

# CARGOBULL NEWS

The magazine for transport pros for

2022/66

IAA »  
TRANSPORTATION

## Special focus: the IAA

**Profitable investment:**  
The aerodynamically optimised EcoGeneration trailers enable freight forwarders to save large amounts of fuel and reduce CO<sub>2</sub> emissions. Page 4



## Innovation & Service

Schmitz Cargobull's Data Management Center enables freight forwarders to maintain control over the data from their logistics network. Page 10



## Market & Practice

**Good(s) quality:** With the S.KI SOLID LIGHT, the Essen-based bulk materials specialist Sauerbaum has a tipper for every occasion. Page 12



## Innovations for Transport Efficiency

Read all about the highlights of Schmitz Cargobull's presentation at the IAA Transportation trade fair, on eight extra pages, and immerse yourself in the topic of future prospects for the transport efficiency of trailers.

Page 2 to 9

# Pure Innovation

Sustainable, safe and reliable – this is what distinguishes Schmitz Cargobull products and services. At the IAA Transportation trade show the trailer manufacturer will showcase a full range of innovations for modern transport efficiency. Customers will benefit from these through a lower total cost of ownership and CO<sub>2</sub> reduction.

We have made our products and services even more economical and sustainable. We offer more innovations and reliability – specifically to reduce operating costs," explains Chief Sales Officer Boris Billich. This is impressively demonstrated by the large number of new and enhanced products and services that the company will be presenting at this year's IAA.

The trailers of the aerodynamically optimised Schmitz Cargobull EcoGeneration provide for more sustainability in the vehicle fleet, and lower fuel costs at the same time. With the top-selling EcoFLEX, Schmitz Cargobull forecasts fuel savings and a CO<sub>2</sub> reduction of at least 5%. "Some customers tell us they have achieved savings of up to 10%," adds Billich.

In the area of tipper trailers, there is also a new innovation for sustainable transport efficiency. To enable the optimum use of transport capacity and avoid overloading, Schmitz Cargobull is introducing the digital on-board weighing system on the S.KI tipper trailer. The load capacity can be optimally used, and both trailers and roads are exposed to less wear.



There are also new developments in the area of safety for temperature-controlled trailers. The S.KO COOL deep-freeze semi-trailer is now available with new safety equipment that meets the requirements of the Transported Asset Protection Association's TAPA TSR 1 Standard for high-value goods. This is made possible by the Schmitz Cargobull TrailerConnect® telematics system. To ensure that unauthorised access to the trailer is virtually ruled out, the new TL4 door locking system provides optimum security.

With the S.CU d80, the company will be presenting a new diesel-powered cooling unit. The cooling circuit of the S.CU d80 has been completely updated compared to its predecessor, the S.CU 1.0, and engineered to meet the requirements for reliable refrigeration and fresh food logistics in the mid-range sector. This robust cooling unit can also be used in countries with a lower fuel quality. The

battery-electric S.CU ep85 on the fully electric S.KOe semi-trailer with e-axle manages entirely without fossil fuels. Power is supplied via a battery system or from the electricity network. The e-axle with generator supports recharging while driving and braking. Another new feature in cooling units is that the software of most devices can also be updated over-the air (OTA), which means via radio. This increases the availability of the trailers and workshop visits become shorter.

The cooling unit with S.CU ep85 power electronics is also offered by Schmitz Cargobull on the S.KO CITY for food distribution in the city. "The versatile S.KO CITY is a nimble alternative for inner-city distribution traffic. Thanks to its steering axle it is highly manoeuvrable, even when things get tight. The improved insulation helps reduce costs and CO<sub>2</sub>," says Billich.

The growing parcel and courier sector has special requirements for vehicles when it comes to safety and efficiency. The new S.BO PACE dry freight trailer combines stability and low weight for more payload thanks to its STRUKTOPLAST® body. The ROTOS axle unit and the galvanised and maintenance-friendly MODULOS chassis make the S.BO PACE robust and durable. And like Schmitz Cargobull's reefers, the dry freighters are also factory-fitted with the TrailerConnect® trailer telematics system as standard.

TrailerConnect® now ensures reliable transport efficiency in 69,000 trailers. In conjunction with digital freight exchanges and online forwarders, the TrailerConnect® Data Management Center developed by Schmitz Cargobull offers forwarders the opportunity to share transport data from their network with their clients in a controlled and secure manner. Connecting to platforms and interfaces is easy and the forwarder decides which data he wants to share for the transparent supply chain. "With the Data Management Center, we offer a simple solution for sharing data easily and securely with subcontractors, shippers, carriers and other parties," adds Billich.

■ gw

*"Our Data Management Center is a simple solution for freight forwarders to be able to reliably share data."*

Boris Billich, Sales Director at Schmitz Cargobull

# Newcomer in the dry freight team

Since the end of 2021, a new dry freight trailer can be observed on roads in the UK and Ireland. In the future it will be available for the continental European market as well. At the same time as the new trailer, the new name 'S.BO' is being introduced for dry freight trailers. Alongside the S.BO PACE, the S.BO EXPRESS with FERROPLAST panels or the S.BO STEEL steel box body are also available.

**S**.BO' stands for 'semi-trailer box'. At Schmitz Cargobull, this acronym now stands for all trailers that transport dry freight. The new S.BO PACE has already been in service in the UK and Ireland since the end of 2021 – at the plant in Manchester it is manufactured in three different heights for the British market. In future, the factory in Zaragoza, Spain, will also go into production and supply the European mainland with the new dry freighters. Great importance has been attached to lightness in the S.BO PACE dry freight trailer, so as to offer a high payload or save fuel and minimise CO<sub>2</sub> emissions. Thanks to the STRUKTOPLAST® panels with their honeycomb structure, each trailer is around 700 kg lighter than comparable vehicles in the segment. The TrailerConnect® trailer telematics system is, of course, also incorporated in this product.

This makes the S.BO PACE perfect for companies in the dry freight, and parcel and courier sectors. Almost nothing is left to be desired, especially in terms of load securing. Besides load securing rails there are package securing nets and gates at the rear. The floor is designed to support a weight of 5.5t. Optionally, this can be extended to 7.1 or 8t for the transport of heavy loads. Working comfort is provided by the translucent roof, an optional tail lift and two different door variants in the form of a tailgate and aluminium doors. Reliability comes as standard: Schmitz Cargobull provides a warranty of up to one million kilometres or six years on the ROTOS axles. Intelligent connectivity and the rapid display and evaluation of relevant journey data are ensured by the standard TrailerConnect® telematics system.

The S.BO EXPRESS is the ideal trailer when the transport of high-value goods or goods for online dispatch or courier express services is subjected to particularly high demands. It is available in the standard body length of



The S.BO PACE has been in service in the UK and Ireland since the end of 2021.

13.62m or optionally in a body length of 15m as demonstrated at the IAA Transportation 2022 trade fair. The 15m version is one pallet row longer than the standard trailer. Thanks to the modular system, the trailer can be individually configured and provided, for example, with simplified load securing, a double decker system and load securing rails. Here too, new interior lighting provides better lighting conditions in the cargo area. The trailer is also available with an interior height of 2,900mm for high volume transport. The TrailerConnect® telematics system, which is incorporated ex works, supports the transport of safety-critical goods and ensures transparent control of the vehicle fleet. Geo-fence monitoring provides protection against theft and misuse of the vehicle. ■ dg

# New factory and new trailers in the UK

Last year Schmitz Cargobull started production of new trailers at a new factory in the UK. At the Manchester site, dry freighters and curtainsiders are manufactured with market-specific features specially for the UK and Irish markets.



Paul Avery (centre) and his production team at the new Manchester factory prior to the start of production.

In the UK and Ireland different requirements apply to semi-trailers than in many other countries in Europe. For example, trailers with a total height of more than 4,000mm and a total weight of up to 44 tonnes are permitted. The S.CS FIXED ROOF curtainsider semi-trailer, specially developed for the UK and Ireland market, meets these requirements with its fixed roof made of steel elements, a low unladen weight and a payload of up to 32 tonnes. The solid roof also makes it possible to attach

the load restraint that is usually fixed in the centre of the roof in the UK. With the S.BO PACE dry freight semi-trailer (see below), Schmitz Cargobull is now introducing another vehicle tailored to both the British and European CEP markets. The S.BO PACE is produced for the UK and Ireland in three body heights with a usable interior height of 2,600, 2,800 and 3,200mm at the Manchester plant, and for continental Europe in the version with a body height of 4m and a usable interior height

of 2,600mm at the Zaragoza plant in Spain. Both trailers comply with the load securing standard DIN EN 12642 Code XL, and are fitted with the TrailerConnect® trailer telematics system as standard.

The Manchester plant has a production area of 8,500m<sup>2</sup> and a spare parts warehouse covering an area of 1,000m<sup>2</sup>. The Managing Directors of Schmitz Cargobull UK are Paul Avery for production and Sebastian Terhechte for sales and service activities. ■ gw

Trailers – specially adapted for the British Isles

# Cool collection

With the S.CU d80, Schmitz Cargobull will be presenting a new diesel-powered cooling unit at the IAA Transportation. The cooling circuit of the S.CU d80 has been completely updated from its predecessor, the S.CU V1.0, and engineered to meet the requirements for reliable refrigeration and fresh food logistics in the mid-range sector.

