

PAYLOAD

THE LATEST NEWS & OFFERS FROM KEITH ANDREWS

FEB - MAR 2021



CASCADIA HITS NZ

**FIRST COMMERCIALS BECOMES KEITH ANDREWS IN NAPIER &
PALMERSTON NORTH | BUILT-READY BENEFITS + MUCH MORE!**

KEITH ANDREWS



FREIGHTLINER

FUSO

FOREWORD

Happy New Year to you all!

We hope you had a great holiday and we're looking forward to supporting you and making a positive contribution to your endeavours in 2021! Once again, it's very much a year of rolling up the sleeves for the Keith Andrews team.

Over the past six months, we have grown significantly with new dealerships in Seaview and Porirua, and most recently Palmerston North and Napier. These were major changes for our business, so in 2021 our focus is committed to ensuring we provide the best possible support to all customers and continually improve to meet your needs – from the Far North to Cook Strait.

FROM AARON SMITH



For inspiration, we only need to refocus on our founder Keith Andrews' vision for the business. Keith instilled values of pride, urgency, teamwork, "owning it" and respect. He always asked our team members to "sit in our customer's seat". These classic Kiwi traits, shared throughout the industry, are those by which we stand to be measured in our commitment to you.

As with any year, 2021 will have its challenges. Please know that the Keith Andrews team will be there to support you when you need us. We look forward to travelling the road ahead with you.

**All the best, Aaron
Managing Director, Keith Andrews**

KEITH ANDREWS BEGINS OPERATIONS IN PALMERSTON NORTH AND NAPIER

Customer service remains front of focus for our growing network

Following the announcement that Keith Andrews had agreed to purchase First Commercials Limited, it is now confirmed that Palmerston North will operate as a sales, parts and service dealership for Mercedes-Benz trucks, FUSO trucks and buses, and Freightliner. Napier will continue operating as a sales, parts and service dealership for FUSO trucks and buses.

The unveiling of these two new Keith Andrews dealerships follows those in Seaview (Wellington) and

Porirua in late 2020, as the business consolidates on its appointment as the Mercedes-Benz and Freightliner dealer for the lower North Island.

Keith Andrews managing director Aaron Smith said: "First Commercials is a widely respected business in the lower North Island and we are looking forward to working with Ben Tacon [sales manager], Andrew John [operations manager] and the team to build on the strong relationships in the region.

"Keith Andrews has a long association with Daimler truck and light commercial vehicle brands, and with FUSO in particular. We are very proud of the opportunity to represent these highly respected marques across the North Island.

"We look forward to combining our skills and knowledge with those of the First Commercials team to support transport operators through Taranaki, Whanganui, Manawatu and Hawke's Bay, and the remainder of the lower North Island." ■

RANGER WRANGLERS

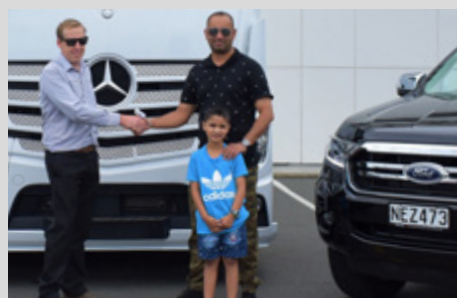
All 20 Ford Rangers have been rounded up and are being sent to a good home!

Our Ford Ranger promotion has ended and we're very pleased to be setting up customers with the 20 brand new Ford Rangers on loan for \$1 for a whole year. Of course, those customers will also be benefitting from putting a new Mercedes-Benz, Freightliner or FUSO Shogun truck to work in their businesses.

Our goal is always to ensure our customers get the right truck for the job. With an experienced sales team and the biggest truck range in New Zealand, representing the very best of Japanese, European and American safety and efficiency, we can provide the best solution for almost any application. ■



Hamish Cavanagh of HWCT Ltd, who bought a Freightliner Century Class CST112, receives his Ranger from driver trainer Herb Dalton



Neil Roycroft hands over a Ford Ranger to RS Brar Ltd's Rattan Brar, who bought a Mercedes-Benz Actros 2658

OUR NEW SEAVIEW CREW

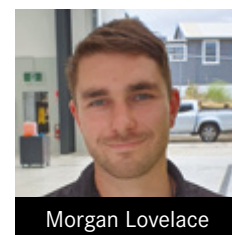


The Keith Andrews name is now above the door at Seaview, and the wider network support and ethos of the Keith Andrews family is in play. This vastly experienced team already shares our commitment to exceptional customer service, as instilled by founders Richard and Dianna Dalzell.

