



"We had two tractors  
and three loaded trailers stolen.  
Our insurance rates went up, but they  
came back down again with  
AirlQ installed."

Doug Weddel, Owner,  
Cam-Scott Transport, Pickering, ON



Cool, calm and  
revenue collected

**The Company:** Cam-Scott Transport operates a fleet of 150 tractors, trailers and straight-trucks.

**The Challenge:** One Thanksgiving not long ago, a thief rode off with one of Cam-Scott's trailers. The load? 60,000 lbs of turkeys. The value of the shipment? \$240,000. "We had no idea where it was. We felt helpless and plain stupid," says Doug Weddel, owner of the family-owned and operated business. "We got our tractor and trailer back, but the load was what mattered."

**Our Solution:** AirlQ installed AirlQ OnBoard™ on Cam-Scott's vehicles and connected their office via the Internet. We enabled Weddel to take inventory of his vehicles without having to pay staff to physically count them. Each morning, he reviews a report that shows the location, speed and direction of each vehicle. Cam-Scott has reduced excessive fuel consumption by monitoring speeding. Customers are advised of the location of their shipment whenever they need to know.

**The Result:** "If one of my trucks gets stolen, I can shut it down, follow it and recover it before they can dispose of the load," says Weddel. "I am extremely pleased with the features and services I have seen to date and what will be offered in the future, especially for the cost. AirlQ is reasonably priced against the competition."