Efficient, reliable and environmentally friendly cooling units for temperature-controlled goods transport – that is the goal Schmitz Cargobull has committed itself to achieving. The North German company's portfolio includes two diesel-powered drive units – the S.CU d80 and the S.CU V2.0 Performance – and two electric units – the S.CU e85 and the S.CU ep85 with performance electronics. All of the cooling units are networked with the trailer via TrailerConnect® telematics and the software can be updated over-the-air (OTA), i.e. wirelessly. The Silence Kit with which they are equipped also makes them particularly low-noise, while the menu guidance for the control unit is intuitive. All necessary smart trailer information, such as temperatures or door contact switches, are easily available to the driver and can be actively controlled via two-way communication. Preconfigured operating modes (cargosets (see page 11)) ensure that transported goods are suitably temperature-controlled for each refrigerated transport run.

The new S.CU d80 cooling unit in the MonoTemp version replaces the S.CU V1.0. The robust diesel engine can be used in all regions, and is also suitable for transport in countries with poor fuel quality. In comparison to the previous model, the cooling circuit has been reconfigured, the cooling and heating performance optimised specifically for the segment, and consumption and noise emissions reduced. In view of increasing requirements when it comes to exhaust and noise emissions, the S.CU d80 is effectively ideal for making quiet and clean deliveries.

The S.CU V2.0 Performance cooling unit, which was first presented back in 2018, has an efficient common rail diesel engine and the new performance mode impresses with fuel savings of up to 15%, as well as having a start-stop mode in mains operation. An optional solar panel on the transport cooling unit protects the starter battery against deep discharging, which prevents damage and increases the battery life.



**Environmental friendliness: The S.CU ep85 cooling unit was designed for distribution transport and is available in both mono- and multi-temperature variants.**

The battery-powered S.CU ep85 does not generate local emissions, and is designed especially for use in distribution transport. It even has the same cooling and heating performance as the diesel-powered S.CU V2.0. The S.CU ep85 with performance electronics is also part of the fully electric S.KOe COOL box body semi-trailer. With the battery capacity of 32kWh, independent electric operation of up to 4.5 hours can be ensured. The electric generator axle of the S.KOe electric reefer also recuperates energy during braking, which reduces the recharging times of the high-voltage battery in the power grid. Operating the S.CU ep85 cooling unit with performance electronics requires little maintenance and is very quiet, which is particularly advantageous for food distribution deliveries at night or in the early morning. The S.KOe COOL electric refrigerated trailer is only minimally heavier than the standard S.KO COOL, with an added weight of just 80kg. ■ gw

## Easy transfer to rail

With the A.WF and Z.WF swap chassis and the W.BO swap body, Schmitz Cargobull is expanding its product range for combined transport.



**The A.WF and Z.WF swap chassis are suitable for 20' containers.**

When it comes to green logistics, combined transport is at the forefront. However, the rapid changeovers between road and rail, the safety of the freight and the flexibility of the trailers required for this purpose place high demands on the vehicle producers. No problem for Schmitz Cargobull: for some time now, the Westphalian company has been offering optimal trailer solutions for combined transport with S.KO, S.BO and S.CS. But that's not all. With the A.WF and Z.WF swap chassis for the transport of short swap containers as well as the W.BO swap box, the portfolio is now even being broadened.

The trailers for swap body operations are hot-dip galvanised, have flexible parking heights and are characterised by a simple and robust design. As a result, they enable economic handling of swap containers in rough swap operations. With its robust steel design and locks for 1 x 20' containers, the A.WF trailer swap chassis offers optimal devices for securing and accommodating swap containers. Like the A.WF, the Z.WF central axle swap chassis can carry up to 14.5 tonnes of payload and is also suitable for standardised ISO containers (20'). The hot-dip galvanised chassis is corrosion-resistant and offers optimum protection against rust-through. All galvanised parts in the

### editorial

## Full speed ahead!

Dear Readers,

a trade show with the international importance of the IAA Transportation is an excellent place to look ahead at the future of the commercial vehicle industry. We already showcased our vision for the perfect interaction between trailers and systems over the course of the entire product life cycle all the way back in 2018 in Hanover. Since then, our range of products and services has been expanded, further developed and increasingly digitalised. In short: Schmitz Cargobull is now smarter than ever before.

We recognised at an early stage that sustainability and digitalisation are important drivers of innovation. Schmitz Cargobull is a leading manufacturer of smart trailers that assist customers in digitalising their logistics businesses and reducing CO<sub>2</sub> emissions. By equipping our trailers with telematics as standard and through the introduction of an open API, we have created the prerequisites to enable our customers to configure their logistics processes through controlled data management. Our new Trailer Connect® Data Management Center enables our customers to share their data with their contractors and partners on a selective and journey-related basis. This means that logistics processes can be configured more efficiently, profitability is increased, and the customer retains control.

We have also worked flat out creating innovations for temperature-controlled goods transport: a new cooling unit, the use of firmware-over-the-air (FOTA) updates – the functionality to upgrade cooling units remotely, and specific cost-saving functions for cooling units that have already been delivered. Of course, the trailers themselves haven't been forgotten in all this: a new S.CS chassis generation, the diesel-saving EcoFLEX and a new tipper generation with an integrated digital cargo weigher.

Four years after our last appearance at the IAA, the topic of connectivity remains a particularly important one for us, even at an interpersonal level. That's why we are especially looking forward to personally welcoming you at our booth to share ideas.

Yours,

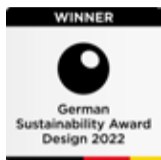
**Andreas Schmitz,  
Chairman of the Board,  
Schmitz Cargobull AG**



chassis are covered by a 10-year warranty against rust-through, which increases the later resale value.

The W.BO swap box with a steel design is built for dry freight transport and has a wide range of equipment options such as the double decker system, the roller shutter or the standard keyhole system. Schmitz Cargobull offers three different swap box models, which are designed to handle a wide range of transport tasks. They are available in a smooth wall or beaded version of 7.45m in length, and in a 7.82m smooth wall version. ■ gw

## Award-winning



The S.CS EcoFLEX curtainsider is also available with the POWER CURTAIN. The aerodynamic EcoPack storage box is right next to the left tail light.

# Streamlined cost saver

With its aerodynamic EcoGeneration, Schmitz Cargobull once again demonstrated innovative strength last year. The concept is sustainable and reduces costs for the transport industry.

Cost reduction is a constant challenge for logistics providers. Schmitz Cargobull helps companies deal with this challenge with its EcoGeneration trailers. The aerodynamic rear section of the trailers reduces air resistance and ensures that fuel costs and CO<sub>2</sub> emissions are reduced. If the trailer's full loading volume is needed, the height of the liftable rear section can simply be increased. The system offers real savings potential, especially for payload-intensive goods. And this is achieved without any significant change in trailer functionalities, transport performance and the usual handling.

No wonder this sustainable trailer concept has become a success story since the presentation of the first aerodynamic S.CS EcoFLEX. Numerous equipment features also have a part in this. Such as the integrated TrailerConnect® telematics system. This offers a high degree of transparency with regard to fleet and trailer data, ensuring better utilisation of trailers and reducing the number of empty runs. The sensors are a new feature that are used to control the height adjustment of the trailer via the telematics system. A sensor detects whether the body is in the aerodynamic i.e. 'Eco' position or in the 'volume' position. The position of the body is thus visible at all times in the TrailerConnect® portal and facilitates the monitoring of fuel costs and CO<sub>2</sub> emissions.

The EcoGeneration curtainsider semi-trailer is available in three versions: The EcoFIX body with its fixed aerodynamic rear section, for horizontal, flat and heavy goods such as steel and paper rolls. The EcoFLEX can be adjusted by 500mm at the rear to an interior height of 2.7m at the front and back and is particularly suitable for beverage transport and general cargo. The EcoVARIOS offers up to 3m of interior height with flexible height adjustment options at the front and back, making it a convincing choice for high volume transport and the automotive industry.

What is also new is that the lath-free POWER CURTAIN body is now also available for the EcoFLEX. Without any laths at all, the POWER CURTAIN enables time to be saved when loading and unloading, while weight is reduced, which is favourable in terms of the payload or CO<sub>2</sub> reduction. The new bright LED interior lighting also contributes to safe loading and unloading.

The streamlining and sustainability of the EcoGeneration trailers are boosted by the new Schmitz Cargobull EcoPack – an aerodynamic storage box. Its design optimises the airflow and delivers fuel savings of up to 3%, as tests have demonstrated. At the same time the box provides storage space for spare wheels, pallets and load securing equipment. ■ dg

## Large impact

Boris Billich, Sales Director at Schmitz Cargobull AG, does the maths: "If only 50% of all trips are made in the aerodynamic mode, the burden on the environment will be reduced by 2.3 tonnes of CO<sub>2</sub> per year. The total cost of ownership (TCO) will also be improved enormously by savings of around 1,000 euros per year," he says.