(l-r): Richmond Fleming, Clinton Rock, Sam Cooper, Richard Dalzell, Jonathon Buckley, Matthew Parsons, Greg Gouws, Gavin Taylor, Sam Chambers, Phil Norden. Not pictured: Dale Walker, Steve Moore, (Porirua), Hayden Flaws (Porirua). FUSO salesman Daniel Beavis (027 443 5895) also operates from the same site. ■

TECHNICAL MASTERS

Keith Andrews has some of the best techs across NZ and Australia. How do we know? Because we encourage them to put themselves to the test!



Our most recent high-flying tech is Morgan Lovelace, who works at our MB van dealership in Whangarei.

the top ten, Morgan says he just enjoys working in "a really supportive team – and with people I call my friends!"

Morgan placed in the top ten in both New Zealand and Australia – distinguishing himself ahead of a starting pack numbering in the hundreds.

Keith Andrews head of service and technical, Matt Gillatt, a previous MB Truck Tech of the Year winner, says all staff are encouraged to upskill and test themselves.

"I wasn't sure I would get through," says Morgan, "but the overall professionalism we apply in our day-to-day work really helped in my approach to the questions."

"The more they learn, the more opportunities they get," says Matt. "And only through continued training can we improve our service for our customers." ■

While he was pleased to reach

FOR THE RO



Through all conditions, it's those who stay ahead of the game that reap the rewards and do well in the New Zealand trucking industry.

So, for those who want to be ready and equipped to seize new opportunities, the all new Freightliner Cascadia has arrived. Built and tested to unprecedented standards, with new levels of safety, comfort and fuel efficiency, the Cascadia is ready and capable for what lies ahead.

DAIMLER

DAD AHEAD

THE ALL NEW CASCADIA



TO FIND OUT MORE PLEASE CONTACT YOUR LOCAL DEALER

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www.keithandrews.co.nz

Authorised South Island Dealers
CABLEPRICE LTD
Ph: 0800 555 456
www.cableprice.co.nz



DRIVER DRIVEN

FREIGHTLINER.CO.NZ

HOME SAFELY

For Carr & Haslam, Shogun's claim to be a lifesaver has been proven on the job, thanks to its class-leading advanced safety technology

The FUSO Shogun is the most advanced Japanese truck available in New Zealand. Its OM470 Detroit derived power plant and intuitive Shiftpilot transmission reduce fuel consumption and deliver Euro 6 emissions, while its interior cab comfort needs to be driven to be appreciated.

However, when it comes to technology advances, Carr and Haslam's Chris Carr knows first-hand that the most significant value lies in Shogun's lifesaving safety features.

"I'm pretty certain it's saved at least one life," he says.

His confidence stems from an incident that happened to one of his drivers, who was transporting bulk dangerous goods east along the southern end of Lake Taupo in a Shogun FV2546.

"In my view, as a transport company operator, we need to be doing everything we can to keep our guys and girls safe on the road and in the industry."

- Chris Carr

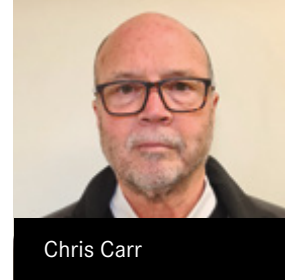
"As the driver ascended the hill on his way toward the Tokaanu Lookout, just out of Waihi, a car travelling west down the hill either misjudged the corner or its entry into a rest area on the northern side of the road," says Chris.

"As it sped across in front of the truck, the autonomous emergency braking activated, bringing the 25T Shogun to an almost instant stop. In doing so, the car's driver narrowly missed a very serious, if not a deadly, crash.

"The driver, who didn't even see the car coming, said the truck was only travelling about 50km/h and the car came out of his blind spot – there was nothing he could have done. Without the truck intervening, he was certain he would have hit the side of the car and that it would have been a pretty destructive collision.

"Additionally, in this situation, our vehicle was carrying dangerous goods, which could have added another layer of complexity and volatility to the situation," says Chris.

"In my experience, neither cars nor their occupants come off very well in car versus truck collisions, and even if they avoid physical injury, truck drivers often struggle with the ongoing psychological trauma following a crash and are more likely to leave the industry.



Chris Carr

"In my view, as a transport company operator, we need to be doing

everything we can to keep our guys and girls safe on the road and in the industry. I can understand the resistance to some of the additional cost of these technology advancements; however, it's situations like these that change the course of people's lives."

