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Asia Pacific Edition

Euroscan meets the next challenge – tracking everything that moves

Euroscan Asia Pacific, the Australian company which introduced the world-leading transport temperature monitoring solution Euroscan to Australasia and Asia barely four years ago, now offers advanced telematics solutions to the goods transport fleet and asset managers.

Euroscan has added the world's most advanced Machine-to-Machine (M2M) asset management technology to its inventory.

This is the result of the recent acquisition of the European parent company, Euroscan Holdings B.V. by the US-based ORBCOMM, a leading developer and provider of asset tracking solutions, which has the dual power of satellite and GPRS to be able to track everything that moves on the planet.

ORBCOMM™

ORBCOMM owns its own satellite constellation which is now being augmented by low earth orbit satellites which have the capacity to fill communication gaps so that the entire earth can be within range. The first of 17 second generation OG2 satellites was launched in the US in May this year. As well as stepping up its market presence throughout the Asia region, Euroscan Asia Pacific will step up its role as a Euroscan

Testing the new Euroscan MX2 unit on a Carrier system at the SuperTest environmental test centre in Queensland are (from left) Euroscan Group Director Ron Quaedvlieg, Euroscan Asia Pacific Managing Director Mark Mitchell, Group Projects and Support specialist Nils Schnessing-Schneeberg and Asia Pacific Sales and Operations Manager, Ben Burgess. In the foreground, making unit adjustments is Euroscan Asia Pacific General Manager Jon Mitchell.

and ORBCOMM distribution partner and regional support provider.Euroscan, internationally, is now a distribution channel for all ORBCOMM products globally except in the USA, Mexico and Canada.

Euroscan Asia Pacific, with headquarters and support team based at Ormeau in Queensland, has invested heavily in Euroscan system development in China, throughout Asia, and in Australia and New Zealand. As Euroscan Asia Pacific Managing Director Mark Mitchell explains, 'ORBCOMM will lever off our market dominance in this part of the world, to introduce its range of M2M and satellite solutions for the transport industry.

'In all respects, it is business as usual as far as the market and our existing Asia Pacific Euroscan clients are concerned,' Mark Mitchell added.

The former owners of the Euroscan Group, directors Ron Quaedvlieg and Mark Lippel remain at the helm of the Group. Both Mark and Ron have been

in Australia recently, working with Mark Mitchell and key Asia-Pacific personnel to develop new supply lines for all Euroscan and ORBCOMM products and technologies as well as to develop training programs and staff deployment strategies.

Director Ron Quaedvlieg explained that moving to ORBCOMM ownership was a mutually beneficial move by both companies.

'We found we shared a future vision for the use of telematics to be able to track both refrigerated and dry goods, as well as machinery assets anywhere in the world,' Ron said. Director Mark Lippel said the Asia Pacific region, in which Euroscan and ORBCOMM will be ably represented by Euroscan Asia Pacific, had the most promising growth potential of all global business.

To meet these opportunities, the Asia Pacific team has been expanded, and will soon offer 24/7 technical support to existing and potential customers across the region.

Refrigeration management moves up a notch – the Euroscan MX2 is compact, simple and a good two-way communicator

A small black box which punches well above its size and weight is the latest Euroscan mobile communication module that will revolutionise the way transport companies manage their cold chain fleet, wherever they operate in the world.

The MX2 is a refrigeration management device which basically records temperature supply and return air from a refrigeration unit, location and speed of the unit and a range of refrigerator operational data. Its on-board sensors will even issue alerts in the event of a crash, major interference or impact. It stores all this information and then sends the data back to base at pre-determined intervals.

It is designed to uncomplicate the monitoring process with its two-way communication, in-built power switch to the refrigeration unit for operator safety and simple installation and setup.

Apart from being smaller and more compact than its predecessor the MX1, the MX2 has stronger signal strength for network connection.

If maintenance or replacement is needed, the box can stay in situ, because the circuitry is built into the lid. Pull out two internal plugs and the job is done.

Its main claim to fame will be the integration of the remote refrigeration power switch into the same black box. It means that operators or drivers who may not be familiar with the refrigeration controls won't have to hunt around for a separate power switch. Flick the toggle switch on the side of the MX2 and the refrigeration unit is isolated and safe to work on.

Another plus is the MX2's two-way functionality. A transport manager can send commands to the refrigeration unit from his office computer, to power on and off, change temperature settings, begin pre-trip cooling, defrost and clear alarms.

Connected automatically with the Euroscan monitoring software via the internet, sufficient data about the operational performance of the refrigeration unit, wherever it is, can be instantly analysed, enabling transport managers to make decisions based on the operational costs of their mobile equipment.

The MX2 can be used alone as a monitoring and reporting device, or integrated with Euroscan's temperature monitoring and security system. With this combination, trucking fleets will meet HCAPP standards for transport of refrigerated cargo, especially foodstuffs.

Simplifying asset tracking

An asset management tracking system which can be installed in seconds by amateurs, has been added to Euroscan's already popular temperature monitoring solutions.

