

# INTERMOBIL LIGHTENS TURKISH FLEETS' LOAD WITH CONTINENTAL VDO

► An intelligent aid that takes the work out of tachograph obligations: Ever since the introduction of EU legislation making digital tachographs obligatory for all newly registered trucks, vans and buses, VDO has not only developed the necessary hardware for it, but also offers a broad but target group-focused portfolio of products and services, as well as electronic storage of driving times and rest periods in the tachograph. These innovative solutions for fleet management effectively facilitate everyday management for fleet operators and drivers and enable them to cut costs, optimize routes and distances and make more effective use of working hours. By using the DTCO and the entire VDO infrastructure, a dense European network of some 7,500 experienced, specially trained partner workshops is at the service of

haulage companies. These workshops also perform the required two-yearly inspection of the DTCO. Knowledge gathered from the partner workshops and dialogue with fleet managers and commercial vehicle manufacturers flow into the VDO fleet management programs, peripheral devices and services, helping to ensure efficient fleet management.

"First of all, DTCO 2.0 has the VDO counter, which is very interesting for the driver and for the fleet. Up to now it was necessary

that each driver calculated how much he drove the day, the week before or two weeks before by himself and this was a huge calculation for his brain. With VDO counter, it is done by the device of the digital tachograph," says Frank Schulz, the Head of Sales, Tachographs, Telematics and Services of Continental.

Emphasizing 91-year experience of Continental in tachograph business, Mr. Schulz speaks as follows: "The workshops and the network in Europe; we have 9 thousand 500 workshops around Europe 7 thousand 600 are established for the DTCO and in Turkey we have





150 total workshops, 100 of which are for digital tachographs. One and a half year before, we had only 40 and now he have doubled the volume in less than one year and we are not at the end. Intermobil will increase the volume. That means, the network and the experience is one advantage. The next advantage is that we are supplier for the whole chain, starting from the sensors up to the web based solutions in the internet.”

The latest DTCO generation 2.0, like the previous DTCO 1.4, implements the “1-minute rule”. The electronics are programmed so that the longest activity within a given minute determines whether the minute will be classified as driving time or resting time. Especially in short-range distribution work, in traffic jams, or standing in line waiting for customs clearance, when the vehicle often is moved only for a few seconds and otherwise stands still for a long time, this rule can save valuable driving time for drivers.

Another completely new feature is the optional VDO Counter. A kind of personal assistant, the VDO Counter keeps the driver constantly posted. During a trip, a glance at the DTCO display suffices to let the driver see how much driving time he still has, when the next rest period is due and how long it should be. During the driver’s break, the DTCO 2.0a shows the remaining resting time and the maximum driving time available after the rest. At another touch of the button, the driver can display all the information he needs for his current shift and -for example - see how much driving time he has for the rest of the day. The VDO Counter also provides clear information about the remaining weekly driving time. If so desired, the tachograph also shows the same information over more than one week. Further

**VDO offers a broad modular portfolio of fleet management software, peripheral devices and services addressing all aspects of the DTCO digital tachograph. The products in the portfolio of VDO are offered to the customers in Turkey through Intermobil.**

new features of the DTCO 2.0 include the optimized remote data download and the incorporation of a second, independent motion signal (IMS) to comply with the EU requirements for improved protection against tampering. The products in the portfolio of VDO are offered to the customers in Turkey through Intermobil. The company was founded in 1954 in Istanbul and is one of the major representation and distribution companies for leading automotive manufacturers in Europe and serves the entire car, truck, bus

and trailer manufacturers, distributors and their services in Turkey. Intermobil has been acting as the sole representative and distributor of Continental VDO in Turkey since 2002. With this respect, while providing spare parts to the globally recognized vehicle manufacturers in Turkey, VDO has acquired major market share with its sales to the aftermarket. Intermobil has 150 Tachograph Services and 14 Diesel Repair Services within Turkey while the company aims to increase number of services in the next few years. ■



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