

# CHILL-SEEKER

*Words and photographs by Dean Evans*

**Tauranga's Brett Marsh Transport went shopping for a new hard-sider fridge trailer... and came away with two.**





Quality will always rise to the top, and while the Schmitz Cargobull deep freeze trailer may be relatively new to the Antipodean market, it is already making a big impression as it surely but steadily gains profile and popularity.

Imported, built and sold through Auckland's Fruehauf NZ Ltd, the Schmitz Cargobull is the choice of unit in Europe, where it dominates its competitors with 80 percent of its home German market, 50 percent of the European market, and 90 percent of trailers using the technology.

Obviously with different climates down under, and a near-40 degree span between seasons, our roads and temperatures put units under varied and testing conditions, but this Euro import has proven well up to the task, largely down to its style of manufacture and insulation.

Ferroplast is the product name, and it's basically a foam-type insulator with both inner and outer steel skins, just half-a-

millimetre thick, that are pvc coated and bonded to the core. Light, strong, durable, impervious to water and resistant to pull transfusion, the nature of the design eliminates water ingress – or egress – over the life of the trailer, and all but eliminates any sweating on the outside; the thermal conductivity of the material and how easily heat passes across is also class-leading.

Repairs have also proven problem-free locally over the past year, according to Fruehauf Sales Account Manager Craig van der Nagel: "The repair panels are in stock and being a steel skin, it's basically a matter of cutting out the affected area and replacing it with the panel and gluing it in place; it's very quick, and it's very difficult to even see there's a repair."

Aspects like this caught the attention of Tauranga's Brett Marsh Transport, about two hours south-east of Auckland, which prompted a call to Fruehauf to enquire if there was stock. As it so happened, there was.

"It was quite fortunate timing," recalls van der Nagel. "When Brett called, we had just completed a unit that we had just built up as stock. With long lead times of trailer builders, we saw a gap in the market and figured that if we build them, then the interest would come though." And it most certainly did with the Cargobull 14.8 metre unit finding a home almost instantly. "Brett asked if we had one, and we told him 'yep, we have one here'... and he said 'yep, I'll take it'. And within a week it was on his doorstep."

Adds Craig: "From date of order, we can normally build a chassis and the body relatively quickly: the chassis takes about 4-5 weeks maximum, and the body takes three days to build, so we're all within six weeks."

Fruehauf assembled a spec Schmitz Cargobull 14.8m quad-axle double-stacker with 14.5m flush internals, no side doors, 7.2 tonne per-axle load-rated floors, bright LED internal lamps, and TKM fridge motor with twin evaporators.



Schmitz Cargobull is big in Europe, very big, and making a positive impact with the likes of Marsh Transport.





Flush internals including a one-piece load-rated floor and double-deck rails make life easy inside the Cargobull.





BPW axles, disc brakes and JOST landing legs are used on the Fruehauf spec builds.

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For running gear, Fruehauf approached BPW at the start of the Schmitz programme to ask if it could supply equipment for these spec builds. So underneath all the Kiwi Cargobulls are BPW 22.5 wide-track axles and AL2 suspension, with a Knorr-Bremse brake kit with TIM (Trailer Information Module), all designed to take up to 38 tonne, with EBS braking and roll stability.

“We just wanted to try something different,” says Jamie Marsh, “and it was bigger for us, too. We normally run a 26 pallet trailer, but the Cargobull has the space for 28. They hold temp really well, and they’re lots

more efficient, with the extra space and the improved chilling.”

A brand new Kenworth 909 has been put on the road to move the Cargobull, and the unit quickly made a big impact with Brett Marsh. So much that within a week he was back on the phone to Fruehauf to order another! “We weren’t really thinking of getting the second one,” says Jamie, “but the first one really proved itself, so we ordered the second one within a week. One’s on a dedicated run Auckland-Tauranga-Palmerston North, while the other [behind a Kenworth K200] is floating the countryside.

With around 12 Marsh Transport hardsider units now running BPW, the latest two additions recognise and emphasise Brett Marsh Transport’s continued confidence in BPW products.

Adds Craig: “I keep in touch with Brett regularly and it’s a continual ‘it’s going well... it’s going well...’. He’s a man of few words, but every word counts. And when he looks to replace the fleet or grow the business, the aim is to have him have another conversation with us.

“You have to work hard to get the business, but we work even harder to hold onto it.”

