



European quality and Australian know-how

SINCE **SOUTHERN CROSS TRANSPORT EQUIPMENT GROUP** ANNOUNCED A VENTURE WITH BRITISH COMPANY **MONTRACON LTD** INTRODUCING A NEW SERIES OF REFRIGERATED TRANSPORT EQUIPMENT IN AUSTRALIA, THE LOCAL TRANSPORT INDUSTRY HAS BEEN EAGER TO INSPECT THE BRITISH CONSTRUCTION IN REAL LIFE. IN MAY, PAMBULA BASED **BOBBINS REFRIGERATED TRANSPORT** HAS TAKEN DELIVERY OF THE FIRST VEHICLE TO REACH AUSTRALIA'S SHORE.

Manufactured close to Manchester, UK, the new series has been designed in co-operation with Southern Cross's local engineering team to meet the requirements of the Australian market and specific Australian Design Rules. "The new Australian designed refrigerated and dry vans will be manufactured by Montracon Ltd and shipped to Australia as a finished trailer ensuring ADR compliance, with minor options being completed in Australia," says Alf De Fazio, General Manager of Southern Cross Vans. "As a result, they will combine European quality and Australian know-how.

"The new series will be equipped with a Full Main Rail Chassis, as well as 60kg/m³ density RTM Styrofoam insulation side walls which will give us the opportunity to place them anywhere in Australia under varied operating and temperature conditions." Southern Cross Vans has partnered with renowned local suppliers to ensure the new series will be equipped with Australian spec axles, brakes, LED lights and refrigeration systems. "The client will not only obtain a three-year warranty on the box by Southern Cross, but also receive a

comprehensive backup regarding ancillary equipment and components," says Alf. "Nevertheless, our customers will still have the flexibility to specify their preferred air suspension, axles or refrigeration unit combination. They can also choose additional options, such as full side skirts or a full width rear dock compression member, which have not been available on locally supplied units before," Alf says. The new Montracon series – featuring full freezer (-28°C) specification, stainless rear frame and hardware, B-Double compliance, Southern Cross' Double Loader system,

Side Intrusion underrun protection and EBS Brake System as standard fitment – will compliment Southern Cross' existing Arctic Star Refrigerated product range and enable the company to supply large orders in a timely manner.

"The new venture will enable Southern Cross Vans to supply equipment with many standard inclusions, and yet be able to offer

substantial benefits to the clientele regarding product performance and pricing," says Alf. "We invite everybody to contact Southern Cross to inspect the new product first hand at our Dandenong facility."

It is Southern Cross's hands-on approach that convinced Neville Bobbin, Managing Director of Bobbins Refrigerated Transport, to give the new vehicle a go. "When you buy something

through Southern Cross, you know that you're dealing with people who stand behind you and do everything to fix a problem. So it wasn't a big gamble," he explains.

"A few years ago, I came to Melbourne in order to buy a trailer, but I had the impression that no one was really interested in the inquiry. When I met Alf, though, he came out of the office straight away to welcome me before I even said a word. The quality of the people, even down to the workshop personnel, the people who do the hard work, is just great. We work together ever since, and when I heard about Montracon, I trusted in Alf's expertise and gave it a shot.

"We've only used it for a couple of weeks, but I'm really impressed by the build quality. I like the whole lot of it; it's a neat, honest vehicle. I don't regret the decision."

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Alf De Fazio, General Manager of Southern Cross Vans, presents the new Montracon series

