

# CARGOBULL NEWS

The magazine for transport pros.

2021/64

## Top Topic **New Products 2021**

With the new air distribution system in the S.KO COOL SMART, heat pockets no longer stand a chance. **Page 4**



## Market & **Practice**

The multimodal specialist Dissegna has purchased more than 700 trailers from Schmitz Cargobull since 1995. **Page 8**



## People & **Business**

When fleet customers have questions about telematics and supply chain visibility, Søren Danielsen is the man to ask. **Page 12**



## Rethinking sustainability

Acting in both an environmentally friendly and efficient way at the same time – this is possible with the EcoGeneration trailers from Schmitz Cargobull. Find out what fleet operators can expect from the aerodynamic trailers in this issue.

Page 1 and 2

# Pole position for the EcoGeneration

With the new EcoGeneration trailer concept from Schmitz Cargobull, fleet operators can reduce their costs in an environmentally conscious way. The German government also thinks this is a good thing: It subsidises the purchase of the new trailers with up to €5,000 per vehicle.

**A** sustainability trio: To kick off the year, Schmitz Cargobull is launching three new curtainsider semi-trailers with the EcoGeneration trailer concept. The aerodynamic trailers EcoFLEX, EcoVARIOS and EcoFIX save up to 5% fuel, thus reducing costs and relieving the burden on the environment. “Cutting CO<sub>2</sub> emissions means saving costs. This has always been of enormous importance to freight forwarders. In the wake of the introduction of the CO<sub>2</sub> tax in Germany in 2021, the fuel consumption and CO<sub>2</sub> footprint factors will become more important than ever for companies,” explains Boris Billich, Sales Director at Schmitz Cargobull. Since 1 January 2021, a CO<sub>2</sub> levy of €25 has been payable in Germany for each tonne of CO<sub>2</sub> generated. The price per tonne will rise successively and enter a price corridor between €55 and €65 from 2026.

The lifting rear section concept of the new EcoGeneration gives the trailer an aerodynamic shape, and thus reduces air resistance. If the trailer is to be loaded up to the roof for high-volume transport, the roof can simply be raised

to the standard dimension. When driven in the aerodynamic trailer mode the concept offers high savings potential, especially for heavy transports. And all this without any additional expense or significantly changing the trailer functionalities, the transport performance or the usual handling.

“If only 50% of all trips are made in the aerodynamic mode, the burden on the environment will be reduced by 2.2 t of CO<sub>2</sub> per year. Based on a mileage of 120,000 km, at a conservative estimate the EcoFLEX saves around €900 a year,” calculates Board Member Billich. The legislators have also recognised the potential and included the

EcoGeneration in the German funding programme for sustainable innovations. Up to 60% or €5,000 of the investment in innovative trailer technology can be subsidised. The aerodynamic curtainsiders of the EcoGeneration therefore pay off both for the company and the environment.

“We provide our customers with best-in-class transport solutions and services that help optimise their business. With the EcoGeneration we are demonstrating that our customers can count on our innovative strength and reliability even in challenging times,” adds Billich. ■ scb



EcoFIX, EcoFLEX and EcoVARIOS are designed to meet the needs of different customer groups.

**Aerodynamic trailers reduce fuel consumption**



With the EcoGeneration trailers the Cd value is reduced by 10%.

# Cutting costs for the environment



Schmitz Cargobull has developed an aerodynamic body for its S.CS curtainsiders that enables fleet operators to save up to 5% of fuel and CO<sub>2</sub> emissions.

Schmitz Cargobull is launching the environmentally friendly trailer concept in three versions, EcoFLEX, EcoVARIOS and EcoFIX for standard tarpaulin and POWER CURTAIN. The highlight: The rear section of the EcoFLEX and EcoVARIOS can be raised as required. This allows operators to react flexibly to different loading volumes. The EcoFLEX variant, for example, saves companies around €7,700 per million km if only 50% of trips are made in the aerodynamic mode. This will reduce the burden on the environment by 2.3 t of CO<sub>2</sub> per year. Within the framework of the German government's fleet replacement program, the EcoGeneration trailers are subsidised with an amount of up to €5,000 per vehicle.

The aerodynamic rear section of the new EcoGeneration reduces air resistance and thus saves fuel. If the entire loading space is required for high-volume transports, the rear section can simply be raised in a few simple steps. This concept offers high saving potentials especially for heavy transports. And all this without significantly changing the trailer functionalities, the transport performance and the usual handling.

The three different EcoGeneration versions respond individually to the needs of customers in the transport industry: The EcoFLEX trailer has a height-adjustable rear section that is simply raised when the maximum load volume is required. The trailer can be used flexibly in everyday operations for both heavy and high-volume transports and has an overall height of 4 m at the front and rear when the rear section is raised. This allows the curtain height to adapt to the body. This trailer variant is particularly suitable for general cargo and beverage transports. The EcoVARIOS is particularly suitable for automotive and frequent high-volume transports. With this body, both the rear and front sections can be flexibly adjusted. This variant offers an interior height of 3 m and a total height of 4 m. In the aerodynamic position the rear section is set 400 mm lower. In the EcoFIX variant, the aerodynamic rear section is lowered permanently, while the overall height at the front remains at 4 m. This body, which cannot be raised, is suitable for transporting horizontal or flat and heavy goods, such as rolls of steel and paper.

The EcoFLEX and EcoVARIOS bodies have a simple height adjustment system similar to the VARIOS body system, which has already proven itself on the market for a long time. The roof is raised manually using a hydro-pneumatic pump and the rear section height is adjusted on the stanchions. The height adjustment can be performed by one person without any aids within a few minutes.

**The height of the trailer can be changed in only a few minutes.**

The basis of the EcoGeneration is the well-known MODULOS chassis. The Eco body can also be combined with the X-LIGHT chassis for a particularly low unladen weight. Naturally, the Eco vehicles continue to offer the classic product characteristics of the chassis, such as robustness, corrosion protection and a 10-year warranty against rusting through.

All EcoGeneration trailers are also equipped with the TrailerConnect® CTU trailer telematics system as standard. ■ gw

More information for the article

**Trailer for a new age**

## Civic pride meets customer proximity

The haulage contractor Rolf Niebuhr has illustrated the side tarpaulins of one of his new Schmitz Cargobull trailers with the skyline of his home town of Herne. The impetus for this initiative came from a conversation with customer consultant Claus Röttsches, who suggested full-colour lettering by a local advertising designer. The initiative found numerous sponsors in the Herne business community, each of whom contributed several hundred euros to the costs. Their logos can be found on the back of the trailer. The idea was also very well received in Herne's town hall. Mayor Dr. Frank Dudda arranged a special press event for the handover of the vehicle.



