

MAN | WESTERN STAR CUSTOMER EXPERIENCES

NEW MANs A BIG HIT WITH MAXWELL TRANSPORT DRIVERS



MAXWELL TRANSPORT WAS established 10 years ago, commencing operations with just one truck and two trailers. During the interim period the business has achieved considerable growth.

The company is involved with the transport of palletised general freight depot to depot across Victoria. To assist in the future growth plans the company

recently went through the process of selecting a number of new prime movers.

According to Maxwell's General Manager, Jason Barnes, the road to selecting the MAN was a little by default. After going through the process of evaluating a number of brands, Jason ended up looking at Western Stars at Patterson Cheney Truck Centre in Dandenong

– although he quickly came to the conclusion that a bonneted truck would not suit his requirements.

However, serendipity intervened. An MAN TGS 480 demo unit caught Jason's eye and happened to be available for an immediate evaluation. Jason took the opportunity to put the MAN to work in the fleet – and it quickly became obvious that this was the truck for Maxwell.

"The reports we got back from the drivers pretty much sold the truck", Jason said.

"The comfort and quietness of the cab, the performance and the way it drove was so superior to what we had previously test driven. In particular the automatic transmission was a revelation – it was so good to use and just so intuitive," Jason added.

Another important purchase consideration from Jason's

perspective included the fact that SCR did not have to be used, along with driver acceptance being so high.

Jason speaks highly of his purchase experience at Patterson Cheney. "The guys really knew the product well and their response times were great. They bent over backwards for us – nothing was too hard," Jason went onto say.

The final order comprised 3 TGS and 2 TGX 480 models, which were delivered at the start of February. Since then the MANs have performed faultlessly and importantly, the fuel efficiency targets are far exceeding expectations.

"In fact, our drivers are so happy with the MANs that they're waiting for us to order more," laughs Jason. Given Maxwell Transport's continued success and expected expansion, they may not have to wait too long!



Patterson Cheney's Mark Englezos with Jason Barnes, General Manager of Maxwell.