

COLDCHAIN NEWS

DEDICATED TO THE UK TEMPERATURE CONTROLLED LOGISTICS INDUSTRY

Reed Boardall upbeat on 2011

Reed Boardall, the UK's largest single site frozen food consolidator, has sounded an optimistic note about the sector's prospects in 2011 as a new report forecasts a rash of business failures among road hauliers in the New Year.

Keith Boardall, Reed Boardall group managing director, says: "In our particular sector, the distribution of frozen and chilled foods, we expect volumes to increase slightly although – as retailers and consumers shift demand towards lower priced goods – the mix of products within that volume will continue to change. Despite tough market conditions, we are expanding further our next-day service to more retailers, thereby offering a more responsive service for our customers, the food manufacturers. More sales and increased market share have resulted from this initiative. We will continue to innovate and weather the storm."

Reed Boardall Transport is taking on 65 new Euro-5 Volvo FH13s as replacement vehicles over the next six months. The company says its policy is to operate only vehicles less than three years old.

Meanwhile Plimsoll Publishing says it has identified nearly 300 road hauliers that are ending the year in financial difficulty. David Pattison, who wrote the study, says: "Sadly, some of them are just too weak to carry on and there will be a spike of failures in the New Year. On the flipside, their demise will bring a welcome reduction in competitive pressure for those left".

Pattison sounds a note of caution for next year. "If you are going to make a success of 2011, you need to learn the lesson of the last 12 months. There are going to be big changes in the UK road haulage industry with lots of takeovers, a number of high-profile failures and even the odd surprise or two along the way".



Reed Boardall is taking on 65 new Euro-5 Volvo FH13s as replacement vehicles over the next six months. The company's policy is to operate vehicles less than three-years old wherever possible

Fresh Service grows in Kent Orders rise at Thermo King

Kent chilled distributor Fresh Service has expanded its operations in the South-east by snapping up RW Simpson Transport's Paddock Wood and Sheerness depots. Fresh Service has taken on 30 RW Simpson staff as part of the deal. RW Simpson's Peterborough and Sheffield depots and operations are not affected by the Fresh Service move.

Fresh Service managing director Brian Porter says that the two companies have worked together in the past. Taking over the operation in Kent means that Fresh Service can consolidate both firms' deliveries, he adds. That means fewer deliveries or earlier delivery times for customers. Porter says the acquired depots are a good fit, pointing out

that Fresh Service has always been more warehousing and distribution focused, while Simpson is more transport oriented.

Fresh Service handles chilled distribution and cold storage of fresh produce throughout the UK. The company has been trading for almost 40 years.

RW Simpson is a consolidator and distributor of fresh produce and temperature controlled products to supermarkets and wholesale markets. It transports fresh produce from growers, ferry ports, wholesale markets and supermarkets, and delivers fresh produce and chilled foods to the regional distribution centres of supermarket chains including Morrison, Tesco, Iceland and Lidl.

Orders rise at Thermo King

Ingersoll-Rand has posted slightly higher than expected third quarter results with refrigerated transport business Thermo King showing a rise in both revenues and orders. The company's statement points out that total Thermo King refrigerated transport revenues increased 23% in the third quarter compared with last year, with improvements in all geographic regions.

Total worldwide refrigerated trailer and truck revenues increased by more than 20% compared with last year. Ingersoll-Rand says this reflects improved activity in both the USA and overseas markets. Thermo King bookings rose about 40% year-on-year with especially strong orders from European customers.

"We are seeing improvement in several of our key markets including global demand for refrigerated transport and industrial and commercial heating, ventilating and air conditioning (HVAC) in Asia," says chief executive Michael Lamach.

Net earnings rose from \$216.6m (£135m) in the third quarter of 2009 to \$232.2m (£145m) in the third quarter of 2010. Ingersoll-Rand's revenues rose 8% to \$3.73 billion (£2.3bn).

