

## Case study:

# IMI Cornelius

Items: Beverage dispensing and cooling equipment



Based in Milperra, south western Sydney, IMI Cornelius counts on AirRoad's reliable and efficient delivery service to transport their goods Australia-wide.

IMI Cornelius is the world's leading supplier of beverage dispensing and cooling equipment. They manufacture and market a broad line of post-mix beverage dispensing systems, beer dispensers, ice makers, juice and tea dispensers, frozen beverage dispensers and a complete line of accessories.

With all of these products and hundreds of customers Australia wide, AirRoad provides a premium Australia-wide delivery service to IMI Cornelius, ensuring fast nationwide responses with a choice of express or standard delivery.

Using leading edge tracking technology, AirRoad barcodes and tracks every item. IMI Cornelius accesses real time consignment status via AirRoad's website ensuring total visibility of goods throughout the distribution cycle. AirRoad also provides POD images online (proof of delivery), 5-point scanning, receiver specific performance data and movement history reports.

All of this adds up to AirRoad being the most reliable carrier IMI Cornelius has used. "AirRoad is the last of a long line of carriers used by IMI but has proven to be the most reliable," states Dennis Carlin, Manager IMI Cornelius.

It wasn't until IMI Cornelius tried out another carrier did they realise that reliability and efficiency is the key: it means happy customers receiving goods on time and in full. "The difference was most noticeable when we left AirRoad for a few months to trial another carrier. We soon came back," said Mr Carlin.

With a 98+% audited DIFOT (Delivered In Full and On Time) AirRoad significantly reduces the time taken up by the costly process of chasing misplaced or damaged goods.

"Choosing AirRoad as our distribution partner has been important for our business as reliability and efficiency is of prime importance to us. We would certainly recommend them to other businesses," said Mr Carlin.

"Choosing AirRoad as our distribution partner has been important for our business as reliability and efficiency is of prime importance to us. We would certainly recommend them to other businesses."

*Dennis Carlin,  
Manager IMI Cornelius*