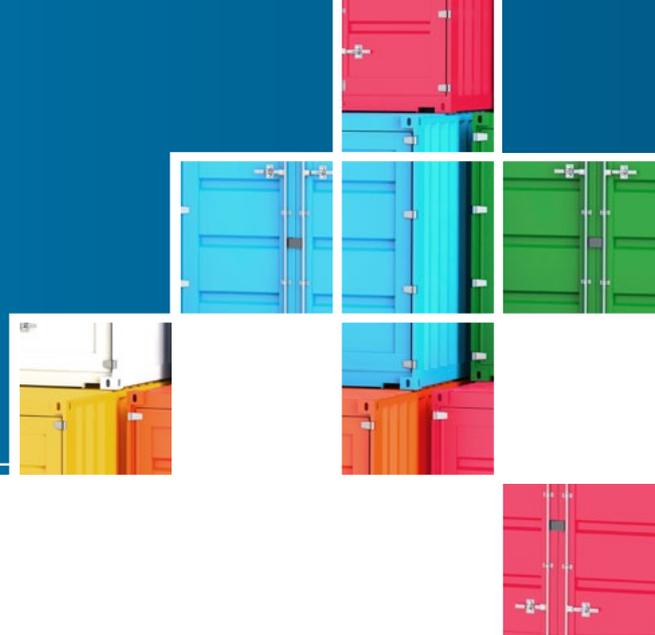


Trailer and Cargo Container Tracking



Trailer and Cargo Container Tracking is the fourth consecutive report from Berg Insight analysing the latest developments on the cargo container tracking and security market worldwide.

This strategic research report from Berg Insight provides you with 190 pages of unique business intelligence including 5-year industry forecasts and expert commentary on which to base your business decisions.

Highlights from this report:

- **Insights** from 40 new executive interviews with market leading companies.
- **Comprehensive** overview of the real-time cargo tracking value chain and key applications.
- **In-depth** analysis of market trends and key developments.
- **Summary** of major cargo tracking initiatives from the EU and the US.
- **Updated** profiles of 86 container tracking solution providers.
- **Detailed** forecasts by market vertical lasting until 2019.



Order now!

Please visit our web site to order this report and find more information about our other titles at www.berginsight.com

Berg Insight's M2M Research Series

What are the key business opportunities in the emerging wireless M2M/IoT market? Berg Insight's M2M Research Series is a unique series of 25 market reports published on a regular basis. Each title offers detailed analysis of a specific vertical application area such as smart metering, fleet management or vehicle telematics. Once per year we also publish summaries of our research with detailed forecasts for the Global and European wireless M2M markets, respectively.

www.berginsight.com

See inside for further details →

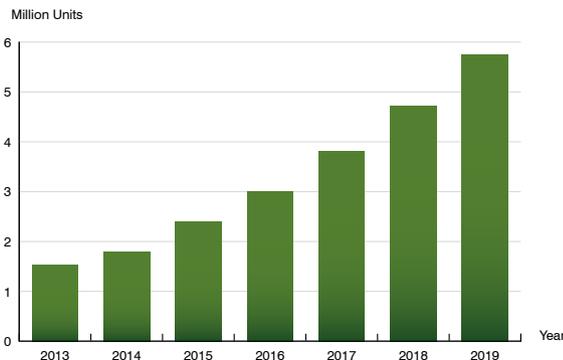


Strong growth for cargo container and trailer telematics in the next 5 years

Trailer and cargo container tracking is a subsegment of asset tracking and aims to increase operational efficiency and make logistics chains more secure. Berg Insight's definition of a real-time tracking solution is a system that incorporates data logging, real-time positioning and data communication to a backoffice application. Trailer tracking is often a part of a fleet management solution including both the truck and trailer. The history of fleet management solutions goes back several decades while tracking and monitoring of shipping containers came in focus after 9/11. Today, mobile and satellite networks can provide ubiquitous online connectivity at a reasonable cost and mobile computing and sensor technology delivers high performance, as well as excellent usability. All of these components combined enable the delivery of supply chain management, security management and operations management applications linking trailers, containers, cargo and enterprise IT systems.