One of the first products being offered in the Asia Pacific region is the ORBCOMM GT 1100 solar-powered asset tracking system.

It covers dry and refrigerated goods and comes as a total package of hardware and web solution, requiring no complex installation or programming.
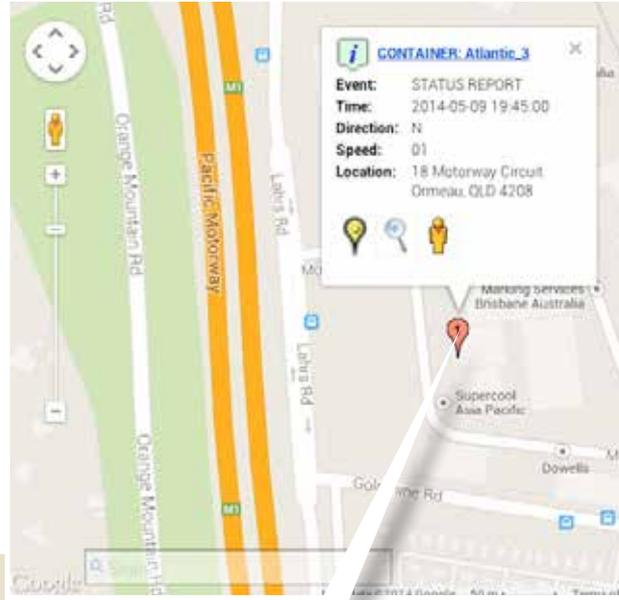
The base GT 1100 unit attaches in seconds to a container, machine, trailer or goods pallet and is self-activated to go online without any complex wiring, software or computer programming.

Using the dual telematics of satellite and GPRS, cargo or assets can be monitored online for location, speed, direction, stops and starts, impact and travel history.

Euroscan Asia Pacific General Manager Jon Mitchell said the ORBCOMM/Euroscan technology network aimed to become the world's system provider for HVAC/R.

'It is the direction we plotted for ourselves regionally, but with the ORBCOMM/Euroscan merger, it can now happen a lot faster and provide our customers with very advanced tracking solutions for all of their transportation by truck, rail or boat,' he added.
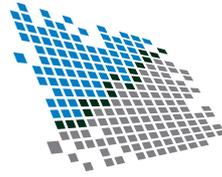
Jon Mitchell - Euroscan Asia Pacific General Manager

Showing how easy it is to attach a GT 1100 to a container wall is Euroscan Group Director Ron Quaedvlieg (right) and Euroscan Asia Pacific Managing Director Mark Mitchell

Hands across the Tasman bring advanced monitoring technologies to the transport fleet

Transport fleets in the Asia Pacific region will soon have access to the widest range of transport intelligence ever offered as a result of an alliance of world-class developers of transport telematics and cold chain temperature monitoring.

In a one-stop-shop approach, a bundled package of telematics will revolutionise the way assets and cargoes are tracked and monitored, and in the process eliminate the existing multitude of ad hoc hardware, software, sim cards and connection plans.

It has been made possible by an alliance between EROAD and Euroscan Asia Pacific.

Transport technology and services company EROAD developed the world's first GPS/cellular based system for calculating and collecting toll road charges. The company provides electronic road user charging and commercial services to customers in New Zealand and Oregon US, and

offers a fully secure telematics solution in Australia.

Euroscan Asia Pacific, based in Queensland, is the regional provider of total cold chain solutions for data recording and online transport monitoring, developed by the Euroscan Group based in the Netherlands and operating globally.

All food cargoes for the McDonald's hamburger chain across the world relies on Euroscan solutions to monitor temperatures and asset movement.

Euroscan specialises in the delivery of hardware and telematic solutions that help companies comply with the global HACCP (Hazard Access and Critical Control Point) standard covering food and pharmaceuticals.

In this new alliance, Euroscan Asia Pacific and EROAD will bundle their combined technologies to offer the dry and refrigerated goods transport sectors a single integrated reporting solution for tracking and monitoring machinery performance and cold chain goods integrity.

Clients adopting the telematics bundle will be able to make

accurate asset deployment and management decisions through one integrated online reporting platform. The heads of both companies are upbeat about the impact the alliance will have on their existing and future customer bases.

'EROAD's best-of-breed technology is an excellent fit with our cold chain expertise,' said Euroscan Asia Pacific Managing Director Mark Mitchell 'Our combined telematics offer a simplicity of operation which will appeal to the transport industry. They will be happy to replace multiple pieces of hardware working in isolation with one integrated solution and one telecommunication plan.'

'Most of the larger New Zealand operators transport chilled goods at some stage,' said Steven Newman, EROAD CEO. 'There are increasing end-customer demands for cold chain monitoring and management and with this alliance and bundling of Euroscan's world-class solutions, EROAD can help our customers meet the HACCP compliance standards contained in the proposed new NZ Food Act,' he added.