Chris also believes that the government should come on board and provide some form of incentive or offset to speed the uptake of both safety and emissions technology.

"New Zealand's best-selling truck brand still doesn't meet Euro 6 emission standards, or have advanced safety features in any of its models, where most others do, but other than a moral consideration, why else would an operator spend more? I think it's something that we also need to address as an industry.

"At the end of the day, if, as a sector, we don't keep moving forward and investing in both technology and the personnel to use it, in 15-20 years we're going to end up with a serious shortage of quality people, quality equipment and quality delivery processes." ■

LIFE SAVER

This is
Japan's
most
advanced
truck.



It's part of a commitment from FUSO to use innovative technologies to save lives and save money by avoiding or reducing the cost of accidents. These advanced safety features, based on world-class Daimler technology, really set Shogun apart.

— **Active Attention Assist**

This monitors a number of different inputs, including an infrared camera which monitors the driver's face and eye closure.

— **Active Emergency Braking**

Avoids or mitigates collisions with pedestrians and other vehicles by using a radar to monitor the road ahead.

— **Adaptive Cruise Control**

Automatically adjusts the vehicle's speed to maintain a safe distance to the vehicle in front.

— **Lane Departure Warning**

A camera detects lane markings and warns the driver when the vehicle moves out of its lane.

— **New 7" Touchscreen & Reversing Camera**

With Apple CarPlay and Android Audio. Gives handsfree talking and text to speech.

The new FUSO Shogun is a game-changer designed to get you home safely, night after night. Check it out at keithandrews.co.nz/fuso/range/shogun

SHOGUN

FUSO

We look after our own



NEW ZEALAND'S LARGEST RANGE

SHOGUN

The most advanced Japanese truck ever.

Armed with six active safety systems, superior comfort, and an all-new powertrain with Euro 6 emissions, this new generation heavyweight is head and shoulders above its predecessors – and the competition. All Shogun models come with Autonomous Emergency Braking and Electronic Stability Control as well as a 5-year/500,000km warranty.

KEY RANGE SPEC:


EURO 6 EFFICIENCY | 5-YEAR WARRANTY |
ANDROID AUTO & APPLE CAR PLAY.



SEE OUR
FULL
RANGE



android 

Apple CarPlay 

ANDROID AUTO AND APPLE CAR PLAY
STANDARD IN MOST FUSO TRUCKS.

SHOGUN SPECIAL!

JUST
\$199,900 + GST
+ ORC

ONLY 3
AT THIS
PRICE!*

VIEW ONLINE:
811490



460HP | EURO 6 | ACTIVE EMERGENCY BRAKING |
ELECTRONIC STABILITY CONTROL | JAKE BRAKE |
5YR / 500,000KM WARRANTY |
60,000KM SERVICE INTERVALS

5.99%
FINANCE
AVAILABLE

470HP TRUCK + TRAILER
\$299,900 + GST
+ ORC

VIEW ONLINE:
811495



6x4 TIPPER + TRAILER
HD FV2447

470HP | 12-SPD AMT | CWS STEEL TIPPER BODY |
4-AXLE TRAILER | **BONUS** Sunvisor, Stoneguard,
Seat covers, Headlight covers, Apple CarPlay head unit

Point your phone camera at QR codes to see listings. All prices correct at time of print and exclude GST & ORC unless otherwise stated. Prices may change without notice. * T&Cs apply. See website listing for details.



OF NEW COMMERCIAL VEHICLES

MULTIPLE MODELS TO CHOOSE FROM

**3-YEAR
100,000KM
WARRANTY**

**GOING FAST,
RESERVE
YOURS NOW!**



**CANTER 616 FROM
\$44,900 + GST + ORC**
OR \$31 / DAY*

4x2 CITY TIPPER

These popular 6T Canter Tipper trucks are ready for work in construction, landscaping, civil infrastructure and other applications. The only truck in its class with a limited slip diff as standard, you can choose between manual or highly efficient DUONIC AMT models, with or without advanced safety features, including Active Emergency Braking, Lane Departure Warning and Electronic Stability Control. A multi-media unit with Apple CarPlay or Android Auto and rear-mounted reversing camera can also be added.

** Price applies to manual model without advanced safety features.*



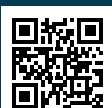
VIEW ONLINE

IN BUILD, READY FEB!