## Storage space for the S.CS

The INOX BOX for the curtainsiders is made of sturdy and corrosion-resistant material and offers the driver more storage space. The high-quality box is easily opened by means of a rotary cylinder and is very well protected against theft by integrated locks. In addition, it is waterproof and can also be used as a table with the help of the lid. The practical and versatile box is also available with a water tank or with pre-equipment for a cooker.

**Practical companion: The INOX BOX is a hit with drivers.**



# Time saving when changing tyres

With the Schmitz Cargobull TrailerConnect® TyreManager, all relevant tyre data is quickly available again after a tyre change – without a time-consuming workshop visit.

When you are out on the road a lot, you have to plan workshop visits as efficiently as possible. In order for the data from the tyre sensors to be displayed correctly in the Schmitz Cargobull TrailerConnect® portal when tyres are replaced or their position changed, changes must be correctly assigned and configured.

With the new free TrailerConnect® TyreManager application, sensor replacements or sensor position changes can now be carried out easily, quickly and flexibly. This is done by simply scanning the QR code printed on the sensor with a mobile device and reconfiguring it in the application. The assignment of the new sensors is done by the 1-to-1 replacement of wheels, the change of the axle position or the teaching of new sensors when a new wheel has been fitted. Time-consuming workshop visits are now a thing of the past.

The online application can be used at any time on all common smartphones, tablets or PCs. ■ gw



With TyreManager, employees can now configure the new sensors themselves.

## editorial

### CO<sub>2</sub> reduction pays off

Dear Readers,

As recently as mid-December 2020, the EU decided that greenhouse gas emissions should be reduced by at least 55% below 1990 levels by 2030. We and the entire transport industry take this ambitious goal seriously. But first of all, it is crucial that companies are given the chance to build up equity again after the Covid-19 crisis and to remain competitive. Solutions are needed for CO<sub>2</sub> reduction that are efficient and at the same time do not further burden the economy. That is why we have launched our EcoGeneration curtainsider. Aerodynamic trailers with an adjustable rear section enable operators to meet daily transport demands in terms of both weight and volume.

We very much welcome the fact that the government's fleet renewal funding programmes can also be used for these trailers. Depending on the area of application, further measures are available to customers to help reduce CO<sub>2</sub> emissions: Those who drive long distances are more likely to use fuel-efficient tyres, a tyre pressure monitoring system or a rail-loadable trailer. On short hauls in factory traffic the self-steering axle makes a lot of sense. These measures yield savings of around 2–5%. Our EcoGeneration offers CO<sub>2</sub> and cost savings of around 5–10%. And if we are really serious about climate protection, there is no getting around the EcoDuo: The EcoDuo saves money and, with 25% less fuel consumption per km, brings a noticeable reduction in CO<sub>2</sub>.

Yours,

Andreas Schmitz,  
Chairman of the Board,  
Schmitz Cargobull AG



## Overview guaranteed

Thanks to the generic import interface, all trailer fleet data can now be displayed on the TrailerConnect® portal, irrespective of the telematics provider.

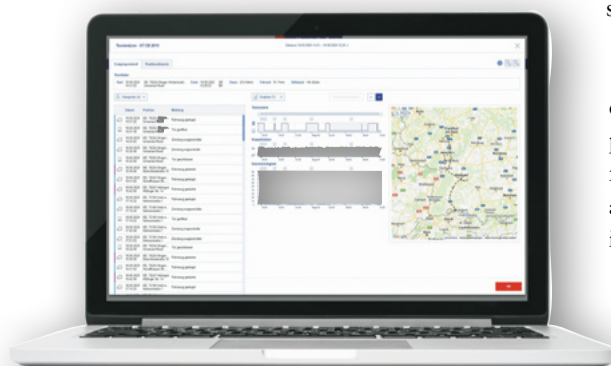
The continuous evaluation of trailer data to support business processes is becoming increasingly important for transport companies. The challenge here: Finding the perfect platform for consolidating data from the often heterogeneous trailer telematics systems

Schmitz Cargobull offers a simple and practical solution for this: Thanks to a generic import interface, all data

of the respective trailer fleet can now be displayed in the TrailerConnect® portal. And this happens independently of the trailer telematics provider. All data important for fleet analysis is thus available in one portal, data gaps due to the use of different portals are avoided and process reliability is increased.

Data consolidation in the TrailerConnect® portal makes transport and load monitoring much easier and even automation processes relating to the trailer can be implemented more quickly. For our customers, this ultimately means: All trailer data can be retrieved quickly, easily and transparently, and the fleet and the dispatching process can be managed even more efficiently.

Thanks to the uniform presentation in the TrailerConnect® portal and the associated simple handling, our customers are able to work with completely transparent fleet data. The elimination of portal diversity also reduces operating costs. The best conditions, therefore, for future-oriented and efficient fleet analysis. ■ gw



TrailerConnect® is the guarantor for transparent fleet data.