With your smartphone, simply scan the code for our CO<sub>2</sub> calculator.

## Even better

The M.KO COOL deep-freeze truck body and trailer combination is lighter and better insulated than the previous generation. Together with the Z.KO central axle trailer, the combination can be used as a practical through-loading trailer.

The new generation of the M.KO COOL deep-freeze truck body and trailer combination is available for Schmitz Cargobull customers. The focus of the designers was on optimum insulation, weight reduction, and safe and easy handling. The new insulation in the M.KO COOL meets the high requirements of ATP/FRC certification without reducing the internal dimensions. Thanks to its optimised design,

the M.KO weighs a total of 100kg less, and allows for more payload. The vehicle's airline floor impresses with its high slip resistance, longer service life and an integrated load securing structure.

With the Schmitz Cargobull transverse and longitudinal partitions, the vehicle also has a flexible layout for MultiTemp transport, and safely cools all compartments. The partition can

also be designed for 1/3 and 2/3 division of the body, and is based on the proven FERROPLAST technology.

If the M.KO COOL deep-freeze truck body and trailer combination is coupled with the central axle trailer Z.KO COOL, the combination can be used as a through-loading trailer, and can be loaded by forklift via the Z.KO, thus saving space and time. The M.KO/Z.KO through-loading trailer offers many options that contribute to safety, such as a reversing camera and work lights on the top of the rear frame. In addition to an audible reversing warning system, there are also two units of LED reversing lights and other safety lights at the rear. Flashing side

marker lights are also fitted on the right and left. The new swivelling access ladder is galvanised and offers convenient and safe access to the vehicle with two steps. When the

ladder is extended, the brake on the Z.KO is activated at the same time. If the vehicle should drive off with the ladder still extended, the trailer is automatically stopped. ■ gw



The new generation of the M.KO COOL is 100kg lighter.

## Favourite trailer

Mustafa Celik of Celik Logistik is a man of action. With his new EcoFLEX trailer from the EcoGeneration he has already travelled to southern Ukraine this year. The reason: aid deliveries.

If any freight forwarder is interested in trailer aerodynamics, it's Mustafa Celik of Celik Logistik in Iserlohn, Germany. Back in 2017, he and a vehicle builder friend converted a standard trailer, lowering the top of the vehicle by 1.20m at the tail end. Celik was pleased to note that he was able to reduce fuel consumption by 5–10% with this trailer. He even went so far as to convert the initially rigid top into a lifting roof so that the vehicle could be used more flexibly.

Nevertheless, a few teething problems remained, and so it was a good thing that Schmitz Cargobull approached the Sauerland-based entrepreneur around a year and a half ago, because the renowned trailer manufacturer had developed a very similar idea at the same time: the EcoFLEX as part of the new EcoGeneration. Celik's curiosity was piqued and he took a look at the trailer with the height-adjustable rear end – and was so excited that he immediately bought one.



**Endurance test for the EcoFLEX: Mustafa Celik has already driven the trailer several times from Germany to Ukraine.**

Mustafa Celik, however, is not just full of enthusiasm. He also has staying power. Over the past 25 years, he has built a trucking group comprising five companies, 90 employees, 53 motorised units and 70 trailers and semi-trailers. "This is only possible with a strong degree of customer orientation. We want to make life easier for our customers," enthuses the 51-year-old. Celik also has the appropriate company slogan for this: Thinking in Solutions. Celik Logistik transports steel coils in full load within Germany and to the Benelux countries – an activity making up 80% of its transport operations.

The EcoFLEX has already passed its first endurance tests, as Celik has already taken it to Ukraine twice. The reason for this was aid transport, which Celik decided to undertake in the spring of this year. "The war just wouldn't let me rest, I had to do something," he recalls. In late April he was in cities such as Odessa and Mykolaiv, among others, not far from the southern war front. He was able to deliver aid worth €60,000, including to fighting soldiers, for whom the provision of food is often just as difficult as it is for the civilian population. Celik mastered the tours with a lot of caution, and in collaboration with aid organisations working on the ground and many helpful and grateful locals. However, he did not feel afraid: "Otherwise you can't do a tour like this, it would be too debilitating."

The EcoFLEX was able to convince its new owner of its advantages right away during the many thousands of kilometres it travelled through Ukraine. "Admittedly, I was on the road with two different tractor units on the two tours. Still, I can say pretty confidently that I've saved up to 10% in diesel compared to conventional trailers." In addition, he says, the EcoFLEX's road performance was convincing and the handling of the adjustable roof was trouble-free. That's why Mustafa Celik says without pausing for a second: "I'm totally convinced by the EcoFLEX concept." ■ gw



**Combined with belts or a load securing tarpaulin, the three rows of load securing loops of the S.CS MEGA DB POWER CURTAIN PLUS develop blocking forces of up to 7,500daN.**

## It transports (almost) everything

Schmitz Cargobull has evolved the S.CS MEGA DB with POWER CURTAIN. A brand-new body variant has been introduced with the POWER CURTAIN PLUS tarpaulin design. Its strong point lies in the transportation of goods that do not retain their shape or are at risk of tipping, thanks to the high stability of its side walls and the new interior lighting, which allows for a better overview. A new underride guard protects the trailer when it is being loaded onto a train or ship.

Short loading times, higher handling speed, more efficiency – the S.CS MEGA DB curtainsider semi-trailer with POWER CURTAIN has already impressed with its stability, strength, and flexible loading space heights of between 2,900 and 3,000mm. The S.CS MEGA DB has more transport volume and can be used flexibly in combined transport. With the potential for being transferred to rail transport, the trailer contributes relieving the burden on the roads, while maintaining a high level of transport safety. Its load securing devices are also second to none: for example, if you want



to secure partial loads at the rear, you can make use of the three rows of load securing loops integrated into the tarpaulin. Combined with belts or a load securing tarpaulin, they develop blocking forces of up to 7,500daN.

For the transport of goods that are not dimensionally stable, such as tyres or bagged goods – e.g. sacks for used clothes collections – the POWER CURTAIN has now been further developed into the POWER CURTAIN PLUS to meet the special requirements in terms of side wall stability and load securing. In addition, it is certified for any type of transported goods in the case of form-fitting loads. The new interior lighting ensures safe loading and unloading, and allows a complete overview even at night.

Vehicle combinations with low tyres that are used in combined transport by rail and ferry repeatedly run the risk of suffering massive damage to the tail end during multimodal transfer. To protect the rear of the trailer, Schmitz Cargobull has therefore developed the Schmitz Cargobull ferry underride guard. At the same time, it complies with the ECE R58.03 underride guard guideline. The sliding rollers of the ferry underride guard allow it to roll away in the event of contact and, together with the shock absorbers in the underride guard arm, prevent severe damage to the chassis or add-on parts such as lighting supports. This means that the new underride guard also has a positive impact on the customers' total cost of ownership (TCO).

■ gw

**The new ferry underride guard protects the rear of the vehicle from damage during multimodal transfer.**



With the S.KO COOL, defined geo-fence areas allow loading and unloading locations to be defined at which the door locking system is automatically unlocked and locked.

## Highest safety level ex works

The S.KO COOL freezer semi-trailer now comes with various safety features to meet the requirements of the TAPA TSR1 standard for high-value goods. The TrailerConnect® telematics system provides for smart digitalisation.

Schmitz Cargobull's S.KO COOL freezer semi-trailer has proven itself internationally. The digital temperature recorder and the standard TrailerConnect® telematics are used thousands of times a day in temperature-controlled transport. Additional cargo security is now provided by safety equipment that meets the standards of the Transported Asset Protection Association (TAPA). The aim is to use proven methods and procedures to improve the transport safety of high-value goods, and thus reduce losses in the supply chain. The Schmitz Cargobull S.KO COOL reefer semi-trailer is prepared for the highest TAPA certification level, TSR-1.

This is made possible by the TrailerConnect® telematics system. To ensure that unauthorised access to the trailer is virtually ruled out, the new TL4 door locking system provides optimum security. The user package includes an audible alarm that is triggered as soon as unauthorised access to the trailer occurs. With this exclusive solution, Schmitz Cargobull automates the door locking system in a smart, safe and innovative way, thus increasing process and transport safety.

Geo-fence areas also make it possible to define fixed loading and unloading locations in the TrailerConnect® portal at which the door locking system is automatically locked or unlocked upon entry and departure. In addition, automatic locking can be configured after the trailer door is closed – simply with a mouse click or via the beSmart app. All processes are documented. Overall, this minimises risks and manual effort.

The air distribution system has been updated. The aim of the development work was to avoid 'heat pockets' and to increase efficiency through simpler handling. This also applies to the 14.90m trailers. These long HGV type 1 trailers are also equipped with TrailerConnect® telematics as standard and have the same cooling capacity as standard trailers.

