



**SERVICE
BODIES**

INNOVATION
MANUFACTURING
SUPPLY

MADE IN AUSTRALIA. SOLD TO THE WORLD.





GETTING YOU FROM

WORK TO PLAY



WE ARE **SPECIALIST** DESIGNERS &
MANUFACTURERS OF HIGH QUALITY,
ROBUST, PRE-BUILT & CUSTOM
DESIGNED SERVICE BODIES.

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COMPANY OVERVIEW

Founded by the Korganow family in 1991 primarily to manufacture Service Bodies for one-tonne cab-chassis vehicles, the XL Group has grown into one of Australia's most recognised manufacturers of Service Bodies and transportation equipment, while remaining family-owned.

With more than 75 staff and 30 years as a market leader, XL is widely recognised as the pioneer of the Australian Service Body Market.

XL Service Bodies are currently used by tradespeople, government bodies and large corporations throughout Australia.

30
YEARS

**ENGINEERING
+ INNOVATION**



MANUFACTURED LOCALLY, SOLD TO THE WORLD

Our products are fit for purpose and built to last using quality Australian-manufactured sheet steel and aluminium. XL is a trusted worldwide supplier of light utility service bodies and exports to New Zealand, the Pacific Islands, Middle East, Asia, Africa and Europe.

XL has been specified in many military, humanitarian and non-profit tenders, including Medicins San Frontieres, Red Cross and TACOM (the logistics and procurement arm of the US Military).

VEHICLE LOGISTICS WAREHOUSE

With the addition of our new vehicle logistics warehouse, XL is the only Service Body manufacturer that has the capability to safely protect up to 200 vehicles. It was identified that hail protection using traditional 'hail netting' was not suitable subsequent to the catastrophic storm event that hit the Port of Brisbane in November 2016.

SERVICE BODIES AUSTRALIA, IN PARTNERSHIP WITH ISUZU

In 2015, XL launched Service Bodies Australia, connecting the trusted Australian XL brand of service truck bodies with Japanese truck builder Isuzu, simplifying the procurement process. XL is proud to be the exclusive supplier of the award winning Isuzu Servicepack Range.



CORE COMPETENCIES & ACHIEVEMENTS

COMMITMENT TO INNOVATION, CONTINUAL IMPROVEMENT

XL continues to lead the market in product innovation, manufacturing processes, investment in modern machinery and the enrichment of our people.



CUTTING EDGE AUTOMATED MACHINERY & TECHNOLOGY

Our commitment to highly sophisticated sheet metal machinery, automation and cutting-edge software enables us to design and manufacture goods that are precise, consistent and reliable, without variation.

We are experts in thin-gauge sheet metal, complemented by strong skills in solid modelling and Finite Element Analysis.

With five current licences of Solidworks® solid modelling as well as state-of-the-art CAD/CAM software, we have access to the best technology and systems available to develop, design and manufacture all products internally.

XL's commitment to continual improvement and high-quality products and services led to the development of our proprietary Enterprise Resource Planning (ERP), Quality Management and Lean Manufacturing software solutions.

The continual investment into cutting edge machinery, 3D modelling software and training staff in lean manufacturing enables XL to pass on savings to clients without compromising on quality.

FOCUS ON QUALITY

In 2015, XL received the ISO Certificate 9001:2008 in Quality Management Systems. In January 2018 XL transitioned to ISO 9001: 2015.



CAPABILITIES

OVERVIEW OF SERVICES/PRODUCTS

The XL Group provides logical, ergonomic service vehicle solutions that are fit for purpose and cost-effective and offer excellent ROI.

Our expertise in regulatory compliance provides customers with exceptional peace of mind, ensuring they can trust our team to deliver on both compliance and safety.

Our entire business operates out of one central location in the south-western Brisbane suburb of Wacol, with more than 25,000m² of industrial sheds, hardstand and vacant land.

The machinery we utilise is the best in the business and includes:

- Salvagnini L3 Fibre Laser with 10 tower storage and Cartesian part takeout,
- Salvagnini P2Lean panel folder,
- Amada HG100/3 with Automatic Tool Change cell,
- and due in March 2021 Amada HG220/4 with Automatic Tool Change cell and an in-house powder coating line.

With 70 staff and counting, XL is one of the largest employers in the region and is committed to continually developing our knowledge base.



