

## Media press release

(Blocking period 19 September 2018 / 7:00 CET)

### **LOSTnFOUND receives contract to outfit 1,000 ConnectedTrailers®**

**Hannover (Germany), 19 September 2018 – Digitalisation in the logistics sector not only affects the logistics service providers, but in particular, also affects the suppliers whose provision of the infrastructure contributes to the increasing transparency in logistics. To support this development, Fliegl Fahrzeugbau is taking the initial step of outfitting 1,000 trailers with the thoroughly economic tracking solution ConnectedTrailer®.**

**Logistics transparency in the internet of things:** Over the past decade, the "networking of vehicles" and the services this environment has given rise to, have seen the term 'telematics' establish itself, so naturally, today it's as much part of the world of commercial vehicles, as the internet is for smartphones. But mobile end devices and sensors, the internet of things (IoT), as well as artificial intelligence, will in future transform the world much more radically than we know it today. That's exactly why LOSTnFOUND has developed the ConnectedTrailer®. The ConnectedTrailer® functions within the network created for "the internet of things", which today offers ever growing coverage in 19 European countries – including Germany – and 30 other countries around the world.

**Unimaginably low running costs:** The tracking solution is based on the end device LOSTnFOUND® VELUM, it has a battery lifetime of several years and tracking accuracy that allows transnational positioning of trailers equipped with it. Bernhard Kerscher, Managing Director Sales and Marketing at Fliegl Trailer, comments; *"Along with the internet of things, come new opportunities for customers for the visualisation of logistical realities. We therefore decided to preliminarily fit 1,000 trailers with this innovative technology."* And he continues; *"there are no additional costs for customers for fitting the ConnectedTrailer®, since this is already firmly built in during production."* Daniel Thommen, CEO of LOSTnFOUND adds; *"Our unique solution, which comes with system-specific roaming, stands out especially due to the low monthly cost of €3.99. In order to let customers experience the ConnectedTrailer® for themselves, following vehicle handover, the solution can be tested with no obligation and free of charge for 90 days."*

**Open telematics:** The ingredients that the IoT technology is based on – the convergence of connectivity, automation and efficiency of the corresponding processes as well as the consistently open system architecture form the basis of the service DNA of the LOSTnFOUND. It's therefore self-explanatory that the corporate group works to ensure the establishment of a universal standard telematics interface. Following this logic, as an active founding member LOSTnFOUND has taken an active role in the formation of the OpenTelematics interest group.



#### Personal interaction at IAA Nutzfahrzeuge in Hannover

From **20 to 27 September 2018**, interested parties can find out about this unique solution in personal discussion with the people responsible.

*LOSTnFOUND AG  
Daniel Thommen  
Hall 25 / Stand C63*

*Fliegl Fahrzeugbau GmbH:  
Bernhard Kerscher  
Hall 27 / Stand C29*

**LOSTnFOUND** is a specialist provider for cost-efficient telematics and tracking systems. In 2009, the company developed the first solution in this field and today is among the leading providers in this market. The company, which maintains bases in Germany, France and Switzerland, supports customers in more than 20 countries and last year was awarded once again with international innovation prizes.

**Fliegl Fahrzeugbau GmbH** Fliegl's vehicle concepts are based on a sustainable product philosophy. Lightweight design is highly prized, meaning Fliegl has achieved top values when it comes to the trailer weight - to the benefit of the usage load and CO2 output. The Fliegl Quick Lock System generates a plus in aerodynamics for curtain semitrailers. It does away with protruding closure buckles, creating a totally even flat surface. Tipper trailers from Fliegl are constructed as standard using an aerodynamic, conical mould with Curved Chassis that has a round, extremely flat frame neck - the tipper doesn't protrude over the tractor. Windscreens and the innovative membrane rear wall also reduce the air resistance. Only Fliegl tunes the contour of all trailers individually and precisely by laser - for lower rolling resistance and reduced tyre wear. Fliegl's twin-axel Twin curtain semitrailers significantly reduce fuel consumption compared to triple-axel trailers. Environment and sustainability – Fliegl Trailer takes it seriously. Fliegl Trailer was awarded the German Sustainability Prize in 2016 for its holistic approach to resource efficiency.