### New door locking system provides optimum security

In addition, there is smart equipment to support the safety of the trailer and goods. To prevent turning accidents, Schmitz Cargobull fits the trailers with flashing side marking lights as standard. The dynamic ramp protection has also been improved. The movements caused by forklift loading and the impact with the ramp are thus compensated even more smoothly and continuously. The Pharma utility package is available for pharmaceutical transport, giving the refrigerated trailer all the relevant equipment details for cooling and monitoring the goods. The Cargobull Interface System (CIS) monitors the charge level of the cooling unit's battery at all times to ensure that the temperature of the goods is maintained. Protection against deep discharging of the cooling battery is provided by the solar panel. This charges the starter battery of the S.CU cooling unit, keeping it ready for use for a longer period of time. ■ dg

## beSmart app for smart drivers

Customers have high expectations when it comes to maintaining the cold chain. With Schmitz Cargobull's beSmart app, drivers have full control over the trailer's central functions at all times.

Deviating temperature values in the trailer, technical faults or unintentional door opening by third parties can quickly lead to serious consequences. With this in mind, Schmitz Cargobull has developed the beSmart app specifically for drivers. It seamlessly and continuously provides the driver with all important information from the trailer telematics system and thus enables them to react directly to events.

Through the display of all sensor values in the beSmart app, the driver maintains transparency and control over their trailer at all times. The app connects to the TrailerConnect® telematics control unit via WLAN. In addition to the locking and unlocking of the door locking system and control of the cooling unit, the functions provided include recording cargo area temperatures as certified values and triggering an alert in the event of deviation from the setpoint. These functions increase transport safety and can prevent damage to the cargo. The Schmitz Cargobull temperature printer can also be operated directly via the app. Likewise, a digital temperature report with all the important information about the refrigerated transport can be generated and shared via email with other persons inside and outside the organisation. This allows easy and rapid communication in any direction. Other functions of the app include monitoring of the brake pads, axle load and tyre pressure. Alarm messages in the event of deviations enable the driver to react quickly, thus minimising downtime. Added to this is a new control element, the smart immobiliser, or a status display via the alarm system integrated in the trailer. So, nothing can escape the driver.

Individual items of information and functions can be freely configured on the user-friendly user interface. This way, every driver can adapt the app to suit their individual needs. And the best part: all functions of the beSmart app are already included in trailers from Schmitz Cargobull with TrailerConnect® fitted as standard. ■ gw



The beSmart app's interface is easy to use.



On Schmitz Cargobull's YouTube channel the functions are also summarised in a short video.

# At home in the city



For distribution transport in inner cities, Schmitz Cargobull offers the easily manoeuvrable S.KO CITY box body semi-trailer. The two-axle trailer is force-steered, has the S.CU e85 electric-powered cooling unit on board, and is smart as standard.

Food logistics in metropolitan areas is a challenge. Construction sites, narrow and congested roads and narrow access routes often prevent trouble-free manoeuvring. However, Schmitz Cargobull does not leave logistics providers to fend for themselves in the urban jungle! With the S.KO CITY two-axle box body semi-trailer for fresh or frozen food transport, everyday disruptive factors can be mastered more easily. This is ensured by intelligent equipment features such as FERROPLAST® panels with improved insulation, the axle lift on the first axle, the easily manoeuvrable and low-maintenance forced steering, and the TrailerConnect® smart telematics system.

The S.KO CITY has been specially designed for food distribution in city centres. Here there is often little time to be lost and loading and unloading sometimes have to be done on the road. The forced steering system meets the needs

of discounters, full-range suppliers and logistics companies in this regard, making it possible to remain extremely manoeuvrable and thus just in time even when space is limited. The City trailer can also be used in residential areas, thanks to the fact that it does not exceed the 60dB limit during loading and unloading. This significantly reduces noise in commercial areas and their surroundings. The S.KO CITY is equipped with the electric-powered S.CU e85 cooling unit, which operates quietly and, above all, with zero CO<sub>2</sub> emissions. The power is generated by a hydraulic generator on the tractor unit.

The FERROPLAST® body impresses with an improved heat transfer co-efficient (k-value). The new panels are 10% better insulated, which makes it easier to keep firm delivery promises (ATP solutions). Another advantage is that the body has become even lighter by 2%. There are even greater savings in the case of damage. The modular chassis reduces both time and costs, which has a favourable impact on the total cost of ownership (TCO).

Since the noise level during loading and unloading remains below 60dB, the S.KO CITY is suitable for use in residential areas.

The possible applications are extremely varied thanks to flexible equipment packages: Longitudinal and transverse partitions, vertical and horizontal load restraints, and variants for containers and pallets are available. There is also the rear ramp protection, the liftable front axle and a central electrical box with all electrical connections in an easily accessible location.

The S.KO CITY provides many options to contribute toward safety. These include a reversing camera and a working spotlight on the upper edge of the rear frame, for example. There are also two LED reversing lights and additional safety lamps at the rear. On the right and left flashing side marking lights are also attached. Snow and ice sheet profiles on the roof, with a V-shaped rain deflecting strip, protect the cargo and other road users, which the acoustic warning system reduces the risk of accidents when reversing. The new pivoting access ladder has two steps on each side, and enables a safe and comfortable access to the trailer. The 'safe start' option activates the brake when the ladder is extended. This prevents the vehicle from moving off with the ladder folded out. ■ dg

# Electric, digital and environmentally friendly

With the all-electric S.KOe box body semi-trailer, Schmitz Cargobull offers, in conjunction with the S.CU ep85 electric cooling unit, a solution for emission-free and thus environmentally compatible deliveries.



The cooling unit in the S.KOe is electric and offers a cooling performance of 15,800W. The heating performance is 10,500W.

The mobility revolution is in full swing and Schmitz Cargobull already offers a solution specifically for the inner city. The all-electric S.KOe box body semi-trailer, in combination with the S.CUe electric cooling unit and the e-axle, offers the chance to make distribution transport in large cities emission-free. This is forward-looking because: from 2025 onwards, for example, supermarkets in many inner cities will only be able to receive deliveries in this way due to upcoming exhaust gas legislation. In combination with electrification, noise emissions are also important, because deliveries in the morning or late evening are only possible if the vehicle is quiet during operation.

At the heart of the all-electric reefer semi-trailer is the S.CUe, an electrically powered cooling unit with a cooling capacity of 15,800 watts and a heating capacity of 10,500 watts. Batteries on the landing gear replace the usual diesel tank. The axle has also been electrified: During braking, the axle recuperates the energy and sends it back to the battery. This not only extends the operating time of the cooling unit, but also reduces recharging times. To ensure that there is always sufficient battery capacity available during standstills such as traffic jams or other unplanned events, Schmitz Cargobull has fitted the S.CUe with an intelligent battery charging

management system. A generator output precisely matched to the requirements of the cooling unit ensures flawless operation.

The S.KOe becomes fully digital with the TrailerConnect® telematics system installed as standard, which can be used to monitor the status of the battery, the remaining range and the charging time. With this solution, transport companies succeed in significantly reducing CO<sub>2</sub> emissions and transitioning to greater sustainability. ■ dg

# On your troughs – weigh – go!

Schmitz Cargobull presents a new generation of troughs and frames for the S.KI tipper semi-trailer and the M.KI truck tipper body. They are lighter and easy to use. For tipper trailers there is another important new feature: the digital on-board weighing system.

The S.KI tipper semi-trailers with a steel design have proven their worth over many years. In daily use with bulk goods, they excel with an ideal balance of weight optimisation, robust durability and tipping stability. In the future the new generation will impress with an improved payload capacity of up to 280kg. It also convinces by optimised usability and durability with the new frames and troughs. The design of the modular frame has been fundamentally optimised. Depending on the body length and frame design, between 45 and 110kg of weight has thus been saved. Despite this, the frames are very sturdy. The design of the crossbeams also makes for a longer chassis service life through optimum corrosion protection. The S.KI frames are available in a galvanised version, which comes with a 10-year warranty against rust-through, and in a painted version with likewise improved corrosion protection. This increases the resale value and reduces depreciation.

To make optimum use of the available payload, while preventing overloading, Schmitz Cargobull presents an optional new on-board weighing system for tipper trailers. This means that both

the trailers and the roads suffer less wear, while also saving fuel costs and reduces CO<sub>2</sub> emissions. The on-board weighing system allows the driver to determine and document the vehicle's payload at the location where the vehicle is loaded. It is no longer necessary to drive up to a stationary control weigher. This saves not only fuel and CO<sub>2</sub> emissions, but also critical time. Operation is intuitive, either via the supplied screen or via smartphone in the beSmart app. The calculated cargo data can be called up by the driver immediately after weighing. The Schmitz Cargobull telematics allow the data to then be transferred and further process in the TrailerConnect® portal.

Special camera systems are also installed in the trailer to ensure working safety and control of the rear area and cargo. The cargo area camera enables a convenient overview of the load in the trough. This reduces the risk of accidents for the driver as they can track the loading process via the camera from comfort of their cab. An additional reversing camera monitors the rear area when tipping or reversing, providing protection against personal injury or ramming damage.