DANONE DEAL FOR STOBART

Eddie Stobart's chilled distribution business has clinched a new deal with Danone...

page 3



BID TO CUT CONGESTION

Transport minister Mike Penning instructs the police to review motorway closure procedures after accidents to cut congestion...

page 4



LEGAL MATTERS

What contract terms suit your business? How far do you need to go to protect your business when entering into contracts with customers? Katie Lote talks contract law...

page 5

TALKING TRAILERS

Schmitz launches its second-generation telematics system, TrailerConnect with electronic temperature recording...

page 6



THE THERMOS FLASK APPROACH

Krone has cut the K-value on its Cool Liner Duoplex Steel trailers by 25% using vacuum panels...

page 8



ALL ELECTRIC FRIDGES

Carrier Transicold's Vector 1550 trailer fridge extends the company's all-electric range: a 14,800W capacity but with lower fuel consumption...

page 8



FOWLER WELCH GETS NEW MANAGING DIRECTOR

Fowler Welch-Coolchain has appointed Nick Hay as its new managing director. Hay was previously managing director at Samworth Brothers Distribution. Fowler Welch says that Hay "brings a wealth of FMCG knowledge and development skills to the business". David Inglis, former managing director, has become the company's new executive chairman.

Meanwhile, Fowler Welch parent Dart said that group first half pre-tax profit is expected to be ahead of the same time last year but has warned that increased losses are expected in the second half as a result of continued growth. Fowler Welch-Coolchain "continues to grow in line with the company's expectations", said Dart. The company's new distribution centre at Heywood near Manchester is now operational.

SERIOUS PAYLOAD



THE NEW ISUZU 'FORWARD' 7.5, 11 AND 12 TONNERS – If food or drink is your game, you'll need great payload. Refrigeration bodies need to be thermally efficient, which tends to make them heavy – and of course carrying liquid is seriously heavy too. That's why food and drink operations turn to Isuzu. We offer half a tonne or more payload than most of our competition, depending on the GVW of the truck you choose. You'll also get industry-leading reliability, excellent fuel economy, market-leading warranty (3 years **unlimited** mileage) and first-class customer care. And our stylish new 'hexapod' cabs provide the highest levels of comfort, safety and equipment for ultimate driver satisfaction. So call **01707 282930**, visit isuzutruck.co.uk or email us at sales@isuzutruck.co.uk for the very best in food and drink delivery, and to find out more on the new 'Forward' range. They're seriously impressive.



ISUZU

BUILT AROUND U
ISUZUTRUCK.CO.UK

News in Brief

Asda slams height limit

Supermarket chain Asda has joined calls in expressing concern about the EC's proposals to outlaw trailers higher than 4m. Asda says the move would signal the end for the 230 double-deck units in its fleet. Heriot Watt University said UK distribution costs could rise by around £305m a year if double-deckers were banned.

Low fuel sensor

Carrier Transicold's new low fuel level sensor, compatible with its Vector trailer refrigeration units, protects Carrier's temperature controlled systems from running out of fuel. If the fuel level drops below 15% for more than 30-seconds, an alarm is activated. If the fuel level continues to fall and drops below 10% for more than 60-seconds, the system automatically shuts down.

PCL Transport takes Renaults

Chilled storage and distribution company PCL Transport has taken delivery of 70 new Euro 5 Renault Premium 460.25, 6x2 and 4x2 tractor units with the Optidriver gearbox. The new vehicles, used to transport fresh milk and cream to major multiples across the South East on behalf of Arla Foods, replace the company's previously all-Scania fleet.

CPC training shortages

Operators need to act now when it comes to the Driver Certificate of Professional Competence if they want to secure good training, warns the Freight Transport Association. Nic Allen, the FTA's general manager of training, said: "A dearth of good training providers and a finite number of places is a cause for concern for many operators. And there's a real risk that by 2014 the demand for Driver CPC training will outstrip the capacity of high-quality training."

Isuzu covers Peterborough

Isuzu Truck UK has appointed Peterborough-based Imperial Commercials as a full Isuzu dealer to cover Peterborough, parts of Lincolnshire and Northamptonshire. This is the second Imperial Commercials main Isuzu dealership in the UK.

