

# Ripe for the picking

PRODUCE AND DAIRY TRANSPORTER **DETOUR LOGISTICS** HAS THE EQUIPMENT IT NEEDS TO KEEP ITS CUSTOMERS' CARGO AT THE PEAK OF FRESHNESS, WITH ITS NEW **MITSUBISHI** REFRIGERATION SYSTEMS FROM SERVICE PARTNER **QTRS**.

According to the National Farmers' Federation (NFF), Australian farmers produce around 93 per cent of Australia's daily domestic food supply. With over 24 million mouths to feed, there are approximately 134,000 farming businesses in Australia contributing to dinner plates, 99 per cent of which are family-owned and scattered in all corners of the country.

In the Dandenong Ranges of Victoria, family-owned farms are found in small towns like Silvan. Known for its reservoir, the region has plentiful crops – mostly of small fruits like berries and cherries – making it ripe for the picking for fresh produce carriers like Detour Logistics. Founded in 2004, Detour Logistics has specialised in transporting local farmers'

produce and dairy products up and down the eastern seaboard.

"Not much has changed about the general structure of the business since we began," explains Detour Logistics Managing Director, Colin Beer. "Our fleet has grown over the years and we have welcomed new customers to the fold, but our focus has

## Fast Fact

As well as sales and service of Mitsubishi refrigeration systems for trucks and trailers, Melbourne-based QTRS also services, maintains and repairs other major brands of refrigeration units, as well as all manner of work from grease and brake adjustment, doors repair, seal replacements or even a full side wall replacement and insurance works.

remained the same over the dozen years we have been in business."

That focus, Colin reveals, is on maintaining the 'just-picked freshness' of his customer's temperature-sensitive cargo throughout the journey. "The Detour Logistics fleet currently counts 60 reefers, most of which are B-doubles. We only choose equipment that will ensure we have the most reliable reefers on the road," he says. "For our refrigeration units, we have recently discovered that Mitsubishi Pegasus systems are the best option."

Colin says the main contributor to his discovery was one of the original Mitsubishi trailer units that he had fitted seven years ago, with its 'outstanding performance'

and the Detour team, so the reliability of the refrigeration systems is not only important for consistent temperature, but consistent performance with minimal unplanned downtime. "We have the systems set up with QTRS on a regular servicing maintenance contract as well as the Mitsi-Track telematics system with 24/7 monitoring," Colin says. "Now, we don't have to worry about the refrigeration systems at all, and we can concentrate on the other aspects of the business."

According to QTRS, that holistic refrigeration offering is what the Melbourne-based service provider prides itself on, having joined in a partnership with Mitsubishi Heavy Industries Japan to supply, install and maintain

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prompting the MD to fit 16 more of the Pegasus systems across the Detour Logistics fleet this year. "We've had no issues with them at all, the reliability is second to none," Colin says. "The fridges pull down quickly and maintain a constant temperature, which is what is required to keep the produce at the height of freshness."

Although only fitted to a selection of the fleet so far, Colin says the long-term goal is to change every refrigerated trailer to the Mitsubishi systems, with the help of Mitsubishi refrigeration service provider, Quality Transport Refrigeration Services (QTRS). "We're incredibly happy with the systems and will spec them for all new equipment we add to the fleet," Colin mentions. "The team at QTRS in Melbourne have been really helpful in choosing the right system to meet our needs, and help us meet the needs of our customers."

As well as maintaining the freshness of the cargo, the on-time delivery of goods is of paramount importance to Colin

Mitsubishi refrigeration units for trucks and trailers in the Australian market. "QTRS provides us the whole package from its Brooklyn facility in the west of Melbourne," Colin explains.

"The team there understand that we rely on the Pegasus refrigeration systems to keep our customers' cargo at exactly the right temperature, so they take their job seriously and help us do the same."

With the reliable refrigeration of Detour's cargo guaranteed by the Pegasus equipped with "real time" temperature monitoring from the Mitsi-Track telematics system, the Silvan-based logistics provider has the right equipment to ensure local Australian produce will remain at the height of freshness until it reaches the ever-increasing number of hungry mouths across the country. ➡

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