**Weighed and given the A-OK: The new troughs and frames for the S.KI and M.KI offer up to 280kg higher payload and can be fitted with a digital on-board weighing system.**

Depending on the application, the required trough volume and the degree of stress, four different lengths are available, each of which can be selected as a standard version, a light version for high payloads or a heavy-duty version for heavy use. The lightweight frame is new and is used on roads, construction sites and ordinary off-road routes. It is among the lightest steel chassis frames on the market, but at the same time offers greater stability and torsional rigidity during tipping. It is also particularly economical in daily use.

**The underride guard with a floor clearance of 728mm has been optimised for manoeuvring the road paver.**

An innovation here is a rounded steel trough with a loading volume of 24m<sup>3</sup> that is designed for construction site use. Here too, dead weight has been saved: up to 180 additional kg are now available for payload. Optimum handling, a low centre of gravity and even wear are achieved by a wider, level floor design. The upper lips have been redesigned for greater vertical and horizontal stability, and lateral deformation due to cargo pressure has been significantly reduced. This enables smoother running and higher functional reliability for trough covers.

There are also weight reductions with regard to the underride guard. Handling has also been improved, and the high ground clearance of

728mm enables manoeuvring up to the road paver. Driving and unloading positions are detected by sensors, which enables safe operation from the driver's cab.

The new troughs are also available for the M.KI 4-axle truck. A new feature is the body length of 5.2m for a shorter wheelbase or a longer driver's cab. Different floor and side wall thicknesses as well as dropside heights make the motorised trucks with tipper bodies suitable for a wide range of transport tasks. The start of production for the new tippers is planned for the end of the first quarter of 2023. ■ dg



## Back in service

Schmitz Cargobull has reintroduced into its portfolio the Z.KI central-axle tipper trailer with a loading volume of 10m<sup>3</sup>. Its manoeuvring capabilities make it a convincing choice for construction sites where space is limited.

In the construction site vehicle segment, the Z.KI three-way tipper is now returning to the portfolio. The tipper trailer is designed for construction sites with limited space. The steel dropsides are 900mm high. The loading volume is around 10m<sup>3</sup>. The central axis guarantees optimum manoeuvring behaviour in a small space. The new design has saved 50kg of weight, which are now available for a higher payload and increase the profitability for the business owner.

The new Z.KI is proving to be a true all-rounder: Bulk and piece goods can be transported, but it is also suitable for palletised goods due to its standard pallet-width design. For added safety, there are lashing points integrated into the trough floor for the fixing of pallets and other loads. This wealth of applications offers plenty of flexibility in everyday transport.

There are innovations in the rear wall and the wear-resistant



**Thanks to lashing points in the trough floor, the Z.KI is also suitable for transporting palletised goods.**

dropsides. These are mounted on pendulum bearings. High hinges provide for a larger discharge opening of the tailgate. In addition, the dropsides can be fitted with a lifting spring mechanism that simplifies side loading and makes it easier to fold down the dropsides. ■ dg





Schmitz Cargobull's service and insurance products are transparent and offer comprehensive protection for trailers and semi-trailers.

## All-round carefree

With the Full Service & Protection product from Schmitz Cargobull, insurance cases and services become a calculable factor for every transport company.

Damage to the trailer is always bad news for transport companies. On top of all the trouble, it means extra work that doesn't make you any money: The workshop must be commissioned and the damage clarified with the insurance company. Wouldn't it be useful here to have comprehensive insurance coverage and full service at fixed costs? All secured with one instalment, one invoice and one contact person?

This is exactly what Schmitz Cargobull now offers with its Full Service & Protection product. The benefits of the product complement each other perfectly: With the Full Service package, the costs of maintenance and wear and tear for trailers, cooling units and tyres are covered by Schmitz Cargobull throughout Europe. This includes, for example, mandatory inspections and certificates, regular service checks, replacement of wear parts or a round-the-clock breakdown service every day of the year. The Protection insurance with all-risk coverage comprehensively covers deliberate damage as well as personal and third-party responsibility. Integrated insurance benefits include, for example, all traffic accident damage, theft, burglary and robbery, towing and recovery costs or consequential damage due to breakdowns, maintenance and repairs.

Companies receive claims management from a single source that assumes the costs in the event of damage and settles them centrally via Full Service. This enables short response times and, for example, the immediate start of repairs up to a damage amount of 15,000 euros by a Schmitz Cargobull Service Partner. Schmitz Cargobull customers pay only one instalment for this, which also remains fixed for 72 months at all events. ■ gw

### Damage management from a single source



*“Whether on a ferry or train – we require absolute transparency for our trailers at all times. TrailerConnect® makes it possible for us to achieve seamless just-in-time delivery chains for our customers.”*

Ingo Kaiser, Managing Director, IKG-Speditions GmbH



With good insurance coverage it's a more relaxed ride.

## Prevention is better than cure

Transparent real-time monitoring of the condition of the S.CU cooling unit with automatic fault analysis and escalation for the improvement of cooling unit uptime.

In the case of refrigerated transport, maintaining the cold chain is a must so that the sensitive goods arrive at the destination in perfect condition. If malfunctions are detected early on, this helps to prevent cooling unit failures. Proactive monitoring 2.0 of the Group's own S.CU cooling unit via the TrailerConnect® telematics system addresses precisely this issue of early detection. With the new proactive monitoring functionalities, automatic fault escalation occurs for the Schmitz Cargobull S.CU cooling unit and the customer is provided with a concrete recommendation for action before an impending failure.

The new FleetHealth dashboard in the TrailerConnect® portal also offers all information relevant to the cooling unit at a glance. A traffic light system visually displays the state of the cooling unit fleet around the clock. In addition, upcoming maintenance requirements are displayed in good time so that maintenance can be fitted into the daily transport routine in the best way possible. This provides the customer with complete planning security in their daily operations, enabling a better and more transparent management of their vehicle fleet. ■ gw



# Full control: using data without regrets

Digital freight exchanges and online freight forwarders offer a variety of benefits for transport companies. Schmitz Cargobull's TrailerConnect® Data Management Center (DMC) allows freight forwarders to take advantage of these benefits without losing control of their own data.

Digital freight exchanges and online freight forwarders are making the transport market more transparent with their real time visibility (RTV) platforms, providing real-time insights into the location as well as the state of freight, and even enabling the rating of transport companies. Telematics data from the tractor unit and trailer cover the entire transport route. RTV platforms use this data to make the path of the freight visible from the start to the destination.

This finds favour with the clients of the transport service providers. They are kept well informed and can, for example, quickly react to unforeseen incidents. RTV platforms therefore have the potential to noticeably improve the logistics process and to facilitate collaboration in the supply chain network.

But there is a catch: when carriers and shippers exchange tour-based data between their networks, transport companies need to network not only their own fleets, but also the fleets of their subcontractors with one another. This in turn means that RTV platforms have transparent access to data from the transport company's entire network. This enables virtually uncontrolled access to large amounts of data and thus also to other new business models, such as digital freight matching,

which in turn can undermine the business models of the freight forwarders.

That's why it's important for transport companies to have solutions that can flexibly adapt to any shipper platform, sharing only tour-related logistics data without disclosing the entire subcontractor

network. Against this background, Schmitz Cargobull developed the TrailerConnect® Data Management Center (DMC). The forwarder remains the master of their data. Information from individual members of their logistics network is centralised under their name and consolidated without making the individual partners visible to third parties. TrailerConnect® can forward the data in a tour-based and transport order-related manner to the individual end points separately

and the freight forwarder decides which information is released for a specific shipper.

For Marnix Lannoije, Head of Product Line Digital Services at Cargobull Telematics, the DMC is an important step towards an efficient logistics market in which forwarders and shippers cooperate with each other on an equal footing: "Only when forwarders can share their own data in a controlled way will they make their fleet data available. We will

continue to develop functions in the interest of freight forwarders and their customers, so as to create transparency and support digitalisation in logistics." ■ gw

Customers  
are always  
informed



With the Schmitz Cargobull Data Management Center, the forwarder remains in control of the data from their logistics network.

## Control is better

Schmitz Cargobull's tyre pressure monitoring system makes trailers safer and more economically efficient.



Schmitz Cargobull's tyre pressure monitoring system (TPMS) extends the service life of tyres and reduces CO<sub>2</sub> emissions and fuel consumption.

It needs to be plainly stated: If you neglect the tyres on your trailers, you reduce economic efficiency and safety in your own vehicle fleet. The right tyre pressure not only improves handling and increases driving safety. It also plays a decisive role in extending the service life of the tyres and reducing carbon emissions and fuel consumption, thus increasing economic efficiency.