TOOLBOX TIPPER

CANTER 816

7.5T GVM | 5-SPD MANUAL |
ADVANCED SAFETY
FEATURES | 3 YEAR /
100,000KM WARRANTY |
30,000KM SERVICE
INTERVALS



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FLEXIBLE FREIGHT

PRE-REG ENDURO CURTAINSIDERS

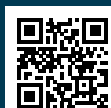


FROM
\$79,900 + GST + ORC

CURTAINSIDER

ENDURO FA917

HIGH-TORQUE ENGINE |
6-SPD MANUAL |
MULTI-LEAF SUSPENSION
WITH ANTI-ROLL BARS |
CHOOSE FROM 5 DIFFERENT
REAR FITOUT OPTIONS



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CUTTING A NEW PATH

When Matt Lusty was handed the keys to his new Freightliner Coronado 114 logger, complete with a Patchell body and 5-axle trailer, he also took control of his own destiny

Northland born and bred, Matt had worked in the forestry industry for the past 23 years. The past four often found him in a 40-tonne tree-felling machine, tethered to a bulldozer by two 22mm cables, 400 metres down a bank. It's not work for the faint-hearted and, while that wasn't Matt's motivation to buy his new steed, life is certainly a little less precarious.

"I grew up driving farm machinery and started in the bush when I was 17, but I always wanted to do something for myself," says Matt

from behind the wood and leather-bound steering wheel of his new office. "I'd looked at a couple of trucks and was pretty keen on a European one, but that fell through. Then, on the day I was going in to sign up for a different Keith Andrews truck, this one came up.

"I contract to Aztec Forestry Transport Developments and they heard about the truck and said I should have a look at it. I'm glad I did, I'm really happy with the way things turned out."

With a Detroit DD15 engine,

generating 560hp and 2,508Nm, coupled to an 18-speed Roadranger, the Coronado 114 has plenty of grunt for pulling out of steep skid sites and hauling a max 32,260kg payload to North Port.

"I'm pretty pleased with how it goes," he says. "It keeps up with most other trucks on the hills."

"It did take me a bit to get back to driving a Roadranger," says Matt. "It's just a matter of getting the hang of it again."

With 47,000km on the clock in five



“I get a lot of comments about how good it looks. I couldn’t be much happier really.”

- Matt Lusty



months, on tight, hilly, and often broken Northland roads, he’s giving it a good nudge.

Even with the variable terrain, the new Coronado 114 is currently achieving 59.4L/100km, which Matt expects will improve as the DD15 loosens up.

“I normally get two to three loads into the port each day and I’ll pick up a weekend load every now and again. Everybody seems to think I got it for a pretty good deal and my

accountant is pretty happy with how the numbers are stacking up.

“A few months back, I ran out of hours and a mate of mine, who’s been driving trucks for about 20 years, jumped in and drove it out for me. He really liked it, especially the layout for radios and scales.

“There’s not a heap of room in these day cabs, but the seat’s pretty comfortable and the visibility’s good. I also get a lot of comments about how good it looks. I couldn’t

be much happier really.

“The guys at Keith Andrews and at Daimler Financial Services were great to deal with, so now it’s just a matter of paying it off and seeing where we go next.” ■

CORONADO 114	8x4
GVM / GCM	31,560kg / 65,000kg
Power / Torque	418kW / 2,508Nm
Transmission	18-spd Manual
Wheelbase	6,850mm

DEAL OF THE CENTURY!



FREIGHTLINER®

\$93
PER DAY*

6x4 TRACTOR CENTURY CLASS

450HP |
18-SPD EATON ROADRANGER |
FULL TRACTOR SET-UP

\$179,900 + GST
+ ORC



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592051



IN BUILD, READY SOON!

6x4 TIPPER + TRAILER CORONADO 114

560HP | DETROIT DIESEL |
18-SPD MANUAL | JACOBS
ENGINE BRAKE | ALLOY
TIPPER BODY WITH 5 AXLE
TRAILER | 5 YEAR / 1 MILLION
KM ENGINE WARRANTY



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592032



VIEW ONLINE:
592036

6x4 TRACTOR + SLEEPER CAB CORONADO 114

560HP | DETROIT DIESEL | 18-SPD AMT | JACOBS ENGINE BRAKE |
SLEEPER CAB | ROOF KIT | ALLOY WHEELS



TIPPER + TRAILER IN BUILD, READY SOON!

6x4 TIPPER CENTURY CLASS

450HP | DETROIT DIESEL | 18-SPD AMT | JACOBS ENGINE BRAKE |
MERITOR FRONT & REAR AXLES | 5 YEAR / 1 MILLION KM ENGINE
WARRANTY | STEEL TIPPER BODY WITH DOUBLE SWING TAILDOOR

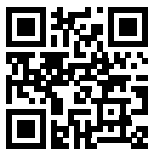
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* T&Cs apply. See website listing for details.

