



# Export case study

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PT United Tractors  
Pandu Engineering

Steel. Aluminium.  
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# PT United Tractors Pandu Engineering: innovators to meet demand

**“We work together to ensure the steel products we supply match to the exact standards specified”**



Founded in 1983, PT United Tractors Pandu Engineering (Patria), through its brand and its subsidiary company PT Triatra Sinergia Pratama, was established to meet Indonesia's ever-increasing demand for industrial development. Today, PT United Tractors Pandu Engineering is one of Indonesia's leading businesses in heavy equipment manufacturing and engineering, providing tailored solutions for local and international customers.

With a culture based on the values: Persistent, Agile, Team Player, Respect, Innovative, and Accountable, the PATRIA brand, combined with an unwavering vision to be the best provider of engineering and logistic solutions in heavy equipment, maritime, and energy markets. To support operations, PT United Tractors Pandu Engineering requires the highest quality steel.

For this reason, PT United Tractors Pandu Engineering (Patria) and PT Triatra Sinergia Pratama has partnered with BlueScope Distribution for the last 15 years. “The grade of steel is of high quality, and we are pleased with the product. The traceability and compliance of all our steel products is also very important with many of our customers demanding Australian-made steel products with traceability,” says Banu Ady Saputra, Procurement Manager PT United Tractors Pandu Engineering (Patria).

With over 30 years of industry experience in the supply of steel and aluminium products for export purposes, BlueScope Distribution's Export team led by Michael Masters, Export Manager for BlueScope Distribution, understands the unique demands of supplying to international markets.

“The relationship between the BlueScope Distribution Export team and PT United Tractors Pandu Engineering (Patria) and PT Triatra Sinergia Pratama is one built on trust and mutual respect. We work together to ensure the steel products we supply are fit for purpose, to the exact standards specified by Banu and his team. Nur Azizah, our local Account Manager in Indonesia, ensures the requirements of PT United Tractors Pandu Engineering (Patria) and PT Triatra Sinergia Pratama are met on the ground in Indonesia,” explains Michael.

## Custom design to optimise output

PT United Tractors Pandu Engineering (Patria) and PT Triatra Sinergia Pratama's ability to optimise their customer's productivity through breakthrough design and innovation, rests in delivering high-quality products and solutions.

To improve manufacturing efficiencies, BlueScope Distribution supplies all materials to specific lengths. Kresnanto Ary Wibowo, Engineering and Marketing Manager for PT Triatra Sinergia Pratama says “When we design, we expect the material can be supplied cut to the length and to the width of the dimensions we require. This reduces our fabrication and welding time. For example, our dump trucks require precisely 6.5 metre lengths and BlueScope Distribution supply material exactly to that length.”

“Our skilled expert team with a depth of industry expertise and product knowledge provides a unique level of customer understanding,” explains Michael. “Product quality, traceability and superior account management ensure that the product arrives on time at the highest quality standards. Taking care of the supply chain, inventory management, certification, shipping, and freight are all part of our value proposition.”

## Quality products custom designed to optimise output built with superior Australian-made steel

BlueScope Distribution supplies PT United Tractors Pandu Engineering (Patria) BISALLOY® Wear 450 Quenched & Tempered (Q&T) steel plate and BISALLOY® Structural 80 Q&T steel plate to produce a range of equipment, parts and accessories including trucks, tippers, trailers, fuel pumps, waste pumps, dump vessels, attachments, concrete mixers, bulk tankers and forklifts.

Proud supplier of:



BISALLOY® Wear steel has been continually manufactured in Australia for over 40 years. It ensures properties such as ductility, weldability, and toughness, while also meeting the required hardness and strength. It's also a popular choice due to its lighter weight, wear and impact resistance, and straightforward fabrication.

PT United Tractors Pandu Engineering uses BISALLOY® Wear 450 steel plate for approximately 83% of all products they manufacture. It has a nominal hardness of 450 HBW and is formulated to be readily usable and easily bent, formed, welded, cut and drilled, BISALLOY® Wear 450 steel is ideal for applications subject to wear such as tipper truck trailers, rubbish skip bins and concrete agitators.

BISALLOY® Structural 80 steel is a low alloy, high strength steel plate with a yield stress three times that of carbon steel and featuring low carbon, excellent notch toughness and excellent weldability and formability. The high strength properties of BISALLOY® Structural 80 steel allows a reduction in section thickness without loss of structural integrity.

The volume of products made by PT United Tractors Pandu Engineering (Patria) and PT Triatra Sinergia Pratama require both the range and quality of Q&T steel plate supplied by BlueScope Distribution, backed by the know-how of BlueScope Distribution's Export team to ensure all products are scheduled, shipped and arrive on time.

## Trusted relationship propels innovation

As an innovative and customer-driven business, PT United Tractors Pandu Engineering (Patria) and PT Triatra Sinergia Pratama constantly explore new products and market opportunities. They are currently working on a new marine vessel, using both mild steel and high-tensile steel products.

"We have been working with BlueScope Distribution for a long time and have developed a high level of trust. Our relationship is very strong and having a local presence in Indonesia with the support of Nur Azizah our Account Manager, is extremely beneficial," says Banu Ady Saputra.

"BlueScope Distribution is committed to providing PT United Tractors Pandu Engineering (Patria) and PT Triatra Sinergia Pratama with end-to-end solutions, delivering a tailored approach and helping them grow in their select markets," says Michael. "The relationship between PT United Tractors Pandu Engineering and BlueScope Distribution is built on a mutual desire to provide the highest levels of quality and customer service."





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