



High profile equipment

AT THE END OF THE DAY, IT IS THE MAN BEHIND THE WHEEL THAT CAN BEST JUDGE THE QUALITY OF A VEHICLE OUT ON THE ROAD. IN APRIL 2011, **SOUTHERN CROSS** 'ARCTIC STAR' PASSED THE ACID TEST HANDS DOWN, DELIVERING CHILLED AND FROZEN PRODUCE AROUND VICTORIA.

Putting the company's refrigerated range to the test for the first time, the Glen Cameron Group trialed eleven trailers bearing the Southern Cross emblem.

"It's the first time we've dealt with the Glen Cameron Group, and we're grateful that they recognised the build quality of our product and the flexibility of our design department to come up with suitable solutions for the grocery distribution business," says Alf De Fazio, General Manager of Southern Cross Vans. Due to the extension of a contract with a renowned retail company, Glen Cameron faced a 20 percent increase of fleet requirements at the Polarfresh Distribution Centre in Truganina.

"In fact, there is a 20 percent increase in the volume of goods moved at this particular site. We have been based in Truganina since May 2007, carting chilled and frozen

goods like cheese, vegetables, ice-cream and meat – and now we are also assigned to transport milk," says General Manager Bruce Forsyth. "As a result, we have scoured the market and realised that we could not go past Southern Cross."

It is the first time that the multimillion-dollar logistics operation decided upon Southern Cross' Arctic Star – "but the drivers have already signalled that it is a solid, well-balanced trailer."

Managing 70,000m² of warehouse space and a fleet of 450 company-owned vehicles – including 230 trailers – the Cameron Group is a key player in the Australian transport industry, placing value on constant modernisation. "I think our fleet is recognised as a high profile one. We use a combination of straight deck tautliners, mezzanine deck tautliners, 3-zone freezer chiller trailers, refrigerated tautliners, and

some flat top trailers," Bruce says. "In addition, the growing distribution business demands additional 3-zone refrigerated equipment, and I think in Southern Cross Vans we have found a reliable affiliate to meet the demand."

Overall, Southern Cross delivered four 16 pallet and five 22 pallet semi-trailers and one B-double combination, custom designed in cooperation with Glen Cameron's fleet management. "In grocery distribution, we are facing a volume problem, because we are moving both roll cages and pallets of product, so the vehicles have to be suitable for both kinds of freight," Bruce explains. "In addition, the Southern Cross vehicles are purpose built from a safety point of view. The build quality is just excellent, which is a corner stone of success."

"We are proud to sustain a 99.8 % DIFOT* standard since we started off in Truganina,"



says Bruce. "You only get this result with great management and great equipment, and we are confident that Southern Cross will help us keeping up such a high level of service."

All units are set up as multi-temperature vehicles, based on Carrier Transcold's new Vector 6600 unit. "Being in chilled and frozen distribution we rely on quality equipment, because we have a cold chain compliance to meet," says Bruce. "As a

result, we can't afford cheap material. I daresay: It's the first time we have received trailers built exactly to our specifications." According to Carrier's National Marketing Manager, Kelly Geddes, the Vector 6600 is ideally suited for the Cameron Group. "After proven success with Carrier Vector 1850 multi-temp trailer refrigeration units, the Cameron Group has selected the next-generation Carrier Vector 6600 multi-temp units to suit their very specific





requirements," he says. "Carrier has worked very closely with Southern Cross to ensure the unit chosen exceeds the expectations of the Cameron Group in terms of capacity, performance, reliability and total life-cycle cost and makes the process of specification, installation and delivery as easy as possible

Air Suspension J-Series axles, Alcoa Aluminium LVL One wheels and Dunlop tyres. "Understanding the customer's needs we were able to tailor the correct suspension and axle package," says Nick Stavarakis, Managing Director of SAF Holland.

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for Southern Cross."

Alf adds, "Knowing that grocery distribution is a tough business, each trailer is set up either as a 2 or 3-zone compartment, allowing the transport of both frozen and chilled products without compromising temperature requirements set by the customer. We have used our own proven aluminium distribution floor and added additional reinforcement to the lower corner of the rear frame to prevent constant damage due to docks. In addition, all trailers are equipped with a simple but effective load restraint system to hold the roll cages in place.

All 11 units are equipped with SAF Modul

"We believe that we now build a refrigerated van fit perfectly suited for grocery distribution," says Alf. "Throughout the design process, we discussed every detail to make sure that the product would meet each specific requirement; and I think that our hands on approach together with the ongoing involvement of Cameron's staff during the production build has paid off. It's just a great trailer." 

**DIFOT (Delivered In-Full, On-Time) is a measurement of delivery performance in a supply chain, looking at deliveries from the point of view of the customer. It measures how often the customer gets what they want at the time they want it.*



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