



Kajon Oy



Professional
Transportation services

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www.kajon.fi



Line-up



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Perspective

- Population

Finland 5,5 million ... Spain 46 million

- Area

Finland 338 430 km² ... Spain 504 030 km²





Kajon Background

- Transportation services since 1997
- Offers VIP level taxi and minibus services
- Around 140 vehicles and more than 200 employees
- Market leader in Finland
- Main Business concentrates in southern Finland
 - Also provides transportation services in other parts of Finland





Kajon-concept

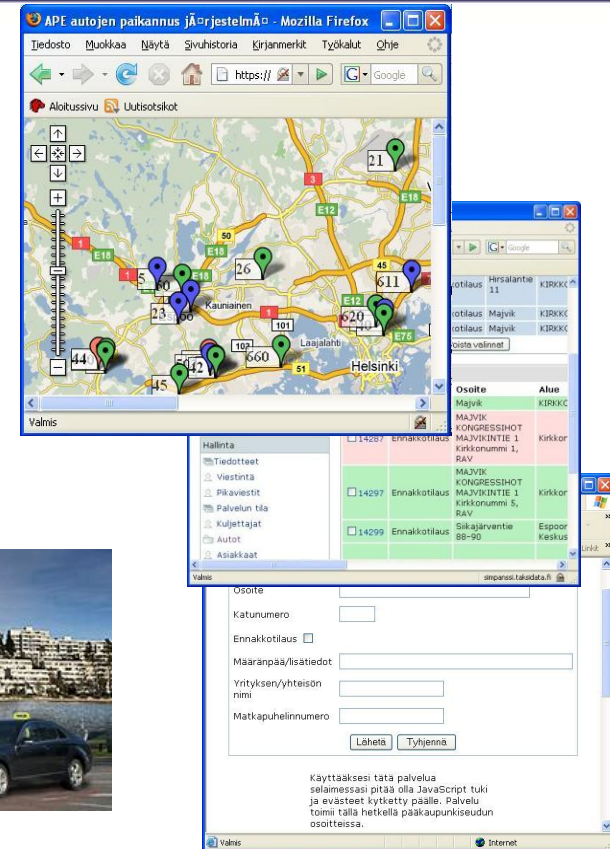
- The most flexible transportation service in Finland
 - Tailored services to different customers
 - custom payment cards
- Agreements with city/commune section
 - School transportation
 - Food transportation
 - Handicap transportation
 - Seniors
 - Health care
 - Small items





Fleet and IT

- 65 vehicles under taxi-license
- 75 vehicles licensed as a minibus
- Vehicles mainly 8 – 19 seated VIP minibuses
- Sophisticated enterprise resource planning system
 - Custom built by Versoft Oy
 - Schools
 - Food
 - Items
 - VIP's
 - HR
 - Fleet
 - Terminals
 - Alcolocks





Road Safety - fleet

Vehicles with:

- safety belts
- driver airbag
- first aid kit
- fire extinguisher
- ESP, backing radar
- speed limiter 100 km/h
- realtime IT tracking system
- digital plocker, winter tyres
- HF set for mobile phones
- alcolock and school transport signs (< 80 km/h)



Our fleet is new – average age around 3 years, with customized furnishing. Regular service and repairs in our own workshop. Annual official checkups.



Road Safety - personnel

Personnel with:

- minibus D1 driving license and/or taxidriver's training, including lessons on safe driving, first aid and track training
- occupational qualification training required every 5 yrs
- annual driving lessons on slippery winter conditions

Drivers can use:

- an emergency button if threatened by aggressive customers
- touch screen chat to warn others about animals on the road or other traffic situations; accidents, congestion and speed control spots

Office personnel plays a significant role in optimization and timing of the routes interactively with the drivers.





Road Safety - incidents

To reduce accidents:

- small rewards for drivers with clean records
- repetitive damages that show disregard can lead to collecting own risk shares from the driver



Insurance records show:

- 144 cases of damage compensation over the past 5 yrs
- ...of which 13 were compensated to a counterpart
- => one of our cars causes an accident to another road user only once in 38 years / 4.000.000 km
- most of the damages are small dents
- severest accident has been a drunk driver hitting our standing bus – no severe injuries there





Alcolock in Finland

- Used as an alternative penalty for drunk driving
- Voluntary use for companies
- Mandatory in school transportations from 1.8.2011
- Finnish Government target 2014: mandatory alcolock for all professional traffic





Implementing in general

- Installed to cut off startrelay power (Finnish law)
- Easy install
- Structure of the fleet
- Calibration interval 10 months
- Remote result reporting via SMS





Implementing in general

- Decision 2007
- Part of Government based research 2007-2008
- Wireless foxguard v3
- Advanced technical innovations to help overcome difficulties in the use of alcolocks 2007-2012





