

STATE-OF-THE-ART TECHNOLOGY FOR THE FLEET: INTELLIGENTLY INTERCONNECTED AND INFORMED IN REAL TIME

 Branch: Security – Air freight set traffic and high-value transportation



Challenge

Monitoring of all relevant trailer data in real time

Important functions

-  Tour/route monitoring
-  Monitoring temperature processes
-  Monitoring door status
-  Door lock control
-  Alarm messages

Special feature

Customization: unlock the door via remote control.
An important requirement for high-value transport.

Vehicles with telematics systems

50 trailers

Telematics customer since 2013

Software: cargofleet 3
Devices: TC Trailer Cool



“When we started specialising with the focus on special transport in 2013, we considered various software alternatives. We placed our trust in idem telematics and chose cargofleet, which has proven to be the correct decision over the last few years. We are completely satisfied.”

**Michael Roelofsen, Managing Director,
Aircargo Transport**



“We are and intend to remain logistics specialists through and through. But today we are just as much a web-based company.”

Michael Roelofsen, Managing Director, Aircargo Transport



Challenge

Michael Roelofsen, managing director of Aircargo Transport GmbH, has a self-assured reply for any questions concerning his company strategy, “We don’t want to be the biggest on the market – just always the best.” True to this principle, the company has practically reinvented itself in the last years – and this, of course, includes constant growth. By deliberately focusing on [challenging transportation tasks, extremely time-sensitive orders and valuable goods](#) requiring special handling, Aircargo has tapped into new business fields and acquired well-known customers such as Lufthansa Cargo, which recognises the company as a Premium Road Partner. The agile company relies on the Cargofleet platform supplied by idem telematics for [exchanging data and information](#). At the end of 2016, Aircargo moved into new headquarters in Emmerich on the Lower Rhine. Everything comes together in what is known as the [Fleetwatch team](#), which has little in common anymore with a conventional vehicle management operation. Customers can contact the control centre 24 hours a day, 365 days a year. “[We provide high-quality services and will absolutely keep our promises](#),” explains Roelofsen. The [ability to react flexibly and instantaneously](#) is indispensable in [time-sensitive road feeder services](#). Aircargo remains constantly in touch with its clients and vehicle fleet, which comprises 55 tractor units and around 65 trailers, by way of [redundant IT systems](#), for example.

Solution

cargofleet enables [all relevant trailer data](#) to be accessed [in real time](#), including the [current location of the trailer, temperatures, and the status of locks and doors](#). In addition, idem telematics adapted the platform to the customer’s specific requirements. “They were able to customise a lot of features – the collaboration was very good right from the development stage,” says Roelofsen. Aircargo also put idem telematics in contact with a manufacturer of a door locking system, for example. “Together we created a solution which enables us to [unlock the door from head office via remote control](#).” The company thus fulfils an important requirement for high-value transport: [the trailer cannot be opened by the driver alone](#).

Benefits

Clients expressly welcome the [added-value services](#) that the transport company offers. Thanks to the high-tech equipment on board and at its headquarters, the company can [prepare static information dynamically and provide it to clients in real time](#). Customers can thus use a web browser to call up information at any time, such as the [predicted arrival time](#), which is calculated every minute based on the traffic situation and other factors. The [big data revolution](#) in transportation began long ago: real-time information offers considerable competitive advantages to both logistics companies and consignors – a strategy that companies such as Aircargo have pursued successfully for many years. The Cargofleet telematics platform provides an ideal gateway in this context.

Aircargo Transport GmbH

Aircargo focuses on three pillars: road feeder services, high-value transport and temperature-controlled transport, especially for the pharmaceutical industry. The company was founded in 1978 and therefore has more than 40 years of experience, which is a very long time in the field of road feeder services. In 2005 the company changed hands within the family, Michael Roelofsen, who already represents the fourth generation, has significantly advanced the strategy of specialisation: “With our focus on special transport, we have clearly achieved our aim of setting ourselves apart from the majority of the competition,” comments the managing director. “This is down to the hard work of the entire team, although it would not have been possible without the associated hardware and IT systems.” In the last few years, Aircargo was able to acquire many new customers after making targeted investments in its fleet and IT systems.

idem telematics – connecting all road transport: As Europe’s leading telematics partner, idem telematics supports forwarding agents, fleet operators and shippers in continuously improving their core business by means of data, thereby increasing their profitability, customer satisfaction and competitiveness. Europe’s market-leading, all-in-one cargofleet telematics platform for trucks, trailers, freight and logistics consolidates and summarises the data sets of vehicles, drivers and freight. idem telematics provides a complete system for increasing the transparency and profitability of the entire logistics process. The benefits: unique customer proximity and flexibility for individual telematics requirements based on 20 years of telematics, transport and logistics expertise. idem telematics is a subsidiary of the BPW Group and employs around 75 staff at its locations in Munich and Ulm.