

# CARGOBULL NEWS

The magazine for transport pros.

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**bauma**

Tested and proven to be excellent: the building material company Geiger in Oberstdorf relies on tipper trailers from Schmitz Cargobull. Page 2



Driving comfort: on the M.KI truck tipper body, a remote-controlled sliding tarpaulin provides greater safety, and rapid loading and unloading. Page 4



## CONSTRUCTING VALUE

Greater efficiency and fewer costs – with smart tipper trailers you are well-prepared for the future.

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## Global construction boom

Gigantic infrastructure projects will be pushing the construction industry forwards in the coming years. The hardware for this boom is provided by Schmitz Cargobull with its high-performance and digitally networked tipper trailers.

The world is building. Large-scale infrastructure projects throughout Europe, and the German Federal Transport Plan 2030, shall continue to provide the construction industry with orders, even in the coming years. A few weeks ago, the EU Commission brought forward the InvestEU funds. This will unlock €38 billion to mobilise investments of a further €650 billion by third-parties over the next decade for sustainable infrastructure,

amongst others. European countries are already making massive investments in roads, railway routes, airports as well as inland and sea ports.

Up until 2025, in Italy alone more than €32 billion shall be used for the development of the high-speed railway network, almost €19 billion in motorway construction and €11 billion in underground railway projects. The Polish government has increased its National Road Construction

Programme to more than €31 billion. Around 3,900 km of road and 57 new ring roads are going to be built in the country. Up until 2030, Romania will be investing €43.5 billion in road and rail projects, and in airports and ports on the Danube and Black Sea. The underground railway network in Bucharest is being expanded for €6 billion.

The Irish government is also investing in their railway network: a 26 km long underground railway to the airport (€3 billion) as well as the development and electrification of the suburban railway (€2 billion) should make the capital city Dublin more mobile. With the 2024 Olympic Games and the Grand Paris city development project, France is also conducting huge construction projects.

With the new Federal Transport Plan 2030, Germany is also providing approximately €15 billion per year. As with all countries of Europe, high investments in infrastructure are secured.

For this, construction companies need high-performance, modern tipper trailers. "This is why we

will be presenting our broad and future-orientated product range at bauma – tipper trailers with thermally insulated rounded steel body, tipper trailers with aluminium box bodies as well as tractor tippers," says Boris Billich, Sales Director.

Digitisation is an important part of a future-orientated tipper concept. Schmitz Cargobull has positioned itself as an early pioneer: with the S.KI Control app, Schmitz Cargobull's tippers can be remotely controlled and monitored with Android or iOS-supported smartphones or tablets. "The app perfectly supplements our S.KI tipper trailer," explains Boris Billich. Moreover, the new telematics generation TrailerConnect® is also available for all tippers.

The modular construction system is another particularity of the Schmitz Cargobull tipper. The body, rear wall, chassis, running gear and additional fittings can be combined so that the trailers are optimised to match specific customer applications. The wide range of services available in all target markets, from financing to the Full Service contract, is another extra.

The Schmitz Cargobull factory in Gotha is well prepared for the expected boom for bulk goods trailers. Today, 690 employees are already producing about 6,000 tipper trailers a year. The multi-production plant in Moscow will also be starting tipper production in 2019. State-of-the-art manufacturing processes, stress testing and endurance tests ensure that Schmitz Cargobull delivers every product in the best condition to provide the best overall cost of ownership. This is why Boris Billich has a clear objective in view: "Being Europe's number one for tipper trailers, we want to play the most significant role in supporting growing markets in the years to come." ■ gw

### One-stop solution

Premium services from Schmitz Cargobull





## editorial

## Construction industry drives tipper sales

Dear Readers,

The Europe-wide subsidisation of the construction industry has noticeably stimulated demand for construction trailers. New trailers are required, in particular for the transport of building materials, raw materials, as well as recycling and agricultural products.

Many companies are benefitting from the favourable economic outlook and expanding their trailer fleets. Over the past few years, Schmitz Cargobull has revised our range of products for our customers. We have reduced the weight, increased payload and have continued to consequently work on the quality. As a consequence, our tipper factory in Gotha is fully utilised. For this reason, we have invested in expanding capacities that will be available for our customers this summer. Moreover, we are also creating additional capacity for tipper trailers in our multi-production plant in Moscow.