Implementing alcolocks 2007

- 2007 Decision
 - 5 alcolocks installed for research
 - Blowing technique troubles the drivers
 - First calibrations teach us how to cope with calibration for larger amount of alcolocks
 - First feedback from drivers and customers





Implementing alcolocks 08-09

- 2008 & 2009 installing, coping, learning
 - February 2009 69 alcolocks installed
 - New model with easier blowing technique
 - Technical difficulties almost none
 - Challenge to actively keep track of blowing results of each alcolock -> SMS gateway @ late 2009



Implementing alcolocks 2010 - 11

- 2010 All 120 cars equipped with alcolock
 - Own repairshop licensed to install & calibrate
 - Developed procedures for calibrating alcolocks far away
 - Tools for the office to keep an eye to the results live
 - Implementation complete 2011
 - Procedures for new vehicles
 - Procedures for new drivers





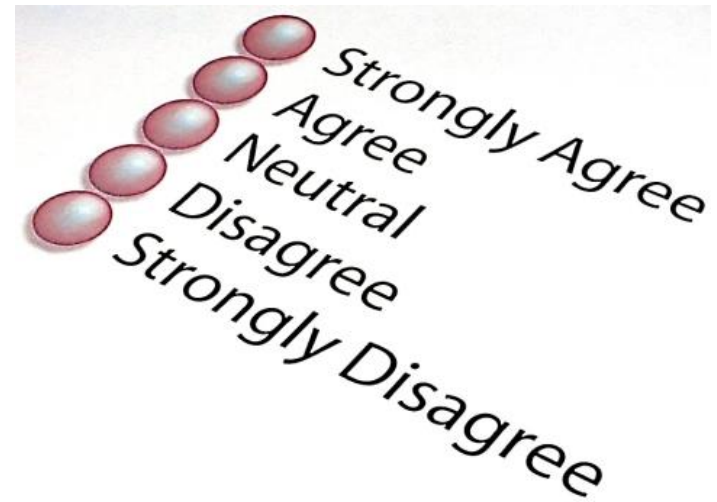
Kajon & alcolocks today

- Today common tool for Kajon employees
 - All vehicles equipped before first departure
 - No prejudice among employees
 - No prejudice among customers
 - No trouble with logistics & technology



Feedback

- Employees
 - Mostly positive feedback all around
 - Negative feedback for possible technical problems
- Customers
 - Positive feedback
 - Especially for school transports





Alcolock Costs

- Middle price about 800-1000 €ur
- Easy installation = low cost
- Installation takes about 1 hour
- Service & logistics
- Calibrating
- Implementing to existing systems
- Accessories, such as whistles





Alcolock pros

- Wireless and Wired devices
 - Winnig points in public tendering 2007-2011
 - Quality of service
 - Ease of use
 - Positive publicity
- Safety ?
- Wired
 - heating time, cold conditions
 - stays in the vehicle all times
 - No batteries
- Wireless
 - Second key to the vehicle
 - Service and calibration simple
 - No heating time if used as a key
 - Foxguard: long batterylife
 - Foxguard & Versoft alcolock remote result reporting via SMS





Alcolock cons

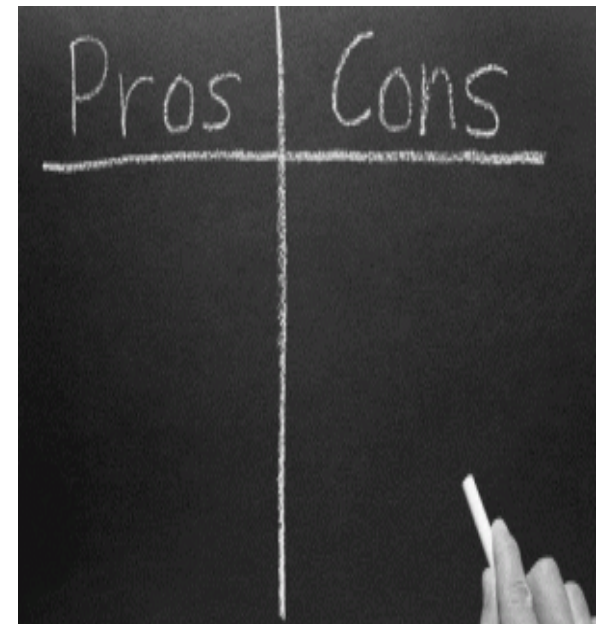
- Wireless and Wired devices
 - Logistics for calibration every 10 months
 - Reporting, storing & analyzing results
 - Service network (Growing after new law)
 - Costs
 - Possible malfunction in extreme heat conditions
 - Heating time in cold conditions
 - Possibility of losing wireless hand-unit





Alcolock pros & cons summary

- Technical difficulties almost none
- Remaining challenges mainly logistic
 - Monitoring & analyzing device-based data
 - installation, calibration and service
- Helps increase business
- Quality increases
- Does not effect insurance costs (Finland)





For further information

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