

Getting to know SMEs that use trucks

E-commerce and customer behaviours have changed at breakneck pace over the past decade - and this has resulted in big changes to truck owners and operators. 'Truckies' are no longer the only people to drive trucks! With more light rigid trucks being available - including some that can be driven on a car license - many small to medium businesses (SMEs) are investing in light trucks for their business.

A lot of them - especially light-duty rigid (up to 4.5GVM) owners and drivers - are tradies or run SMEs, including retail businesses, where the truck is just another tool or asset of the business.

Types of professions utilising light-duty rigid trucks:



Why NTI?



SME trucks are often patched up to keep them on the road. If it's not on the road, it's not making money.

NTI has both Premium and Local Repairer networks to ensure repairs can be done close to home and be worked around the schedule of their business.

SME's who use their truck as a tool of their trade have different needs to most transport operators and require access to different specialist support networks.

NTI's approach to claims and breakdowns focuses on taking care of everything as quickly as possible to keep their business moving. NTI's team of experts is on standby 24/7, 365 days a year via a national network of over 4,000 trusted service partners.



Small businesses with trucks are no different to other small business owners - they experience many of the same pains & gains:

Pains:

- Constantly time poor
- Expenditure & budgeting
- Wages, retention & training
- Truck maintenance & costs
- Efficiency & keeping the business going
- Cheaper competition

Gains:

- Flexibility & freedom
- Seasonality & work/life balance
- Relationships & experiences
- Partners & support
- Growth & expansion



For an SME owner that's time poor and struggles balancing everything, a specialist insurer is the answer.

NTI has the experience and track record to help truck owners and operators - no matter where they are in Australia.



To find out how NTI can help your clients with trucks, contact your local NTI representative or visit partner.nti.com.au