Schmitz Cargobull therefore offers an automatic tyre pressure monitoring system (TPMS). As a result, the company's customers are optimally prepared for the legal obligation, coming in 2024, for trailers to be fitted with a TPMS, and will save themselves cost-intensive retrofitting. The TrailerConnect® telematics system, which is factory-fitted as standard in trailers as part of the 100% Smart strategy, is equipped, among other things, with an integrated

TPMS receiver module so that, if required, only the sensors on the wheels need to be added and taught once for tyre pressure measurement. In this way, the state of the trailer and tyres can be monitored easily and conveniently in real time via the TrailerConnect® platform and warnings can be issued in the case of deviations.

Two Schmitz Cargobull apps help users make tyre management as easy and problem-free as possible. The TrailerConnect® TyreManager app helps customers or Service Partners to configure tyre sensors themselves after a tyre change or replacement, so as to be able to access all relevant tyre data again without delay. The beSmart app makes tyre pressures transparent for the driver and also transmits tyre pressure information to the tractor unit. Alarm messages in the case of deviations enable the driver to react immediately and minimise downtime. ■ gw



With Tour Track, the dispatcher has an immediate and detailed overview of their own shipments and tours.

## Every journey under control

With the TourTrack service in the TrailerConnect® portal, forwarders can monitor their journeys and transport orders and evaluate their business in a professional manner with just a few clicks.

Schmitz Cargobull has added journey tracking to its in-house TrailerConnect® portal. With TrailerConnect® TourTrack, individual trips can be easily and quickly stored in the telematics portal and monitored in real time. In this way, customers not using a Transport Management System (TMS) can also capitalise on the daily spot market business for their company in an uncomplicated manner.



TrailerConnect® also helps customers who have to deal with the most diverse TMS' in their day-to-day business. The TrailerConnect® Data Management Center will be able to connect to all commercially available TMS in future. With the additional use of TrailerConnect® TourTrack, the customer is then able to receive tours directly from connected TMS at any time or to feed information such as position and temperature data, delays and much more back into the TMS.

This provides dispatchers with an immediate and detailed overview of their own shipments and tours. Unplanned deviations become immediately visible. The number of often annoying and time-consuming calls between the dispatcher and the driver is significantly reduced. By simply selecting a tour from the central tour board, the dispatcher gets a detailed overview of what happened at a specific location at a specific time. In this way,

delays can be analysed in a transparent manner or important temperature data can be sent to the unloading location just in time for the delivery. And the customers of the transport service providers are also happy: Shippers are informed about delays or early arrivals in real time, for example. Actual and target temperatures can be compared fully automatically at any time and with TrailerConnect® TourTrack the transmission of loading and delivery states is also child's play.

That's not all: collecting and sharing tour data also becomes easy and secure thanks to TrailerConnect® TourTrack. How? Every freight forwarder now has the option of linking up with partner companies registered in the TrailerConnect® portal in order to access vehicle and tour data from their own freight forwarding network as required. In this way, comprehensive coverage and monitoring of the entire transport business is achieved at a central point. Selected data can now be shared with shippers only in a tour-based or order-related manner from TourTrack at the push of a button – by direct transmission to connected real-time visibility platforms. This means more control and security, with maximum transparency, for logistics service providers. ■ gw

At the IAA Transportation 2022 trade fair, Schmitz Cargobull is taking the next trend-setting step towards the digitalisation and networking of transport logistics. In the past, setpoint, operating mode, and door locking could be set individually, but in the future it will be possible to create preconfigured cargosets for the S.CU in the TrailerConnect® portal and transfer them over-the-air to the transport cooling unit. Thanks to the pre-configured operating modes, it is now ensured for every refrigerated transport that the transport

goods are always at the right temperature. This is made possible by the simple creation of the cargosets in the TrailerConnect® portal, direct transmission of the cargosets over the air to the cooling unit, and even simpler activation for the driver via the S.CU display. The flexible selection of different operating modes will avoid costly manual operating errors by drivers or site staff in the future. In addition, this makes it possible to install software updates directly and without a workshop visit, which results in higher trailer availability. ■ gw

## Always the right temperature

With Schmitz Cargobull's cargosets, drivers and dispatchers no longer have to worry about the quality of their refrigerated goods.



Thanks to preconfigurable operating modes, it is ensured that the transport goods are always kept at the right temperature.



In the case of the S.KI SOLID LIGHT with its new chassis, Sauerbaum benefits from great payload advantages.

## Solid and lightweight

With the S.KI SOLID LIGHT, the Essen-based bulk materials specialist Sauerbaum has a lightweight, flexible and hard-wearing trailer for almost any tipper operation in its fleet.

Enthusiasm for transport and especially for tipper vehicles characterises the Sauerbaum team. The tipper experts from Germany's Ruhr region tested the S.KI SOLID LIGHT tipper semi-trailer with its rounded steel body and new, lightweight chassis from Schmitz Cargobull in daily practical use. "The S.KI SOLID has completely convinced us. We can use it just as much on roads and construction sites as on easy off-road routes. In addition, it's not only extremely durable but also one of the lightest steel chassis frames on the market," says Managing Director Timo Sauerbaum.

The S.KI SOLID tipper semi-trailer has been equipped by Schmitz Cargobull with a new weight-optimised chassis. The frame construction offers great payload advantages, and thus provides an efficient transport solution. In respect of the galvanised version, Schmitz Cargobull provides a 10-year warranty against rust-through for the S.KI frame generation.

The new frame of the S.KI SOLID LIGHT variants was specially developed for payload-optimised use on different road surfaces and substrates. "That makes it extremely useful for us, because our vehicles are used not only for regional transport but also for national and international operations," Sauerbaum explains. In this respect, special sand was able to be transported, as occurred just recently, by several tippers to a riding arena in Bern, Switzerland.

Founded in 1948, the family-owned company specialises in the delivery and disposal of bulk materials for building construction, civil engineering and canal construction as well as the industrial sector, and is active in national and international long-distance transport. Sauerbaum owns 53 trucks and 59 trailers, 42 of which are from Schmitz Cargobull. These include aluminium and steel bodies, thermal bodies and bodies for the transport of scrap.

The Essen-based company's services include, for example, transport orders for all bulk materials, with steel and aluminium bodies with, uncovered, a loading volume of 24 to 36m<sup>3</sup> and a payload of 25 to 28t. Scrap metal is also transported in special 55m<sup>3</sup> bodies. To supply material to paving machines on motorway construction sites, Sauerbaum uses special trailers

More payload thanks  
to the LIGHT frame

Timo Sauerbaum is enthusiastic about the S.KI SOLID.

with a chute and paver brake, as well as all-wheel-drive vehicles, depending on requirements.

Sauerbaum's employees are also true professionals in their field and receive regular training in their areas of expertise. This pays off for Sauerbaum in the form of long years of service, in some cases lasting more than 20 years. In this way, the drivers make an important contribution to quality control and customer satisfaction. ■ gw

## Powerful partner

Schmitz Cargobull France customers value the company for more than just its trailers. Their expertise in spare parts and service is recognised nationwide.

Schmitz Cargobull France shows how a small but highly motivated team of 11 employees can offer customers first class quality in service and the provision of spare parts. At the company's headquarters in Saint-Quentin-Fallavier near Lyon, 4,000 different original Schmitz Cargobull articles are immediately at hand when customers need them. Care is constantly taken to ensure that the right spare parts are always in stock at the right time. The Service Partner-network of Schmitz Cargobull France is also

impressive: there are 170 Service Partners nationwide, 25 of whom specialise in refrigerated vehicles. The central hub for spare parts procurement is the EPOS online shop. Here every customer can conveniently order the spare parts needed for maintenance by simply entering the serial number of their trailer on the computer. The system holds a complete catalogue of all available items. Prices and availability can be viewed in real time. 3,000 users from 900 customer accounts already use EPOS – and the trend is growing. ■ gw



The Schmitz Cargobull France team in the spare parts warehouse in Saint-Quentin-Fallavier.

# Robust and versatile

The Austrian commercial vehicle rental company KLV Rent Nutzfahrzeuge has added the A.WF and Z.WF swap chassis and the S.CF semi-trailer container chassis to its rental fleet.

Schmitz Cargobull has only just started to offer the A.WF and Z.WF swap chassis again, in addition to the S.CF semi-trailer container chassis, and already the first customers have been found. "I'm very pleased that Schmitz Cargobull has expanded its range of swap body vehicles. Due to our long-standing partnership and positive experience in terms of reliability and product quality, we have continued to order directly from Schmitz Cargobull. We consciously rely on a strong partner to offer our customers the highest level of durability and operational reliability," explains

Bernd Kainldorfer, owner and Managing Director of KLV Rent.

The trailers for swap body operations are particularly adaptable with their wide range of parking heights and are characterised by a simple and robust design. Optimally equipped to facilitate the rough swap operations, they enable economical handling of swap containers. Optionally, the chassis are also available in a hot-dip galvanised version with a 10-year warranty against rust-through on all galvanised parts. "Hot-dip galvanising is an absolute quality feature for us," enthuses Dietmar

Lehner, authorised signatory at KLV Rent, "And one of the decisive factors in our decision to use Schmitz Cargobull products." Finally, hot-dip galvanising also contributes to the high value stability and value retention of the chassis, which is clearly reflected in the resale value.