In order to make freight transport efficient, products are packed into logistics units which can remain intact throughout the delivery chain. Smaller logistics units such as boxes and pallets are often grouped into larger units and loaded on semi-trailers, swap-bodies, air freight unit load devices (ULDs) or intermodal shipping containers. These loading units can be applicable to one or more modes of transport. Semi-trailers are mostly used in road transport, swap-bodies can be transferred between road and rail transport, ULDs are used in air freight transport and shipping containers can be carried on several transport modes. At the end of 2014, there were over 20 million intermodal containers and over 13 million trailers worldwide.

Berg Insight estimates that shipments of remote tracking systems with cellular or satellite communication capabilities for cargo loading units including trailers, intermodal containers, air freight cargo containers, cargo boxes and pallets reached 0.43 million units worldwide in 2014. Growing at a compound annual growth rate of 28.5 percent, the shipments are expected to reach 1.5 million units in 2019. During the same period the installed base of remote tracking systems is forecasted to grow at a compound annual growth rate of 26.2 percent from 1.8 million units at the end of 2014 to 5.8 million units by 2019. Tracking of trailers and swap bodies is the largest market segment and accounted for 71.3 percent of the total installed base of tracking units on trailers and cargo containers at the end of 2014. Intermodal container tracking is the second largest segment with an installed base of 350,000 tracking units at the end of 2014. ►



Installed base of active trailer and cargo container tracking units (World 2013–2019)

► In the past year, AT&T has connected 290,000 of Maersk Line's fleet of refrigerated intermodal containers. An important technology partner in the project has been WAM Technologies which in October 2015 was acquired by ORBCOMM. In total, ORBCOMM has an installed base of 180,000 tracked trailers and containers. Savi Technology, Zenatek, Envotech, Honeywell Global Tracking, EPSa, Emerson and Track24 are also prominent vendors with solutions especially developed for tracking and monitoring of intermodal containers. The North American trailer tracking market is the most developed segment for tracking of trailers and cargo containers. The major actors include SkyBitz and Omnitrac that have more than 200,000 units installed each across the US, Canada and Mexico. Spireon and ID Systems are also important players with installed bases of 150,000 and 125,000 active units respectively. The cargo security specialist FreightWatch International has an active installed base of 60,000 units deployed on trailers and cargo containers. Mecomo, Idem Telematics, Agheera, Schmitz Cargobull, Novacom Europe and Transics have installed bases in the range of 14,000–48,000 units and are all major players on the European inland trailer and swap body telematics market. Sendum, Moog and OnAsset Intelligence are examples of actors which offer specialised solutions for real-time tracking of air freight cargo. There are also vendors offering disposable low cost tracking devices that are only meant to be used once such as Locus Traxx.

Berg insight anticipates that there will be a strong focus on cargo transport security and increased supply chain visibility in the coming years. Tracking of trailers and intermodal containers are increasingly common and technology advancements allow for even smaller logistics units such as individual pallets or cargo boxes to be tracked at reasonable costs. Acceptance of remote tracking solutions is first established in specific use cases such as high value, time critical or refrigerated goods. Proving the commercial value for the various players in the transport value chain and bringing down the cost of hardware are key to increase the adoption rate for cargo tracking solutions.

This report answers the following questions:

- Which are the leading providers of trailer and cargo container tracking solutions?
- What offerings are available from device vendors and service providers?
- What impact will international regulations and security initiatives have on the market?
- What are the key drivers behind the adoption of cargo tracking devices?
- What are the recent merger and acquisition activities on this market?
- What impact will technology advancements have on the market?
- How will the cargo telematics industry evolve in the future?

