

# Forwarder Heinrich Koch

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## Omniscient Companions

The forwarder Heinrich Koch has now also equipped their 130 long-haul trucks with the telematics solutions PSV3 from TIS. Six administrative departments, the drivers and all customers benefit from this investment.

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At Koch-International telematics has a long tradition. Several years ago the Westphalian CargoLine partner has equipped about 90 short-distance vehicles with mobile on-board computers and PSV3, which are connected to the Active Logistics' transport management system. Now the traditional forwarder has also equipped 130 long-distance trucks with the field-proven solution. Again the TIS - Technische Informations Systeme - GmbH, Bocholt convinced at the end of a cost-benefit analysis compared to two other vendors and now supplies the solution.

But, while the PSV3 system is mainly a mobile solution for short-distance traffic and creates electronic proof of delivery, Koch targets a lot of additional goals in the long-distance traffic with the investment. Not less than six administrative departments will benefit from the project and reduce the costs considerably.

PSV3 operates as a mobile solution, which can be transported easily in a small sturdy case, no installation necessary, which makes changing vehicles possible without any problems. For Koch, this is an important argument, because adding to the changes in their own fleet are the changes in the fleets of regular subcontractors. 50 of the 130 devices are planned to work in foreign trucks, operated by subcontractors, in order to integrate them seamlessly into the process.

### EXACT DRIVER PROFILES

Their own 80 vehicles are only equipped with a black box offered by TIS under the name "TruckBox", which serves the transmission of the telemetry data. Owing to the wireless communication, the installation of the boxes in the Koch fleet was effortless and without cable, which resulted in an extremely short installation time.

Via Bluetooth the box is connected to the FMS interface of the vehicle. This allows reading of the CAN bus vehicle data. Among other data, diesel consumption, the current total fuel consumption, current fuel level, the route to the next inspection, engine temperature, the gas pedal position as well as the operating frequency of clutch and brake can be read via Bluetooth.

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Overall, the collected and analyzed data add up to an exact profile of the driver.

Thus Koch's fleet management services can better evaluate their own drivers and specifically optimize their driving behaviour.

"Just by reducing the cost of diesel, we will be able to bring a huge part of the investments back in", Heinz-Peter Best is sure of that. As a member of the Koch corporate management, he is responsible for the IT sector. In addition to the vehicle data the "TruckBox" transmits the working, driving and resting times, relevant for accounting. This makes sure that all tours and driving times can be planned reliably and monitored. The risk of exceeding driving times can be discovered early and the trouble and time losses associated with this can be avoided. From this data pool, eventually, the payroll accounting benefited, "they can now complete the expense reports without the help of the dispatching department and save four hours per week," says Best.

## INTEGRATED NAVIGATION

The dispatchers notice the advantages of PSV3 especially in their actual work: Instead of grabbing for the phone, and - at the best at their first call attempt - asking the drivers about the current status, now just one look into the electronic card is sufficient. Not only the current location, but also the condition of the individual tours and shipments are available at a glance there.

"By PSV3 calls are significantly reduced," says Best.

Over a direct connection between shipping software and trucks all tour data is transmitted directly to the vehicle via GPRS. Also integrated into this solution is the automatic booking and monitoring of each swap container and trailer in use. In order to use this feature, the drivers only need to enter the registration ID of the unit currently in use. With this new type of communication the drivers cannot only concentrate better on their current activity, they are also supported by the integrated navigation.

For each request, incoming via GPRS, automatically the shortest route will be calculated.

At the destination, PSV3 registers the vehicle's idle time until loading or unloading and automatically informs the forwarding department of stops lasting longer than 3 hours. Proofs of delivery are automatically generated on the display of the Psion handheld computers by signature and transmitted to the headquarters immediately. Already 15 minutes later they are also available for the customers via the Internet or EDI. Beyond that, shippers and receivers can permanently gather information about the delivery status and independently do research for their shipments.

"This does not only make things a lot easier for our customers, it also relieves our service department," says Best.

Last but not least the sales department is also pleased, because the additional free service provides another convincing sales argument for them.

## BACKGROUND TIS GMBH

The TIS GmbH, based in Bocholt, focuses on solutions for mobile order management and currently employs a staff of around 40 people. TIS stands for "Technische Informationssysteme" (Technical Information Systems) and was founded 28 years ago by Josef Bielefeld. Based on industry PDAs with Windows CE operating systems, TIS has developed various solutions for transport and logistics (PSV3-TL) under the brand PSV3 with a focus on group-age freight and full truckload transportation.

PSV3 is a telematics and tracing system for mobile order, vehicle and driver data management in full truckload and part-load traffic. PSV3 accelerates and optimizes the data exchange between the truck and head office. Besides that PSV3-TL is also available in special versions for gas and fluid transports (PSV3-GFL) and waste logistics (PSV3-ESL).

All maintenance and repair works are performed in the in-house TIS repair center in Bocholt. As a special service the company offers 48- or even 24-hour service.

For more information visit [www.tis-gmbh.com](http://www.tis-gmbh.com)