

OCTOBER 2020

CUSTOMER CASE STUDY

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We have seen a reduction in the number of accidents since 2015, year-on-year, and an improvement in our incident rate overall.”

Nabeel Sheikh, Deputy Director of Operations and Fleet Manager for Carey Worldwide Chauffeur Services



About MiX Telematics

MiX Telematics is a leading global provider of fleet and mobile asset management solutions delivered as Software-as-a-Service, or SaaS, to customers in over 120 countries. The company's products and services provide enterprise fleets, small fleets and consumers with solutions for efficiency, safety, compliance and security.



CUSTOMER

Praxair

FLEET SIZE

440 Trucks

INDUSTRY

Oil and Gas

REGION

Germany

SOLUTION

Fleet Management with, FM Communicator, RIBAS Display and FM-Web

CUSTOMER WEBSITE

www.praxair.com/

About the customer

Praxair is the largest industrial gases company in North and South America and on one of the largest worldwide. The company produces, sells and distributes atmospheric, process and specialty gases, and high performance surface coatings.



TELEMATICS
MOBILE INFORMATION EXCHANGE

Praxair products, services and technologies are making our planet more productive by bringing efficiency and environmental benefits to a wide variety of industries, including aerospace, chemicals, food and beverage, electronics, energy, healthcare, manufacturing, metals and other.

Business challenge

Due to the nature of the loads they carry on a daily basis, safety of the drivers in a fleet is one of the key factors for companies in the oil and gas sector. Praxair has the challenge of having zero accidents so this project was born as a safety programme to help their drivers improve their safety behaviour.

For over two years, Praxair has been using the MiX Telematics system provided by Kienzle, the national distributor of MiX Telematics Solutions in Germany. MiX Telematics fleet management solution monitored compliance in line with Praxair's strict and comprehensive safety regulations. The system offered immediate notifications in case of any minor violation; and an audit trail was done on each event which occurred during a given period.

Solution Provided

The information registered by the OBC from MiX Telematics allows them to analyse the daily performance of the driver and the trailer. The information is accessible to their safety trainers who can detect potential risks in advance and thereby provide safety advice.

The core feature of the system is the Kienzle Alarm portal which sends an email in real-time to the responsible dispatchers in case of an event. These emails included all relevant information and attachments required to fulfil the nPraxair safety regulations. In addition to the existing safety management system, Praxair have now taken the next step and added the MiX RIBAS eco driving solution to their fleet. Based on the same core system, the drivers received immediate feedback on their driving style whenever they surpassed set key parameters.

The RIBAS display provided this feedback without distracting the driver from safe driving.

Based on the driver scores achieved through RIBAS, Praxair offered a bonus scheme to each driver for safe, economical driving. Joachim Walter, Supply Chain Manager Bulk & Package Gases at Praxair Germany says: "Permanent training, monitoring and motivation to live the Praxair safety policy is a crucial factor of our business. To integrate safety and economic driving to reduce fuel cost and CO2 emissions is a fantastic approach in terms of corporate responsibility.

Implementation

The MiX Telematics fleet management solution has been implemented country by country. Germany was first, followed by Scandinavia. Spain, Benelux, France and Russia will be added before the end of the year. Although the project was started with the objective of increased driver safety; the obvious benefits of fuel efficiency capabilities have been noted.

There are currently a total of 210 RIBAS units installed with 350 more installations expected by year end. Praxair will then be signing an agreement with MiX Telematics to extend the implementation to the whole fleet across Europe.

Results Obtained

Joachim said: "Although the safety behaviour of our drivers was not bad in absolute terms; we recognised there could still be room for improvement."

Through the use of over-speeding events, rapid deceleration, critical deceleration, roll stability control activation and lateral acceleration on curves, Praxair have been able to improve their safety results. Utilisation of the RIBAS units has resulted in lower incident rates and less roll-over as well as a reduction in fuel costs.

Kienzle Boilerplate

Kienzle Automotive GmbH has been providing products and solutions to the automotive market for more than 65 years. Their main focus is on tachographs including data management, car multimedia, parking systems and fleet telematics solutions. Based on VDO products and MiX Telematics platforms, Kienzle provides solutions for more than 900 commercial vehicle partners and 15,000 commercial customers. Having 8 subsidiaries, Kienzle's approach is to provide excellent local customer driven solutions and support for globally successful products and systems.