THEY'RE OLDIES BUT THEY'RE GOODIES



UNBELIEVABLE PRICES ON BRAND NEW OLD STOCK

Check out our full range of new Century
Class and Coronado clearance stock now!



INCLUDES:

**1 MILLION KM /
5-YEAR[†] ENGINE
WARRANTY***

[†] Whichever comes first.

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Terms and conditions apply. Contact Keith Andrews for more information.

KEITH ANDREWS

Your North Island Freightliner dealer

LAY OF THE LAND

Anyone who has lived and worked in a different country knows that it takes a while to learn the lay of the land

So, having arrived in New Zealand in 2003, South African-born Pienaar Piso took time to get to grips with his new environment. Seventeen years later, his Vision Complete Earthworks (VCE) team of 30 – which includes his two sons – operates more than 60 pieces of machinery, including a fleet of 21 Mercedes-Benz Axor, Arocs and Actros trucks.

“I came from earthmoving in South Africa,” says Pienaar, whose roles include company director and digger driver. “But I knew I couldn’t just turn up in New Zealand and successfully start a business – there was a lot to learn about how things were done here and it took four or five years before I bought my first truck and we got going.”

Something that Pienaar didn’t have to learn was a high regard for Mercedes-Benz trucks, which in

South Africa, he says, “are the most popular for two reasons: they are very reliable and they are cheap to maintain”.

“They might cost a bit more up front, but over their life that evens out – they just don’t wear out as quickly.”

Having built the VCE fleet up with second-hand trucks, in 2019 Pienaar added two new Arocs 2635K units. Both have now clocked 65,000km and Pienaar couldn’t be happier.

“The Arocs, and the Axor before it, are designed for off-road operation. They have excellent front and rear clearance, and cross locks and diff locks, which means they are very good on jobs that are a bit wet and slippery.”

Another thing about these new trucks, which is great for everyone, is the PowerShift 3 transmission –

effortless for drivers and easy on maintenance costs, because it all but eliminates wear and tear from gear changes.

“The drivers love the transmission,” says Pienaar. “It’s almost like Tiptronic, you push the lever forward to change up and back to change down, if it needs to it will drop two gears – it’s that smart. It also won’t let the driver make a gear change error. You can’t be rough with it; it won’t let you.”

Pienaar now has another two new Arocs 2646 tippers on order, which will feature Mercedes-Benz MirrorCam technology, a feature he says will instantly add value beyond the fuel-saving potential it is designed for.

“Access to many sections around New Zealand is getting tighter and we are finding more and more sites where our trucks don’t fit, just because of the mirrors. No mirrors will make a big difference purely from a practical point of view.”

Pienaar says that since its establishment in 2007 the company has gone from strength to strength, all the while building on its Mercedes-Benz fleet.

Based in Te Rapa, Hamilton, VCE is committed to providing high-quality services – “on time, on budget,



Pienaar Piso has built his fleet on Mercedes-Benz reliability and durability



Arocs 2635	6x4
GVM / GCM	26,000kg / 40,000kg
Power / Torque	260kW / 1,400Nm
Transmission	12-spd AMT
Wheelbase	3,700mm

“My father told me, if you ever buy something in life, make sure it’s something that others will want.”

– Pienaar Piso

at a high level of safety” – to the civil construction industry throughout the Waikato and surrounding region. Pienaar’s team has completed more than 12,000 projects since the company was started in 2007.

VCE has since expanded to meet a wide range of needs in the construction industry, including sewer services, storm line construction and repairs, roading, subdivisions, excavation and

earth moving, and much more.

“It was tough to break into the New Zealand market,” says Pienaar.

“People here are very loyal. We made a name for ourselves doing the jobs others don’t want to do to a high standard and for a fair price. I don’t have any desire to be the biggest contractor in town, but I do want to be the best.”

To achieve that goal, it helps to

have the best tools for the job, which is why Pienaar has stuck with Mercedes-Benz.

“My father told me, if you ever buy something in life, make sure it’s something that others will want. That way, if you get into trouble, it will have good second-hand value. With its proven quality and reliability, it was a no-brainer to build my business on the Mercedes-Benz brand.” ■

UNIVERSAL POWER TOOL

Robustness, reliability, and versatility have led Unimog to be described as the ‘universal power tool’ in the Mercedes-Benz range. This highly adaptable truck is available in a wide range of model variants with a broad scope of applications across numerous industries, including agriculture, forestry, construction, lines maintenance and other specialist services

As the only authorised Mercedes-Benz dealer for the North Island, Keith Andrews is your go-to for more information on this unique range.