Business award for Oakland

Redditch-based Oakland International has reached the final stage of nominations in the Midlands' first-ever Family Business Awards. The company, which handles frozen, ambient and chilled distribution, will find out if it wins at a ceremony to be held in November.

Used CV's in demand

British Car Auctions (BCA) says the marketplace for commercial vehicles in September was highly competitive, with demand outstripping supply. However, it warns that condition remains a crucial factor for businesses to get the best return on their vehicles.

New business wins for Stobart and Norbert

Eddie Stobart's chilled distribution business has clinched a new deal with Danone while Norbert Dentressangle has scooped a deal with foodservice supplier Brakes Group to provide a frozen consolidated distribution service.

Stobart's chilled distribution director Dale Foster told Cold Chain News that the two-year deal, which began at the start of September, involves transporting Danone products nationwide to major retailers. Arla Foods is in charge of the warehousing.

Eddie Stobart's chilled business is focusing on reducing empty mileage and increasing flexibility into the operation. Some 20 Insuliners have been introduced into the

fleet, says Foster. At the same time Stobart Ireland has picked up a contract with Tesco to provide transport delivery services from the supermarket's major distribution centre in Ballymun, Dublin.

Sean Brogan, managing director of Stobart Ireland, says the deal "significantly enhances the company's offering in the temperature controlled transport sector". The Stobart group highlighted its new £25m a year chilled distribution contract with Tesco when it reported a 39% rise in group pre-tax profit for the six months to 31 August from £11.1m a year ago to £15.4m.

Norbert Dentressangle's Brake group

contract is based at ND's temperature controlled hub at Easton near Grantham. The company's temperature-controlled, shared user network delivers products to Brakes' 25 UK distribution centres.

Other business wins are Keystone Distribution which has picked up a two-year multi-million pound transport deal with pizza chain Papa John's. The contract was previously with Norbert Dentressangle. Keystone will run multi-temperature deliveries to 140 Papa John's UK outlets from its distribution centres at Hemel Hempstead and Heywood. The pizza company hopes to double in size over the next few years.

Business confidence returns to transport

Confidence levels among businesses in the transport and storage sector increased in the third quarter of 2010 while the outlook across the whole economy weakened, according to the latest ICAEW/Grant Thornton UK Business Confidence Monitor (BCM). According to BCM, which tracks the confidence levels of UK finance and business professionals, 65% of those in the transport and storage sector are more confident in the economic prospects facing their organisation over the next 12 months, compared to the previous 12 months. Only 12% are less confident about the coming year. Will McWilliams, head of transport at Grant Thornton says: "The transport sector seems to be holding up better than others due to a slight increase in overseas orders and growing demand from foreign customers."

However, new Bacs payroll figures reveal that the transport, storage and communication sector saw the second highest number of sector job losses in the three years to August 2010. The building industry experienced a 25% slump in the number of Bacs salary and wage payments but the transport sector was not that far behind with a drop of just under 19%.

Lamberet UK closes

Lamberet UK is in liquidation after its bank severely reduced its overdraft limit, according to managing director Pascal Quesnel. Some 60 people have been made redundant as a result.

Quesnel is critical of the bank's decision to pull the plug instead of sticking with the company until the middle of next year when the outlook could have improved. Lamberet UK had suffered from the exchange rate with the euro and had struggled to generate sufficient revenue from the sale of its London site. "The banks' attitude will drive small business to an end in the UK, in an industry which is already on its knees," says Quesnel. The collapse of Lamberet UK follows the failure last year of Lamberet in France. The French factory, and other assets including the Lamberet brand are now owned by the Caravelle Group, a private equity investor, and trades as Lamberet SAS.

Lamberet SAS launched two new trailer designs at the IAA Hanover show last month. Lamberet SAS is seeking a UK distributor and has been approached by several UK businesses, said Erick Mejean, managing director.

Rockabill Shellfish at 1:50



Search Impex has released a 1:50 scale Volvo FH Globetrotter XL 4x2 and three-axle, refrigerated trailer with underslung tail lift, customised in the livery of Irish seafood products firm Rockabill Shellfish. The model, produced exclusively for Search Impex by WSI Collectibles, is a certificated Limited Edition with 102 pieces. Visit www.search-impex.co.uk or telephone 01332 873555.