A white Ford Ranger pickup truck with a service body is shown in a factory setting. The truck is parked on a yellow line, and other similar vehicles are visible in the background. The image is overlaid with a blue gradient on the right side.

“XL SERVICE BODIES IS EXACTLY THE SORT OF COMPANY WE CHOOSE TO PARTNER WITH.

Their investment in technology and advanced manufacturing is impressive. It reflects their commitment to delivering quality products, pushing boundaries, continuous improvement – which aligns with our values at Ford.

We want to collaborate further with XL to understand what current and future needs of customers are. We’re excited about what the future holds.”

**Jeremy Welch, Strategic Projects
Ford Australia**



GEOGRAPHICAL AREA SERVED

From our Head Office and manufacturing facility in Wacol, Queensland, XL exports to customers across the globe.



Domestically, we have service and repair agents right across Australia.

REFINED LOCATIONS WITHIN LARGE CITIES

RESELLERS

- QLD, Mackay - Paget
- NSW, Sydney - Lansvale, Fairfield, Miranda
- ACT - Phillip, Fyshwick, Belconnen, Mitchell
- VIC, Melbourne - Campbellfield, Keysborough

FITTERS

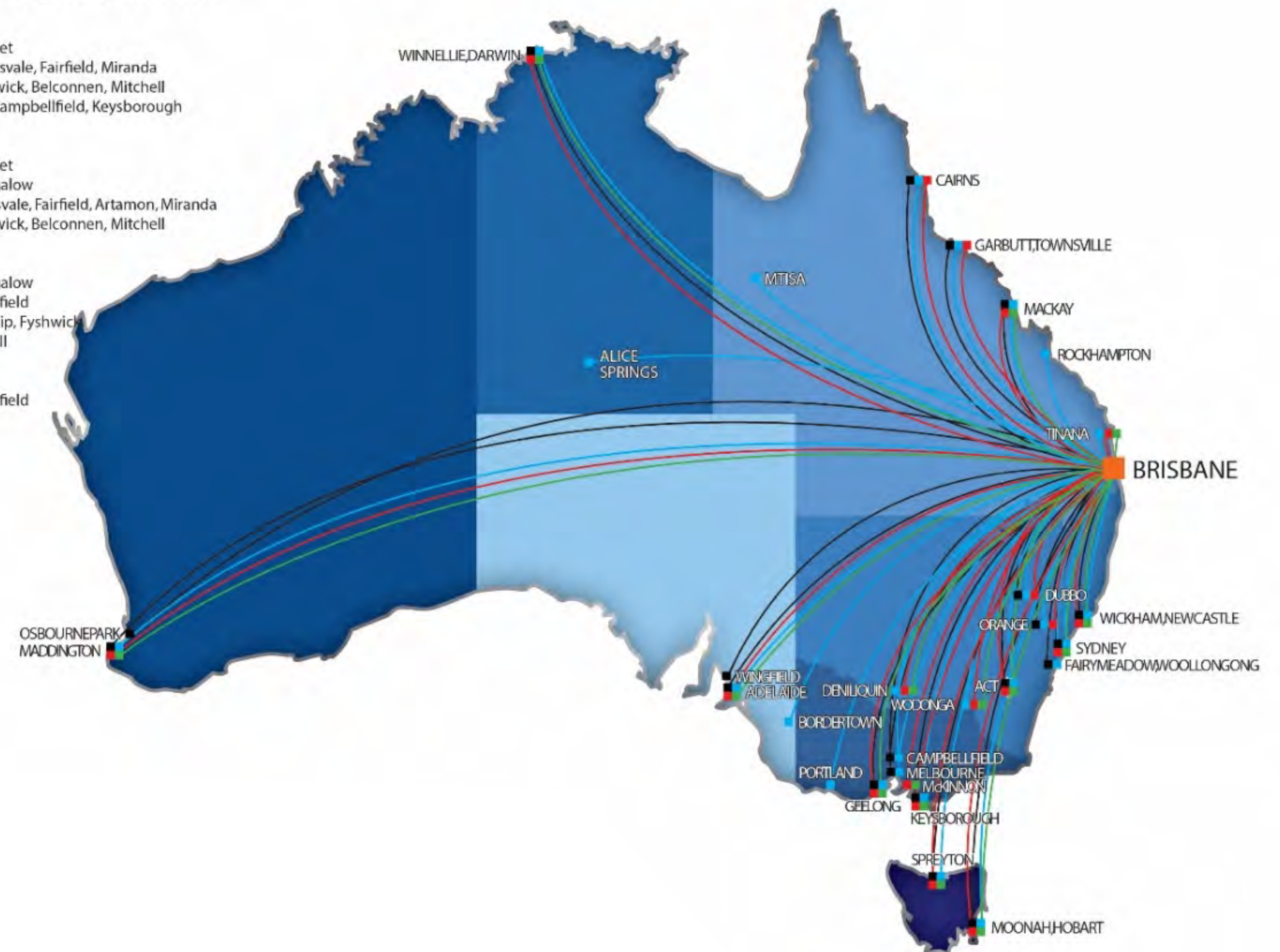
- QLD, Mackay - Paget
- QLD, Cairns - Bungalow
- NSW, Sydney - Lansvale, Fairfield, Artamon, Miranda
- ACT - Phillip, Fyshwick, Belconnen, Mitchell