More information for the article

## Slim and strong




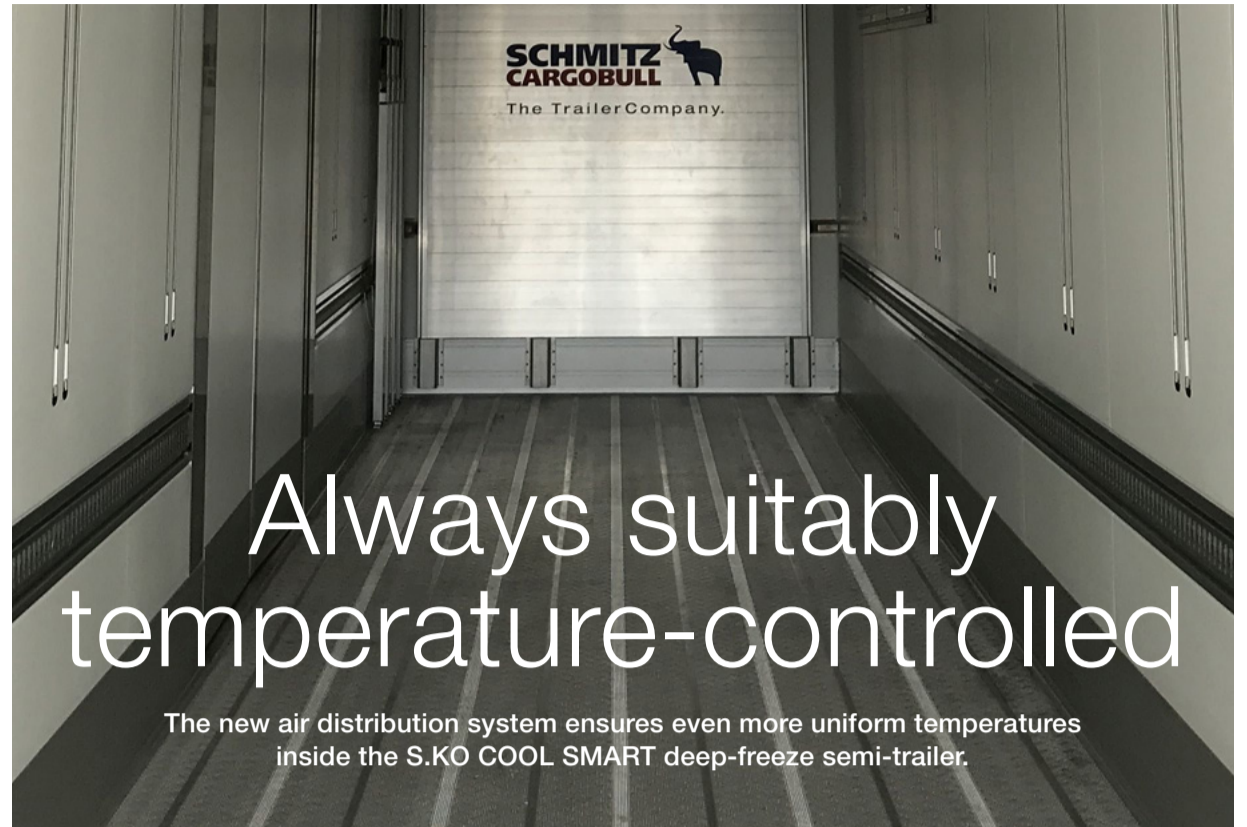
Schmitz Cargobull has put the S.CS UNIVERSAL on a diet. In the X-LIGHT version, it impresses with its particularly low unladen weight including durable galvanisation at Bernhofer Transporte in Salzburg.

The S.CS UNIVERSAL X-LIGHT curtainsider is a lightweight and a robust “packhorse” at the same time. This is also the firm opinion of Josef Bernhofer, Managing Director of the transport company Bernhofer Transporte GmbH in Scheffau, Austria: “Our Schmitz Cargobull S.CS curtainsiders are proving their worth in everyday operations. The low unladen weight increases the payload accordingly and the Schmitz Cargobull modular system offers us many options for responding to our individual transport needs.”

The S.CS UNIVERSAL X-LIGHT, however, is not only light, but also robust and optimally protected against corrosion. The chassis of the X-LIGHT was changed over to the galvanised and bolted chassis with rolled profile I-beams. Schmitz Cargobull provides a ten-year warranty against rust-through on all galvanised parts in the chassis.

The X-LIGHT chassis is optimally combined with the POWER CURTAIN body without support laths. The POWER CURTAIN body’s structural rigidity is certified according to DIN EN 12642 Code XL. Optionally, the body is also available with beverage certificate and DL Directive 9.5. Integrated tarpaulin loops provide a simple means of securing the load at the rear. ■ gw

 More information for the article



## Always suitably temperature-controlled

The new air distribution system ensures even more uniform temperatures inside the S.KO COOL SMART deep-freeze semi-trailer.

After the long winter, people are now looking forward to the warming rays of the sun again. But frozen goods transport is all about avoiding heat. To ensure that frozen goods arrive at the customer in top quality, Schmitz Cargobull has equipped the S.KO COOL SMART deep-freeze semi-trailer with a new air distribution system. This effectively ensures that heat pockets forming inside the deep-freeze semi-trailer – for example, due to solar radiation on the roof and walls – are avoided and that the circulation of the cooled air is optimised by targeted guidance of the primary and secondary flows in the air ducts. This uniform air circulation throughout the entire structure ensures that the goods always maintain a reliable temperature. Return air barriers prevent the mixing of warm and cold air and help ensure an optimised air circulation.

For multi-temp transport, a partition wall is used to create different temperature ranges inside the trailer. The partition wall effectively seals the air ducts and the temperature-controlled air is only distributed in the front area up to the partition wall. The innovative mounting using quick-release connectors also makes the air ducts easy and hygienic to clean. Vertical load securing beams, which can be quickly and easily positioned between the air ducts, are available for load securing.

The S.KO COOL SMART is equipped with the Cargobull Interface System (CIS). This monitors the status of the cooling unit’s battery and warns of a drop below the specified voltage via the TrailerConnect® web portal or the beUptoDate app. In addition, the CIS uses a wireless RFID hardware solution at trailer level to identify which trailer is coupled to which tractor unit. Possible damage or even criminal acts can thus be traced quickly and reliably.

Cargobull door locking system, which is based on a locking device on the rear door that is not visible from the outside. During locking a sword-shaped pin moves out of the roof beam and reliably prevents unauthorised opening. Locking and unlocking is done directly at the trailer by entering a PIN code via the beSmart app, the TrailerConnect® telematics portal or the keypad/display of the Schmitz Cargobull cooling unit. To protect the load, fully automated control of the door locking system is also possible in defined geofences without driver intervention. The S.KO COOL SMART can be equipped with an optional temperature printer. This printer makes it possible to print out temperature statements directly at the trailer bulkhead – in 21 languages and from the last twelve months. ■ gw

**Heat pockets have no chance**

Protection against unauthorised access to the cargo area is provided by the intelligent Schmitz

## Telematics as standard

100% SMART – this also applies to the S.CS curtainsider and the S.KO EXPRESS box body semi-trailer in 2021.

Schmitz Cargobull customers will soon also be able to rely on TrailerConnect® trailer telematics, including the new CTU control unit, as standard in the S.CS curtainsider and the S.KO EXPRESS box body semi-trailer. Fleet operators are thus optimally prepared for a networked and integrated logistics chain and can use their vehicles optimally and with greater efficiency.



**S.CS and S.KO EXPRESS owners also now always know the geographical location of their trailer.**

The new TrailerConnect® CTU control unit is ready for the LTE network and has protection class IP6K9K. This makes it even more resistant to foreign bodies and water than the previous generation. The control unit, which can also be easily retrofitted, supplies not only position data with global roaming – at

no extra cost to the customer – but also EBS or tyre pressure data. This provides players in the logistics chain with a very cost-effective, technologically brand-new option that optimises logistics processes, reduces fleet costs and prevents breakdowns, damage and wear and tear. ■ gw

# Safe, flexible and SMART

In the UK, the S.CS FIXED ROOF curtainsider is a bestseller. The secret of its success: consistent orientation towards British customers' needs.



