

KEITH ANDREWS

Northland
Rewa Rewa Rd

Auckland
Roscommon Rd

Waikato
Maui St, Hamilton

Bay of Plenty
Hewletts Rd, Mt Maunganui

sales@keithandrews.co.nz | www.keithandrews.co.nz | 0800 4 TRUCKS | 0800 4 878 257



Mercedes-Benz



XMAS Holiday Hours

KAT is all about keeping you on the road and will be open during the Xmas holiday period every day except statutory holidays including our extended late-night workshop hours.

COF onsite

Vehicle Testing NZ (VTNZ) is now available onsite at KAT's Whangarei branch offering independent Certificate of Fitness (COF) testing.

The service is only available to trade vehicles and bookings are essential.

did you know?

- At KAT we sell and service motorhomes and supply new and used chassis for custom-built motorhomes.
- We can diagnose and service air-conditioning systems for all vehicles
- We sell a range of FUSO Rosa buses, new and used – check out our website for the latest listings.
- KAT has forklifts to lease, hire, for sale and we service forklifts.
- We offer a 24-hour call-out service for breakdowns.

SERVICE 24/7

KAT offers a 24-hour call-out service for vehicle breakdowns for all our customers so wherever you are, help is only a phone call away.

0800 4 TRUCKS (0800 4 878 257)
for all vehicles, anytime, anywhere....

GREETINGS FROM KEITH

2012 is a milestone year for me as it's 20 years since I formed the dealership in Whangarei.



Advancements in technology have seen huge progress in the economy, emissions, safety and driveability of FUSO since I started, however the one thing that's as true today as it was back then is the reliability and versatility of these vehicles.

The new FUSO Canter Euro – which we launched earlier this year – is a good example. It's the first truck in the world to give drivers 'performance car' operation with a dual-clutch automated manual transmission and its low emissions make it New Zealand's 'cleanest' light truck.

The range of features in this versatile vehicle will ensure FUSO Canter keeps our country's economy trucking. Find out more about the Canter Euro and its big brother the Fighter inside.

Our expansion into the Bay of Plenty and Waikato regions this year has seen Sales

Executives Daniel Bartley (BOP) and Errol Holloway (Waikato) join the KAT team. Find out what they have to offer in their profiles on page 3.

At Keith Andrews Trucks we provide our customers with the total package – from the sale of new and used vehicles and genuine parts to the professional, comprehensive servicing of trucks, forklifts and motorhomes, and a 24-hour call-out service.

For the past 20 years the team at Keith Andrews Trucks has strived to provide a level of service that's second to none. Attention to detail, getting it right and knowing we sell reliable, quality vehicles is something we stake our reputation on.

We look forward to continuing to bring you the best in 2012. Happy holidays.

KAT AUCKLAND Update

'Flat out' is how KAT's Auckland branch Manager Kurtis Andrews describes the pace of business for his team.

"We had a huge month during October, the new FUSO Canter Euro has been a real success and the FUSO Euro HD truck looks spectacular," says Kurtis. We are constantly building a diverse range of new demonstrator Canter Euros, to meet demands from our customers who also are giving us excellent feedback on how great they are to drive.

"Staff moral is high, new sales are really pumping along and we currently have several demonstrator trucks being built!"

A number of new faces are now also working in the Auckland branch: Vicky Chand (Workshop Technician); John Waite (Vehicle processing / General maintenance); and two new apprentices are starting in the workshop.

All this activity is definitely keeping Kurtis on his toes and the team humming along – 2012 is going to be a great year!

CANTER AND FIGHTER *revolutionising trucking*

FUSO Canter Euro and its big brother FUSO Fighter have got the small to middleweight class of trucks covered.

With versatility and a whole lot of new features for improved performance, both the Canter Euro and Fighter take trucking to a new standard, from safety to fuel efficiency and lower emissions, to making the most of the latest technology.



FUSO CanterEuro

Euro is the eighth generation of Canter and it's the first time since it rolled off the production line 37 years ago that both the exterior and interior design has been revolutionised – not to mention improvements made in braking and axle suspension systems and frame design.

The Canter Euro is technologically advanced and will deliver smarter performance, fewer emissions and more dollars to operators' bottom lines with up to 350kg more payload – you can't argue with that!

