

Metropolitan Express awarded Iplex contract

After winning a transport tender for Iplex Pipelines, Metropolitan Express Construction Division recently ordered 12 new Isuzus from Patterson Cheney Isuzu, comprising 3 Giga and 9 F Series models.

The new contract is particularly satisfying for Sam Pantou, Director of Metropolitan Express, as the company was not initially invited to participate in the Tender process. Sam managed to convince Iplex Regional Distribution Manager for Vic/Tas, Robert Johns, to give them a few extra days to submit their proposal. Sam's persistence eventually paid off, as within a few weeks, the company was invited to present a formal presentation of their proposal, and the rest is history.

Under the terms of the contract, Metro Express supply and maintain the trucks and supply fully trained and experienced drivers.

Sam Pantou, believes that they were successful with the tender due to their proven experience and success in this field and their ongoing commitment to safety and innovation.

"We believe innovation is very important in this industry. An example of this is the custom built crane that fits on the back

of all these trucks, allowing for greater versatility and increased efficiencies.

"Each Hiab crane is completely remote controlled, which ties in with our strong stance on safety - throughout our entire fleet, anything we have fitted to the trucks will be remote controlled.

"Not only does the crane have a longer reach and large carrying capacity but further efficiencies are gained through the additional 4.2 metre extension, enabling reduced fuel costs by maximising deliveries."

In operation since 1986, the privately-owned company was founded by Tony Van Keulen, who was later joined by equal business partner, Sam Pantou; together they have taken on the multinationals to become a strong force in the metropolitan transport world.

Mr Pantou says the latest New Gen Isuzu trucks

stringent ADR80/03 exhaust emissions compliance was an important factor in the purchase process. It also goes a long way in demonstrating Metropolitan Express' commitment to the environment.

"We are extremely mindful of what our customers are saying and the environmental issue is definitely a big concern. The new Isuzu models are very advanced in this respect; they actually comply with emissions regulations that don't come into force until 2011," he said.

Supporting the business' growing needs is Patterson Cheney Isuzu, who has been supplying Metropolitan Express

with its transport requirements since the early 1990s.

"We have a very strong partnership with Patterson Cheney that has been going on for several years now," Mr Pantou said.

"Paul Leggerini and the team at Dandenong have been very supportive over the years, and we were very impressed with their recent co-ordination and assistance in the arrangements for delivery of all 11 trucks to Iplex over a very tight timeframe.

"We've always had great service from Patterson Cheney and when combined with the great resale value that our Isuzus achieve, it was an easy decision to go with Isuzu again."



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