The S.CS FIXED ROOF curtainsider semi-trailer is equipped with smart telematics and has a permissible gross weight of 44 t with a loading height of up to 3.10 m.

A total weight of up to 44 t, easy loading and unloading thanks to a loading height of up to 3.1 m, as well as compliance with British Health & Safety vehicle requirements and the load securing standard DIN EN 12642 Code XL – the S.CS FIXED ROOF curtainsider semi-trailer from Schmitz Cargobull offers all this. Incidentally, it is now smart as well: via the TrailerConnect® telematics CTU fitted as standard, all data relevant to the transporter is immediately transmitted to the Schmitz Cargobull telematics portal, and the beSmart and beUpToDate app are operated.

The straight bulkhead of the S.CS FIXED ROOF enables free side loading without lateral offset of the pallets by the forks of the truck. The fixed roof makes it possible to attach the load securing device, which is usually fixed in the centre of the roof in the UK. The S.CS FIXED ROOF is also equipped as standard with a wire mesh in the side

tarpaulin, which significantly increases theft protection. All components and modules are available throughout Europe, so spare parts procurement and workshop visits are no problem.

The bolted and galvanised MODULOS chassis is not only easy to maintain and repair, but also offers a high level of corrosion protection with a 10-year guarantee against rusting through. It is complemented by the ROTOS axle unit with disc brakes from Schmitz Cargobull for increased road safety at a lower total cost of ownership.

Keith Law, Managing Director of McGregor Logistics Ltd in Doncaster, UK, is also enthusiastic about the trailer's numerous advantages: "The S.CS Fixed Roof is precisely tailored to customer needs here in the UK. What we are particularly excited about is its flexibility, excellent load securing and low total cost of ownership." ■ gw

This is what trailers for 22 pallets in Australia look like.



## Australia is taking off

Barely a year has passed since the opening of an assembly plant in Australia, and they are already really getting into the swing of things "down under" for the Australian market: their product portfolio has been expanded, and now includes a variety of different chassis lengths.

Among them are the shorter 10-pallet lead trailer, the standard 12-pallet lead trailer, the short and standard trailers, which can load up to 22 and 24 pallets, and PBS-approved (Performance Based Standards) 26-pallet semi-trailers. The short trailers are primarily produced for the Queensland market in northeastern Australia, where typically long-bonnet prime movers are used for towing trailers, and where the permitted total towing length of 26 m must not be exceeded. The trailers, especially in the 26-pallet version, have high safety standards and allow for larger transport capacities, which in turn increases the productivity and profit value of their customers.

PBS vehicles are tested against 16 stringent safety standards and four infrastructure standards to ensure they fit the existing road network and are safe. Any trailer that is built differently to the previously approved specification must undergo an assessment to ensure that the trailer is safe and will run correctly. Only then will approval be granted. ■ gw



More information for the article



## Roadshow in Hungary

On the practice test bench: As part of a roadshow, Schmitz Cargobull is making two S.CS curtainsiders available to Hungarian haulage companies for two weeks of testing. The aim is to convince even more customers in the country on the Danube of the benefits of products from the Schmitz Cargobull competence centres. The action is accompanied via Facebook: Anyone who sees one of the trailers on the road and posts a photo of it on the Hungarian Facebook channel will receive a gift from Schmitz Cargobull as a thank you.



In 2020, the EWT Group, based in Poland, the Czech Republic and Slovakia, celebrated its 25th anniversary. The growth, which is based on a strong customer orientation, is to be continued in the coming years.

## Strong partner for 25 years

Mercedes-Benz-workshop, Koprki, Poland



in these countries as a general agent for Schmitz Cargobull and Mercedes-Benz since the mid-1990s.

Car, Van & Truck Center Liberec, Czech Republic



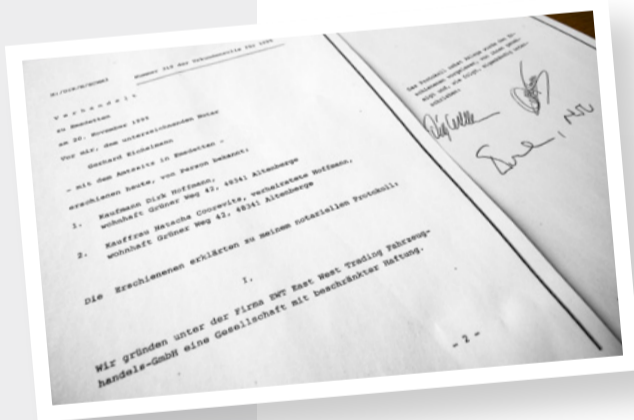
Truck & Trailer Center Wrocław, Poland



Tailor-made and customer-centric solutions for the transport markets in Poland, the Czech Republic and Slovakia – that is the EWT Group's mission. EWT Truck & Trailer has been successfully carrying out its mission

Dirk Hoffmann and Natacha Coorevits-Hoffmann founded EWT GmbH in Altenberge in 1995. Later, together with engineer Michal Žižák, the couple founded the Czech firms EWT spol. s r.o. and Hoffmann & Žižák spol. s r.o., as well as Central Europe Trailer s.r.o. (CET) in Slovakia.

Right from the start, the young corporate group focused on



1995

EWT's founding contract symbolises the starting signal for a successful company.



1998

The head office in Brandys nad Labem is built.



## People and milestones

The EWT Truck & Trailer success story began with the founding contract in 1995. The managing partners Natacha Coorevits-Hoffmann, Dirk Hoffmann and Michael Žižák remember: "Our aim was to establish EWT Truck & Trailer as a Full Service provider for the transport industry and the shipping trade. The ideal partners for this were quickly found in the premium suppliers Schmitz Cargobull and Mercedes-Benz." The head office of the company was established in Brandys nad Labem at the gates of Prague from 1998 onwards. From there, the young company quickly expanded its business activities to Poland and Slovakia. "Today, a total of 13 workshops are available to our customers in this region. In addition, a service fleet of twelve Mercedes-Benz Sprinters converted into mobile workshops is on the road in Poland.

2005

The company founders Dirk Hoffmann, Natacha Coorevits-Hoffmann and Michal Žižák (from left) at EWT's 10th anniversary in Prague.