REPAIRERS

- QLD, Cairns - Bungalow
- NSW, Sydney - Fairfield
- ACT - Tharwa, Phillip, Fyshwick, Belconnen, Mitchell

PANELBEATERS

- NSW, Sydney - Fairfield
- ACT - Tharwa



ENVIRONMENTAL/OHS/QMS POLICIES AND PROCEDURES

XL is committed to minimising our potential impact on the environment and providing and sustaining a safe and healthy workplace for our employees.

We appreciate that the work we do might have an adverse effect on the environment and we work to reduce our environmental footprint through:

- Bulk recycling of material
- Reducing energy consumption (including installing 30kw solar panels)
- Minimising paper wastage
- Considering the environmental impact of any new tools and machinery

Additionally, over 95% of our manufactured products are recyclable.

CODES OF PRACTICE

XL Group complies with Australian Design Rules national standards for vehicle safety.

The XL Group complies with Work Health & Safety legislation at all times.

Our commitment to quality management is evident in XL's ISO 9001:2008 certification in Quality Management Systems.



BUSINESS PARTNERSHIPS



ISUZU TRUCKS

Since 2016, we've partnered with Isuzu Australia to provide them with the "Servicepack" range as the new addition to their Ready to Work line.



TELSTRA FLEET

Nearly three decades of continuous evolution in their fleet program.



BLUESCOPE STEEL

XL has always insisted on locally manufactured BlueScope Steel as our first option in available raw materials.



LABEL CONCEPTS

Working with Label Concepts enables XL to offer a turnkey service, including full vehicle/fleet livery.



FORD AUSTRALIA

We have carried out endurance testing of our products on Ford's proving ground.



ARB AUSTRALIA

Over twenty years of supplying and fitting aftermarket components.



MONASH UNIVERSITY

Wind tunnel testing to evaluate and improve on wind drag coefficient.

PRODUCT DETAILS

250+ (AND COUNTING) SERVICE BODY CONFIGURATIONS

At XL, we take our role as Australia's market leader in light vehicle service bodies very seriously indeed. We consider it our duty to continually innovate and set quality, safety and utility benchmarks at every turn.

Now in our 30th year of business, XL offers an unrivalled 250 different configurations of service bodies. More than any other provider nationwide. For decades, we have successfully designed configurations to satisfy client demand across general, specific and even niche applications and distilled our learnings over an increasing array of industries and purposes. Additionally, we invest in extensive, ongoing R&D to improve configurations in line with ever-changing recommendations in ergonomics and OH&S.

With the addition of Isuzu trucks to our portfolio of design, we've added yet another 50 configurations in the light trucks market base.





“TWO WORDS THAT DESCRIBE XL SERVICE BODIES? EXTREMELY PROFESSIONAL!”

“We approach our purchases very carefully. From the start, we were impressed. We toured XL’s facility – the service bodies were fit for purpose, great quality and offered great value. The XL process is exceptional.

They’re committed to advanced manufacturing techniques. I know that even back when we started out with them, they were ahead of the game in terms of the technology and machinery they use.

The quality of their build is incredible. I’m a details freak, and XL/SBA are all over it. They are committed to quality and delivering value.