► Table of Contents

Executive summary

1 Global freight transportation overview	2.6.10 The Apex-Secure Transit Corridors Project	5.4 CalAmp
1.1 International merchandise trade	2.7 Business models	5.5 DeWalt
1.1.1 Freight transportation modes	3 Market forecasts and trends	5.6 Digi International
1.1.2 Logistics units and containerisation	3.1 Market analysis	5.7 Digital Communications Technologies
1.1.3 Ports, terminals and trade lanes	3.1.1 Installed base and unit shipments	5.8 e2e Logistics Consulting
1.2 Intermodal shipping containers	3.1.2 Regional markets	5.9 Emerson
1.2.1 Container fleet	3.1.3 Vendor market shares	5.10 Fleetilla
1.2.2 Container manufacturers	3.2 Market drivers and barriers	5.11 FreightWatch International
1.2.3 Container ships	3.2.1 Macroeconomic factors	5.12 Geoforce
1.2.4 Container ownership structure	3.2.2 Regulatory environment	5.13 Globalstar
1.2.5 Container shipping companies	3.2.3 Competitive environment	5.14 Hi-G-Tek
1.2.6 Container leasing companies	3.2.4 Technology environment	5.15 Honeywell Global Tracking
1.3 Trailers, semi-trailers and ULDs	3.3 Value chain analysis	5.16 iControl
1.3.1 Trailers and semi-trailers	3.3.1 Telematics industry players	5.17 ID Systems
1.3.2 Air freight unit load devices	3.3.2 Cargo transport industry players	5.18 Intellexflex
1.4 Other transport industry actors	3.3.3 Telecom industry players	5.19 Locus Traxx Worldwide
1.4.1 Consigner/Consignee	3.3.4 IT industry players	5.20 LoJack SCI
1.4.2 Freight forwarders	3.4 Future industry trends	5.21 Moog Crossbow
1.4.3 Customs and regulatory authorities	4 European solution providers	5.22 Numerex
1.4.4 Terminal operators and ground handlers	4.1 AEON	5.23 Omnitrac
2 Container and trailer tracking solutions	4.2 Agheera	5.24 OnAsset Intelligence
2.1 Trailer and cargo container tracking infrastructure	4.3 Arviem	5.25 ORBCOMM
2.1.1 Trailer and cargo container segment	4.4 CargoGuard	5.26 PearTrack Security Systems
2.1.2 GNSS segment	4.5 CSB Technologies	5.27 Powers International
2.1.3 Network segment	4.6 Envirotainer	5.28 Purfresh
2.1.4 Service segment	4.7 EPSa	5.29 Quake Global
2.2 Supply chain management	4.8 European Datacomm	5.30 ReZolt
2.2.1 Cargo and inventory management	4.9 Global Tracking Technology	5.31 RSAE Labs
2.2.2 Insurance risk management	4.10 Globe Tracker International	5.32 Savi Technology
2.3 Security management	4.11 Idem Telematics	5.33 SeeControl (Autodesk)
2.3.1 Theft, accident and damage security	4.12 Identec Solutions	5.34 Sendum Wireless
2.3.2 Terrorism, illegal and dangerous goods security	4.13 Kirschen Global Security	5.35 SkyBitz
2.4 Trailer and container operations management	4.14 Kizy Tracking	5.36 Spireon
2.4.1 Container and trailer management	4.15 KPN	5.37 TekTrap Systems
2.4.2 Container and trailer transport management	4.16 Loksyl Solutions	5.38 Track24
2.5 Regulatory compliance and reporting	4.17 Macnil (Zucchetti Group)	5.39 TrackPoint Systems
2.5.1 Supply chain security and environmental programs	4.18 Masternaut	5.40 TrakLok International
2.5.2 Tax collection	4.19 Mecomo	5.41 Trimble
2.6 International container and cargo tracking technology initiatives	4.20 Novacom Europe	5.42 WAM Technologies (ORBCOMM)
2.6.1 The CONTAIN project	4.21 Schmitz Cargobull	6 Rest of World solution providers
2.6.2 The Integrity project	4.22 SecureSystem	6.1 Arknav
2.6.3 The Smart CM project	4.23 Sycada	6.2 CartaSense
2.6.4 The Cassandra project	4.24 Transics (WABCO)	6.3 DigiCore (Novatel Wireless)
2.6.5 The CORE project	4.25 TRAXENS	6.4 Eliron
2.6.6 The ESA ARTES RTICM project	4.26 Ubidata	6.5 Envotech
2.6.7 The US Department of Homeland Security Cargo Security Programs	4.27 Xmetra	6.6 GlobalTrack
2.6.8 The iCargo project	4.28 Yellowfish	6.7 Loginno Logistic Innovation
2.6.9 The RECON project	4.29 Zenatek	6.8 TracerTrak (Pivotel)
	4.30 Zoca Container Security	6.9 Pointer Telocation
	5 North American solution providers	6.10 Queclink Wireless Solutions
	5.1 AT&T	6.11 Satlock
	5.2 Ayantra	6.12 Starcom Systems
	5.3 BSM Technologies	6.13 Swinnus