Trailer Center Gliwice, Poland



Truck & Trailer Center Stryków, Poland



Car, Van, Truck & Trailer Center Brandýs nad Labem, Czech Republic



Trailer Center Senec, Slovakia



Trailer Center Komorniki, Poland



Trailer Center Siedlce, Poland



Truck & Trailer Store Stryków, Poland



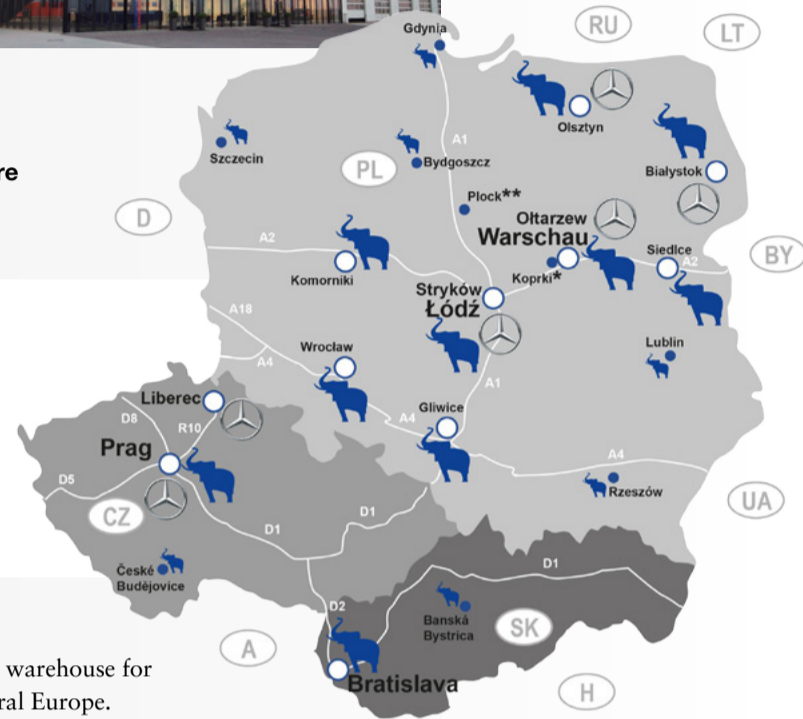
Truck Center Ołtarzew, Poland

positioning its competence centres and sites for trailers and trucks at strategically important transport hubs in order to ensure optimal accessibility for customers through a comprehensive network.

Trailer Center Ołtarzew, Poland

In the anniversary year 2020, the network was once again greatly expanded: In Komorniki near Poznan a new branch covering an area of 2.2 hectares and operating according to the “one-stop shop” principle was opened. Here the customer can visit the sales office, the modern trailer workshop and the very well equipped spare parts warehouse all at the same location.

- Existing truck & trailer centres
- Existing truck & trailer centres
- Sales offices
- \* Workshop for Mercedes-Benz cars & vans (Koprki)
- \*\* Workshop for Mercedes-Benz trucks & Schmitz Cargobull products (Plock)

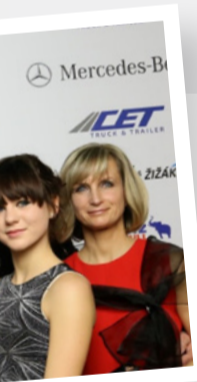


The branch in Wrocław, following the same principle, went into operation in September 2020. The complete range of services is offered here – from tinsmith and painting work to cooling unit service. At the Koprki site near Ołtarzew a service workshop for Mercedes-Benz cars and vans was also built. Efficient service is ensured thanks to the direct proximity to the central spare

parts warehouse for Central Europe.

In 2021 the growth path will be continued. In Jezewo Stare near Białystok, an additional branch is currently under reconstruction and will be put into operation in 2021. In Olsztyn another site will become part of the EWT Group in 2021. A continuation of this growth path

is planned for the coming years. Here the focus is on the key factors of innovation and service in order to further strengthen the corporate group’s position in the Central and Eastern European region. ■ ewt



**2015**  
The Hoffmann and Žižák families have a friendly relationship.

**2015**  
EWT employees fill an entire event hall at the 20th anniversary in Prague.



**2018**  
EWT participates with a large team at the IAA Commercial Vehicles in Hanover.

EWT offers its customers a complete package of services, from sales, financing and Full Service through to trade-ins. This gives EWT’s customers a clear overview of their ongoing fleet costs and, ultimately, the TCO (total cost of ownership) at all times. Thanks to rental fleets in all three countries, EWT Truck & Trailer guarantees its customers mobility at all times, even in emergencies. “We keep you movin’, movin’,” promises Dirk Hoffmann confidently. ■ ewt

**2020**  
Four more locations are opened in Poland to mark the 25th anniversary.



# Tested and found to be good

Pfenning Logistics has ordered the new generation of the M.KO/Z.KO refrigerated truck body and trailer combination. Above all, the time saved during loading and unloading convinced the contract logistics provider.

Pfenning Logistics from Heddeshim near Mannheim, Germany, was one of the first customers to test the new generation of the truck body and trailer combination, which includes the M.KO COOL refrigerated truck body and the Z.KO COOL central axle trailer. What Manuel Pfenning is particularly excited about is the time saved. This is because the new generation of the truck body and trailer combination offers an efficient through-loading option. "This gives our drivers the opportunity to load both refrigerated boxes at the same time," explains the Managing Director of Pfenning Logistics. "The trailer no longer has to be uncoupled halfway through the loading process and the entire truck body and trailer combination only has to be driven to the ramp once."

The Schmitz Cargobull designers have thus achieved their goal, because more time savings for the hauliers and easy handling for the drivers were the objectives when revising the M.KO/Z.KO. The multifunction floor in the bodies allows quick and easy load securing. A high level of slip resistance, a longer service life thanks to the high-quality workmanship, and components such as new bumpers ensure that trailers are protected during loading and unloading. In addition, increased insulation, weight reduction and safe operation were the focus of the new generation of the truck body and trailer combination.



Although more weight can now be transported, the M.KO and Z.KO ensure faster loading at Pfenning Logistics.

The designers achieved the first of these objectives with thicker side walls, bulkhead and floor. Depending on the specification, the improved insulation properties meet the requirements of the ATP/FRC certification for perishable foodstuffs. The interior dimensions and thus the total available loading area remain unchanged. With the Schmitz Cargobull transverse partition, the trailer is also flexible in multi-temp transport and reliably cooled in all chambers. The partition is designed for a 1/3 and 2/3 division of the body and is based on the proven FERROPLAST ThermoTechnology. The M.KO also offers another plus: It weighs 60 kg less than its predecessor. ■ acw

# A team for more than 25 years

Dissegna Logistics has relied on Schmitz Cargobull for a quarter of a century. What began in 1995 with the first curtainsiders reached its temporary climax with the acquisition of ten S.KO COOL refrigerated semi-trailers with a cooling unit and telematics from North Germany.

