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Hal Haygood,
President for RFTrax



Say “All Aboard!” to Wireless – offering locomotive telemetry to railroads

“Out of sight, out of mind” is not an option for today’s railroads. Increasingly precious cargo, combined with a strong need to increase efficiency and mitigate risk, requires that rail companies know what is happening, when, and to which of their trains, along every mile of track — all in real time.

Making such a daunting challenge possible is RFTrax. A wholly owned subsidiary of Fairfield Industries, RFTrax is a breakthrough provider of remote asset management telemetry to freight transportation companies. Its first product, the Asset Management Platform™ (AMP) for locomotives, gives railroads the opportunity to “see” exactly what is happening to any locomotive equipped with a special RFTrax transceiver known as an Asset Command Unit (ACU).

All information is delivered via the Internet. By logging in to a password-protected site, dispatchers and other management personnel can tell, depending on the particular sensors installed, where a locomotive is; whether it is shut down, moving or idling; how much fuel it has on board; coolant temperature, ambient temperature, and more.

Of course, delivering this valuable data from remote locations hundreds of miles from cities or towns requires a large, dependable wireless network capable of high-speed data transmission. During its product development phase, RFTrax questioned its technology partners about prominent providers in the field. Among the names to surface was KORE Telematics.

“We evaluated several possible aggregate providers, but none were as responsive as KORE,” said Hal Haygood, president of RFTrax. “KORE specializes in machine-to-machine connectivity and is committed to work closely with asset management solutions companies like ours.

What’s more, it has amassed a broad GSM/GPRS network with the consistent service levels we needed.”

“The RFTrax solution is a very comprehensive and pervasive application with highly visible environmental and commercial benefits for remote asset management,” said Alex Brisbane president and COO for KORE Telematics. “Widespread adoption of complex, network intensive solutions is a growing trend as the industry moves away from basic machine communications to umbrella telematics solutions.”

Through its working relationships with wireless industry leaders such as Cingular Wireless in the U.S., KORE is able to provide GSM, GPRS and next generation EDGE wireless communications. The company offers the largest GSM footprint in the United States – a key point of difference for RFTrax.

“RFTrax had been considering using a CDMA network, but our GSM service is significantly better. It enables RFTrax to offer coverage to its rail customers that includes 97 to 98 percent of their routes,” added Brisbane.

Since the debut of its locomotive service last year, RFTrax has already signed several leading railroads. “Our customers report they are getting the exact remote data they require on time, every time,” Haygood says.

The Arkansas and Missouri Railroad, an independent, Class III railroad serving a 139-

Nationwide Service

GSM/GPRS wireless networks enable RFTrax to provide GPS positioning, acceleration, fuel level, radiation sensing and more to railroads across 98% of service areas nationwide.



Above: RFTrax Asset Command Unit™

mile corridor from Fort Smith, Ark., to Monett, MO, is using the new RFTrax AMP solution to monitor 15 of its locomotives, including three remote-control locomotives. After only a few months, the railroad is already achieving measurable benefits by lowering fuel costs, reducing car billing charges, and adding an important layer of safety for its crews.



Above: Arkansas and Missouri Railroad Locomotive



"I've been really impressed with the RFTrax system," said Casey Shepherd, chief mechanical officer, Arkansas and Missouri Railroad. "We expect to recoup the cost of the RFTrax system through cost savings and greater efficiency." One major ROI factor is reduced fuel consumption. "By remotely tracking the temperature of the locomotives, we can avoid extensive idling to stay warm – and that saves up to five gallons of diesel per hour per unit. The system alerts us to start the engine if the temperature drops."

RFTrax anticipates expanding its service lineup to include A.M.P. (Asset Management Platform) services for railcars and tankcars soon, with other products for the maritime and trucking industries in the future.

About RFTrax

RFTrax is a leader in total asset tracking solutions for locomotives and railcars. The company's Asset Management Platform™ combines state-of-the-art technologies that incorporate GPS; a full range of wireless, real-time communications; specialized business intelligence; and supply chain management software that enable customers to make better business decisions, manage risk, increase profitability, and predict and prevent problems before they occur. RFTrax is headquartered in Sugar Land, Texas, near Houston, and is a wholly owned subsidiary of Fairfield Industries, Inc., a privately held multinational instrumentation and data collection, processing, and licensing company. For more information, visit www.rftrax.com

About KORE Telematics

KORE Telematics, the largest independent wholesale GSM network service provider, is 100% M2M focused and knows more about building a successful end to end machine data application than almost anyone. How? Because we work with 350+ application service providers today to deliver fast, reliable, Business Class service for applications from vehicle location to utility metering, payment processing, landfill monitoring, asset management, offender tracking and more. With tens of thousands of subscriber connections, we have built the network and the systems to deliver SMS, GPRS and EDGE services to you. Fast.

Background on Asset Management and Tracking

Asset Management is, most simply, the ability to attach or embed a wireless device with GPS location capability and provide the ability for the user to locate and track the device on a timed or on-demand basis. Though not the only reason, the primary driver is theft prevention and recovery where the return on investment is driven by lower replacement costs and, in some cases, by insurance savings. Asset Management is applied in a number of industries including:

- Automobile rental and leasing
- Federal and State agencies
- Construction equipment
- Freight and shipping
- Public transportation
- Law enforcement agencies

With the increased focus on Homeland Security, asset tracking has evolved into ever-widening applications. For example, the Container shipping industry is actively implementing container identification, monitoring of cargo and security alerts in the case of tampering.

Further, Asset Tracking devices are also starting to include explosive and hazardous waste detectors that can be used to alert local authorities. With the amount of cargo entering U.S. and Canadian ports from less regulated countries, combined with the sheer volume of cargo crossing the Mexican and Canadian borders, Asset Tracking is evolving into a valuable security solution that may soon become a regulatory requirement.

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