

Winner in the practical test

LOSTnFOUND® ALTUS

Cost efficient fleet management / Improving the efficiency and security of drivers and the fleet

Hamburg.2011-08 (msc) – When the phone rings for Jürgen Dadkhah, the fleet vehicle manager for a food distribution centre in Worth am Rhein, and a customer asks what has become of his delivery, then Mr Dadkhah needs to be able to give a straight answer. He also needs to keep control and be able to check whether a driver is actually following the relevant route or is secretly taking a different route. Mr Dadkhah decided to carry out an equipment test so as to obtain precise information and reduce fuel consumption. He took advice during a commercial vehicle trade fair in Karlsruhe. He subjected four different navigational systems to a practical test with the freight forwarding companies operating for the corporation.

It soon became clear to Mr Dadkhah that some of the devices were unable to fulfil his demands. Operation is too complicated, too many functions and statistics are completely useless for his daily work and, if I had wanted to utilize them all, I would have had to hire an additional employee. The device required by the fleet vehicle manager should not be so complicated. "The following 3 items are important for my industry:

ratio. I simply want to know whether the driver is mucking me about." In the end, he was convinced by the LOSTnFOUND® ALTUS positioning system.

Many of the additional options on other devices were simply unnecessary, Mr Dadkhah stated. He tested the devices for one month. LOSTnFOUND "was a hit even amongst the freight forwarders" who operate for the food logistics centre. There were no problems during the test. Mr Dadkhah was also "positively surprised" by the customer service at LOSTnFOUND. A member of staff visited and demonstrated to Mr Dadkhah the ALTUS and its optimum handling. The company always dealt with individual requirements, such as setting the read authorization. The test also had to run via the

works council – and here too LOSTnFOUND helped with a quick solution. Mr Dadkhah extolled the fact that "we always had a contact, not a call centre, but a contact on the mobile, where we could call even during the weekend." A member of staff was responsible for the online training of the carriers, another for the programming. One positive feature that Mr Dadkhah noticed on the LOSTnFOUND® ALTUS was that of recognizing, e.g. idle time. He was automatically

notified when the vehicle was idle for over half an hour. "And idling is a cost factor for the company, and that's when the device soon pays for itself." The driver knows that he's being monitored, Mr Dadkhah says, and is thus made aware. "Without some control, the driver can do what he likes." The LOSTnFOUND® ALTUS provided the fleet vehicle manager with a minute by minute statement of where the located vehicle was, the route it had taken and the standstill time it required.

The ALTUS is equipped with four electrical contacts. For example, if the refrigeration in a truck is switched on, a green light appears for Mr Dadkhah. The position of the lift platform (open or closed) can also be checked in this way. The risk of theft can also be counteracted, Mr Dadkhah states. When the system indicates that the lift platform is open, this fact on its own is insufficient. It could be in the process of being loaded or unloaded at a branch. A complete picture is achieved only with the additional information as to where the vehicle is currently located. If the location is at the customer, everything is okay; but if the vehicle is at a truck stop, there is the risk that thieves are at work.

Geofence points can also be simply set; whenever a driver passed a specific point, Mr Dadkhah received



Jürgen Dadkhah, Fleet Vehicle Manager of the Rhenisch Food Distribution Centre.

Core business: Within the fleet, on time and correct supply of goods to currently some 200 supermarkets, carried out by own vehicles with own staff and with those of the freight forwarders operating for the supermarket corporation.

Special features: Important for the carriage of cooled goods (dairy products, etc.), is the uninterrupted cold chain from receipt of the goods until the customer. This so-called HACCP specification must be observed and also suitably documented.

Storage area: At the Wörth site 40,000 sqm of floor space for goods.

Area: From east to west between Saarbrücken and Stuttgart, from north to south between Ludwigshafen and Offenburg.

Vehicle fleet: Fleet responsibility applies for 45 vehicles, consisting of 25 own and 20 freight forwarding vehicles.

an email message. An automatic, daily email with information about the current mileage as well as the fuel consumption of the complete fleet of vehicles was possible at very little cost.

"A very simple solution", was the LOSTnFOUND® ALTUS, summarized Mr Dadkhah in a positive manner. Without excessive bits and pieces, one quickly gets the information that one needs. The fleet vehicle manager finds that "it is one of the most user-friendly systems that I have tested to date". In his opinion

there is nothing to criticize, even though he subsequently does provide a minor suggestion for improvement. Four electrical contacts are perhaps insufficient. The tractor-trailer rig has two contacts each for the refrigeration, contacts are then required for the lifting platform, so the four contacts are soon "used up". The fleet vehicle manager pointed out that LOSTnFOUND® had been quick to take note and react

to this. For him, the ALTUS is the clear winner. In particular, since the price-performance ratio is okay.



Only the LOSTnFOUND® ALTUS was acceptable.

1. Where is the vehicle now; 2. how has the vehicle been driven and, 3. is the refrigeration operating and is the lift platform open or closed? Any further options are unsuitable for daily use by the order processing department, since they must also be able to operate these. The device needs to be convenient and have a good price-performance

Technological assessment of LOSTnFOUND® ALTUS

With the integrated hard and software solution of LOSTnFOUND®, the customer has available an inexpensive and simple to install GPS positioning system, with which he can monitor his vehicles or fleet and obtain relevant real time data on consumption and economy. In addition, the system provides important information on the current location of the vehicles, which in turn can have a positive effect on customer satisfaction.

Costs

- Overview of the period of use of your vehicles*
- Overview of the mileage of your vehicles*
- Overview of the consumption data of your vehicles*
- Overview of the waiting times data of your vehicles*
- Overview of the productivity with regard to variable wages
- Route optimization
- Optimizing the driver dependent fuel consumption
- Lower telecommunication costs
- Cost transparency: Actual mileage and precise fuel consumption per order
- Reducing the insurance costs through improved transparency

*) according to vehicle, group, fleet and changes against previous periods

Customer service

- Overview of the vehicles that are closest to the customer
- Notification of more precise arrival times to the customer
- Timely notification about delays to the customer
- Overview of the waiting times caused
- Possibility of linking location data with existing information systems (raw data)

Security

- Insight into the individual driving behaviour of the drivers
- Overview of the frequency of speeding by each individual driver
- Alarm in the event of unlawful towing away
- Deterrent of the "GPS Surveillance" sticker