Since 1995, Dissegna Logistics, based in Rossano Veneto near Vicenza in North-East Italy, has purchased an impressive 700 trailers from Schmitz Cargobull, 600 of which are suitable for multimodal transport. At first it was conventional curtainsiders that Gino Dissegna, the founder of the company, needed. Later, reefers without a cooling unit for dry freight were added and, from 2010, trailers with FERROPLAST technology. "We immediately saw that their cooling properties, were far superior to the conventional trailers with fibreglass bodies," recalls Ilario Dissegna, son of the company founder and current CEO.

## Ship and rail play an important role

Dissegna Logistics is a specialist in multimodal transport. Of the 51 million km covered per year more than 50% are by rail and ship, with a focus on sustainability. The main markets are Central Europe (Germany, BeNeLux, France and UK) but the Dissegna fleet is also present in Eastern Europe, Scandinavia and Greece. The company from Veneto is also active in Northern Europe. Ilario Dissegna and his staff handle 55,000 consignments a year. These include industrial products as well



Gino Dissegna feels at home with the many modes of transport used by his company.

as perishable goods, foodstuffs and medicines. The pharmaceutical sector alone accounts for 15% of the consignments.

The multimodal forwarder's trailer fleet is hauled by 180 company-owned tractor units. The most recent acquisition, ten S.KO COOL refrigerated semi-trailers with cooling unit and TrailerConnect telematics from Schmitz Cargobull, came with a five-year Full Service contract as the icing on the cake. "There are several reasons for this,"

explains Ilario Dissegna. "First of all, the telematics system allows us to keep the temperature in the trailer under control at all times. But the control of the door locks and the geolocation of the vehicle is also of utmost importance for unaccompanied multimodal transports." The one-stop shop solution offered by Schmitz Cargobull through the regional dealer Agos Servizi Rimorchi is also of the highest value to Dissegna: "This makes our operating costs more predictable and minimises downtime," reports the CEO.

In terms of customer orientation, Schmitz Cargobull's telematics are equally convincing for the northern Italian Dissegna: "The traceability of goods is an important issue for our customers. Now we can predict the estimated time of arrival and accurately quantify a possible delay. CO<sub>2</sub> emissions are also predictable, and so is the environmental impact of the transport." ■ gw

## in brief

### Production at full speed

Schmitz Cargobull's Russian plant near Moscow delivered its 8,000th semi-trailer to customers last August. The S.CS curtainsider semi-trailer has an overall length of 13.62 m and is approved for transport in the European Union. The customer for the trailer is the Russian trailer rental company, Polupritcep, which immediately passed the S.CS on to the operator, freight forwarder OOO Lagrange. Schmitz Cargobull began trailer production in Russia seven years ago, at that time still near to St. Petersburg. Since 2016, the company has been producing its trailers for the Russian market in the Istrinsky district near the Russian capital. At the turn of 2020/21, the plant celebrated its next success with the delivery of its 9,000th trailer.



# PNO makes its German debut

The Danish trailer rental company is expanding its business field, and will also be present in Germany in the future. The company is ordering new trailers from Schmitz Cargobull in time for its market launch.

**P**NNO is a well-known name in the Scandinavian region. The rental company of standard equipment such as refrigerated trailers, dry freight trailers, curtainsiders, container chassis and special equipment already has branches in Finland, Norway, Sweden and Denmark, as well as in the Netherlands. Now the Federal Republic of Germany is being added to the list. "Germany is one of the largest markets and is interesting for us in terms of long-term growth," says Jacob Ørnstrand, Managing Director and owner, explaining the move. PNO will continue to concentrate on its core competence: Providing customers with custom-fit solutions for their needs, as well as offering a wide range of high-quality trailers. "We are pleased to be able to rely on Schmitz Cargobull as an existing partner in the German market as well," PNO emphasises.

The Scandinavian company has steadily increased its share of trailers from Schmitz Cargobull over the past years. For the future cooperation in Germany, PNO is currently ordering over 100 vehicle units of the product types S.CS curtainsider, S.KO EXPRESS semi-trailer, S.KO COOL semi-trailer and S.CF semi-trailer chassis for the German market. "A central point on which PNO will base its activities in Germany is the introduction of the new digital platform", says Pauli Johannesen, Group CCO. "This is intended to give customers the opportunity to manage their fleet independently and, among other things, to pass on information about damage quickly and easily. With the help of an app, drivers can then enter the condition of their vehicles at the beginning and end of the rental period. This increases transparency and minimises bureaucracy", explains PNO. ■ acw



PNO is now also taking off in Germany.



The Ruhrpott skyline can be seen on the new S.KI.

## Eye-catcher

The Essen-based haulage company Sauerbaum has had its new S.KI specially wrapped by Schmitz Cargobull.

**E**very bulk material requires an individual transport solution – A. Sauerbaum Baustoffe und Transporte GmbH from Essen is convinced of this. The specialist company for asphalt mix, industrial products, contaminated and uncontaminated excavated soil and building materials now also displays this individuality on its vehicles. As of late, the two Schmitz Cargobull S.KI tipper trailers can be seen in a special design on the roads of the Ruhr region and beyond. The design of the 30 m<sup>3</sup> rear tipper with the Ruhr Valley skyline on the sides is a real eye-catcher. The S.KI with an aluminium box body also has the advantage of a low unladen weight and thus a high payload of 27 t.

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

## 1,000 are just the beginning

VOS Transport from Deventer in the Netherlands focuses on sustainability in transport, and recently integrated the thousandth Schmitz Cargobull trailer into its fleet.

**V**OS Transport's trailer fleet consists almost exclusively of Schmitz Cargobull trailers. It has grown considerably in recent years and currently consists of 500 semi-trailers. In December last year, Frank Reppenhagen, Sander Jaspers and Sybren Broekstra from Schmitz Cargobull not only handed over trailer number 1,000 to VOS Managing Director Jules Menheere; it was also the first S.CS SMART curtainsider with the TrailerConnect® telematics system integrated ex works.

Almost all of the company's trailers are specially equipped piggyback vehicles that can also be used multimodally. This is because VOS has increasingly specialised in rail transport and highly secure short sea transport in recent years. In this way, VOS aims to reduce the number of road transports. The reason: Sustainable logistics is particularly important to the company, which has branches in the Netherlands, Germany, Romania and Lithuania. It was able to reduce its CO<sub>2</sub> footprint by 35% and,

in recognition of this, was the first European transport company to be awarded the Lean and Green Star, which is awarded by the non-profit organisation of the same name.

VOS is also one of the partner carriers of the Schmitz Cargobull plant in Altenberge, where the curtainsiders are built. For Schmitz Cargobull, the punctual delivery of parts is a key success factor in production. For its part, VOS relies on the versatile curtainsiders to deliver reliably and on time.