We’ve worked with XL since the mid-90s when they took the first step towards developing professional field service vehicles. Since 1995, I can’t think of one occasion that they’ve let us down.”

Ian Coleman

Managing Director, Conplant

Conplant 



CLIENTS

XL proudly counts as clients, some of Australia's largest and most demanding fleets.



KEY PERSONNEL



JP SHELburn

Managing Director

Managing Director, JP Shelburn's strong focus on lean manufacturing techniques, modern shop floor reporting technologies and team culture has seen the company flourish. Leveraging XL's investment in technology and infrastructure and building on a strong domestic customer base, he has steered XL to become even leaner and to expand into other channels.

JP's commitment to Industry 4.0 and Lean Manufacturing has further bolstered the company's future as a true global contender for market leadership in Australian manufacturing.



JEANNE SHELburn

Director & Chief Financial Officer

A multi-talented, enthusiastic leader, Jeanne joined XL in 1997 after working as a consultant for the Phillips Communications Group, a leading Australian Public Relations firm where she specialised in community consultation and event management.

Prior to this, Jeanne was employed in the Communications Department for the Sydney Organising Committee for the Olympic Games (SOCOG).

In 2002, Jeanne was responsible for successfully launching the Service Body concept in the United Kingdom.



NICK KORGANOW

Founder (Retired)

Nick founded XL in 1991 after carefully watching the successful evolution of the service body in the United States. A hands-on, charismatic leader, Nick is passionate about manufacturing the world's best service bodies. He regularly travels internationally in search of advances in machinery and manufacturing processes and adopts an ethos of continual improvement in all aspects of the product and business. His interest and investment in computer-aided design and manufacture has resulted in a state-of-the-art sheet metal plant where quality, efficiency and worker safety are equally important.



MARK ROBINSON

Operations Manager

In a career spanning more than 30 years, 26 of those have been spent with XL Service Bodies. Mark Robinson is our Operations Manager, the culmination of a career which started on the factory floor as a forklift driver and leading hand in pallet manufacture and repair. Mark started with us in 1995, working as a member of the auto electrical team.

