



# Minorplanet Debsmith Case Study

## Debsmith transport

Debsmith European Transport are the leading air cargo haulage company in Scotland, based at Glasgow's Prestwick International Airport.

Debsmith provide a reliable and competitive airfreight haulage service between all major airport cargo gateways throughout the UK and Ireland. Established for nearly 10 years, Debsmith remains a family-owned business, operating 20 trucks which are all under 3 years old.

James Smith, Director of Debsmith explains "one of our airline clients practically insisted that a tracking system was fitted to our vehicles. We decided the Minorplanet VMI™ system would deliver the best information."

"One of our drivers was hijacked at gun point and the vehicle was stolen. Using the journey report we easily located the stolen vehicle, recovered it and the \$3 million worth of goods. We know we would not have got it back without the system."

**"In this business timing is crucial as the goods need to arrive in time for flights. The system gives us the ability to plan better, monitor progress and analyse inefficiencies"**  
James Smith

Debsmith use Minorplanet's route planner and historical reports to predict the cost of each job, James continues; "this allows us to be accurate and professional, and therefore competitive."

The system has been an instrumental asset to the company, maintaining their satisfied customers and winning new business "we won a large contract with Virgin with the help of the Minorplanet system."

Ultimately the system provides Debsmith with the control necessary to manage its fleet efficiently, James concludes "In this business timing is crucial as the goods need to arrive in time for flights. VMI™ gives us the ability to plan better, monitor progress and analyse inefficiencies."

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