

Change for the better

Decisions, decisions... Should you throw money at your good, old, reliable truck? Or spend your cash on a brand spanking new one? Owner-driver Lloyd Hutchings says he 'had a really good run' with his ten-year-old truck. But as it passed the two-million-kilometre mark, he knew it would need a cash injection to keep it in good shape. "It had low repayments but it needed some work," he says. "My other option was buying a new truck with higher monthly repayments, but with low maintenance costs."

Lloyd looked no further than his UHF radio for advice. "I talked to the guys up and down the highway and received nothing but good reports about the MAN truck so I thought I'd look into it," he says. Lloyd contacted AV Truck Services, the WA-based dealership specialising in MAN trucks. "The sales staff and service personal were great. It's a smaller company than I am used to, but they go out of their way to look after you," he says. "Really, all I needed was a truck that could handle about 75 tonne."

But since his purchase a few months ago, the features of his new MAN, including the latest generation automated constant-mesh gearbox, the TipMatic, have pleasantly surprised Lloyd. "With MAN TipMatic, shifting and clutching are electro-pneumatic, there is no clutch pedal," AV Trucks MAN product manager Peter Tuohy explains.

"After driving with a manual gear box for ten years, my MAN is nice and easy to drive. You put it in drive and forget about it," Lloyd says. "Plus it's great on fuel." Someone like Lloyd, who drives 20,000 kilometres a month, would know a bit about fuel economy.

Advances

Lloyd drove trucks for ten years before starting his own business three years ago. He's a subcontractor for Brambles Industrial Services and usually drives for Coles, delivering refrigerated and dry goods to Kalgoorlie, Geraldton and Albany. He drives a B-double ("my prime mover, their trailer").

One benefit of upgrading your truck of course is getting to play with all those new gadgets your last truck didn't have. With rapid technological advances, hopping into a new truck can be a bit of a culture shock. "Oh, the features in the cabin...mate," Lloyd laughs, a little lost for words. The MAN has multi-function steering wheel with buttons for the cruise control and



on-board computer for checking engine oil level, disc brake pad wear and all trip and fuel data.

Although Lloyd found the latest in-built features a little daunting at first, he readily admits that technological advances make the driving easier and less stressful. ●

Understanding the needs of drivers & operators



Reliability and know how are the key drivers at AV Truck Services, a wholly-owned West Australian company with 25 years experience in the trucking industry.

State distributors for MAN, UD Nissan and Western Star Trucks including parts, service and fabrication shop.

The company's success is based on understanding the needs of drivers and operators.

Staff at AV Truck Services have a comprehensive knowledge of the products and with the company's stable workforce, customers know they will get informative and consistent advice, service and support from our 24/7 service and parts team.



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