CHAMPION CHIPPIE



A 3.2 tonne payload persuaded George's Tradition to use the 7.5 tonne Mitsubishi Fuso Canter

Award-winning Derby-based fish and chip shop chain George's Tradition has taken on a new, fridge-bodied Mitsubishi Fuso Canter. The 7.5-tonne Canter 7C18 was supplied by Derby-based Mercedes-Benz dealer Mertrux. The truck's insulated body is by Jackson Coachworks and has separate compartments for chilled and frozen products. The truck operates from George's Tradition's Tasty Choice distribution centre in Ilkeston, and is used to keep the company's shops – four of which have restaurants – stocked with fresh fish, potatoes and other food products.

Grocontinental scoops award

Whitchurch temperature controlled operator Grocontinental has won an "Employer of the Year" award for promoting healthy lifestyles among its staff and for supporting community sport.

Grocontinental has encouraged its workforce of almost 270 to participate in sporting activities. The company has negotiated reduced membership with a local gym and installed cycle racking and showers to encourage staff to cycle to work. It also runs Pilates courses and offers an Executive Stretch team-building course, designed to "stretch" the mind and body.

Next year the company plans to launch the government's "Cycle to Work" scheme.

Sports partnership Energize Shropshire, Telford & Wrekin hosted the annual awards ceremony to recognise local people and organisations who improve sports provision for local people.

Don-Bur Safe Suzies

DHL Supply Chain is working with Don-Bur to develop a version of its Safe Suzie lorry coupling device for temperature controlled vehicles. The move comes after Safe Suzie – the joint brainchild of DHL Supply Chain and Don-Bur – won Innovation of the Year Award at the SHP IOSH Awards.

The product was designed as part of DHL's accident reduction strategy to prevent lorry drivers from becoming literally, 'fall guys'. It removes the need to climb up onto the catwalk behind a tractor unit to couple up the air and electrical lines. DHL Supply Chain has made the Safe Suzie standard specification on dry freight trailers.

DEAN STILES, EDITOR



Weathering the storm

Optimists say that UK business has weathered the economic storm of recession and subsequent slump: pessimists say we are in the eye of the storm with as bad still to come.

Weathering the storm has taken huge effort, financial and otherwise, but there is a limit to how long any business, especially small and medium sized business, can sustain such difficult trading conditions. Some of them are now just too weak to carry on and we can expect a spike in failures in the New Year.

Their demise will bring a welcome reduction in competitive pressure for those remaining. Certainly most of the big players are sanguine about prospects for 2011. As we report in this issue, Reed Boardall Transport, Eddie Stobart, Norbert Dentressangle and Keystone Distribution have won new business.

The big variable is how the UK economy will respond to George Osborne's planned cuts in government expenditure. Of the myriad reports into the economy, one of the few bright notes has come from supermarkets showing food sales in positive figures: a small sign for optimism that the temperature-controlled sector could outperform transport as a whole.

Motorway closures after accidents under review



• Photograph courtesy of RAC

Temperature controlled operators and trade associations have welcomed a police review of motorway closure procedures after serious accidents. Transport minister Mike Penning has instructed the police to review its procedures in a bid to cut congestion.

Penning, a former Essex fire-fighter who used to attend road traffic accidents on the M25, is liaising with the Association of Chief Police Officers (ACPO) together with Home Office minister James Brokenshire to look again at the procedures. "I respect that these may be crime scenes but closing my motorway networks for up to 11 hours, leaving trucks and motorists stranded for hours on end, is not acceptable," says Penning. He believes that there might be more opportunities for partial motorway closures, instead of closing all the lanes, so that traffic can move.

Eddie Stobart chilled distribution director, Dale Foster, says: "Motorway closures have a massive impact on us as all temperature-controlled distribution is time critical. If a vehicle is held up in traffic for two or three hours that could mean a customer rejects a load. Putting money to one side, we get a black mark in terms of customer service for something that is beyond our control."

