

TRUCK FORCE

The Newsletter of Melbourne Isuzu Dealers and Patterson Cheney / Westar Truck Centres

Volume 2 Issue 7 – October 2010



NEW TRUCK CENTRE TO RETAIL ISUZU, WESTERN STAR, MAN AND ISUZU D-MAX IN ONE CENTRAL LOCATION!

IN KEEPING WITH THE COMMITMENT Patterson Cheney has to the commercial vehicle market, work has commenced on a new custom designed truck facility at the rear of the existing Patterson Cheney Isuzu outlet located at 200 Cheltenham Road, Dandenong.

The new building is a further development of the existing 12.5 acre Dandenong Dealership site, on land that had previously been used as a truck storage yard. This new building, accessed via Kirkham Road West, will allow us to further expand our sales and service facilities.

This enables us to retail all our truck and ute brands in one central location, ensuring maximum customer choice and convenience.

The new building will provide a total of 28 service bays fitted with the latest diagnostic and service equipment. A dedicated pre-delivery area will be included as part of the development in addition to a new parts warehouse which allows us to greatly increase our parts display area.

Work is progressing well and at this stage it is anticipated that the new Truck Centre building will be up and running early in 2011.

Isuzu NewsPage 2
With over 40 models to choose from, there's an F-Series to suit just about any application

Isuzu Customer Experiences.....Page 3
Mt Martha CFA 'Lighting Salvage' Isuzu provides vital front line support

MAN/Western Star News.....Page 4
Western Star 2011 range to be updated to comply with ADR 80/03 (Euro V) emissions standards.

Western Star Customer Experiences.....Page 5
Western Stars an important part of the mix for Dandy Premix

Isuzu D-MaxPage 6
Executive driven D-Max utes available for sale

Isuzu Truck/D-Max Specials.....Page 7

Patterson Cheney/Westar News.....Page 8



WITH OVER 40 MODELS TO CHOOSE FROM THERE'S AN F-SERIES TO SUIT JUST ABOUT ANY APPLICATION.



WHEN IT COMES TO PROVIDING OPERATORS with an extensive range of medium duty trucks nothing comes close to the Isuzu F-Series range. With over 40 models in the line up the choice has never been bigger.

Chose from medium and long wheel bases, standard or crew cabs, 4x2 or 4x4 models, and ready-to-work factory tippers – there's even a choice of Compressed Natural Gas (CNG) models.

There are five engines ranging from 205hp to 296hp to choose from including seven models with Automated Manual Transmission (AMT). Isuzu's AMT is one of the most driver friendly transmissions available – whether you drive it in auto or manual mode, it works like a manual and delivers a manual's performance, fuel economy and durability.

Most models come with an extensive array of advanced technology features including driver airbag with seatbelt pre tensioner, Anti-Lock Braking system (ABS), Anti Skid Regulator (ASR) and Hill Start Aid (HSA). Plus an advanced emissions control system comprising a two-stage electronically controlled cooled EGR unit with exhaust Diesel Particulate Diffuser (DPD).

Driver comfort is looked after with an ISRI 6860 seat whilst central locking with keyless entry, electric windows, air conditioning and a radio/CD player makes for a truck that's a pleasure to live with day in, day out.

Check out the full Isuzu F-Series range at your nearest Melbourne Isuzu Dealer today.

EASY FINANCE

BUY AN ISUZU WITH NO FINANCIALS

Buying an Isuzu has never been so easy!

Conditions

- ✓ 3 years industry experience
- ✓ Home owner
- ✓ Clear CRAA
- ✓ Good credit history
- ✓ Maximum term 60/30%



TALK TO YOUR MELBOURNE ISUZU FINANCE MANAGER TODAY

www.nationwidefinance.net.au

DANDENONG 200 Cheltenham Rd | Con Nitsikas 0409 799 948
 DERRIMUT 1 Australis Drive, Derrimut | Sam Mangano 0412 067 683 |
 Peter Nunn 0402 432 958

MT MARTHA CFA 'LIGHTING SALVAGE' ISUZU PROVIDES VITAL FRONT LINE SUPPORT

AS PART OF A NEW CFA initiative to provide vital front line support to fire fighting crews, Mt Martha CFA has recently taken delivery of an Isuzu FRR 600 Crew cab truck.

This special 'Lighting Salvage' unit is one of just a handful of trucks operating in Victoria whose primary role is to set up a staging area ahead of the main fire fighting trucks arriving on scene.