Key features of the new Canter Euro include:

- Huge advances with the 4P10 3.0 litre variable geometry turbo diesel engine. It's lighter and has advanced premium components making it one of the most efficient engines ever seen in a light truck.
- Canter Euro has the most advanced diesel-powered drivetrain of any light truck available in New Zealand. Its high-performance engine exceeds emission standards and is paired with DUONIC automated manual transmission, a first in the truck world. (It's a semi-auto – the most advanced kind of automatic giving drivers the best of both worlds.)
- Canter Euro is the only truck in its class to surpass stringent EuroV emission standards with smoke output up to 70 percent less than required and, in certain driving conditions, hydrocarbons are 45 percent less, particulates 33 percent less and carbon monoxide 25 percent less.
- There are 27 Euro Canters in the range so there's a solution for most light commercial applications! Single or double wide cab options feature across the range with narrow cab available on the 4.5 and 5 tonne models.
- Up to 350kg payload increase, front coil suspension, improved driver comfort and reliable, safe ABS and EBD brake power – what's not to like?
- The 4.5, 5, 6 and 7.5 tonne trucks have the 110 kW engine, while the 8.2 tonne variant houses the 129 kW engine; most offer a choice of either 5-speed manual or 6-speed DUONIC transmission.

FUSO FIGHTER

The Fighter is Canter Euro's big brother coming into the middleweight range.

It lays claim to being the most driver-friendly truck in the crucial around-town and inter-city delivery market with exceptional manoeuvrability allowing the driver to take full advantage of its powerful 250/280ps six-cylinder engine.

FUSO has tapped into Daimler's benchmark design and development standards to create a more comfortable, ergonomically efficient and safer cab design. The Fighter is all about keeping stress low and productivity high.

Key features of the FUSO Fighter:

- The 6M60-3AT1 and 3AT2 engine has intercooler turbo, common rail fuel injection, cooled EGR and oxidation catalyst, superior fuel economy, enhanced torque, reduced engine noise and exceeds EPA04 emission standards.
- Most of the new Fighter series come equipped with full air brakes. Anti-lock brakes (ABS) are standard on all models.
- The Fighter comes with a 6-speed manual transmission or a 9-speed manual transmission that deliver better performance for improved fuel savings.
- All 6X2 and selected 4X2 and 6X4 Fighters feature air suspension on the rear axle.
- The Fighter features a driver's seat with air suspension and maximum adjustability giving you more leg-room and ensuring you have that perfect driving posture for maximum comfort and minimum fatigue.
- The new Fighter has a fully trimmed interior, a keyless entry system, adjustable seating, easy to read instrumentation, safety steering and a quiet wrap-around cockpit.
- There are storage options galore in the new Fighter leaving you free to enjoy the generous, uncluttered space all around you.

MEET THE TEAM

ERROL HOLLOWAY



the brand inside out and back-to-front. He started at KAT in November but his experience in the Waikato region means he knows the area well.

“I’m old school,” says Errol. “Very much a get out and do the leg-work sort of guy. I also firmly believe in FUSO and know that Keith Andrews Trucks provides good old fashioned service.” Errol says FUSO is a brand with a top reputation, teamed with KAT’s great parts and service team, customers know they’ll have less down-time.

Errol covers a wide area from Huntly to Taumaranui and Hamilton across to the West Coast. With his knowledge of FUSO he’s certainly a good man to talk to when it comes to finding the right truck for the job.

Experience is definitely what KAT’s new Waikato branch Truck Sales Executive brings to the team – and loads of it.

Errol sold FUSO trucks for 17 years before joining KAT so you could say he knows

You can contact Errol by phoning 07 850 9284 or find him at the Waikato branch, 62 Maui Street, Pukete.

KAT online

www.keithandrews.co.nz

Keith Andrews Trucks has a comprehensive website that provides a great starting place for anyone looking to buy a new or used vehicle – whether it’s a truck, van, motorhome, bus or forklift.

You’ll find information about our range of vehicles and the services we offer at our four branches – Whangarei, Auckland, Bay of Plenty and Waikato. The website is updated regularly so bookmark it, or better still, make us your home page!



DANIEL BARTLEY



Bay of Plenty Truck Sales Executive Daniel Bartley has a passion for sales and while he’s new to truck sales he says he’s keen to grow Keith Andrews Trucks’ customer base in the region.