The FTA welcomed the review. A spokesman said: "Protracted road closures can be immensely disruptive to the supply chain, costing our members many thousands of pounds. We are delighted that this is one

REFRIGERATION MINUS THE AGGRAVATION



Contact us today to see how you could save up to 20% on your current maintenance provider

- > National transport refrigeration specialists
- > Fleet of fully equipped mobile engineers
- > Fixed price, contract or pay-as-you-go
- > All makes repair, maintenance & parts

call us on 0870 428 2050
email sales@pullmanfleet.co.uk
or visit www.pullmanfleet.co.uk



of the areas of road haulage that Mr Penning has focused his attention on."

Paul Watters, the AA's head of roads and transport policy, said the move was welcome because motorway closures "cause such massive consequences for people in the queue". Greater consistency in approach among officers and forces could help, he added. Watters pointed to an AA study that showed that motorways and main roads were closed at least 1700 times in the first eight months of 2009 due to accidents and incidents. This represents over 5000 hours or 208 days of closures. The AA has suggested speeding up the procedures to remove crashed vehicles; using more technology to improve the accident investigation process and using variable message signs at junctions to warn of closures. It also thinks that alternative routes should be signalled in advance and that traffic on closed motorway should be diverted via the central reservation onto other carriageways or turned around.

The RAC's motoring strategist Adrian Tink said: "The emergency services have a vital and often difficult job to do when there has been a serious accident that requires a road to be closed. Unfortunately in these circumstances motorists are often caught up in lengthy traffic jams or diverted down alternative roads that are not necessarily designed for such volumes of traffic. It is important that these procedures are regularly reviewed to ensure that the balance is right between the two."

ACPO's 2007 "Road Death Investigation Manual" points out that officers should ensure road closures are "appropriate and proportionate to the needs of the investigation". However, it also stresses that the "investigation should in all cases take precedence over the need to re-open roads".



A completely new generation of Eutectic Transport Refrigeration Technology

IMMENSELY POWERFUL - HIGHLY RELIABLE - MINIMAL MAINTENANCE

SILENT IN OPERATION - CREATES NO EMISSIONS

Tel 01509 244344 www.eistechnik.com

VIEWPOINT



Flip-flops or walking boots?

Which contract terms suit your logistics business? Katie Lote, associate at law firm Harrison Clark, explains the importance of getting contract terms right

Protecting your business is paramount when it comes to commercial relationships. But how far do you need to go to ensure you are appropriately protecting your business when entering into contracts with customers? Are standard terms enough or is a bespoke agreement required? For the answer, it is necessary to look at the journey ahead and a useful, if not surprising, analogy is footwear in the form of flip-flops and walking boots.

If about to embark on a short trip on a sunny day, where the ground will be soft and kind, then flip-flops are likely to give your feet all the protection they need. Where the journey will be long, up-hill or involve some difficult terrain or obstacles – a boot designed for the job will be needed.

Applying this analogy to business contracts, for short-term or one-off transactions, standard industry terms that have been prepared for the industry by the industry (such as the UKWA, RHA and BIFA) offer significant protection. These

standard terms ensure that a supplier's liability is limited in the event of lost or damaged stock - gives a supplier the right of lien over stock, to offer a way in which monies that could be lost in a customer's insolvency or failure to pay, can be recouped – and ensures that a supplier is not in breach or liable to its customer, where its failure is due to a circumstance beyond its reasonable control.

Although the industry standard terms provide a basic level of protection, they are not designed to deal with long-term arrangements – where walking boots may be required!

Long-term arrangements will usually need to provide for issues that the industry standard terms do not cover. These might include exclusivity and minimum volumes. Where a supplier will need to ramp-up for a particular contract it is unlikely to want to incur spend without some form of guaranteed return. The Transfer of Undertakings (Protection of Employment) Regulations may also

be of concern to suppliers, where on entering into a new contract, the employees of the customer, or the out-going supplier could automatically be transferred. It will be important for suppliers to include carve outs to service and service level descriptions, so it is clear when these (and any service credits) should not apply, such as when customer forecasts are inaccurate.

