



Real time container tracking improves operations for B&M



Leading North West based waste management company deploys the PIN IoT tracking solution across its fleet of roro containers

Established in 1999, B&M Waste Services delivers integrated waste management and recycling solutions to businesses across the UK. Carbon neutral since 2011, B&M continues to invest in technology and innovation to improve the service it delivers to customers.

The PIN IoT solution uses new technology to enable low cost, real time tracking of bulk containers and skips, via tracking devices with a 5 year battery life and software tailored specifically for the waste industry.



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The solution enables the waste industry to avoid capital expenditure on new containers, typically for several years by eliminating loss, recovering theft and utilising excess inventory.

It leverages dual tracking technologies, which means we can distinguish between normal operational movements and immediately alert when a 3rd party moves a container, tracing it to its onward destination.

Operating costs can be reduced by controlling the repair and maintenance process and moving containers around the network more efficiently.

A key benefit is the opportunity to increase revenues by responding to customers more quickly, and by identifying slow moving containers in real time, enabling collection frequency to be increased and ensuring that the service provided to customers is right-sized for their actual volumes.



"Each of our containers now has a digital identity, we can track every movement and understand exactly where assets are located"

Paul Curtis, Director

B&M Director Paul Curtis said "This was a very easy decision to make once we saw the PIN solution in action. Each of our containers now has a digital identity, we can track every movement and understand exactly where assets are located.

We had a brand new compactor stolen from a customer site a few months ago. Although finding a solution to this problem for our business and our customers is important, the much bigger prize comes from real time visibility of where our fleet is.

We have found that our fleet of roro's and compactors is larger than we had anticipated which means we have the capacity to support growth across our depot network without investing in any more containers.

We can target under-performing contracts, better understand our capacity to serve new business and respond to new customer enquiries more quickly".

The PIN team provide a fully-managed solution, working with customers to fit tracking units quickly whilst avoiding operational disruption.

Craig Wilson, B&M Service Manager added "PIN based a team on site and worked with us to build a clear plan to fit the tracking units at depot and customer sites. Highly professional, they have been a pleasure to work with.

The software is straightforward to use. It enables us to more easily plan our daily operations and move containers around the network to service our customers more effectively.

There is also an important compliance angle. We can now oversee the condition of our container fleet much more easily and make sure that our drivers don't take damaged containers out to customers".



Established by a team of experts to bring waste container fleets into the digital age. The PIN IoT solution leverages new low power technology to deliver real time visibility and control at a fraction of the cost of traditional GPS.

For further information call 0844 818 0048 | hello@pin-iot.com | pin-iot.com