

Faster pay downs pay dividends for South East Queensland Hauliers

For South East Queensland Hauliers, financing their trucks isn't like financing a carton of eggs. Managing Director, Brett Plummer, explains why Mack Financial Services have been meeting the business' needs in financing his fleet since 2009.

South East Queensland Hauliers are one of Queensland's leading container transport and logistics providers. Based in Brisbane and with a depot in Toowoomba, the family-owned business has been operating since the 1960s. With a large fleet of side-loaders, single-trailer, B-double, A-double and road train vehicles, South East Queensland Hauliers has been a long-standing Mack customer.

Managing Director, Brett Plummer, explains that the business provides logistics to import and export firms in and around Brisbane, west to Toowoomba, north to the Sunshine Coast and south to the Gold Coast. "On the export side of the business, agriculture is the big component. From cotton through to grains. On the import side, it can really be anything from toasters to underwear," says Brett.

Faster pay down has advantages

South East Queensland Hauliers have been using Mack Financial Services, an arm of Volvo Financial Services, since 2009. Brett explains that the reason he turned to Mack Financial Services was, and continues to be, that the way they set up his finance is better suited his business' needs compared to other financial service providers.

"The way Mack finances the trucks sets up the expense and the first years more appropriately than the banks. At least, certainly for our business it does," says Brett. "Most of the trucks we have are used in high-utilisation tasks, so they do lots of kilometres," he explains. "You want a quick pay down so if you want to sell it, you don't end up still owing money on it.

"Mack is conservative, in that the residual they offer is low compared to the banks. This translates into being more aggressive on the pay down. That faster pay down means we own the truck sooner. So when we sell one of the trucks, we're less likely to end up in what I call a barbed wire straddle still owing money on the truck."

You don't get messed around

Understanding the industry is another reason South East Queensland Hauliers continue to use Mack Financial Services to finance their fleet.

"Their people understand trucks," he says, "they know that they're not like eggs that come out in three days' time. There's a fair bit of time between ordering and taking delivery of a truck. I have confidence that, in the meantime, their people will have put all the limits in place and have the finances in order for when I take the keys."

A good partner in the future

When thinking about the future, Brett is confident that Mack Financial Services will be a useful partner. "They're pretty straight forward to deal with, they offer diversified limits, and they give options for pay down profiles. And that suits our business."