Being the European market leader in the tipper trailer segment, we are very well positioned with our product quality, as well as in the technology and digitisation sector. Our trailers earn outstanding market acceptance through their reliability and quick availability, and due to their continuous further development, in use by our customers. Last but not least, our Value Added Services in the Spare Parts Supply, Full Service and Financing sectors ensure that we, in line with our trade show motto "Constructing Value", add value for our customers.

At our stand at the bauma 2019 trade show in Munich, you can join us on our mission. We look forward to meeting you!

Yours faithfully



Andreas Schmitz,  
CEO Schmitz Cargobull AG



Schmitz Cargobull in a video:  
Simply scan the code using  
a smartphone app.



Illuminated: a Geiger S.KI semi-trailer in operation.

## Checked out

The Geiger company group in Oberstdorf tests Schmitz Cargobull prototypes. The customer relationship itself also began with a test.

Delivering, building, renovating and disposal – these have been the key activities of Wilhelm Geiger GmbH & Co. KG for many decades. The company, which is based in Oberstdorf in the Allgau, has been so successful that more than 2,500 staff now work at more 50 sites for the company, founded in 1923.

For its extensive transport activities, Geiger relies on its own high-performance and diverse vehicle fleet, which has become a cross-regional brand mark due to its special paintwork. Three-axle and four-axle trailers, semi-trailer tractor units, trailer tractors and additional special trailers such as flatbed trailers, asphalt trucks,

thermo boxes, trucks with crane bodies or container vehicles are on hand to fulfil individual customer needs.

On building sites, of course, tipper vehicles are also indispensable. In 2017, Geiger became a Schmitz Cargobull customer. And because the South German professionals wanted to first test for themselves that the trailers from Gotha were of a high quality, an extensive trial began. An S.KI 24 7.2 tipper semi-trailer with a rounded steel body as well as an M.KI truck tipper body on a 4-axle truck were carefully examined. When testing was concluded, the reaction of Geiger was 'thumbs up!' The vehicles impressed with their processing

quality, payload and low operating costs, and in 2018, Geiger ordered a total of eight S.KI semi-trailers as well as six M.KI truck tipper bodies. The S.KI semi-trailers all include a hydraulic tailgate, an electric sliding tarpaulin and a reversing camera. The M.KI truck tipper bodies are also equipped with a hydraulic tailgate and a special roller tarpaulin that can be operated from the ground.

As well as marking the beginning of the customer relationship, the test in 2017 had a further positive outcome for both companies. Geiger tested the prototype of the new roller tarpaulins of the M.KI truck tipper body, which incorporated its practical experience and many good ideas – a successful example of the close partnership between Schmitz Cargobull and its customers. ■ gw

## One rate for everything

The bulk goods specialist Bouss GmbH in Remscheid opted for tipper trailers from Schmitz Cargobull for the first time in 2008. Besides the payload and quality of the trailers, it was above all the Contract Lease financing concept that was the determining factor for the investment.

Payload  
is crucial

Transport, disposal, building materials, winter services – that is the world of Bouss GmbH in Remscheid. The company's vehicle fleet currently comprises 20 modern trucks for ensuring seamless, rapid and reliable operations, as every minute counts in the tough everyday operations on the construction site. With more than 60 years of experience, Bouss is a specialist in terms of route planning, loading and the security of transport goods. Due to the heaviness of the goods, payload is naturally the alpha and omega for corporate decision-making in the

case of tipper trailers. "The S.KI 24 7.2 tipper semi-trailer with a steel body weighs only 5.6 tonnes, and with an aluminium body even as little as 4.8 tonnes. This means we can transport more bulk material with the tipper semi-trailers than with comparable trailers," explains Managing Director Michael Kuhlmann.

However, there are other reasons why the Remscheid company decided to opt for two Schmitz Cargobull tipper semi-trailers last year and again this year, as with



Contract Lease Schmitz Cargobull offers an outstanding overall concept for leasing and Full Service. From now on, the company pays a fixed rate per trailer per month, which includes the high-quality S.KI SMART PLUS package with telematics and the tyre pressure monitoring system as well as a brake pad wear indicator. At the same time, the bulk goods experts can also rely on the comprehensive Schmitz Cargobull Full Service

package, which also covers tyre failure and tyre impact damage. "This allows us to minimise the residual value risk and downtimes and increase our planning security, which leads to higher profitability in the final analysis," says Kuhlmann, reaffirming his confidence. ■ sh/gw



# A good slide

The sponsored OKULEN cladding for the S.KI AK tipper semi-trailer with an aluminium box body makes the dumping process quicker, safer and cleaner.



