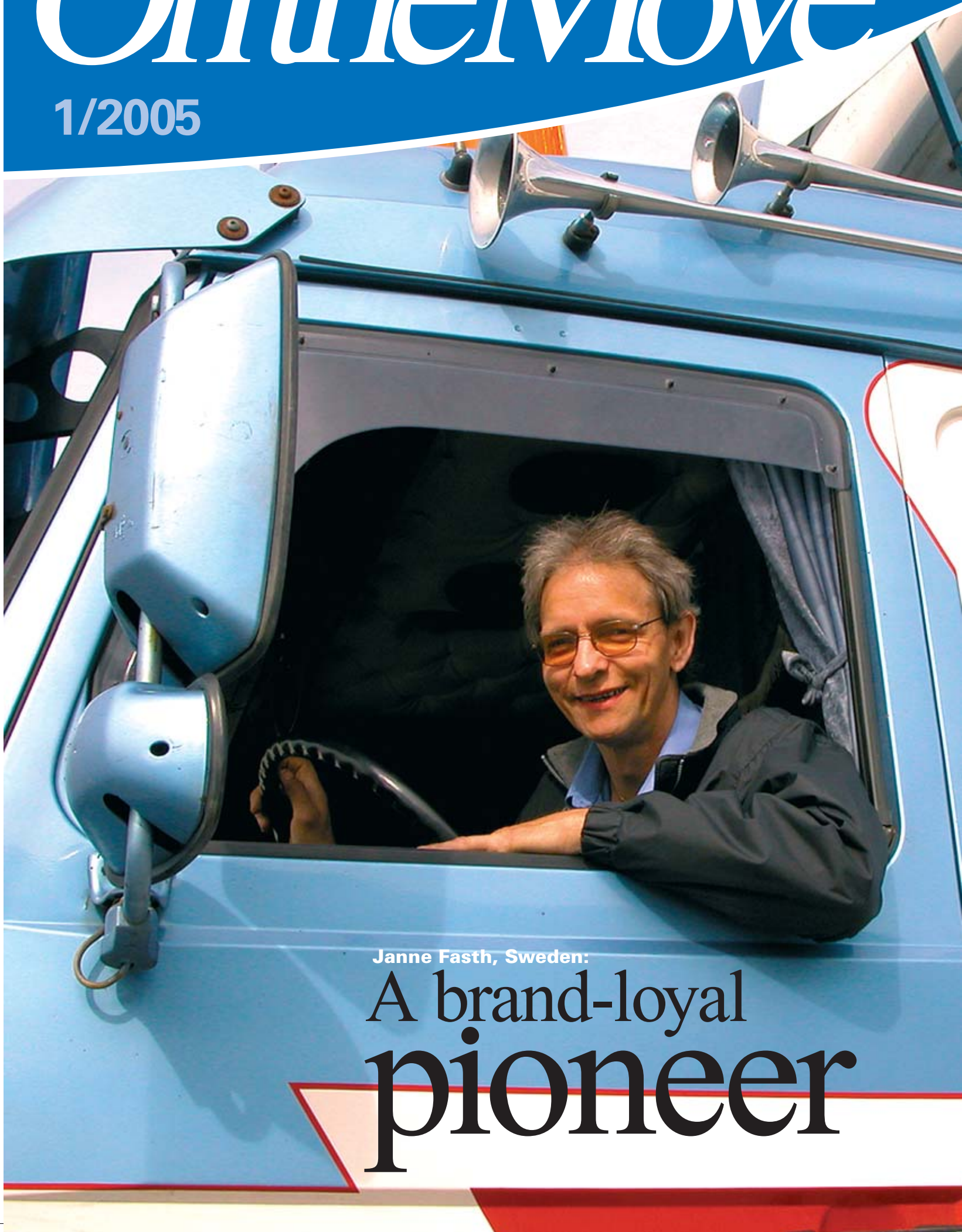


# On the Move Ekeri Hightech on the Road

1/2005



Janne Fasth, Sweden:

A brand-loyal  
**pioneer**



## Continuous development

Ab Ekeri Oy is the leading Nordic manufacturer of transport trailers with openable sides. Our success is based on a high standard of basic technology, custom-made solutions, and competitive prices. Thanks to our expertise in logistics, materials and technology, we can offer our customers efficient and user-friendly solutions for a wide range of transport needs.