“Unimog isn’t widely known in the New Zealand market, but it is very well-suited to our rugged conditions and can be configured for a variety of tasks in key industries, such as agriculture and forestry, as well as infrastructure maintenance and other specialist services,” says James Hudson-Owen, head of sales for Mercedes-Benz at Keith Andrews. “There are many options to choose from, so I would encourage people to give us a call to discuss how this truck could work for them.”

Making light work of hard jobs

Unimog is a particularly useful piece of kit if you’re working in hard-to-reach places. Permanent all-wheel drive and differential locks on both axles provide optimum traction across the U216-U530 range. Portal axles enable good ground clearance, while TireControl plus allows automatic adjustment of tyre pressure to suit varying terrain.

The U216-U530 range is built

around an extremely compact chassis with standardised internal and external interfaces for various attachments, powerful front (160kW) and rear (220kW) PTO shafts, a front mounting plate, and winch support. Load-sensing and VarioPower® power hydraulics and a removable multifunction joystick provide greater operational control.

Characterised by smooth running, a long service life and great efficiency, the fully synchronised electro-pneumatic transmission features eight forward and six reverse gears for excellent tractive power. Two drive programs enable full automatic or automated-manual operation.

Euro 6 four-cylinder and six-cylinder engine options are available, delivering up to 177hp (130kW) and 272hp (220kW) respectively, with impressive torque up to 1200Nm.

The U423 to U530 models offer optional rear-axle auxiliary steering, which reduces the turning circle by 20%. Four types of steering are available on these variants: normal, all-wheel, manual and offset track steering (or ‘crab steering’), which can help counteract downhill force

– only the rear wheels steer when reversing in this mode.

Off-road and beyond

When all-wheel drive vehicles reach their limits, it’s time to turn to the U4000-U5000 / U4023-U5023 ranges. With an array of attachment and mounting possibilities, these Unimog trucks are as highly adaptable as they are capable off-road.

At the core of this range’s all-terrain capabilities is a cranked frame construction with welded-in tubular cross members, which lowers the centre of gravity and, in conjunction with portal axles, maximises ground clearance. A special torque tube design facilitates extreme spring travel and diagonal axle articulations up to 30°, with the propeller shaft of the torque tube enclosed to protect it from dirt and damage.

As the frame is completely welded, it has great torsional resistance (up to 600mm diagonally). The low centre of gravity and extreme torsional flexibility provide additional safety on steep uphill and tilting angles, while stabiliser bars at the front and rear provide exceptional cornering stability and driving safety. Furthermore, asymmetrical



arrangement of the axle differentials makes it easier to override obstacles.

A compressed-air, dual-circuit disc braking system brings Unimog to a safe stop, even on long hills and with heavy loads.

The U4000-U5000 series features a Euro 5 engine, delivering up to 177hp (130kW) with peak torque of 810Nm. The U4023-U5023 series is available with a Euro 6 engine, with up to 230hp (170kW) and peak torque of 900Nm. ■



BUILT-READY FOR ANYTHING

Keith Andrews has a huge range of Built-Ready trucks on standby to start delivering to your bottom line right off the forecourt. From tippers, trailers, curtainsiders, loggers, box bodies, flat decks and other specialist applications, we've got you covered!

We understand that circumstances can change quickly in business, and the ability to adapt swiftly feeds success. Whether you have new contracts that require urgent fulfillment, or a sudden need to replace a vehicle in your fleet, the Keith Andrews Built-Ready range is waiting to get straight to work for your business.

We remove the hassle of having to deal with spec details, technical drawings and what can be a long wait for your finished truck. We work with respected and reliable local body builders to provide high-demand spec builds that are ready to go when you need them.

"I'm really happy with it. Being able to get a truck that we could put straight to work has been huge for our business."

- Glen Pyle
Action Bobcats



Mercedes-Benz Arocs 2635 6x4 – straight to work for Action Bobcats

Action Bobcats

Faced with a rapidly increasing workload, Glen Pyle of Waikato-based Action Bobcats needed to get a truck to work straight-away to avoid losing jobs and letting his customers down.

"It all piled up pretty quickly – more than we could handle – so I needed a solution fast," says Glen. "I've waited up to four and a half months in the past for a truck to come out of the bodybuilders – that was simply not an option this time."