The unit carries a wealth of staging area equipment to provide support to the main fire fighting force including portable generators, lighting tripods, various salvage tools, hand tools, chainsaws, ladders, radios, phone and fax equipment.

The unit is fitted with a PTO to support the on-board 13.5 KVA Generator.

Mt Martha CFA project co-ordinator and volunteer fire fighter Mick Carroll, along with fellow committee members Ian, Peter and Brian were all intimately involved with the selection and fit out of the new truck. Mick's no stranger to the new generation Isuzus – the NPR 400 Medium he uses in his Injection Moulding



business has provided trouble free running over the past two years.

"We'd also had a great run with the brigade's previous Isuzu FRR 550 Dual cab so it was natural to select a new generation Isuzu for this vital role," Mick said.

A huge amount of planning went into this new purchase and Mick praises the support he received from Patterson Cheney. "The staff at Patterson Cheney Dandenong were so helpful over the 18 month project with test drives of various models, quoting and re-quoting, as well as ensuring OH&S requirements for emergency vehicles were adhered to," Mick added.

"Sales consultant Jason Cugley even gave up some of his evenings to come and sit in on the brigade's truck committee meetings to advise us on all the features of the new model and work through the paperwork together. He also attended meetings with the body builder Actco Pickering to assist with changeover issues," Mick went on to say.

Mick can't speak highly enough of the new Isuzu. "Isuzu have come up trumps with the new FRR 600 Dual cab model – she really is the pride of the fleet. Driving the truck is a delight – the air assisted driver's seat provides armchair-like comfort, so you have to be quick to get a drive on turnouts!" Mick said.

Environmental considerations are high on the CFA wish list and the fact that the Isuzu engine with its Diesel Particulate Diffuser (DPD) is one of the the cleanest of any Japanese truck is yet another bonus.

Mick also acknowledges the support that the community of Mount Martha and the Southern Mornington Peninsula have generously given to the brigade to help with the purchase of the vehicle.

WESTERN STAR 2011 RANGE TO BE UPDATED TO COMPLY WITH ADR 80/03 (EURO V) EMISSIONS STANDARDS.



EFFECTIVE FROM 1 JANUARY 2011, the federal government's ADR 80/03 legislation will require all new vehicles released after that date on Australian roads with a Gross Vehicle Mass (GVM) of more than 3.5 tonnes to adhere to the new round of emissions standards that were initially introduced in January this year for all new model releases.

The Australian Design Rule 80 (ADR 80/03) is designed to reduce vehicle exhaust air pollution, further minimising the maximum allowable output of Nitrogen Oxide (NOx) and Particulate Matter (PM) from truck engines.

As Australia is essentially an importer of engine technology from Europe, North America and Japan, the ADR 80/03 emissions requirements have been framed

to bring the local standards closer to the vehicle exhaust requirements of the various engine export regions.

Currently, there are three international standards that comply with the ADR 80/03 legislation. For diesel, LPG and natural gas-powered engines, measurements in exhaust output are benchmarked by Euro V, which allows the engine to emit from the exhaust no more than 0.030 grams per kilowatt hour (g/kWh) of PM and 2.0 g/kWh of NOx.

Western Star will meet the ADR 80/03 standards by the installation of a Diesel Particulate Filter (DPF) which will significantly reduce the amount of particulate matter and allow the entire Western Star truck range to comfortably comply with ADR 80/03.

Beat the cost and emissions changes! – Plenty of Euro IV models still available. Call to secure your new truck!

NATURALLY the additional technology required to meet the new emissions standards will result in increased prices as of Jan 1, 2011.

The good news however is that we still have large stocks of current Euro IV models including Fleet Spec, B-Double and long bonnet models to suit all applications.

**In House
FINANCE**

IN HOUSE FINANCE. TAILOR-MADE FOR WESTERN STAR & MAN OWNERS

Patterson Cheney/Westar Truck Centres can provide you with an ultra-competitive and flexible finance package for your new truck. With over 15 banks and finance companies offering exclusive deals to Western Star and MAN customers, you can be confident that you'll get a finance package that's just right for your business.

www.nationwidefinance.net.au

DANDENONG 200 Cheltenham Rd | Con Nitsikas 0409 799 948
DERRIMUT 1 Australis Drive, Derrimut | Sam Mangano 0412 067 683 |
Peter Nunn 0402 432 958

WESTERN STAR CUSTOMER EXPERIENCES



WESTERN STARS AN IMPORTANT PART OF THE MIX AT **Dandy** PRE MIX

DANDY PREMIX (CONCRETE AND QUARRIES), based in the south eastern suburbs of Melbourne, commenced operations with a single truck in 1984 and since then has grown to be a significant player in the Melbourne pre-mixed concrete industry. In the process of operating their Yarra Valley Quarries hard rock quarry and four concrete batch plants at Dandenong, Cranbourne, Pakenham and Tyabb, Dandy Premix operate and maintain a large truck fleet and employ over 140 permanent staff.