If your business does not already have a standard long-term supply agreement, which can act as a starting point for negotiation with customers, the next time you intend to enter into a customer arrangement which is not adequately provided for by the industry standard terms, it might be a good opportunity to get one drafted. That way, whatever the journey ahead, the business will be able to embark on the right terms, with the appropriate level of protection.

KATIE LOTE ASSOCIATE AT LAW FIRM HARRISON CLARK
EMAIL KLOTE@HARRISON-CLARK.CO.UK

Now We're Talking GRP or Steel!

KRONE
We Deliver the Future

“Temperature controlled operators can now not only reduce their running costs and down time, but also have the flexibility of GRP or steel bodies to do it.”

- Full Chassis with Full Width Pick-up Plate
- Designed for UK Pick-up and Drop Operation
- Choice of Axles
- Full Choice of Colours
- 10 Year, KTL Paint Corrosion Cover
- Best UK Service Back up: 40 locations
- Full UK & Ireland Parts Network

...only Krone offer this...

Krone. Now We're Talking!



6 telematics

Chef's Connection temperature monitoring

Food company, Chef's Connection, tracks its daily deliveries of fresh foods to hotels and restaurants with Masternaut's web-based telematics and temperature monitoring system.

Chef's Connection has a fleet of 7.5 and 3.5-tonne vehicles fitted with integrated Masternaut vehicle trackers and Mastercold temperature monitors. The system includes driver ID keys so that managers have instant reporting and visual status for each vehicle, its movements and driver.

Chef's Connection is a Grade 1 accredited food company under the British Retail Consortium (BRC) code.

Bob Webb, head of transport at Chef's Connection, says: "The Masternaut system stands out as the best temperature-controlled vehicle tracking solution on the market. It helps Chef's Connection to keep its BRC

status, which is critical to our business."

"Vehicle tracking gives us a real-time view of our vehicles. This allows us to answer customer delivery queries quickly and knowledgeably. It also provides evidence of what was delivered, when it was delivered and who delivered it," says Webb.

Chef's Connection can also use the system to "geofence" delivery routes. This feature alerts the transport management team if a vehicle has strayed from its planned route. Alerts are displayed on screen as well as on Webb's mobile phone. Drivers are contacted immediately to find out why the driver has altered his route. The system also provides proof of excessive idling and speeding.

An added benefit of the system is proof of drivers' working time. Because the system is active from the time of turning the ignition key to turning it off, it provides an accurate record of each driver's working day.

"Driver working time recording is very useful. It gives us an accurate picture of

overtime working, particularly at weekends when the office closes at midday and drivers can't return their time sheets. We can quickly look on the system to find out when they returned to base," says Webb.

Chef's Connection sources and supplies products including fresh fruits and vegetables, prepared foods, specialist products, frozen foods, dairy and dry stores. The company imports direct from major European markets and it also sources products from specialist growers and food producers in the UK and overseas. Chef's Connection holds the prestigious Re:Fresh Foodservice supplier of the Year Award.



"While it's important to make the right choice of tracking hardware, it's more important to interpret tracking data strategically in the context of effective KPIs," Trevor Evans, general manager, Freshline

Freshline and Isotrak

Freshline has signed a six-year tracking contract with Isotrak to provide real-time visibility of deliveries. Isotrak has installed tracking units on 120 trailers as a direct replacement for existing units and 65 new trailers. The roll-out was complete at the end of April. Isotrak provided software, its Active Transport Management System, which provides automated visibility of vehicle movement and location.

The software integrates with existing customer planning systems, alerting managers if issues occur. This enabled Freshline to set new standards of pro-activity in managing its operational performance and maximising the accuracy of planned deliveries. Ultimately the device helped the business achieve a single, unified view of its fleet operations, by tracking and measuring the performance of all 185 trailers.

Freshline transports pallet loads of chilled and fresh produce to supermarkets including Asda and Sainsbury's. Reduced carbon emissions are high on the agenda for organisations such as these, and so too for Freshline. The company reduced the top speed of its vehicles to 54mph to save fuel and reduce emissions. Now it makes savings by running fewer and friendlier miles, acting on the insights that the software provides.

