



## Case Study

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### **Gist Employs New GPS Locator Solution for Trailers**

Gist Limited is a supply chain company with a long history, spanning over 100 years that provides innovative, bespoke supply chain solutions that deliver cost savings, environmental benefits and competitive advantage. They have recently added SecureTrac GPS tracking on their trailers.

### **Summary of Study**

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The system designed by SecureSeal Systems Ltd (Enfield, UK) :

- *SecureTrac* – SecureSeal Systems' GPS satellite tracking and communication module
- *Access to the SecureTrac online portal*

The on-board *SecureTrac* monitors the vehicle's positional information, which is reported back to the client via the *SecureTrac's* satellite uplink.

In addition to the afore-mentioned conditions, the system has been set to automatically monitor Gist's trailer fleet in conjunction to over 3000 specific Gist locations.

## Case Study Specifics

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### Company Profile

Gist Limited's 3,000+ customers cover a wide range of commercial and industrial sectors, and many utilise their specialist skills in managing supply chains for perishable and chilled products. Part of the Linde Group which has an annual turnover of €13.8 billion, Through their extensive network of sites and close partnerships they manage UK, European and global end-to-end supply chains from Europe, Asia, South America and South Africa.

### Business Situation

Seven trailers were stolen in 2011 at a cost of about £50,000 each. Gist is involved in distribution of high value goods, often perishable (e.g. a trailer load of prawns worth £60,000) and need to know what is where and when. Timing and temperature standards must be adhered to and "getting it wrong" is very costly. In addition to that, misplaced trailers affect productivity and can seriously disrupt the refilling schedules. It is imperative therefore that every trailer be accounted for and its location known. As a large company, Gist has the challenge of ensuring service schedules are met with a fleet of 500 trailers.

### Technical Situation

A significant proportion of all movements require temperature control and Gist is a specialist in time and temperature sensitive logistics and ensures that all products adhere to the most stringent service requirements. Managing a large fleet of trailers in this time and temperature critical arena can be difficult and they needed better location identification with advanced tracking directly from a device on the unpowered trailers, with a preference for maintenance free units.

### Solution proposed by SecuresSeal Systems Ltd

A *SecureTrac* device to provide GPS tracking to monitor movement and location of the load. SecureTracs are wireless and offer at least five years of maintenance free use.

## Methodology

The SecureTrac is fitted to the trailer, not the tractor, which enables direct tracking of the vital part of the vehicle that contains the valuable cargo, instead of relying on connection to the cab unit before data becomes available. If the trailer is stolen it can still be tracked, as SecureTrac can communicate across the globe offering good protection even if a trailer is put onto a ferry. The system is simple to operate – the unit attaches quickly to the trailer – with no wired connections - and the end user can log on to the portal and find out where the trailer is located. There are no costly installation expenditures as the client can mount the unit themselves, literally in minutes.

## Case Study Outcomes

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Initially, the system was fitted to three (3) Gist trailers. The system was shown to work well during the initial pilot monitoring trailer locations for the fleet and after the successful three month initial testing period, the company extended the case study to 125 trailers, with the intention that it will be rolled out across the entire fleet in 2013.

- Units have proven to be reliable and cost-saving – no installation expenses incurred, and no wires to break.
- Temperature controlled loads can be of exceptional high value with a short shelf life and SecureTrac ensured their full visibility.
- Management can carry out automatic audits of trailer location without deploying manpower.
- Trailer efficiency is maximised.
- Trailer downtime is planned and managed via SecureTrac.
- Trailer hire is minimised through full visibility.
- ‘Lost’ trailers are eradicated.