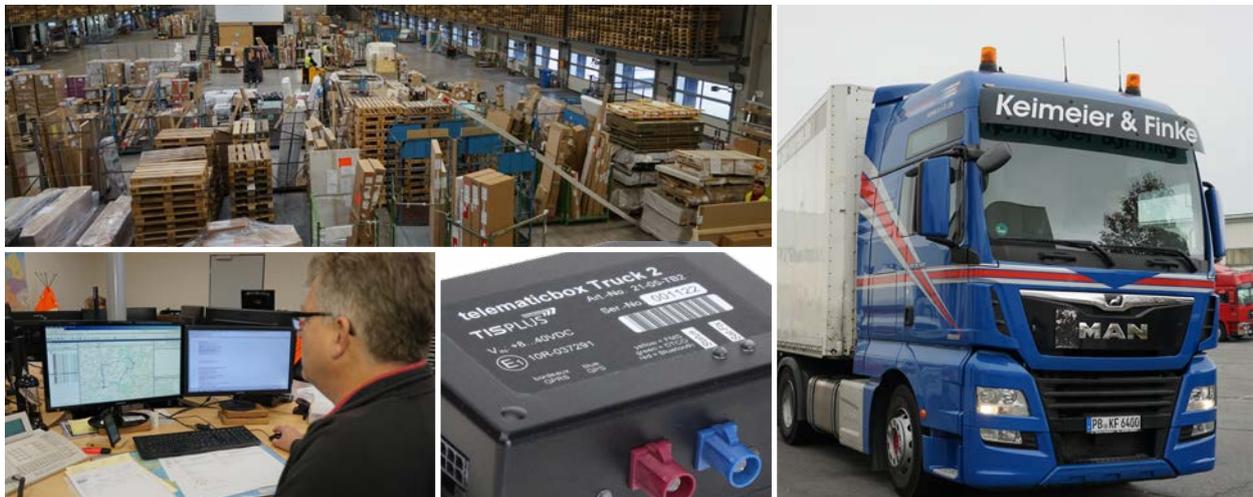


Spedition und Logistik Haaren Keimeier & Finke GmbH

Four cables for the future

Keimeier & Finke GmbH has been using the telematics solution TISLOG office since 2018 and has equipped the vehicle fleet on its own with telematics boxes.



Evolution instead of revolution: this is how the modernization process of the freight forwarding and logistics Haaren Keimeier & Finke GmbH - short SLH - can be summarized. When introducing a telematics solution, the company takes small steps, paying particular attention to the broad acceptance of the new technology by its employees. SLH had already invested in a telematics system for the first time back in 2003, which at that time was very troublesome and expensive.

After a thorough selection process, at the end of 2017 SLH decided to use TISLOG office from TIS. "In addition to the numerous references, the proven interface to the Komalog freight forwarding software used by us and the simple installation of the telematicboxes in the vehicles also spoke in favor of TIS," reports fleet manager Dirk Grunert.

EASY INSTALLATION

The telematicboxes form the heart of the telematics solution. In addition to the position data, they also transfer the vehicle and tachograph data from the trucks to the head office, which immediately led to noticeable relief and significant savings. "The manual reading of driver cards and tachograph data for each individual vehicle used to be very time-consuming and is now a thing of the past," emphasizes Grunert, who is responsible for a fleet of 57 towing units. Now the driver cards are read twice a day and the tachographs twice a week automatically.

Within only a few weeks, a large part of the fleet was already equipped with the compact boxes. Only the first two trucks were converted as part of a training by the Wollnikom GmbH. "We looked at it and realized how easy it is," recalls the trained vehicle mechanic, who then had nearly all the installations carried out in his own workshop.

Spedition und Logistik Haaren Keimeier & Finke GmbH

SEAMLESSLY DIGITAL



The process takes only half an hour and easy-to-understand instructions explain exactly how it works: The small black boxes are connected to the info interface of the tachograph and the FMS interface of the vehicle. For the assembly, the speedometer is first pulled out of the slot, which also provides enough space for the box and the associated antenna. The workshop manager of SLH connects the plug contacts and fixes the telematics unit with a double-sided adhesive tape. Then the speedometer is pushed back into the shaft and locked. "There is nothing more to do", confirms Grunert, who has laid the foundation for the continuous digitization of his company with the boxes.