With pressure mounting, Glen turned to Keith Andrews for a Built-Ready option.

"I hadn't dealt with Keith Andrews before. They were quick to respond to my enquiry and someone came in person to talk through our options. A Mercedes-Benz Arocs was available with a steel tipper that fitted the bill, so we went for it," says Glen.

The 6x4 Arocs 2635 was built ready with a 5m steel bathtub body, featuring a dual swing tailgate, full cab headboard, trailing chains and shovel rack.

"It's my first Merc and probably the best truck I've ever had," says Glen. "I'm really happy with it. Being able to get a truck that we could put straight to work has been huge for our business."

>> Continued on page 20

BUILT READY

BY KEITH ANDREWS

50+ TRUCKS IN THE PROGRAMME!



**KEITH ANDREWS OFFERS YOU
NZ'S BIGGEST RANGE
OF NEW BUILT-READY TRUCKS**

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FREIGHTLINER

FUSO

BUILT-READY FOR ANYTHING

CONTINUED

Charleton Plumbing and Drainage

Charleton Plumbing and Drainage has a full-on workload in and around the Auckland region, and owner Pete Charleton has very little time to spend worrying about truck spec details and bodybuilder schedules.



FUSO Canter Toolbox Tipper

When it came to buying a new truck for the business, his partner Liz suggested he contact Keith Andrews.

“I’d been in a bigger Japanese truck for a while and really wanted to downsize to something more suited to the work we’re currently doing,” says Pete. “I would probably have just gone back to the dealer I bought my last truck from, but Liz had seen the pricing and options available from Keith Andrews, so I got in touch with them.”

Pete drove away with an eight-tonne FUSO Canter Tipper, fitted with a roller-door toolbox behind the cab.

“Keith Andrews have been great to deal with,” says Pete.

“Being able to see the truck with

a pre-built body means you know exactly what you are getting. I like that. You can never tell really from technical drawings how a build will turn out. With Keith Andrews, I could see exactly what I was paying for.”

Ellwood Transport

With a new Mainfreight contract to fulfill and his other three trucks busy elsewhere, Jeremy Elliot of Ellwood Transport got in touch with Keith Andrews for a quick solution.

“It was just before Christmas, the end-of-year rush was on and I couldn’t source a lease vehicle anywhere,” says Jeremy.

“Being able to purchase a truck from Keith Andrews that was ready-to-go was a huge advantage for us.”

That truck was a Mercedes-Benz Actros 2635 with an 8.5m curtainsider built and fitted by



Ellwood Transport’s Mercedes-Benz Actros 2635 Curtainsider

“The best thing of all is that we could put it straight to work and get about our business with no hassle.”

– Jeremy Elliot
Ellwood Transport

Elite Truck Specialist, complete with a 2,000kg tail lift.

“I’m very impressed with it. It has a lot of advantages over other trucks in the market and has been a great addition to the fleet. The best thing of all is that we could put it straight to work and get about our business with no hassle.” ■

6x2 Curtainsider



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SPRINTER STAYS MILES AHEAD

Made in Germany, built for New Zealand – for 25 years, the Mercedes-Benz Sprinter has been helping Kiwi businesses get a step ahead, introducing an array of technological advances into the van market, including class-leading safety, comfort and customisation

Sprinter was launched in 1995. An evolution of the much-loved Mercedes T1 van, Sprinter carried forward the best bits of its predecessor – quality, reliability and economy – with a progressive design focused on innovation and driver comfort.

Setting new standards in safety, ergonomics, efficiency and comfort became the Sprinter's standard mode of operation. From being the first-ever van to feature ABS at its launch, to the first with Electronic Stability Program (ESP®) in 2002, to offering extensive customisation by 2006, and pioneering Automatic Crosswind Assist in 2013, each generation of Sprinter has been ahead of the game.

In 2013, the Sprinter became the first van ever to pass the toughest European emissions standards and, in 2019, the first 100% electric eSprinter was launched in Europe.

Looking to the needs of tomorrow is part of the Sprinter DNA. On the road in more than 130 countries, Sprinter can be configured in multiple ways to suit a huge range of businesses. After 25 years, Sprinter still sets the bar in safety, efficiency, space and comfort. Here's to the next 25 years of (over) delivering!

Sprinter sales and service at Keith Andrews

Keith Andrews is the authorised

Mercedes-Benz vans dealer for Whangarei and Auckland (south of the Harbour Bridge). With more than 1,000 possible configurations to choose from, our team can help you customise the highly adaptable Sprinter to match the unique needs of your business. From panel vans to minibuses to cab chassis options, Sprinter is proven across a range of industries.