Cargo Management

Thermo King's TracKing is a web-based solution that provides customers with real-time temperature and location information on their refrigerated fleets. It integrates with customers' in-house logistics and planning systems, making it easier to improve response times and make critical decisions.

Users no longer need to switch between different applications or look at multiple screens to keep up-to-date with fleet operations. The TracKing website portal provides access to real-time data on refrigerated cargo conditions and unit performance, ensuring transporters have critical cargo and vehicle data at their fingertips in the system of their choice. Using one portal to manage their business and fleets data is more efficient.

From a single interface, managers can compare current cargo temperature data from the TracKing system with required cargo temperature data from their planning system to ensure cargo integrity.

Important information like current trailer location, trailer arrival times and door openings can be matched with other business critical information to manage transport times, costs and ensure on-time delivery.

"Our customers look to Thermo King as their trusted partner to provide flexible solutions for their business, said Bruno Vanden Bril, telematics product manager at Thermo King.

Cargobull Telematics

Schmitz launched its second generation telematics system, TrailerConnect with electronic temperature recording, at the Hanover show.

TrailerConnect, developed by Cargobull Telematics, includes a LIN-bus component that enables connection of up to four analogue temperature sensors. The system integrates the temperature recorder and transmitter enabling data sent to an Internet database via GSM to be read at any time.

The system uses a chip soldered to the circuit board instead of the usual Plug-In SIM card for better quality and functionality. New GPS technology – High Sensitivity GPS – avoids external antennas which are integrated with the control unit that is installed under the vehicle.

All components are fitted ex-factory and available for retrofitting. "The new technology allows for new reports as well as the tried and tested service packages: "Position", "Trailer-Info" and "Temperature", and optional digital map," says the company.

The management report provides data on fleet utilisation. A new vehicle report provides detailed information about the daily utilisation of individual trailers with route, loading, unloading and data about events that occurred during the day. Both new reports are ready to use and can be called up from the portal without further instructions or the need for previous special configurations.

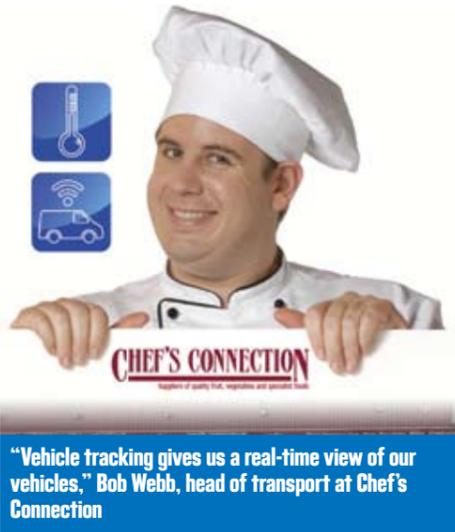
Some 8,000 trailers from a variety of manufacturers and in different designs are already on the road using earlier versions of TrailerConnect, says Cargobull Telematics.



Schmitz second-generation telematics system, TrailerConnect, with electronic temperature recording launched at the Hanover show



New GPS technology avoids external antennas, integrating them with the control unit installed under the vehicle



"Vehicle tracking gives us a real-time view of our vehicles," Bob Webb, head of transport at Chef's Connection



An added benefit of web-based telematics is proof of drivers' working time

Just 15 of over 3,500 products we stock, PLUS the fully assembled and ready-to-fit **flush-tech2** door system, only from CBF



Commercial Body Fittings Ltd

80 Bridge Road East
Welwyn Garden City
Hertfordshire AL7 1JY
Tel 01707 371161 Fax 01707 372603
sales@cbf.uk.com • www.cbf.uk.com • www.flush-tech.co.uk



Budden Road
Coseley
West Midlands WV14 8JN
Tel 0121 520 0100 Fax 0121 522 3889

Randall
MANUFACTURING
Temperature Zoning Products

TrackKing

The power of one source.