It will take a few more months

before SLH fully exploits the potential of the installed telematics solution. At present, the mobile scanners are still missing for the system traffic drivers, who move the larger part of the fleet with more than 30 trucks. SLH is a partner of the express freight system GEL Express Logistik, which specializes in fragile goods, and CTL Cargo Trans logistics for general cargo. It is planned that the tours created with Komalog will be sent to the drivers' devices at the push of a button in the future. The training of employees is already in full swing.

INTRODUCED CAREFULLY

The remaining 25 SLH trucks are mainly used in long-distance traffic. The specialties include the transport of bulky goods such as garden sheds, tank farms and children's playground equipment, which can be unloaded on site with the help of loading cranes or truck-mounted forklifts. The drivers working here have already been equipped with tablets that will be used to handle the complete order management in the future. "In the first step, we only use them for navigation," confesses Grunert, who wants to slowly get his drivers used to their digital companions.

BACKGROUND SLH

Spedition und Logistik Haaren Keimeier & Finke GmbH - SLH for short - is an owner-managed company with around 230 employees. The medium-sized company specializes in B2C from small to large businesses and is a partner of the GEL express freight system and the general cargo cooperation CTL Cargo-Trans-Logistik. In addition to the headquarters in Haaren (Bad Wünnenberg) near Paderborn, SLH operates a branch in Weingarten near Lake Constance. A total of 8,500 m² of warehouse space and handling space and 70,000 m² of total operating area including a public truck workshop and car wash are available. The company's own fleet of vehicles includes around 60 towing units and around 150 trailers and semitrailers for a wide variety of requirements. 25 trucks are mainly used in long-distance transport and almost without exception are equipped with a loading crane or a forklift truck. The origins of the company date back to 1936. Siegfried Finke, Franjo Finke and Norbert Keimeier already represent the third generation of the entrepreneurial family.

More info: www.s-l-h.de

Spedition und Logistik Haaren Keimeier & Finke GmbH

His focus initially lies on the areas of scheduling and fleet management, which he wants to optimize with the help of TISLOG office and the data supplied by the TISPLUS telematicbox Truck. These are sent by mobile phone from the vehicles to the highly available servers in the TIS computer center. In an online portal, data can then be processed directly or automatically transferred to Komalog. "The integration in Komalog is yet to come, but in the online portal our dispatchers can already see where the drivers are and what remaining driving time they have left," explains Grunert.

GREAT SAVINGS POTENTIAL

As a fleet manager, he is primarily interested in the CAN bus data sent from the FMS interface to the TISPLUS telematicbox Truck. The available diesel consumption, the total fuel consumption, the current tank level, the route to the next inspection, engine temperature, position of the accelerator pedal and the operating frequency of the clutch and brake are available. Overall, the collected and analyzed data results in an exact driver profile. "At a glance, I can see which driver has potential to optimize his driving style and can approach them in a targeted manner," says Grunert, who still sees great savings potential in terms of wear and diesel consumption. In addition, the telematicbox has a data storage function, with which not only the current data, but also data that have been collected further back in the past are available.

In the near future, SLH intends to adapt the driver rating developed by TIS to its own needs in order to lay the foundation for a bonus system. It is also planned to integrate Michelin's tire pressure sensors into the telematics system. "Then the drivers are informed by tablet if their tire pressure is too low," explains Grunert, who expects further fuel savings and more safety from this measure. Another project aims at the automated expense report, which is to be fed from the driving and rest times as well as the position data of the TISPLUS telematicbox Truck - this is expected to be ready at the beginning of 2019. Grunert is calmly looking forward to the related subprojects for the expansion of the telematics solution: "The cooperation with TIS is very pleasant and works well."

Conclusion: With a strategy of small steps SLH demonstrates, how a medium-sized company can master the challenges of the digitization on the solid foundation of a mature telematics solution.

BACKGROUND TIS GMBH

TIS GmbH, headquartered in Bocholt, is a premium provider of sophisticated mobile order processing and telematics. TIS stands for "Technische Informationssysteme" (Technical Information Systems) and is a rapidly expanding technology company with around 70 employees and its own hardware development department. The company has been developing intelligent products for mobile order management since 1985. Based on industrial PDAs, smartphones and tablets, TIS has implemented flexible telematics solutions for the logistics industry. The main uses are groupage freight and cargo transport with integration of warehouse and retail as well as various special mobile projects such as gas and liquid transport, disposal and deposit logistics. TIS serves more than 150 customers with more than 50,000 mobile units.

More info: www.tis-gmbh.de