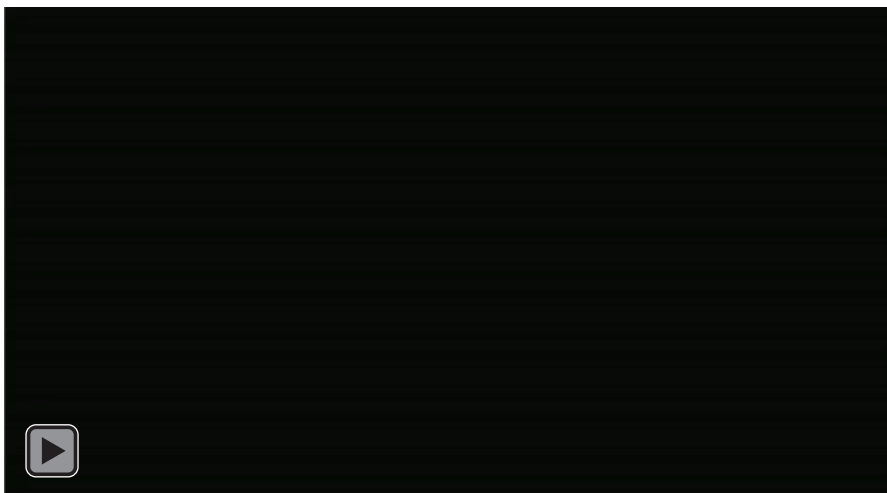
We'll certainly continue to tap into their services as our project progresses and use them to help identify potential buyers - we've already recommended their services to some of our contacts."

Bringing the Aussie Alleygator to market is just one of a number of projects ICN is working on throughout Victoria. Government-funded, its services are at no cost and the organisation can open up a whole new world of opportunity for buyers, suppliers and firms looking to innovate or commercialise their products.

The Business Capability Advisers at ICN are always aware of industry briefings and opportunities first. Currently ICN have more than \$247 billion projects listed on Gateway. To ensure that you don't miss out on the vast range of projects that ICN is working on, register your company's capabilities on www.icngateway.com.au

For more information please contact Tammy Atkins on 0488 325 495, or email Tammy at TAtkins@icnvic.org.au

To see Pendpac's Aussie Alleygator in action view here:



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