A half-century of experience has shown us that success requires continuous and persistent development in all areas from products to customer service and in-house practices. We also know that true development requires interaction with customers and other partners. We must listen sensitively to our customer's opinions and keep the threshold for contact low. This publication was started with that purpose in mind. With it, we wish to bring Ekeri and its products closer to our customers. We hope that it will also inspire discussion and lead to new acquaintances. We await your comments with interest.

**Mikael Eklund**  
Managing Director

In addition to mechanical locking, Ekeri trailers can now be equipped with electronic security locking or a satellite-based wireless safety system. EkeGuard, a system developed on the basis of experience from the boat industry, helps to prevent break-ins and will also locate a trailer anywhere in Europe.



# An electronic security system for trailers

EkeGuard can be installed in both new and old trailers. Depending on the desired security level, there are three options. In EkeGuard Control, the basic version, a fixed, manually operating central lock system is installed in the truck or trailer. It effectively prevents attempt to enter through the back or side doors. In the EkeGuard Control and Remote Control Guard versions, the locking system can be operated both manually and remotely. Remote Control Guard also comprises a GSM alarm and locating system. The system uses text messages to inform one to three designated persons of a break-in attempt. The location of the trailer can be determined by sending a text message to its receiver. The trailer



system answers automatically with a message containing the exact coordinates of the trailer. When the coordinates are fed into the map software on Ekeri's website, the location appears on the map, with the accuracy of a street address. To improve personal safety, an alarm can be sent directly from the key ring to the alarm system. This function is activated by pressing the button on the key ring three times. The alarm is sent in the form of a text message to receivers designated in advance and also states the map

coordinates of the truck's location at the same time.

EkeGuard has been developed in cooperation with customers and numerous systems are

already operational

in Finland and Sweden. Practice has also shown that EkeGuard has increased the safety of drivers and cargoes.



**The EkeGuard locking system is built into the trailer structure.**

**Ekeri**  
WORLDWIDE

## Ekeri delivers its first semi-trailer to Germany

Ekeri delivered its first semi-trailer to Germany at the end of June. The customer was Mewissen Nutzfahrzeug GmbH, which specializes in trailers for frozen and chilled cargoes. The company services, leases and supplies trailers made by a number of manufacturers to customers in Germany and

elsewhere in Europe. Ekeri's delivery was a fridge trailer, custom-made for the German market. An internal height that exceeds the standard dimension is one of its special features.

Compared with local solutions, Ekeri offers the advantage of fully openable sides and complete

temperature control. In Germany, fridge trailers with openable sides are usually insulated curtainsiders, so-called insuliners, in which the temperatures are inadequate for the transport of frozen goods. The trailer delivered by Ekeri is equipped with a multi-temp cooling unit and has dividing walls for two separate compartments, one for frozen goods and the other for chilled. The trailer also has a pallet box and Ekeri's stepless fastening system, which makes load securing safe and easy.

**OntheMove** 1/2005  
Ab Ekeri Oy's customer journal

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Ekeri  
PORTRAIT

Janne Fasth, Sweden:

# Keeping up with developments, but with respect for tradition



A trailer bought 17 years ago by Janne Fasth returns – after restoration – to the roads of Sweden.

Janne Fasth is well known in Swedish trucking circles. He has hauled furniture and other goods from Smoland to northern Sweden since the 1970s. This appealing Swede continues the work of the family business founded by his father in the 1930s. Fasth became managing director at the age of 18 and still records 200,000 kilometres behind the wheel himself every year.

He's on the road every other week, dividing the rest of his time between office work and equipment maintenance. Janne Fasth Åkeri AB has a staff of four and is a real family business as there is both a brother-in-law and son-in-law on the payroll. Also his daughter, who studied to become a journalist, is planning a career change to truck driving.

#### A brand-loyal pioneer

Fasth has been loyal to two brands in his choice of equipment, Scania and Ekeri, although last year a Volvo did in fact appear along side the two Scantias. But there's still only one brand in trailers. Fasth brought the first trailers with openable sides to Sweden. The solution was a new one, but met and continues to meet the requirements of his company, since return cargoes from the north

of Sweden usually consist of saw timber. He fondly remembers his first negotiations with Ekeri.

"The door mechanism of the trailer was unfamiliar to me, and I ventured to question its durability out loud. But I wasn't concerned for very long since the company was quick to offer a 20-year warranty on the doors." Fasth has collected all the trailers from Finland himself. So far, he has made 13 trips.

"For me it's important to be able to discuss the details and get just the kind of trailer I want. I also enjoy visiting Ekeri, since I know everyone there," he says in summing up the business relationship.