“I’ve got a varied background having worked in a range of industries including

as a retail store manager and data specialist and a stint dairy farming but I missed dealing with people and sales,” says Daniel.

A move to Putaruru – where he currently lives – saw him selling truck-mounted cranes across the North Island, the

job providing the perfect training ground for truck sales, not to mention a thorough knowledge of the BOP region.

He and his young family (he has two children aged four and six and has been married for 11 years) plan to re-locate from Putaruru to Tauranga in the near future, where the new Keith Andrews Trucks branch is based.

“The branch covers a fair amount of area, from the Coromandel down to the Whakatane district, Rotorua and across to Matamata and down to Taupo,” says Daniel.

Daniel is dedicated to providing the best service he can for KAT’s BOP customers and is part of the team that’s extending the reach of KAT from Cape Reinga in the North to Taupo in the South.

You can find Daniel and the BOP branch of KAT at 81 Hewletts Road, Mount Maunganui or phone 07 572 2060.

MERCEDES-BENZ

Quality, reliability, safety *it has to be Mercedes-Benz*

It's not just a van that drives like a car – it's a van that drives like a Mercedes-Benz! Keith Andrews, Managing Director of Keith Andrews Trucks, says the ultimate comfort and practicality of Mercedes-Benz vans makes them the first choice for both business and personal use.

"The Mercedes-Benz Vito and Sprinter have a reputation for superior reliability and safety – and for good reason," says Keith.

"Toss in the fact that they offer the ultimate in European styling and comfort, and a great range of vehicles to suit a variety of jobs, and it's easy to see why they're so popular."

The Keith Andrews' dealership in Whangarei was awarded Mercedes-Benz Commercial dealer of the year for 2010.

"We know a lot about Vans which is why we can help our customers find the right vehicle to suit their needs!"

Mercedes Benz Vito

The Vito Van and Shuttle offer a stylish, driver-friendly ride with Mercedes-Benz renowned quality.

With its new streamlined exterior, the Mercedes Benz Vito range cuts a dynamic profile on the road. The interior is designed with smart use of space and driver-friendly ergonomics, and the Vito's standard safety features are second to none.



Vito Van

The Mercedes Benz Vito Van is designed to carry your tools of the trade and everyday cargo with ease. The Vito is a versatile and stylish panel van with a low ride height and load compartment of up to 6.49 cubic metres.

The wide sliding doors on both sides make for easy forklift access and the rear doors open right back for less hassle when loading or unloading from the rear.



Vito Shuttle

The Mercedes Benz Vito Shuttle is like travelling in business class, with superior comfort and more legroom and head height for up to nine passengers.

All 2011 Mercedes-Benz Vito Shuttles carry a 5 star ANCAP safety rating*, giving you the peace of mind that you are driving in New Zealand's safest van as well as the most stylish.

Drop into the Whangarei KAT branch or phone the team to find out which Mercedes-Benz van is right for you.

** Subject to individual vehicle specs*

PERFECT PARTS

One of the keys to providing excellent service is being able to source the best parts and the right parts – for all Keith Andrews Trucks' clients.

Being the agents for FUSO trucks, KAT carries a huge range of genuine FUSO parts, plus Mercedes-Benz and Freightliner truck parts as well as Alliance aftermarket parts and parts for Mitsubishi forklifts.

Northland Parts Manager Brad Drake says KAT also stocks a wide range of parts and accessories for all makes and models of vehicles and can source

just about anything they need for trucks, buses, vans, forklifts and light commercials.

"Any parts not in stock are just a phone call and an overnight delivery away, and our parts team works closely with the service team to ensure fast-turnaround for truck parts, to keep drivers on the road," says Brad.

The parts team combines specialist van and truck parts knowledge with a real commitment to service and customer satisfaction.

"At the end of the day finding the right part is pretty much about problem-solving. Locating original parts, or replacements that won't compromise performance, is a real challenge,

particularly when it comes to some of the older vehicles," he says.

Brad makes use of a wide range of sourcing options for both genuine and after-market parts to meet customers' needs and can also provide knowledgeable options for custom fit-outs and upgrades.

All parts supplied are backed by Keith Andrews Trucks' quality assurance and there's a full-time on-road parts rep to help keep customers happy – and of course KAT's Auckland branch provides the same great service.