In addition to the factory transports to Altenberge, VOS takes on orders from leading companies in the automotive, chemical, fast-moving consumer goods and foodstuffs sectors. The provision of a reliable service is of paramount importance, as are reliable vehicles, explains VOS. For example, the carrier operates daily hauls to Scandinavia, Great Britain, France, Germany and the Benelux countries, and always achieves fast turnaround times. ■ acw



And the jubilee trailer has already been delivered to the customer. At the handover were, from left: Sander Jaspers, Country Manager Schmitz Cargobull for the Netherlands, Jules Menheere, General Manager of VOS-Transport, Frank Reppenhagen Sales Manager at Schmitz Cargobull and Sybren Broekstra, Area Sales Manager, Northern Netherlands.



With the EcoDuo, companies can save up to 25% fuel.

## The EcoDuo rolls in Spain

Based in Castilla, the haulage company Lopezmar sees the EcoDuo from Schmitz Cargobull as a sustainable contribution to reducing costs and enhancing environmental compatibility.

The logistics company, Lopezmar, from Guadalajara picked up the first Schmitz Cargobull EcoDuo S.CS from the Zaragoza plant in Figueruelas last December. The 33-metre long EcoDuo consists of two standard semi-trailers connected by a dolly. The total weight of the first semi-trailer is 40 t, and the second 30 t. The EcoDuo reduces fuel consumption and CO<sub>2</sub> emissions by up to 25%. The axle load is also reduced by 14%.

Javier Martínez Martín, owner of the internationally active refrigerated transport and general cargo company with 160 employees, is convinced: “By integrating an EcoDuo curtainsider trailer from Schmitz Cargobull into our fleet, we can meet the needs of our customers, cut costs by 20% and contribute to reducing CO<sub>2</sub> emissions.”

Schmitz Cargobull sees the EcoDuo not only as an opportunity to prevent climate change, but also as a contribution to relieving the existing transport infrastructure throughout Europe – both in road transport and in multimodal transport. The EcoDuo has already been on the market in Scandinavia for more than two years. More than 100 units have already been sold, especially in Sweden and Finland. For Martínez Martín, in any case, the EcoDuo is a successful concept: “A big advantage is that we can use our current fleet to combine the vehicles without having to make large investments. In addition, the EcoDuo has a much larger total load capacity and the trailers can also be used separately.” ■ gw



Nerey relies on its own fleet of vehicles. Included are 15 ultra-modern S.KO refrigerated semi-trailers.

To ensure that its frozen fish tastes even better to customers in future, the Nerey Trading Company from Vladivostok relies on refrigerated trailers from Schmitz Cargobull.

Vladivostok is located in the far east of Russia on the Sea of Japan. The maritime location means that products from the water play an important role in the regional economy. This is also true for the Nerey Trading Company. The wholesaler from the city said to rule the East – the literal translation for Vladivostok

**Specialist in frozen seafood for 20 years**

from the Russian – began specialising in the wholesale of frozen fish in Russia, the CIS states and Asia 20 years ago.

In order to optimise delivery quality, Nerey will in future increasingly rely on its own fleet of vehicles with high-quality refrigerated trailers pulled by MAN tractor units. The Russian company has already taken an important step in this direction: 15 S.KO three-axle refrigerated semi-trailers with FERROPLAST insulation technology have been ordered from Schmitz Cargobull in Vreden.

Andrey Zabuga, General Director of Nerey provides the rationale for this investment decision: “We want to set new quality standards. This is not only about timing and convenience of delivery, but also about maintaining the taste and nutritional properties of the products. This is only made possible by the complete control of all processes that Schmitz Cargobull offers us.” MAN, like Schmitz Cargobull, stands for strength, reliability, honesty and stability. These are the same qualities that Nerey wants to live up to, explains the General Manager. ■ gw



Trusted partners: Andrey Zabuga (left), General Director of Nerey, and Smirnov Yaroslav, Customer Consultant at Schmitz Cargobull, at the handover of the new S.KO.



The tyre pressure monitoring system increases driving safety.

## All-round solution

A tyre pressure monitoring system (TPMS) provides better protection against tyre damage, especially for tipper trailers. With the help of the TPMS sensors, which not only measure the pressure but also the temperature in the tyre, companies can actively prevent punctures. The German government is now promoting the installation of these systems.

Actively preventing punctures with the support of the German government – the tyre pressure monitoring system (TPMS) from Schmitz Cargobull makes this possible. The sensors of the TPMS permanently monitor the tyre pressure and temperature on the trailer, because the correct tyre pressure plays a decisive role in extending the service life of the tyres, reducing fuel consumption and CO<sub>2</sub> emissions and increasing economic efficiency. With the correct tyre pressure, the service life of the tyre is increased, the driving behaviour is considerably improved and driving safety is also significantly increased.

Not least because of the CO<sub>2</sub> savings, the German government is therefore also promoting

investment in the Schmitz Cargobull TPMS as part of their fleet renewal programme for commercial vehicles. In addition, all newly registered trailers are to be subject to a mandatory TPMS as from 2022.

Tyre damage is a major issue, especially on difficult surfaces. Schmitz Cargobull therefore offers the TPMS for all S.KI three-axle tipper trailers in the S.KI 24 SL 7.2-10.5, S.KI 24 SG 9.6 and S.KI 24 SG 10.5 versions. Customers currently also have the option of receiving the S.KI tipper trailer with the TrailerConnect® CTU3 telematics hardware, tyre pressure monitoring system sensors and a 24-month alert tariff. The data can thus be permanently monitored in the TrailerConnect® portal and via the beSmart app.

At the customer's request, the TPMS can be optionally combined with a tyre re-pressurisation system, which not only keeps the air pressure in the individual tyres constant, but also warns of creeping air loss. In the event of minor damage, it is possible to continue the journey to the next workshop by topping up with air. ■ gw

Correct tyre pressure increases service life

## Top-quality used vehicles from one provider

The Schmitz Cargobull subsidiary Cargobull Trailer Store is responsible for the resale of used trailers. In the Covid-19 year 2020, a particularly tricky task awaited the subsidiary's 60 employees.



770 trailers of the DSV haulage company have been passed on by Cargobull Trailer Store.

This was no ordinary task for Cargobull Trailer Store either. In 2020, the freight forwarder DSV returned 770 trailers in one fell swoop after the agreed rental period of five years. Cargobull Trailer Store, as the specialist company responsible for marketing the company's used trailers, then immediately began to attend to the "second career" of the durable trailers.

