

A true revolution



A small rugged box keeps track of the trucks

This is a true revolution, claims Per Hallberg, project manager at Stockholms Entreprenad, owned by PEAB, one of the leading companies in the field of Construction and Civil Engineering in the Nordic countries.

He is referring to BlueTex, the little rugged box the drivers bring along on the Garbage Trucks, Snow-Clearance Trucks and the mighty Lawn Mowers in the parks of the Swedish capital.

– BlueTex tracking service secures the quality of our work. We know exactly where our vehicles are, what they are doing in real time and what they have been doing during the working-day.



With the communication-technique of to-day that's not a big deal. But the revolutionizing aspects of BlueTex is the simplicity and the endurance, which, as a bonus, makes the operating costs practically neglectable.

– There are no costs for the installation, says Per Hallberg. The driver brings the box with him, when his shift starts. Should a box go out of order, which rarely happens, we leave it for service and immediately get a new one for replacement. No vehicle is left idle awaiting reparation.

Everything necessary for the function is included in the box. There are no cables to be connected, no antennas, none of those things that can cause trouble. External cables can break, antennas can be shaken to pieces, none of that happens with BlueTex.

Stockholms Entreprenad has bought 130 BlueTex-boxes with the necessary software. In operation there are still 200 conventional GPS-based equipments.

BlueTex replaces all

– We will replace that older equipment within 2-3 Years, declares Per Hallberg, and will then have 400 BlueTex in operation. That is altogether a big investment, but it will soon be profitable. We will use the information BlueTex gives us for billing and there will be no more discussions about working-times and the contents of our work. We can without any doubt show our customers what we have done. Also our

subcontractors and drivers can see all facts in real time and historically.

Street-cleaning and snow-clearance are open to conflicts. The city-authorities or private persons can complain over what they see as negligence, that we f.i. should be late in cleaning the streets from snow. It has happened that such complaints have gone to court. With BlueTex we will have no fear, if we have worked by the book, we can correctly account for every detail.

The hardware for BlueTex has been developed by FYM AB

– 90 percent of all problems with the hardware is caused when it is installed or in the interface between the office and the vehicles, CEO Sven Bergqvist points out. That is why our aim was to create simplicity, simple function and simple handling. Everything needed is inside the box; GPS, radiomodem, keyboard, battery, blue tooth and antenna.

And BlueTex endures all

The box is so rugged that it can cope with very hard handling. The driver can incidentally drop it and when it hits the ground nothing happens. It endures all climates, humidity and heavy rain, and it will not suffer even during the hardest Nordic winter.



One prototype was used daily for 2,5 years on a tractor in hard outside activities without one single technical hitch. It even once happened that a box on a lawnmower fell off and was overrun by the mower.

– It was not so nice looking afterwards, but it did function, says Mats Wärme, project manager at Mowic AB, the system integrator in Sweden.

Mowic has its own wireless communication-system network interfacing information from vehicle to office.

– When we installed old, conventional equipment with cabling and antenna, it took us one day per vehicle. Now we handle 50 vehicles



in one single day. We have already installed 13 systems with up to 200 BlueTex boxes each.

– Our support time with BlueTex has dropped dramatically. There are seldom any faults, and if, we change the box within minutes.

– Our end-users are mostly not very familiar with IT-equipment and handling. Most drivers of entrepreneuring machines don't like staring at computer screens and they have no time to spend on education. And they don't have to take a course to learn BlueTex, it takes less than five minutes.

Keep the gloves on

– The box not only endures hard handling, the keyboard is so big that the drivers don't have to take off their gloves when pressing the buttons, says Sven Bergqvist. They just press, for instance button F1 when they start clearing a street from snow, F2 when they are covering the ice with sand, and other buttons, when they want the device to track any chosen activity. And when they change vehicle, they bring the box. It can be used on all types of vehicles, summer as winter.

– We avoid many disputes thanks to the accuracy of BlueTex, states Per Hallberg. One example: A motorist said that one of our tractors had sprayed hydraulic oil on his car. We could show him that none of our vehicles had been anywhere near his street that day. On an other occasion we met complaints that we had not emptied the wastebaskets

in a certain cityarea, it was untidy around them. We could prove that we had been there on time, and that we actually had emptied them more often than our contract with the city of Stockholm obliged us to do.

– It is no wonder that we are satisfied with BlueTex, declares Per Hallberg.

B&M Systemutveckling has developed the software behind BlueTex. Per Bergström at B&M says that it of course demands a little more knowledge to process the incoming information at the office.



– Still it is not more difficult than to start your own TV-set and change the channel, and who could not do that? On a digital map symbols are following the machines at work, and you can see what each machine does in real time. You can also go back and study each operation at a given time. This accuracy can be very useful if there should be an insurance related dispute. The lawyers know that they can rely on the information from BlueTex.

The transfer from the box to the office is normally done via GSM.

Open channels

– Our philosophy though is that the customer shall have an open choice. We can use any public or private communication channels.

The system builds on Window Standard but those who are using Mac can get connected via Internet. Another advantage is that you are not tied to your office, you can collect and handle information from your computer at home.

Did you meet any complaints from drivers feeling supervised?

– In the beginning there was some grumbling, but not any more. Now we meet a different attitude, it happens that drivers call the office and ask if they by any chance should have missed a street when cleaning. Even in that aspect BlueTex means a quality improvement.

Do you have any competitors?

– Yes, they are coming, answers Per Bergström. And they are welcome, it spurs us to further improve our product. We work inside different branches, but we have strongly focused on keeping the cities clean. We know that we are the best in that field.

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