Temperature Management



Fuel Management



Vehicle Management



Driving Behavior



Vehicle Tracking

**TrackKing Temperature and Fleet Management System.
One System. Many Benefits.**

- Manage cargo temperature
- Improve fleet efficiency
- Lower fuel consumption
- Reduce environmental impact

www.tktracking.com

 **THERMO KING**

 **Ingersoll Rand**

8 new products

Carrier expands all-electric range

Carrier Transicold's Vector 1550 trailer fridge extends the company's all-electric range. The Vector 1550 unit is a development of the Vector 1850 unit. It provides 14,800W capacity but with lower fuel consumption achieved using a 1.5-litre diesel engine to generate electricity.

The smaller engine is possible by combining a hermetic compressor with an economizer. The economizer boosts refrigeration capacity by up to 40% during pull-down, which is automatically reduced during the temperature regulation phase.

The Vector 1550 can drastically reduce energy consumption yet maintain exceptional cold chain performance by delivering adequate capacity according to the refrigeration phases. The Vector 1550 unit delivers faster temperature pull-down, reaching the desired set point up to 25% faster than conventional technology and with extremely precise temperature control of +/- 0.3°C.

The all-electric technology provides the Vector 1550 unit with a constant heating capacity of 8,800W regardless of weather conditions. This means the unit offers extremely fast defrost.

Carrier Transicold introduced the all-electric system with power provided by a diesel engine-driven generator in the late 1990s. Electric systems remove a large number of serviceable parts from the refrigeration cycle, substantially reducing maintenance and downtime. "A recently concluded 12-month survey on a 700-trailer fleet operated by a major UK retail chain showed a 99.4% availability rate with Vector-equipped trailers," said John Forster, sales director at Carrier Transicold UK.

Fewer parts and joints in the all-electric system dramatically reduce refrigerant leaks compared to conventional belt-driven technology, Forster says. The Vector 1550 unit's low fuel consumption reduces its overall carbon impact by up to 35% compared to conventional systems, the equivalent of removing 2.8 tonnes of CO2 per unit per year.

The Vector 1550 unit weighs 739 kg and operates with low noise emissions of 71 dB(A).



Carrier's Vector 1550 all-electric unit provides 14,800W capacity but with lower fuel consumption from a 1.5-litre diesel engine

Krone cuts k-value by 25%



Inspired by the Thermos flask, new panels on Krone's Cool Liner Duoplex Steel trailers cut the K-value by 25%

Krone has cut the K-value on its Cool Liner Duoplex Steel trailers by 25% using vacuum insulated panels. The vacuum insulated panels (VIP) use the same principle as a Thermos flask, providing extremely high insulation at minimum thickness.

The core for the insulation plate consists of pressed powder. Its main component is micro porous silicic acid. In a special process the powder core is wrapped with high barrier plastic film from which air is evacuated and then sealed.

If the VIP panels are damaged in transit the K-value drops to that of a conventional temperature controlled trailer and is still able to function correctly.

The VIP technology is energy efficient and

requires less cooling than a conventional refrigerated trailer. This also leads to reduced CO2-emissions, less maintenance, lower noise emissions and reduced life cycle costs, says Uwe Sasse, chief executive, design and development at Krone.

The Cool Liner in the VIP-series is available optionally with a Piek certified cooling device and low noise floor. This capability allows for night time deliveries in urban areas that are currently prohibited by law in many parts of Europe.

In a prototype development the Cool Liner also comes with solar panels on the roof. The trailer shown at the IAA show in Hanover had the new Carrier Vector 1550 able to use any available power from the solar panels.

FOOD & DRINK LOGISTICS SHOW

27 FEB-1 MAR 2011 NEC, BIRMINGHAM

Make stronger connections

The temperature controlled supply chain poses numerous unique challenges to producers, manufacturers and retailers.

The Food & Drink Logistics Show is the perfect opportunity for you to find new and innovative products and services to help you improve efficiency and cut costs.

Register free online at www.fologisticsshow.co.uk or call 01293 610235

Interested in exhibiting?

To find out more contact:

Daren Rose-Neale on 01293 610355
or email fdlogisticssales@william-reed.co.uk

Supported by



Media Partner



The Chartered Institute of Logistics and Transport (UK)