"After 25 years, Sprinter still sets the bar in safety, efficiency, space and comfort."

Safety and connectivity on every journey

Safety technology such as Active Brake Assist and Blind Spot Assist means you and other road-users are better protected from the chance of

a collision, when you're behind the wheel of a Sprinter.

This is also a work vehicle with the kind of high-end comfort and connectivity you'd expect to find in a car, including MBUX (Mercedes-Benz User Experience) – the integrated multimedia unit seen in the new Mercedes-Benz A-Class.

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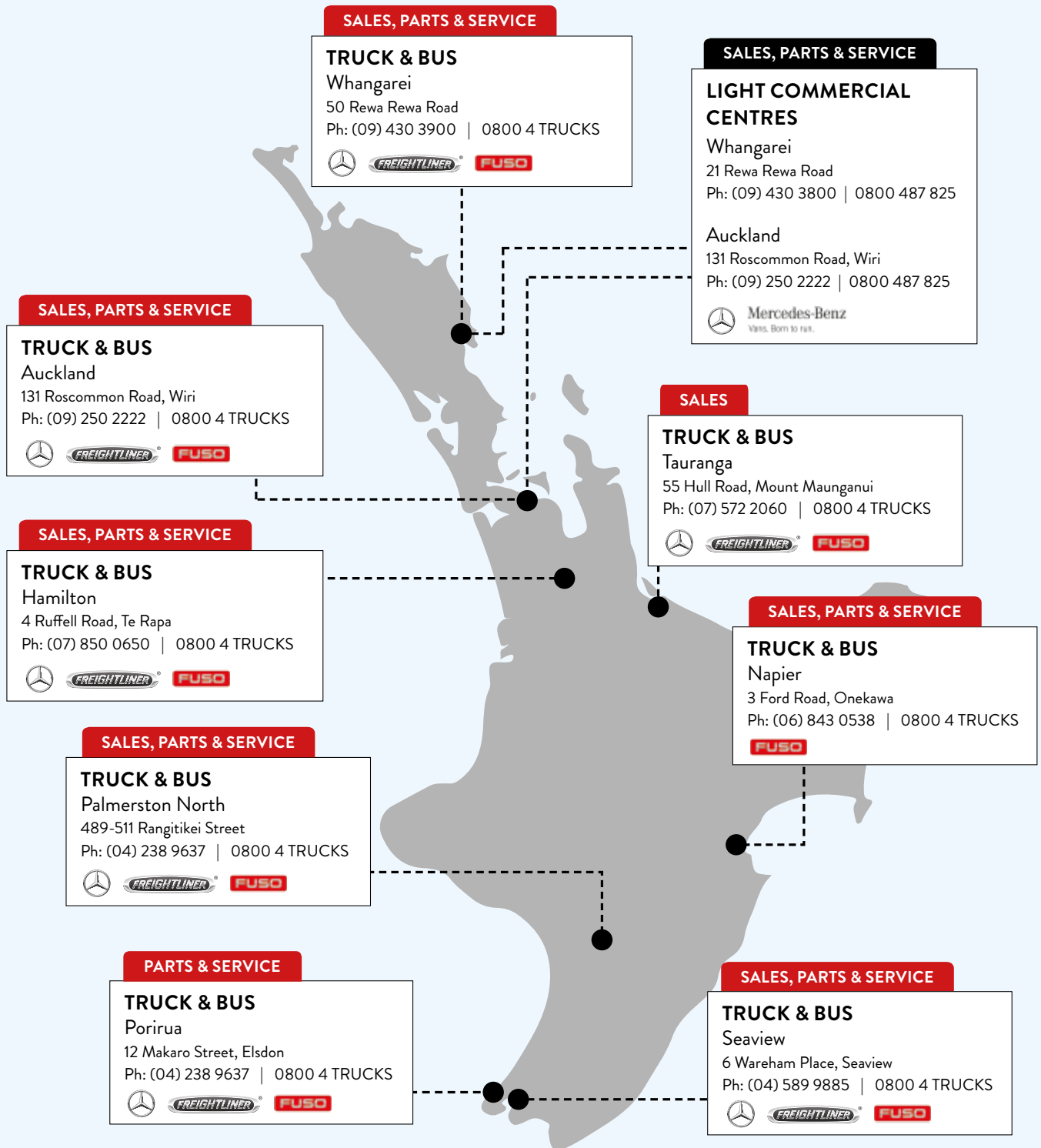
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