



Continental Aftermarket & Services GmbH

"We want to avoid accidents at all costs"

Freight forwarder TSL is driving safely with Continental's RightViu®

The Customer

Exceptional reliability, state-of-the-art technology and quick operational implementation - these are all key values



Günter Timmsen

which can be attributed to transportation and logistics company TSL GmbH, based in Gross-Umstadt in Germany. With a total of 96 employees, TSL, part of the Rewe Group, primarily transports goods for leading organizations within the food industry. "We have to plan efficiently and reliably in order to be able to offer our customers the highest quality of service," says Günter Timmsen, Managing Director at TSL. For

him, this includes looking at the bigger picture and bearing in mind current and future challenges. "Road safety is an important issue. Our entire industry is tasked with improving road safety. After all, accidents are a risk which absolutely is to be avoided."

The Challenge

Accidents in which drivers of heavy-duty commercial vehicles do not see vulnerable road users such as pedestrians or cyclists in their blind spot when turning right at a junction pose a particular danger. More than 7,000 pedestrians and cyclists are killed every year on European roads as a result of traffic accidents, with around one fifth of these due to collisions with



Continental's turn assist uses visual and acoustic signals to warn drivers of a possible collision.

commercial vehicles. Trucks are involved in 90 percent of lethal accidents on German roads which occur during turning. It is for this reason that an EU resolution has been passed stipulating



Vehicles can be retrofitted quickly and easily.

that turn assists will be mandatory for new vehicle models from 2022 and for all newly registered vehicles from 2024. However, TSL GmbH didn't want to wait until installing this technology became mandatory - it recognized the importance of acting now: "As the head of this company, I am responsible for my employees and their safety; as a transportation company, we also have a responsibility to society," explained Timmsen. "So, we looked for a solution which would considerably increase the safety of all road users at right-hand turns and, at the same time, could be retrofitted onto our trucks as effortlessly as possible."

The Continental Solution

The decision was made in favor of Continental's turn assist RightViu®. This is because it can be installed simply and easily on all 47 tractor units in TSL's fleet. For example, it does not require any work to be carried out on the vehicle body. This is a definite advantage, claims Timmsen: "We can retrofit the



Driver Detlef Markert

turn assists onto the vehicles in our own workshop. This means we can install them at a time when it's most convenient for us." In doing so, the vehicles are not kept off the road for long periods of time and current operations remain largely unaffected. What's more, the turn assist offers higher levels of reliability for the driver when

compared to other systems: The radar technology is capable of reliably identifying cyclists and pedestrians, regardless of the time of day or weather conditions. Clear visual and acoustic signals warn the truck driver of a possible collision. For Detlef Markert, a driver at TSL, this is the perfect solution: "It means I don't have to operate a separate device, allowing me to keep my full attention on the road. If I get a warning signal, I can react immediately." Timmsen agrees, adding: "Our drivers are satisfied with RightViu® and have already told me about a

number of incidents where the system clearly helped avoid an accident." His verdict: "We needed an effective and low-cost solution which limited the amount of time our vehicles were kept off the roads. With RightViu®, we have found just that."