KLV Rent has been active in the commercial vehicle sector for more than 35 years and is one of the leading manufacturer-independent commercial vehicle rental companies in Austria and Germany. Originally focused on the commercial vehicle trade,



**Good times with the A.WF (from left to right): Bernd Kainldorfer, owner and Managing Director KLV Rent, Christian Heilers, Key-Account Manager Logistic / International Fleet, Schmitz Cargobull, and Dietmar Lehner, authorised signatory KLV Rent.**

KLV Rent expanded into the rental business in 1989. KLV Rent currently has four locations in Austria, where a total of approximately 550 vehicles are currently in use. ■ gw



**Approaching the future together: (from left to right): Javier Espliego, Key Account Schmitz Cargobull Ibérica, Miguel Iglesias, Sales Director Schmitz Cargobull Ibérica, Alin Madalin Mitre, Fleet Management JCARRION, Pedro J. Morales, Deputy General Manager JCARRION, Luis María, Cargobull Finance Manager, Diego Quintanilla, Regional Manager Schmitz Cargobull Ibérica.**

# A sign of confidence

Real bang for their buck: JCARRION, the Spanish specialist for Europe-wide refrigerated transport, is renewing its fleet with 335 S.KO COOL refrigerated semi-trailers and 70 S.CS curtainsider semi-trailer.

Transporting fruit and vegetables as well as fresh produce across Europe requires not only professional and experienced staff, but also high quality, state-of-the-art vehicles. The transport service provider JCARRION from Huércal de Almería in Andalusia is therefore relying on smart refrigerated semi-trailers and curtainsiders from Schmitz Cargobull to renew and expand its fleet.

The sheer number alone is impressive: the Spanish company will be putting a total of 405 Schmitz Cargobull vehicles into service in the coming years. Of the 335 S.KO COOL refrigerated semi-trailers, 135 are already on the road in Europe. JCARRION has also ordered 70 S.CS curtainsiders.

Juan Carrión, Managing Director of JCARRION, is equally impressed with the vehicles and the value-added services provided by Cargobull Finance: "This is the first time we have entrusted Schmitz Cargobull with the renewal and expansion of our fleet and we are very satisfied. For us, as a specialist in refrigerated transport with more than 40 years of experience, having a strategic partner like Schmitz Cargobull, which offers high-quality products and value-added services, is crucial for our continued growth in an environment as competitive and unstable as the current one."

Instead of standard 60mm thick wall panels, the panels in the S.KO COOL trailers ordered by JCARRION, are only 45mm thick, which further reduces the tare weight in favour of the payload. Mono and MultiTemp cooling units from Schmitz Cargobull provide the right type of cooling for every transport. In addition, the manufacturer's own TrailerConnect® telematics system with position and temperature sensors is fitted as standard: "In a market situation where data analysis is becoming increasingly important due to the digitalisation of companies, it is a qualitative

advantage to be able to offer our customers a system with which they can monitor their fleet as standard," explains Javier Espliego, Key Account at Schmitz Cargobull Ibérica. The S.CS curtainsider semi-trailers are also equipped with Schmitz Cargobull telematics as standard, and can transmit position and technical data to the control centre in real time. The height-adjustable VARIOS body is certified according to DIN EN12642 XL. Meanwhile, the roof tarpaulin is reinforced with a SAFETY ROOF and the side tarpaulins are equipped with a wire mesh for anti-theft protection.

Schmitz Cargobull Ibérica wants to continue impressing its customers. Miguel Iglesias, Sales Director of Schmitz Cargobull Ibérica, is certain: "2022 is an important year for us. We will start up our new plant in Zaragoza and produce 60 trailers and semi-trailers per day there. We are therefore very pleased that our regular and potential customers perceive and appreciate the continuous improvement of our products and services." ■ gw

**S.KO COOL fitted with the TrailerConnect® telematics system as standard**

# Keeping cool in the desert



For refrigerated transport under the blazing sun, Mubarrad's S.KO COOL premium refrigerated box bodies ensure that sensitive products reach their destination safely.

**Mubarrad from Saudi Arabia sets standards on the Arabian Peninsula when it comes to refrigerated transport. Since 2020, the company has been reliant on S.KO COOL refrigerated semi-trailers.**

In Saudi Arabia, refrigerated transport is a particular challenge for freight forwarders. Due to the high temperatures on the Arabian Peninsula, premium quality reefer trailers are required for quality-oriented fleet owners that want to satisfy their customers. The well-known transport company Mubarrad from the Saudi capital Riyadh therefore deliberately opted for 100 S.KO COOL refrigerated semi-trailers from Schmitz Cargobull in 2020, explains General Manager Mr. Ahmed Eidan Al Khatami.

Engineer Yahya M. Al Manawi oversees Mubarrad's Technical and Operation department, and explains that several features convinced his experts. Firstly, the insulation of the S.KO superstructures with FERROPLAST panels is very strong, and guarantees transport efficiency and safety even in critical situations, such as a temporary failure of the cooling unit. The extra-strong insulating roof with

a thickness of 125mm also plays its part in keeping the heat of the scorching Saudi sun away from sensitive goods. The weight of the refrigerated box is low – especially compared to domestic products – so that it allows Mubarrad to carry more cargo per tour before the permissible gross combination weight of 45 tonnes is reached. Furthermore, the floor is robust, well insulated and prevents the goods from sliding around inside the refrigerated box thanks to its integrated load-security feature. Receiving the best product available in the market is of high importance for the Saudi Arabian company, as it combines transport efficiency and cargo safety with service friendliness and robustness. S.KO COOL are also the first semi-trailers in the Kingdom of Saudi Arabia with HACCP certification, underlining its maximum hygiene and transport safety.

Mubarrad has been the first major user of Schmitz Cargobull's

S.KO reefer semi-trailers specially designed for Saudi Arabian transport requirements, explains Fabian Bahlmann, Managing Director of Schmitz Cargobull's regional centre in the Middle East & East Africa. Furthermore, the establishing of a nationwide sales and after-sales network with Haji Husein Alireza (HHA), Schmitz Cargobull's Saudi Arabian partner, has been a crucial aspect for

growing customer acceptance and satisfaction since 2017.

Mubarrad has a fleet of 800 semi-trailers in total. 850 drivers are employed by the company, which was founded in 1984. Its business activities focus on international refrigerated transport in the Gulf region, and other countries in the Middle East and the Levant. ■ gw



**Mubarrad and Schmitz Cargobull will be working even more closely together in from (from left to right): Anas Elmahdi and Ashraf Bani Amirah (both Haji Husein Alireza), Ahmed Eidan Al Khatami, General Manager Mubarrad, Fabian Bahlmann, Michael Temminghoff (both Schmitz Cargobull) and Yahya M. Al Manawi, Technical & Operations Manager, Mubarrad.**

## Multi-talent in action

**Crisafulli Express from Catania relies on the S.CS UNIVERSAL curtainsider for its diverse range of business activities.**

This Sicilian is a jack-of-all-trades: Crisafulli Express from Catania is not only multimodal by rail, but also by sea. The southern Italians are just as familiar with international full-load and groupage transport as they are with distribution transport. Meanwhile, the third-generation family business is no stranger to the onward transportation of freight. The company, founded in the 1950s, cites efficiency and punctuality as the cornerstones of its success.

To ensure that this also remains the case in the future, Crisafulli relies to a large extent on vehicles from Schmitz Cargobull in its fleet. Of the approximately 350 trailers and semi-trailers, 170 are S.CS UNIVERSAL curtainsider trailers. "Our company is at the forefront of the development of multimodal transport from Sicily to other regions of the Italian peninsula, and vice versa," explains company CEO Fabrizio Crisafulli. "There has been a trusting cooperation with Schmitz Cargobull since 2007. The brand is known and recognised by people here." The S.CS UNIVERSAL, in particular, impressed with first-class capacity, durability, a high standard of service and the right price-performance ratio, Crisafulli notes.

**Extremely versatile: the S.CS UNIVERSAL**



**Sicilian logistics specialist, Crisafulli Express, has 170 S.CS UNIVERSAL curtainsider semi-trailers in their fleet.**

With its strong partner Schmitz Cargobull, Crisafulli intends to continue driving his business forward in the future. "We want to further expand our roll-on/roll-off activities. In our view, there is still a lot of potential on the freeways of the sea." In addition, the company's new headquarters in Catania are to be inaugurated within a year to open up new business areas in integrated logistics. The vehicle fleet will also be further modernised to reduce fuel costs and CO<sub>2</sub> emissions. And last but not least, Crisafulli will increasingly rely on the use of telematics in the future, so that the driver, dispatcher and customer can monitor the status of a shipment in detail at all times. ■ gw

# EWT on an expansion path

Schmitz Cargobull's business is growing in the transport markets of Poland, the Czech Republic and Slovakia. The general agent EWT has opened several new branches in recent years.



The Kormoniki branch near Poznań.