#### Refurbishing old-timers is a hobby

On the day of the interview, Janne Fasth brought a 17-year-old trailer to be



Janne Fasth with his trucks and the 1964 Chevrolet Impala, his favourite hobby.

refurbished at Ekeri. He's obviously proud of the trailer, which was returned to its first owner after 11 years of wandering – and still in the original colours.

"I found the trailer in a dealer's back yard in Nyköping. I bought it back, since it would have been a pity to have let it go for scrap," says Fasth. He points out that the future of the trailer has already been decided: first to the

Karlskrona Trucking Festival and then back in business hauling cargoes. Fasth's interest in old transport equipment is not, however, limited to trucks. An enjoyable hobby is a 1964 Chevrolet Impala, which he has restored himself, right down to the smallest details. "I've had several offers over the years, but it simply isn't for sale," says Fasth convincingly.




Jörgen Byskata, owner and managing director of TL Trans, began work in his father's trucking company and went into business for himself in the early 1990s. His 10-year-old daughter Isabelle dropped in at her father's workplace on the day of the interview.

TL Trans, Finland

# Specialists in temperature-controlled transport

**TL Trans is a family company that specializes in temperature-controlled transport. Its principal customers are the retail food product chains in Finland. Its transport organization consists of a logistics centre in Kronoby and 37 trucks, of which 30 are long-term subcontractors.**

## Sensitive cargoes require uncompromising quality

TL Trans operates throughout most of Europe south of Denmark and concentrates on Italy, Germany, the Benelux countries, and also Poland, the Czech Republic and Hungary. Cargoes from these countries consist mainly of fruit and also other goods that require temperature control, such as frozen products and pharmaceuticals. Most cargoes departing from Finland are unit goods - products of the paper and engineering industries. Exports are distributed directly to receivers. Most imports go to Helsinki.

Managing Director Jörgen Byskata says that the company conforms to the ISO 9002 quality standard in all its operations.

"The most important single quality factor in the transport of food products is of course temperature, which must be kept at the level required by the products. Our drivers always verify temperatures before loading and check that either hot or cold air reaches the cargo. Temperatures are also monitored at regular intervals during transport."

TL Trans' trucks usually make runs of 1 to 3 weeks. A detailed

itinerary is prepared for each truck in advance. The trucks are also equipped with navigational equipment that makes it easier to choose the right route. Byskata is of the opinion that trailers with side-opening doors are the only feasible solution.

"When you can open the sides, it's easier to find cargoes, particularly when the trailer can be loaded on two levels. Many of our customers have products that cannot be stacked. The side-opening feature also increases the resale value of the trailer," explains Jörgen Byskata.

## Lots of competition

According to Byskata, the competition in temperature-controlled transport is tough and becoming tougher all the time. The greatest challenge at the moment is from the countries of eastern Europe. Fluctuations in fuel prices are the biggest headache as far as costs are concerned; they're difficult to pass on to freight charges. Wages costs are another factor that reduce Finnish competitiveness.

"So far, we've used Finnish drivers. We plan to continue doing so, as long as it's possible. Nevertheless, we have

to consider new routes and partners all the time. We're still not considering outflagging," Byskata points out.

## Born on the road

Jörgen Byskata is a second-generation professional in the transport sector. Setting up TL Trans

13 years ago was natural for a man who has spent his whole life in trucking.

"I was actually born in a car, so I'm used to being in a hurry and on the go." This is how he explains his choice of career with a twinkle in his eye.



## A milestone is reached - 40 trailers delivered to Iceland



Ekeri trailers are becoming a familiar sight on the windy roads of Iceland.

**Ekeri's deliveries to Iceland are increasing rapidly. The first pilot sales a few years ago have now evolved into continuous exports and a milestone of sorts - 40 trailer deliveries - was reached last spring**

Standard solutions were not applied in Iceland, since the island nation's environment places many special demands on transport equipment. The roads of this volcanic country are usually in bad condition and covered with lava that has been loosened by erosion. This requires special protection for the chassis structures of trailers and mud flaps,

for example, must be made of stainless steel. Strong winds from the Atlantic can overturn a trailer, which means that the body has to be lower than normal. An additional factor is the local custom of hauling lightweight goods on top of the truck body. As a rule, the roof structures of trailers must be able to withstand loads of two tonnes.

Ekeri is represented in Iceland by Stilling hf. The customers are the major shipping lines that carry cargoes between Europe and North America. These companies also handle the bulk of road transport within Iceland.