



## Grahams Family Dairy milks Daily

(Watford, 18 February 2010): Stirling-based Grahams Family Dairy is trialling a move from 7.5 to 6.5 tonnes with the purchase of two new Iveco Daily 65C18 light commercials which will be used to distribute milk and dairy products to a mixture of retail outlets, ranging from corner shops to supermarkets.

The Daily's are direct replacements for two older 7.5 tonners and will be in operation seven days a week, clocking up approximately 40,000 km a year. With a 6.5 tonne gross vehicle weight, they offer a generous body and payload allowance of up to 4,255 kg, whilst still retaining the drivability of a light commercial vehicle.

Stephen Elliot, Transport Manager at Grahams Family Dairy, explains: "The decision to buy these Dailys, rather than simply replacing like-for-like, has brought multiple benefits to the business. Not only has it reduced capital expenditure, but the Dailys offer us improved payload capacity and allow us to carry 14 trolley-cages, whereas our existing Ategos can only carry 12.

"This represents a significant improvement in productivity, which will in turn cut delivery miles, fuel costs and directly supports our own demanding environmental policy. The Daily also offers better manoeuvrability, which is particularly important as these vehicles will spend the majority of their time making deliveries in a busy urban environment," he adds.

Supplied by Iveco dealer Kerr & Smith, both Daily chassis cabs have been mounted with bespoke refrigerated bodywork manufactured by Tekbo. They each use a direct-drive Carrier Transicold Xarios temperature controlled system to keep the milk, cream and butter products at the precise temperature throughout the distribution process and are expected to remain in operation with the company until 2016.

Power is provided by 3.0 litre HPT (High Performance Turbo) engines which are capable of developing up to 176 hp between 3,200 and 3,500 rev/min and up to 400 Nm of torque between 1,250 and 3,000 rev/min. This wide power and torque band makes the vehicles ideally suited to urban delivery, whilst also permitting motorway cruising at highly efficient low engine speeds. Furthermore, every single component used in the engine is designed for heavy duty, prolonged work, with the timing chain service intervals, for example, being every 350,000 km.

Graham's Family Dairy has been producing milk for three generations (since 1939) in the Bridge Of Allan, close to Stirling. In the early days milk was still delivered door-to-door by horse and cart, whilst today the company has grown to become the largest independent milk producer in Scotland with a mixed fleet of more than 150 commercial vehicles.

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**Press Release**