



The B2B coupling

THESE DAYS **TCK AUSTRALIA** CONSIDERS ITSELF TO BE MORE THAN JUST A TOW COUPLINGS PROVIDER, BUT A COMPANY THAT CAN ALSO BRIDGE THE BUSINESS TO BUSINESS LINK.

Australia's thriving meat industry can always depend on Fawcett Cattle Company to deliver cattle on schedule across Australia. But for Fawcett, meeting those tight deadlines means using equipment that won't get damaged while on the road. That's why the company now uses TCK Australia's tow coupling repair kits that are purchased from TCK's dealership, Aust. Advanced Trailer Sales.

"We found about TCK Australia via our parts dealership, Aust. Advanced Trailer Sales, located near Darwin," says Fawcett's Managing Director, Tom Fawcett.

"We had some issues in the past with

some tow couplings, so we contacted Aust. Advanced Trailer Sales and they immediately recommended TCK Australia kits because of their reliability and serviceability."

Fawcett, a family-owned business, which was established by Tom in 1960, uses a fleet of 30 road train combinations that operate from its home depot in Adelaide River, Northern Territory. Fawcett isn't just a cattle-only company, but has vehicles that can perform road train tipper work and hay haulage across northern Australia.

"We'll often run our road trains in very remote areas of the country and if there's a break down on one of those highways it can be a real inconvenience. That's why it's important the equipment we purchase for our fleet doesn't give us any issues at all," Tom says.

"Since we started using TCK Australia coupling kits, we can get at least 20,000km out of each of them before replacing it in our workshop. That is more than double the mileage of previous brands we used.

"If Aust. Advanced Trailer Sales doesn't have any kits in stock, then it's a simple case of calling them and they'll contact TCK Australia



and make sure we see the kits within a day. "On top of that, Aust. Advanced Trailer Sales is very accessible too, if we need advice on the kits, then they are just a phone call away. If needed, we can even contact Graeme Rowlands of TCK Australia directly. "Because of the way he looks after Aust. Advanced Trailer Sales and how they look after us, it just creates great synergy between the three businesses and that helps build longstanding partnerships." 

Contact
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Fast Fact

Based in the Darwin suburb of Winnellie, Australia Advanced Trailer Sales specialises in supplying trailer parts and accessories throughout the Northern Territory.