

# VersaCold now first with Linde.

**As one of Australia's leading logistic companies it's more than likely you've enjoyed eating or preparing a meal with ingredients refrigerated, packed and distributed by VersaCold.**

VersaCold is the world's oldest and largest public refrigerated warehousing (PRW) and third-party logistics (3PL) company. It has in excess of 8,500 employees operating 125 facilities in Australia, USA, Canada, New Zealand and Argentina, so it's easy to understand why its corporate slogan is "First in Cold." In Australia, VersaCold operates

12 separate facilities in four different states and all are an integral part of Australia's food supply chain. These facilities operate 24/7, 365 days a year to supply all major Australian Retailers and food manufacturers.

Recently VersaCold issued a national tender for their lift truck requirements which was won by Linde Material Handling. According to Ken Brundell, VersaCold GM, Finance & Commercial, Linde won due to the overall strength of their tender. "Linde offered the complete package – product, service, reliability, a competitive price, best practice safety standards and seemed happy to bend over backwards to help."

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David Linfoot from Linde at left and Tom Kennedy from VersaCold on right



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VersaCold's Murarrie facility in Queensland has been the first to implement the Linde lift trucks. This facility is a full slot managed warehouse with 27,500 pallet positions and 230 staff. The freezer rooms operate at less than -18°C and the chiller rooms are less than 4°C, so the trucks operate in an extreme environment and must be reliable in these harsh conditions. The change to Linde also meant VersaCold would be moving from a battery charging regime to a battery changing process.

This would be the first opportunity in 15 years for VersaCold to start with a brand new fleet and the project needed to be managed well to provide a seamless transition.

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The new operational regime also allowed VersaCold to reduce their fleet from 135 vehicles to 101. Given the day to day operations, VersaCold could not afford to have any 'downtime' during the fleet transition. While Doug Seccombe, Operations Manager, was concerned about this period, all went perfectly to plan, "Linde met every deadline we agreed to and in fact delivered prior to those deadlines. This allowed us to commence with the new equipment prior to the agreed dates.

**"I felt comfortable with what Linde was doing and they assured us that everything would be ok and there would be no interruptions – and there weren't!"**




**"I have not heard one negative comment about the Linde equipment, everyone is happy to have it and use it."**

Linde also gave a lot of assistance in establishing the battery room in regard to design and operations – and we are very happy with the simplicity and practicality of the new battery changing room."

Battery performance has been so good that it has exceeded the KPIs originally set down. "Instead of getting one shift per battery, we're getting about one and a half, so it's much better than I had planned" says Doug.

In regard to the tender process and planning Doug adds, "The Linde guys assisted greatly in the planning and recommended what type of equipment we should purchase. They measured our entire Distribution Centre and did their homework to understand what we do.

Linde was able to support my decision and help with critical planning. From the first afternoon of live operations, I felt comfortable with what Linde was doing and they assured us that everything would be ok and there would be no interruptions – and there weren't!"

The Murarrie site is just the first cab off the rank and is the ideal model for the national roll-out of the contract. As Ken Brundell comments, "Already we have a 20% reduction in equipment in Murarrie due to the better battery technology with the same productivity." And Doug sums up the whole process by telling us, "I have not heard one negative comment about the Linde equipment, everyone is happy to have it and use it." 

New battery changing room

