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TII KAMAG acquires partner in Denmark: Toyota MH responsible for sales and service

TII KAMAG has strengthened its sales and service activities for yard logistics vehicles in Denmark. To this end, the industry expert for industrial and yard logistics vehicles from the TII Group is working together with Toyota Material Handling Denmark. Through this partnership, TII KAMAG aims to expand the existing and new customer business in the regional yard logistics segment.

Toyota Material Handling (Toyota MH) Denmark, Denmark's largest provider of forklift trucks, and TII Group subsidiary TII KAMAG, the industry expert for industrial and yard logistics vehicles, are now working closely together in the Danish market. As part of this cooperation, Toyota MH Denmark will be responsible for the sale and rental of TII KAMAG's range of yard logistics vehicles. In addition, Toyota MH Denmark will undertake the servicing of the vehicles as well as supplying vehicle fleets with spare parts. Products include the KAMAG PrecisionTractor (PT) terminal tractor and the KAMAG PrecisionMover (PM) swap body transporter, which is also known as the KAMAG Wiesel, including the respective electrically-powered zero-emission versions.

With range of vehicles provided by the TII industry specialist, the supplier of Toyota brand forklifts and automated transport systems has complemented its business operations with the addition of transport solutions for yard logistics. Together, the partners want to significantly expand the range and sales of TII KAMAG vehicles in the Scandinavian country and participate in the growth of yard logistics. Driven by the strong increase in e-commerce, the need for efficient and reliable yard logistics solutions is also steadily increasing in Denmark.

2 workshops and 155 service vehicles: cooperation ensures comprehensive service network

As a result of the cooperation, all customers of TII KAMAG will now have a competent and reliable contact person for sales and service available in their immediate vicinity in addition to direct sales support from the company headquarters in Ulm. Toyota Material Handling has four branch offices and two service stations in Denmark, and there are also 155 service vehicles to provide on-site service to customers. The cooperation guarantees a comprehensive service network throughout Denmark.

With Toyota Material Handling, TII KAMAG has found a particularly efficient and capable partner that has been present on the Danish market for 50 years now and currently has a workforce of 300 employees as well as having a turnover of more than 700 million Danish crowns which is around 94 million euros. On the one hand, the company sells Toyota-brand industrial trucks and forklifts in many cases to the same customers as TII KAMAG. In addition, it also has the special know-how to professionally maintain the yard logistics vehicles from TII KAMAG which are technically-similar to its industrial vehicles.

All essential spare parts are delivered to the customer within 24 hours

The comprehensive range of services also includes the 24/7 supply of Danish TII KAMAG customers with high-quality spare parts. Furthermore, Toyota Material Handling stocks all essential spare parts in Denmark. This ensures that the components are delivered in the shortest time possible. Operators of KAMAG PT and KAMAG PM vehicles can also access the full range through the TII online web shop, Click4Parts. In this case too, it is guaranteed that all customers in Denmark will receive their spare parts by the following day if an order is placed by 2 pm.

TII KAMAG showcases the PrecisionTractor prime mover at the Transport trade fair

At the Transport 2023 trade fair in Herning (20th to 22nd April 2023), the leading fair for the Scandinavian transport industry, all visitors can see for themselves the impressive operational performance of the yard logistics solutions from TII KAMAG. On the Toyota MH stand (Stand M9743), a KAMAG PrecisionTractor is being exhibited. The KAMAG PT is a terminal tractor that has been specially designed for ensuring the precise and fast moving of semi-trailers and container chassis and has sets standards regarding performance, safety and ergonomics. Due to its high degree of manoeuvrability, the KAMAG PT greatly reduces trailer moving times and increases efficiency in yard operations.

All logistics service providers working in the courier, express and postal service sectors, retail, wholesale and mail order businesses as well as manufacturing companies and commercial vehicle rental companies who depend on fast and efficient processes in their logistics yards are, with the KAMAG PrecisionMover swap body transporter and KAMAG PrecisionTractor prime mover respectively, provided with reliable and economical transport solutions that are designed for handling tough continuous use and the demanding requirements found in yard operations.

Company profile

The TII Group, a company owned by the Heilbronn-based Otto Rettenmaier family, is a globally active manufacturer of heavy-duty and special vehicles and has a workforce of around 900 employees. The Group includes industry specialists, TII SCHEUERLE and TII KAMAG, and has production sites in Germany and India along with a worldwide organisation of sales and service partners. With innovative vehicles for manoeuvring and transportation operations, the TII Group, which is listed in the index of world market leaders, supports its customers in the transport and logistics sectors, building industry, plant engineering, air and space travel, shipbuilding, energy, steel and mining as well as yard logistics for realising a wide range of complex transport tasks. The TII Group holds the current world record of over 20,000 tonnes for transporting extremely heavy loads on vehicles. TII stands for the tradition of innovation, customer orientation and partnership as well as for high product quality and sustainability in heavy-duty mobility.

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