

## CASE STUDY

# Wallis Drilling

By understanding a company's unique business objectives and tailoring a more relevant solution, Toyota Fleet Management (TFM) acts as a true business partner. Discover how TFM helped Wallis Drilling finance their unique equipment needs and reduce costs through relationships with other companies in the Toyota family.



## Overview

TFM is assisting Wallis Drilling, an internationally active mining and exploration drilling company, to source and finance a unique vehicle fleet. The fleet management services they provide include:

- Specialist vehicle procurement
- Access to discounted pricing on Toyota products
- Financing a wide variety of vehicles



## Trust

A relationship that is based upon mutual trust, TFM are more than just a supplier.

## Innovation

Aiding the production of unique equipment through other companies within the Toyota group.

## Access

TFM has a thorough understanding of Wallis's business, enabling them to provide a complete fleet solution.



## About Wallis Drilling

Wallis Drilling specialises in drilling for mining operations in iron ore, nickel, mineral sands, gold and other minerals. It has operations throughout Australia and has drilled on every continent.

With a large fleet of specialist vehicles, Wallis Drilling uses its world-class capability in conceptual design, innovation, systems engineering and integration, equipment development and rapid deployment, to provide a safe and efficient operation for its clients. Plus, the Wallis Air Core drilling technique offers rapid, accurate samples – speeding up drilling rates and lowering field costs. This makes it a valuable tool in the mineral exploration field as well as mine grade control.

“At TFM we pride ourselves on our ability to gain the best possible understanding of our customers’ business objectives...”

## The Partnership

TFM’s relationship with Wallis Drilling began after a referral in 2010. Its thorough understanding of Wallis’s business objectives and willingness to finance specialist equipment has led to the account growing into a trusted partnership.

For instance, TFM helps finance the Mantis 80 Air Core drill rigs. The drill rigs are designed to travel to remote parts of the country to conduct exploration and evaluation for prospective and production mining operations.

Wallis’ Mantis 80s feature a bespoke dual-axle chassis and are built in consultation with custom body specialists Multidrive Technology and vehicle supplier Blood Toyota in Geelong, Victoria. The modifications allow them to carry specialist drilling rigs that are designed, manufactured and fitted by Wallis. TFM also finances Wallis’ HiLux field support vehicles, as well as its other Isuzu field support vehicles.

### “TFM’s ability to assist with finance while providing a total product is a great advantage.”

Wallis Drilling CEO Mark Crumby said that the flexibility and understanding of the business’ needs displayed through TFM’s service makes it a good fit for their vehicle fleet needs.

According to Mr Crumby: “The staff at TFM has always shown keen interest in our business, which has been fantastic, they are a true business partner. The whole package that TFM offers means that it operates as a ‘one-stop shop.’

They are able to look after the dealer side, sourcing the vehicles, arranging their modifications and of course the financing. We’ve invested a lot of capital in this equipment, and TFM’s ability to assist with finance while providing a total product is a great advantage.”

TFM’s Fleet Sales Manager, Kate Dennon, said that the relationship with Wallis Drilling is based on mutual trust and a strong understanding of Wallis Drilling’s business objectives.

“At TFM we pride ourselves on our ability to gain the best possible understanding of our customers’ business objectives and activities, so that we can help fulfil their needs. Wallis Drilling’s vehicle requirements are very different from those of other corporations. We have partnered with them to not only finance their unique equipment but also to aid in its production through our relationships with other companies in the Toyota family.”



Toyota Fleet Management is one of Australia’s leading fleet management organisations and operates and manages a fleet of almost 100,000 vehicles. Backed by the strength of the worldwide Toyota Group, TFM helps businesses and employees achieve their goals through effective fleet management and financing solutions – personally tailored to ensure company fleets perform at optimum levels. They offer a diverse range of funding and fleet management options across all asset types including passenger vehicles, light commercials, heavy commercials, material handling, and plant and equipment.

To learn more about how Toyota Fleet Management can assist you, visit [toyotafleetmanagement.com.au](http://toyotafleetmanagement.com.au) or call 1300 888 870.