At the locations of the EWT Group, Schmitz Cargobull's general agent for the transport markets in Poland, the Czech Republic and Slovakia, all signs continue to point to growth. The nationwide sales and service network of the company founded in 1995 by Dirk Hoffmann, Natacha Coorevits-Hoffmann and Michal Žižák has been expanded in recent years through the addition of three new branches in Poland.

At the Kormoniki branch near Poznan, in line with the 'one-stop shop' principle, the sales office, the modern trailer workshop and the very well-equipped spare parts warehouse meet all the needs of customers under one roof. A special feature of the branch is the panel-beating and paint shop with a 17m paint booth. The new branch in Wroclaw cultivates the same customer-friendly

principles. Thirty employees provide a full range of services on site, from panel-beating and paint jobs through to FERROPLAST® repairs. EWT's network of locations was further densified with the opening of a branch in Bialystok in north-eastern Poland. Here the Schmitz Cargobull cooling unit service is also offered, as at all locations. Special cooling unit training courses for the service employees are held regularly.

The EWT Truck & Trailer Centre in Olsztyn is currently under construction. It will open in 2023 and will then be able to offer its customers an advanced tractor unit and trailer workshop in addition to sales.

For the 24-hour mobility service, 17 Full Service Sprinters, six location-based Sprinters and three special Sprinters for cooling units are available in Poland. ■ gw



Pure enthusiasm: all 270 of Horváth Rudolf Intertransport's semi-trailers come from Schmitz Cargobull.

## True love

Horváth Rudolf Intertransport from Hatvan near Budapest has relied on Schmitz Cargobull for 20 years. In its current fleet, all semi-trailers come from North Germany.

When the wheel is rolling, business is moving – that's Horváth Rudolf Intertransport's motto. Schmitz Cargobull trailers have been making sure that things run smoothly at Horváth for 20 years. The transport company from Hatvan near Budapest owns 270 semi-trailers, all of them from Schmitz Cargobull. In 2021, the Hungarians struck again: 32 semi-trailers and three reefers were purchased and delivered in 2022.

"We've always been satisfied with the Schmitz Cargobull brand. The quality and durability meet our needs," explains Rudolf Horváth, CEO of Horváth Rudolf Intertransport. For Horváth, it is important to maintain a fleet of vehicles that is as modern and economical as possible, so as to be able to work efficiently. "We hope that Schmitz Cargobull's hard-wearing trailers will be with us for a long time to come."

1995 was the founding year of Horváth Rudolf Intertransport. Today, with 650 employees, the Hungarian company operates more than 320 transport

vehicles and logistics facilities that cover an area of more than 110,000m<sup>2</sup>. Besides international overland transport and logistics, services at the company's four locations include passenger transport.

The fact that Horváth and Schmitz Cargobull are not just a good match when it comes to products is evident by considering the corporate culture and values of the Hungarian company. "The core values that have guided us are honesty and perseverance. We have never chosen the easiest path, however the return is usually better in the long run," says Horváth, summarising his company's corporate philosophy. That's why quality is a top priority, even if it sometimes comes with conditions that not everyone wants to pay out for. "But we wanted to develop our business, so we were always looking for the best solutions." ■ gw



The family business is one of the largest forwarding companies in Hungary.

Only Service Partners who deliver the best workshop quality and customer care can win the coveted Service Partner of the Year award. To achieve this, the partner workshop must deliver outstanding results, particularly in the Breakdown Assistance and Spare Parts Business Development assessment categories. Optimum co-operation in the handling of Full Service contracts and warranty claims also plays a major role in the election as Service Partner of the Year.



Schmitz Cargobull attaches great importance to its comprehensive network of 1,700 authorised and trained Service Partners in more than 40 countries. The North German company's customers benefit from the well-trained service technicians who specialise in Schmitz Cargobull products, and receive regular online or face-to-face training in the Cargobull Campus, the new training environment. This ensures the mobility of the vehicle fleet and minimises downtime for all workshop operations, whether on the trailer, the cooling unit or the telematics system. ■ gw

## Superior quality

Schmitz Cargobull has named the best workshops and service centres in their Service Partner network from 32 countries across Europe as "Service Partner of the Year".

### These are the Service Partners of the Year 2022

Belgium <b>Goethals Cooling BV</b>	Lithuania <b>Hanse Trailer</b>
Bosnia Herzegovina <b>Transkop d.o.o. Tuzla</b> <b>P.J. Truck-Service</b>	Macedonia <b>TKC Servis DOOEL</b>
Bulgaria <b>Kurtev Service Bulgaria Ltd</b>	Netherlands <b>Botlek Trailer Service B.V.</b>
Denmark <b>Tip Trailer Services</b> <b>Denmark ApS</b>	Norway <b>Team Verksted Follo AS</b>
Germany <b>ALS Anlagen Logistik Service</b>	Austria <b>Mossier GmbH</b>
Estonia <b>Cargoservice OÜ</b>	Poland <b>EWT Truck &amp; Trailer</b> <b>Polska Sp. z o.o.</b>
Finland <b>F-Huolto</b>	Portugal <b>Confortruck</b>
France <b>SARL B.S.F</b>	Romania <b>Emacris Trans SRL</b>
Greece <b>Athanasios I. Theologis</b>	Sweden <b>HBG Transportkyla AB</b>
UK <b>BP commercials</b>	Switzerland <b>GREAG AG</b>
Kazakhstan <b>TOO „CBC-TPAHC”</b>	Serbien <b>Braća Crnomarković</b>
Croatia <b>SARA Trans d.o.o.</b>	Slovakia <b>NDŽ s.r.o.</b>
Ireland <b>Mulvey Refrigeration</b> <b>Technology</b>	Slovenia <b>Habjan Transport d.o.o.</b>
Italy <b>Officine F.Ili Giamundo S.a.s.</b>	Spain <b>Balaguer Frio Transporte S.L.</b>
Latvia <b>Trailer Baltia SIA</b>	Czech Republic <b>TURBOSOL Servis, s. r. o</b>
	Hungary <b>Rapid Teherautó Szerviz Kft.</b>

## Romania opts for Full Service

In a social media campaign, Schmitz Cargobull asked what Romanian customers like about the Full Service contracts. Here are some of the answers in brief:



*"The Full Service contract helps us to carry out our activities in the best conditions, as we have the guarantee that any maintenance or breakdown work will be fixed quickly and at a fixed cost at the nearest Service Partner in Europe. It has been useful in all cases, both in the event of defects during transport and during maintenance."*

**Mihalcea Bogdan Mihalcea, CEO of Laguna Technology from Pitești**

"The Full Service contract from Schmitz Cargobull is a reliable support at any time. As a freight forwarder and Schmitz Cargobull Service Partner, we benefit twice over from these Full Service contracts. In our workshop for customers we can carry out repairs and maintenance quickly, and fulfil the contractual obligations promptly without great cost. We also use Full Service contracts for our own vehicles, and manage Full Service contracts for our customers. It's a win-win situation."



**Daniel Craciun, Fleet Manager of Vio Transgrup from Ungureni**



*"Full Service contracts from Schmitz Cargobull offer us the comfort of finding quick solutions in extreme situations. Whenever we have used our Full Service contract, the problem has always been prevented in time. As a result, we have not had a single case of damaged goods due to irreparable failure of the cooling unit."*

**Narcis Catana, PR of Kalomin Impex SRL from Băicoi**

### Your Shortcut

To find out more about our products and services, or to make an appointment with us, please scan the QR code on the right. This will put you in contact with our international sales department. Thanks for your interest!



You can also reach us at

#### IMPRESSUM CARGOBULL NEWS 2022/66

The customer magazine of Schmitz Cargobull AG  
SCB-CBN-DEGB-10582-3322

**Publisher:** Schmitz Cargobull AG, Postfach 109,  
48609 Horstmar, www.cargobull.com

**Responsible for the publisher:**  
Anna Stuhlmeier (ast), anna.stuhlmeier@cargobull.com

**Schmitz Cargobull Editorial Director:** Silke Hesener (sh)

**Project management ETM corporate publishing:**  
Georg Weinand (gw)

**Editorial team:** Georg Weinand (gw), Daniel Große (dg)

**Photos:** Celik Logistik, Crisafulli, EWT, Horváth Rudolf, JCarrion, Kalomin Impex SRL, KLV Rent, Laguna Technology, Mubarrad, Sauerbaum, Schmitz Cargobull, Vio Transgrup

**Translation:** alphabit, Düsseldorf

**Graphic design and production:** Monika Haug, Frank Haug,  
Stephanie Tarateta, Markus Zimmer

**Implementation:** EuroTransportMedia Verlags- und Veranstaltungs-GmbH,  
Handwerkstraße 15, 70565 Stuttgart, Telefon (07 11) 7 84 98-86

**Note:** Technical comments reflect the opinion of the author. The editorial team reserves the right to abridge texts. All rights reserved. Copying and electronic processing require the explicit written approval of the publisher. We reserve the right to make technical and other changes.

For changes to address: Please contact telephone +49 (25 58) 81-13 07