Tipper trailer drivers are familiar with the problem: with time, even the most durable body surface wears out, resulting in prolonged unloading time. The situation can also become rather dangerous, as it quite often happens that the load only begins to slide at extremely high tipping angles – and with tremendous force. Here, Schmitz Cargobull has found a remedy and offers the OKULEN body cladding for the S.KI tipper semi-trailer with an aluminium box body. This ensures that the load slides from the loading surface more quickly and without leaving a significant amount of residue.

Time savings and a reduced need for cleaning are not the only advantages. The new cladding also offers a safety benefit: the tipping angle during the unloading process is smaller and therefore there is less risk of the semi-trailer tipping over during unloading.

The blue plastic cladding is available in side heights of 300 and 900 mm. The plastic plates used for the cladding have a thickness of between 10 and 12.5 mm depending on the S.KI model. In the case of bodies with 9.6 and 10.5 lengths for

the transport of agricultural products, the longitudinal bending slots are lined with round silicone cords, so that contamination of the cargo area by incoming bulk material is prevented. Last but not least, the OKULEN cladding is sponsored by the German Federal Office for Goods Transport on a “De minimis” basis in Germany.

In addition, the S.KI AK semi-trailer series stand out with further advantages. With the same body volume, the S.KI VOLUME AK tipper semi-trailer with a tapered chassis frame offers up to 150 kg

more payload and a 160 mm lower side loading height than the comparable variant with a straight chassis frame. The height reduction has an influence on the height of the loading edge. This means that pallets can be more easily loaded and unloaded through the rear wall door. The trailers with body sizes between 45 and 59 cubic metres have a lower centre of gravity, resulting in higher driving stability and stability while tipping. Due to the reduced overall height, driving through hall doors and under silo loading stations is problem-free. ■ gw

# Simple and light

The segmented thermal insulation of the S.KI SR tipper semi-trailer with a rounded steel body stands for high payload and ease of handling in the case of repairs. In contrast, the thermally insulated aluminium box body has an unladen weight upward of 5.1 tonnes.

Simply take a highly efficient organically-based insulating foam and create the insulation in such a way that the outer panel and insulating material are no longer connected with one another – and the easy-to-service and extremely light thermal insulation for the S.KI SR tipper semi-trailer is complete. The additional weight of the insulation is upwards of 310 kg. The innovative insulating material also impresses with high temperature resistance and ease of handling in case of repairs. For example, in the case of damage by a wheeled loader approaching

from the side, only the damaged segments need to be replaced. In the case of welding work on the body, the insulation can simply be dismantled to prevent it from being damaged. The variants of the insulated steel body are diverse: whether a special body with a hydraulic rear wall for the Belgian market, common system lengths SR 7.2 and SR 8.2 with a volume of up to 27 cubic metres, or the S.KI 18 7.2 two-axle tipper semi-trailer. They can all be combined with side walls with a thickness of between 3.2 and 5 mm as well as floors with a thickness of 4-6mm if required.

The fully insulated aluminium box body has an extremely low unladen weight of upwards of 5.1 tonnes. The low centre of gravity and the other dimensions are unaffected changed by the insulation, which means that the body cover can be combined with all the options from the standard range.

For safe and accurate manual temperature measurement, all Schmitz Cargobull thermal bodies have two easily accessible measurement openings per side wall. These enable the mix temperature to be directly determined with the help of a probe thermometer. ■ gw



Something for everybody: the rounded steel body of the S.KI tipper semi-trailer is available in many variants.

# Smart tipping

As of now, Schmitz Cargobull optionally equips all S.KI tipper semi-trailers with the new third-generation TrailerConnect® telematics system under the name SMART PLUS.

The S.KI SMART PLUS tipper semi-trailer with Extra Light chassis frame, round 3-chamber LED lights and LED reversing lights is the new flagship in terms of efficiency, cost reduction and transparency. Equipped with the third-generation TrailerConnect® telematics system, it harmonises intelligent networking and diagnostics, seamless documentation and user friendliness. Even the standard functions of TrailerConnect®, such as the determination of the EBS operating data, the motion sensor and the WiFi-interface impress in day-to-day operations. With its optional additional functions, the S.KI tipper semi-trailer ultimately becomes a smart tipper trailer:

- The tyre pressure monitoring system is less failure-prone than the earlier generation and measures the pressure and temperature of the tyre directly at the rim.
- The automatic PSI tyre reinflation system permanently ensures the optimal tyre pressure and makes the driver's job of checking operational safety easier.
- The high-precision odometer equipped with an ABS sensor and GPS also measures the mileage with considerably greater precision when the EBS spiral cable is not plugged in.
- The beSMART app allows a trailer diagnosis to be carried out at any time. In critical situations, it emits an alarm via the smartphone.

