

Toyota Material Handling preferred supplier Agro Merchants Group

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Toyota Material Handling has been selected as preferred supplier for all European sites of Agro Merchants Group. An entire fleet of reach trucks, powered pallet trucks and counterbalance forklift trucks has been delivered to the company. Additionally, the central focus of this new collaboration will be on joint initiatives in the area of productivity and fleet management.

Rapid growth

Agro Merchants Group is a worldwide logistics provider with knowledge and experience in the meat, poultry, fish, dairy and fruit industry. The relatively young player has been active in Europe since 2013 and already has a proven track record. Operating on 4 continents in 11 countries with 61 sites, ranking 5th worldwide and 3rd in Europe, the Agro Merchants Group manages over 6.7 million cubic metres of cold storage space and has the ambition to realise an integrated European cold chain platform. Therefore the company is keen on working in long-term partnerships which coincide with their future developments and ambitions.

Gerbrand Goede, Procurement Agro Merchants Group Europe: "We choose preferred suppliers because we need continuity, flexibility and short lines. Toyota Material Handling's centralised approach and local strength during the tendering process are fully compatible with our growth ambitions."

Tailored solutions

The process was completed within a period of three months thanks to an integrated vision involving operation, procurement and sales to guarantee Agro Merchants Group a tailored agreement with a wide range of options at a local level. A selection of drivers were also invited to test the feel and drive of the forklifts. All trucks are delivered on lease hire, ensuring that all European sites are equipped with state-of-the-art equipment with proper performance.

Focus on facts

All internal transport equipment is fitted with the fleet management system I_Site. Gerbrand Goede: "We have a large variety of companies, which is precisely why it is important to be able to report and guide based on

facts. I_Site gives us insight into all aspects, ranging from maintenance costs to deployment of the machines.”

Vision for the future

Gerbrand Goede likes to look ahead: “I am positive about the collaboration with Toyota Material Handling in which we jointly consider long-term deployment and availability of internal transport equipment. Not only because of the wide-ranging fleet options but also because of the personal guidance and support for our specific situation. It requires openness and transparency from both sides and this fully coheres with the strategic collaboration which we have established.”

Source: Toyota Material Handling Europe