Glossary

About the Author



Johan Svanberg is a Senior Analyst with a Masters degree from Chalmers University of Technology. He joined Berg Insight in 2007 and his areas of expertise include embedded connectivity and wireless M2M/IoT markets focusing on the Industrial Internet-of-Things and connected consumer electronics.

Berg Insight offers premier business intelligence to the telecom industry. We produce concise reports providing key facts and strategic insights about pivotal developments in our focus areas. Berg Insight also offers detailed market forecast databases and advisory services. Our vision is to be the most valuable source of intelligence for our customers.

Who should buy this report?

Trailer and Cargo Container Tracking is the foremost source of information about the adoption of tracking solutions for cargo containers. Whether you are a tracking device vendor, cargo transportation stakeholder, telecom operator, investor, consultant, or government agency, you will gain valuable insights from our in-depth research.

Related products

- Fleet Management in Europe
- Fleet Management in China
- Fleet Management in the Americas
- Wireless IoT Connectivity Technologies and Markets

© Berg Insight AB - No. 149

Order form – TO RECEIVE YOUR COPY OF TRAILER AND CARGO CONTAINER TRACKING

You can place your order in the following alternative ways:

1. Place your order online in our web shop at www.berginsight.com
2. Fax this order sheet to us at fax number: +46 31 711 30 96
3. Mail this order sheet to us at: Berg Insight AB, Viktoriagatan 3, 411 25 Gothenburg, Sweden
4. Email your order to: info@berginsight.com
5. Phone us at +46 31 711 30 91

Choose type of format

- Paper copy 1000 EUR
 PDF 1-5 user license 1500 EUR
 PDF corporate license..... 3000 EUR

Family/Surname	Forename	Position	Company
Address		Country	Postcode
Telephone	FAX	Email	

VAT is chargeable on all orders from Sweden. Orders from all other countries in the European Union must include the buyer's VAT Registration number below in order to avoid the addition of VAT.

Your PO number	Your VAT/TVA/IVA/BTW/MWST number
----------------	----------------------------------

Please charge my credit card

- VISA Mastercard

Card number	Expiry date (MM/YY)	CV code
Cardholder's name	Signature	
Billing address		
Postcode	Country	

- We enclose our cheque payable to Berg Insight AB
 Please invoice me

Signature	Date
-----------	------

Reports will be dispatched once full payment has been received. For any enquiries regarding this, please contact us. Payment may be made by credit card, cheque made payable to Berg Insight AB, Viktoriagatan 3, 411 25 Gothenburg, Sweden or by direct bank transfer to Skandinaviska Enskilda Banken, 106 40 Stockholm, Sweden.

Account Holder: Berg Insight AB
 Account number: 5011 10 402 80
 BIC/SWIFT: ESSESESS
 IBAN: SE92 5000 0000 0501 1104 0280