- The brake pad wear indicator not only determines the degree of brake wear but also indicates the particular wheel at which the brakes are in a critical condition. Breakdowns can be avoided and workshop visits can be better planned.

The TrailerConnect® portal and the new beSMART app allow the driver and dispatcher to keep the condition of the trailer under control at all times and intervene immediately in the case of deviations and fault messages. ■ gw





The M.KI tipper truck body is available for all leading truck manufacturers.

## Comfort tipper

A remote-controlled sliding tarpaulin makes the M.KI tipper truck body more comfortable and safer.

The touch of a button is all that is needed for the tarpaulin to close automatically.

This innovation provides many advantages, especially in the case of frequent loading and unloading operations. In addition to time savings, an electric tarpaulin provides extra safety for the driver. The electric sliding tarpaulin can be operated comfortably and quickly by remote control from the ground or the driver's cab. The driver no longer needs to mount a ladder or platform, and accidents through frequent mounting and descending are prevented. The sliding tarpaulin is available for body heights upwards of 1,460 mm and body lengths of 5,500 or 5,800 mm.

The M.KI tipper truck body is also distinguished by its adaptability. Whether a truck from DAF, IVECO, MAN, Mercedes-Benz, Renault Trucks, Scania or Volvo – the rounded steel body of the M.KI truck tipper body is available with volumes ranging from 16 to 23 cubic metres for each of the large truck manufacturers. Through Schmitz Cargobull's flexible modular system, the M.KI tipper

truck body can be equipped with different lengths, floor thicknesses, side walls and tailgate variants for the most diverse transport tasks.

The outstanding material characteristics of the M.KI tipper truck body are the result of comprehensive testing carried out on a dent and wear test rig – as part of Schmitz Cargobull's own in-house materials research. The tipping stability of all of the tipper truck bodies is verified using the in-house tipping test rig, which simulates the forces involved when tipping on sloping surfaces. ■ gw

## App-driven

With the user-friendly S.KI Control app for tipper semi-trailers, the driver always has the condition of their trailer under control and saves time and effort. In the case of danger, the app for smartphone and tablet with its numerous functions automatically warns the user. For optimum tipping safety, the app checks the articulation angle between the tractor unit and the trailer as well as the lateral tilt of the trailer. The tipping angle assistant warns the driver if the body has not been lowered completely. It also indicates the total height of the trailer when the body is tipped. This means that the driver can better assess the unloading situation and avoid collisions. The tyre pressure assistant continuously measures the air pressure and automatically reinflates the tyre with the required quantity of air if required. A camera transmits images to the app. It monitors the area directly behind the trailer and provides protection against injury to persons and ramming damage. Another safety benefit is that the folding underride guard that can be remote-controlled via the app. The control device is operated from the driver's cab, without the driver having to climb out of the vehicle. Furthermore, an integrated weighing system makes it possible to indicate the weight of the bulk material in the body via the app and thus prevents overloading in good time. The unloading height can also be precisely adjusted via S.KI Control, which presents advantages especially when working with a road paver. Should the trailer be equipped with fully automatic traction support and an electrically driven sliding tarpaulin, they can also be controlled via the app.



### in brief

#### No instalment payments in winter

In the case of financing for an S.KI tipper semi-trailer, Schmitz Cargobull customers can suspend the payment of financing instalments in December, January and February. The winter payment break applies regardless of whether a break is actually taken or not.

#### Express tipper

The S.KI 24 SL 7.2 tipper trailer is available particularly quickly. The customer is provided with their new tipper trailer with 24-cubic metre rounded steel body after only seven work days. In addition to the steel standard chassis, the weight-optimised Extra Light version can also be selected.

### Your Shortcut

#### Would you like more information about our trailers and services?

Simply scan the QR code above if you are interested, have questions or would like to arrange an appointment. This will put you in contact with our international sales department.



You can also reach us at [f](#) [t](#) [x](#) [g+](#) [v](#) [li](#)

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