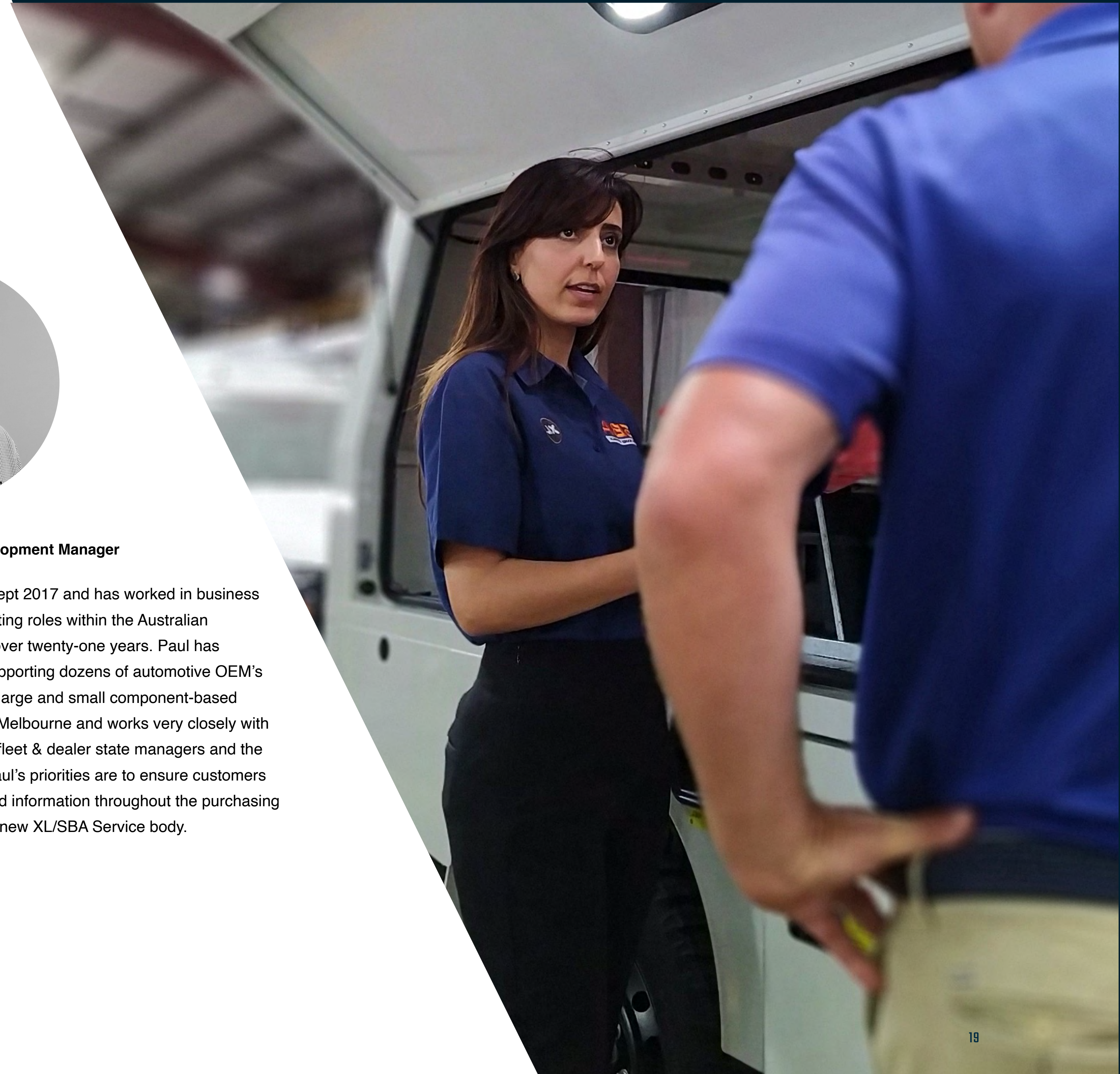
Mark has a broad and diverse role working with every department in the business. Thriving in this role, Mark particularly loves seeing the growth and development of individual team members, along with the satisfaction experienced from producing high quality, Industry leading products . He has played a key role in the streamlining and integration of systems and processes, resulting in a significant improvement in XL's DIFOT performance. Mark reflects the culture and values of the business by encouraging and trusting staff along with a commitment to continual improvement and innovation.



PAUL BORRONI

National Business Development Manager

Paul joined XL/SBA in Sept 2017 and has worked in business development and marketing roles within the Australian automotive industry for over twenty-one years. Paul has extensive experience supporting dozens of automotive OEM's locally and overseas on large and small component-based projects. He is based in Melbourne and works very closely with Isuzu Trucks Australia's fleet & dealer state managers and the Isuzu dealer network. Paul's priorities are to ensure customers receive great support and information throughout the purchasing and supply process of a new XL/SBA Service body.





