



## CUSTOMER RESULTS



“When you take into consideration the cost of equipment, if the operators find it more comfortable and user-friendly and the management team likes working with it, then the equipment lasts a lot longer. People take care of it because they actually like it.

“The equipment handles the environment very well – cold storage is very tough on equipment. The trucks run 24 hours a day and go into minus-20 degree temperatures. When the forklifts come out there’s condensation all over them.

“We rate Crown very highly in that we don’t have a lot of downtime with the equipment, so operators don’t get frustrated when things don’t work or they’re broken.”

**Glenn Edwards,  
National Logistics and  
Property Manager**

Real customers,  
real stories,  
**REAL RESULTS.**

To learn more and contact  
your local Crown branch  
visit [crown.com](http://crown.com)

# Montague Cold Storage

## Crown Service and Technology Bolsters Warm Relationship with Cold-Storage Giant

### APPLICATION

Montague Cold Storage operates seven large-scale facilities in Victoria and Tasmania. The company manages over 140,000 pallet spaces for a number of high profile customers using an array of Crown lift and reach trucks in its 24-hour, minus-20 degree storage facilities.

### CHALLENGE

Montague Cold Storage requires reliable and durable material handling equipment which minimises downtime, as well as premium fleet management technology to help maximise the efficiency of its staff and equipment. The equipment is used in sub-zero temperatures 24 hours a day.

### SOLUTION

Montague is using a growing Crown fleet consisting of RMD 6000 Series reach trucks and RC Series stand-up counterbalance forklifts.

The company has found additional value in the use of Crown’s InfoLink® Operator and Fleet Management System, which provides accurate, up-to-date business metrics to fleet managers.

### RESULT

- Crown Equipment and Montague Cold Storage have maintained a strong relationship over a 30-year period.
- The Crown InfoLink® fleet management system has helped Montague reduce time spent on reporting and helped improve the performance of its drivers.
- Crown Equipment has helped Montague find the right material handling solutions for a number of different sites and provides ongoing consultative expertise.

**DURABLE  
EQUIPMENT  
STRONG  
PARTNERSHIPS**