The business is family owned with Managing Director Mark Cranny, supported by fellow Director and wife Tracey. Both have been fully immersed in the running of the business since its inception.

Dandy Premix Concrete Pty Ltd supplies concrete to the domestic and commercial sectors, with deliveries ranging from factory and construction sites, through house slabs and driveways to DIY home handymen. They are also involved with the decorative concrete market which is currently establishing itself as a valuable sales segment.

The Dandy Premix fleet of trucks has grown to over 110 units in a variety of configurations including Western Stars for heavy haulage duties and Isuzu's for concrete agitator applications.

Mark purchased his first Western Star back in 1997 and now operates a total of 15 units. "Suffice to say we're happy with the Western Stars or we wouldn't keep buying them. I believe value for money and reliability are two of the key attributes of the brand and importantly, our drivers also like them," Mark said.

Having recently taken delivery of two new Western Star FS2s to operate under the National Performance Based Standards (PBS) – 'SMART' truck scheme, Dandy Premix now operates a total of 13 Western Star FS2s. The two PBS approved vehicles operate as tipper and quad dog combinations, with 57.5 tonne GCM's and are used primarily for the transport of sand and aggregate products for concrete production.

Eleven other Western Stars (nine FS2s) operate in similar truck and dog combinations with a further two Western Star FS2s being configured as prime movers for hauling bulk cement tankers.

All of the Western Stars are fitted with Detroit engines. "Personally, I'm a big believer in the American built product and a long term fan of the Detroit engine package, so we'll definitely be considering Western Stars again in the future. The service and back up support from both Detroit and Western Star continues to be excellent" Mark commented.

Mark also praises the service and back up he receives from the Patterson Cheney Truck Centre. **"The Patterson Cheney team's communication and record of product support is consistently good and another key contributor as to why we've stayed with the Western Star product."**

Mark concluded by adding "The combined Western Star and Detroit engine package coupled with their support services and that of Patterson Cheney has become our heavy vehicle purchase benchmark."

EXECUTIVE DRIVEN D-MAX UTES - AVAILABLE FOR SALE -



AS THE NATION'S NO 1 ISUZU D-MAX DEALER we always have an extensive range of executive driven D-Max Utes available for immediate delivery.

We've got a huge range of different models, manual and autos plus a wide selection of colours to choose from – all at thousands below new Ute prices.

Work or Play – Isuzu D-MAX is the ideal choice. Versatile, comfortable, powerful yet economical, coupled with an outstanding towing capacity.

With an extensive choice of 4x2 and 4x4 models available with auto and manual transmission plus a heap of standard features it's no wonder D-Max has got everyone talking.

And it's not just us that think D-max is a ripper – both Delivery and Australian 4WD magazines think so too, by awarding D-Max Ute of the Year.

For more information, or to book a test drive contact your nearest Isuzu D-MAX Dealer.

KEY FEATURES

- Choice of 4x2 and 4x4 models available with Automatic and Manual transmission
- Powerful yet economical Euro 4 compliant 3-litre turbo diesel engine
- Air conditioning, power steering, ABS, dual airbags, EBD (electronic brakeforce distribution) and LSD (limited slip diff) standard across all models*
- Towing capacity 2,500kg 4x2 models – 3,000kg 4x4 models
- 8 cross member chassis
- 5 colour choices
- Balance of 3yr/100,000k warranty
- Balance of 3yr 24hr roadside assist

* except EX 4x4 single cab/chassis

BIG SAVINGS OFF NEW VEHICLE PRICES!



ISUZU D-MAX

GREAT DEALS

**ON THESE
READY-TO-WORK
ISUZU
TRUCKS!**

NPR 200
Traypack Medium

Just
\$51,990
DRIVE AWAY!



NLR 200
Tipper

Just
\$46,860
DRIVE AWAY!



NLR 200
Short Traypack

Just
\$41,950
DRIVE AWAY!