NILOO AKBARI

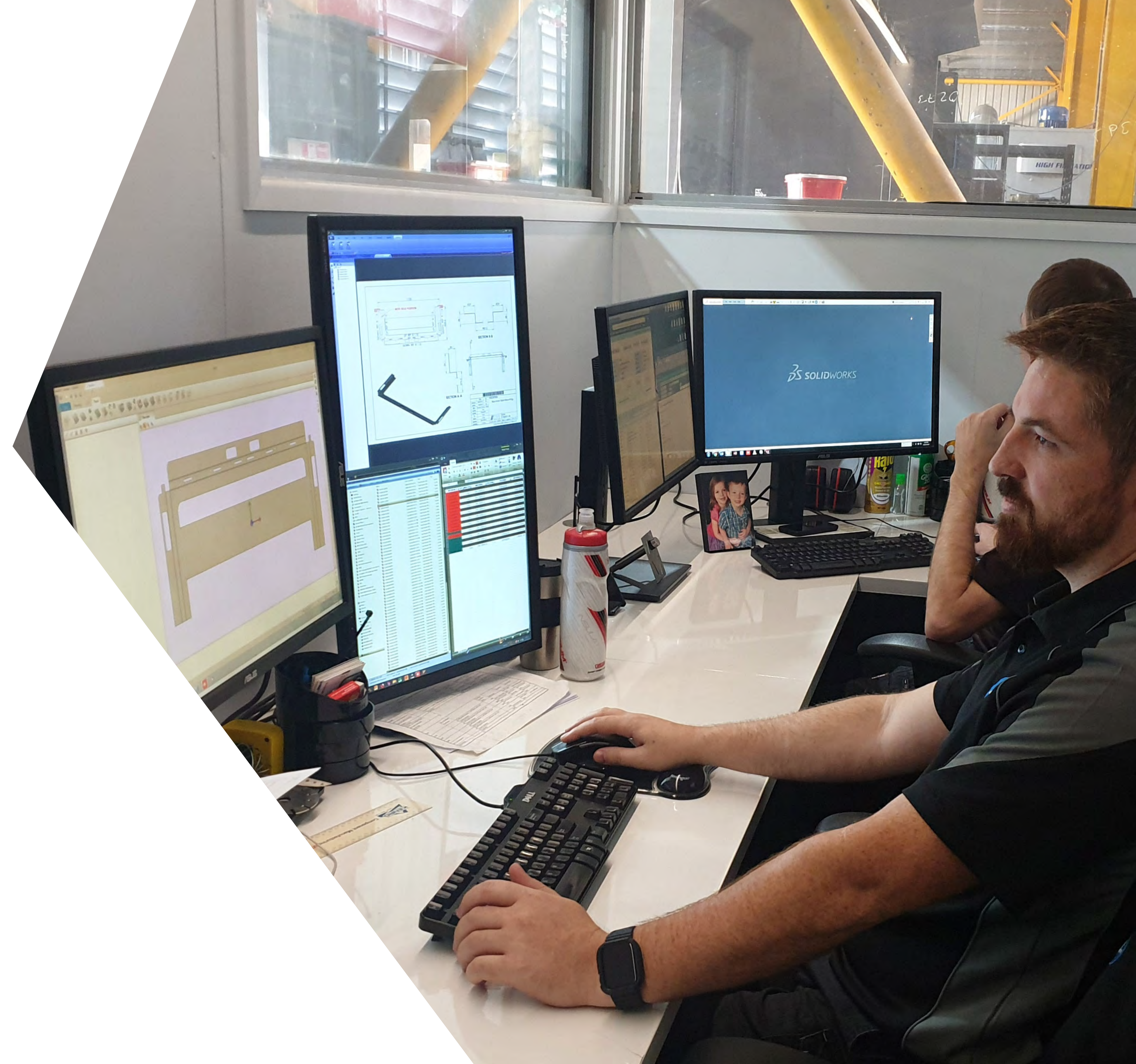
Head of Engineering

Moving from Iran in 2010 with a Bachelor of Engineering (Plant Production), Niloo commenced working with us as a Drafter in 2012. Having always invested in further study, Niloo undertook an Advanced Diploma of Engineering (Major Mechanical), gaining expertise as a Solidworks designer.

As Head of Engineering, Niloo oversees the engineering and design team. She also manages the Computer-Aided Manufacturing (CAM) team, which programs designs for the machines. Always hands-on, Niloo was trained in the programming/work flow to further her understanding of CAM. As the engineering team works closely with production, Niloo is often on the factory floor, overseeing the flow between the engineering and production processes.

HIGHLY SKILLED MECHANICAL & TECHNICAL ENGINEERS

Our resourcing extends beyond technology to highly skilled mechanical and technical engineers who are involved in every touch point of the manufacturing process.



A white utility vehicle, possibly a ute or small truck, is shown from a side-rear perspective. It has a white Makocraft canopy on top. The side of the vehicle is decorated with various logos and graphics, including 'SB SMARTCAR', 'Enerdrive', 'PACKOUT MODULAR STORAGE SYSTEM', and 'XL.COM.AU'. A bicycle is mounted on a rack at the rear. The vehicle is parked on a paved surface with trees in the background. The image is overlaid with a dark blue semi-transparent layer, and a white curved line is visible on the right side.

WE'RE COMMITTED TO LOCAL MANUFACTURING.
WHAT CAN BE **MANUFACTURED IN AUSTRALIA, WILL BE.**



Based in Wacol Queensland, the family-owned XL Group comprises:
XL Service Bodies Pty Ltd, ABN 62 063 129 877,
XL Industries Pty Ltd, ABN 12 137 910 187 (The XL Group), and
Service Bodies Australia

Owners: Jeanne and JP Shelburn

JP Shelburn

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