And with great success: Of the 770 vehicles, only 27 trailers are still up for sale at Cargobull Trailer Store. The trailers are currently selling very well due to strong customer demand, and the hot-dip galvanising of the chassis is proving to be a clear competitive advantage. They have been mostly passed on to medium-sized transport companies in small batches of less than five units, but a few large orders – the largest being 115 units – were also involved. The trailers, originally in DSV blue, were in many cases equipped with new tarpaulins in the design of the new customers.

The international orientation of Cargobull Trailer Store with its 32 depots throughout Europe, which have an average of 1,600 trailers of various types in their portfolio and sell around 10,000 trailers annually, was helpful in the resale process. Those interested in used trailers and semi-trailers of first-class quality can learn about the offerings of Cargobull Trailer Store at their leisure at [www.trailer-store.com](http://www.trailer-store.com).

Moreover: DSV naturally continues to rely on Schmitz Cargobull. In the meantime, most of the 770 trailers have already been replaced by new vehicles and the return of over 900 trailers is planned for 2021. ■ gw



More information for the article

## Quarter of a million reached!

Schmitz Cargobull Service Partner Scania Danmark A/S in Ishøj has generated its 250,000th order via the Cargobull Repair System (CRS).

The digital CRS was developed to handle repair and maintenance orders with workshops and tyre dealers easily and quickly. All customer trailers with a Full Service contract are listed there, with additional information on the trailer's equipment as well as due maintenance and statutory inspections. Recently, the 250,000th Cargobull Repair System order was placed by the Service Partner Scania Danmark A/S in Ishøj. This means that the CRS has finally become one of the best established workshop processing systems in Europe.

The CRS facilitates the daily interaction between Service Partners and customers enormously. From the approval of a repair to invoice processing, everything runs through the system, which not least saves time and money for participating Schmitz Cargobull customers. The CRS is now used in 35 countries and is used by all Schmitz Cargobull Service Partners.

Approximately 1,000 orders per week are processed and invoiced via the tool. Customers with a Schmitz Cargobull service contract, in particular, benefit from this system, as they also no longer have to approve and check invoices. ■ gw



Pleased with the 250,000th CRS order: Workshop Manager Oliver Cox (on the right) and Assistant to the Workshop Manager Lars Søhøj Petersen from service partner Scania in Ishøj.

# A trailer for good living

The trailer as an information and communication platform: The Münster University of Applied Sciences is converting a trailer into a showroom. The trailer was collected from Schmitz Cargobull at the end of January.

More than 20 students, professors and employees from different departments of the University have created the opentruck, a mobile innovation trailer. This interdisciplinary project is one of 13 sub-schemes of the münster.land.leben project, which implements various project ideas from the areas of health, participation and well-being in rural areas. While the students from the Design Department designed a mobile consulting and communication platform on the Schmitz Cargobull trailer with a mobile exhibition-concept, their fellow students from the Mechanical Engineering Department tested the designs for feasibility. Here the focus was particularly on the weight distribution and the statics of the trailer.

The first exhibition after completion is dedicated to the topic of healthy nutrition, with

support coming from the University's Department of Ecotrophology – Facility Management. The aim is for visitors to gain – interactively and in analogue and digital form – insights into how to create a balanced diet. The münster.land.leben project is funded by the Innovative University initiative of the federal government and the states. Further information on the project is available on the Internet. ■ jh



Protected: Representatives of Schmitz Cargobull and the Münster University of Applied Sciences at the handover of the trailer.



More information for the article

## Première in the Gulf

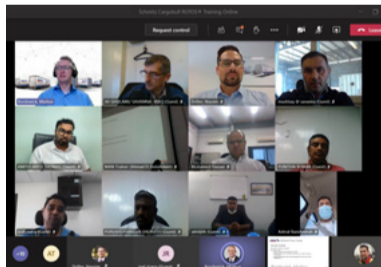
Schmitz Cargobull Middle East's digital after-sales training was very well received by the international participants.

The Covid-19 epidemic has made it very difficult for people to meet face-to-face since the beginning of 2020. Training and education were also affected. Schmitz Cargobull Middle East nevertheless found a solution: The team led by Managing Director Fabian Bahlmann simply made its training courses on the Schmitz Cargobull ROTOS running gear available to its workshop customers online. 18 participants from the United Arab Emirates, Saudi Arabia, Kuwait and Iraq took part in the première. The

reactions: entirely positive. "We plan to conduct more of these types of training sessions in the future to supplement traditional classroom training. In times of travel restrictions they are an important part of increasing customer satisfaction, despite the reduction in personal contact," explains Bahlmann.

Schmitz Cargobull Middle East was the first trailer manufacturer in the region to offer after-sales training of this kind online. It was therefore all the more satisfying that not only the event itself was well received by the participating workshop professionals, but also the desire for more such training sessions was clearly expressed. The ROTOS training was an internal team effort involving not only the regional company in the Persian Gulf, but also Cargobull Parts & Services and the internationally oriented North German trainer team. "Last but not least, our successful training shows that a first-class IT infrastructure increases customer benefits and helps promote business success," concludes Bahlmann. ■ gw

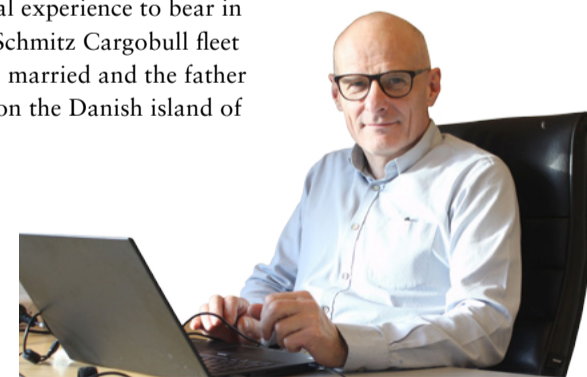
**New prospects: All participants in the training sessions at a glance.**



## Combined competence

Søren Danielsen joined Schmitz Cargobull at the beginning of the year as Manager Digital Service Solutions. His central task is the strategic orientation and international sales of Schmitz Cargobull's digital and telematics services with a focus on freight forwarders and transport companies. As befits a Dane, the now 58-year-old initially completed a shipping company apprenticeship, but switched to the freight forwarding industry 30 years ago. He then worked in sales and management for various global companies in the supply chain and logistics sector. Most recently, he worked for the Kempten-based digital logistics company NIC as Business Development Manager. He now brings his knowledge and practical experience to bear in advising international Schmitz Cargobull fleet customers. Danielsen is married and the father of three sons. He lives on the Danish island of Mors.

**Søren Danielsen working from home on the island of Mors.**



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

**Editorial team:** Ralf Johanning (jh), Ann-Christin Wimber (acw)

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