NLR 200
Short Van

Just
\$54,990
DRIVE AWAY!



**HURRY - PRICES VALID ONLY UNTIL
31ST OCTOBER 2010!**

**ISUZU
TRUCKS**

LMCT 578. WHILST STOCKS LAST. PHOTOS FOR ILLUSTRATIVE PURPOSES ONLY.

**DRIVE AWAY DEALS ON
AWARD WINNING D-MAX**

HURRY - STOCKS ARE LIMITED!



◀ **4x4 SPACE CAB SX WITH TRAY - MANUAL**

JUST **\$35,950** DRIVE AWAY

Stock No: 00208023



◀ **4x4 CREW UTE SX - AUTO**

JUST **\$34,950** DRIVE AWAY

Stock No: 00117400

▶ **4x4 HI-RIDE CREW UTE LS-U - AUTO**

JUST **\$39,950** DRIVE AWAY

Stock No: 00062460



▶ **4x2 CREW UTE SX - MANUAL**

JUST **\$28,950** DRIVE AWAY

Stock No: 00116861



◀ **4x4 CREW CAB SX WITH TRAY - MANUAL**

JUST **\$36,950** DRIVE AWAY

Stock No: 00062653



◀ **4x2 SINGLE CAB WITH TRAY - MANUAL**

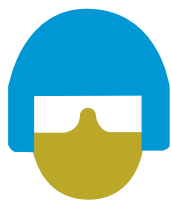
JUST **\$24,950** DRIVE AWAY

Stock No: 00116820

**ISUZU
UTE**

**ISUZU
D-MAX**

LMCT 578. WHILST STOCKS LAST. PHOTOS FOR ILLUSTRATIVE PURPOSES ONLY.



Patterson Cheney GROUP



OUR TRUCK CUSTOMERS are familiar with the Isuzu, Western Star and MAN brands. But what many people don't realise is just how many other leading automotive brands fall under the Patterson Cheney umbrella.

In addition to the aforementioned truck brands, today you can look to Patterson Cheney for Honda, Holden, Toyota cars and recreational vehicles, Mercedes-Benz Passenger Cars and Vans, Isuzu D-MAX, Honda motorcycles, as well as

Honda lawn, garden and power equipment products.

And there are a couple of very good reasons why it's worth talking to us if you're in the market for any of the above brands.

Firstly, because our buying power is so big, we can pass the savings on to you as well as offering you a great range of competitive finance packages.

Secondly, you'll experience the same great service that you've come to expect from any of our 'other' Dealerships – we didn't get

this big without looking after our customers, no matter if they're buying new, used, parts, service or finance.

All our staff have an absolute commitment to customer satisfaction – they know what they're talking about, so you can rely on their advice.

So if you're in the market for one of the brands above, your first stop should be to talk to your existing truck sales consultant who will point you in the right direction.



Our buying power is so big, we can pass the savings on to you"

STOP PRESS

Fleet/Government department boosted with new appointment

WESTAR TRUCK CENTRE'S Fleet and Government department has been boosted with the appointment of Luke Dymott to the position of Fleet/Government Isuzu Sales Consultant.

The department caters to the specific needs of Fleet and Government Isuzu buyers and is dedicated to providing the highest levels of customer service.

Luke Dymott is highly experienced with the Isuzu product range having been a sales consultant at Westar for the past three years.



Luke Dymott

MELBOURNE ISUZU DEALERS

Dandenong

200 Cheltenham Road

Derrimut

1 Australis Drive, Derrimut, Vic 3030

Tel: 1800 013 200

WESTERN STAR/MAN DEALERS

Dandenong

203 – 207 Frankston Dandenong Road

Tel: 9703 3333

Derrimut

1 Australis Drive, Derrimut, Vic 3030

Tel: 9394 0000

ISUZU D-MAX DEALERS

Bayswater

292 Canterbury Road

Tel: 9729 0022

Dandenong

203 – 207 Frankston Dandenong Road

Tel: 9703 3333

200 Cheltenham Road

Tel: 9215 2300

Disclaimer: All material in this Newsletter is copyright and may not be produced in any format without the written permission of the author. No responsibility is accepted for unsolicited manuscripts, photographs or transparencies. All statements made, although based on information believed to be reliable and accurate cannot be guaranteed and no fault or liability can be accepted for error or omission. Articles in this Newsletter are published as a service to Isuzu, WesternStar, MAN and Isuzu D-Max owners and should not be substituted for specific advice.