

Special supplement
15 years of Schmitz Cargobull Finance

Schmitz Cargobull news



Reliable Partner

Logistics and transport is an industry which presents decision-makers with numerous challenges. That is why intelligent finance products and tailored service solutions from Schmitz Cargobull provide valuable support.

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15 Years Schmitz Cargobull Finance

Partnership: Always shoulder to shoulder with our customers.

In this special edition of Schmitz Cargobull News, we celebrate the 15th anniversary of the joint venture between Schmitz Cargobull AG and the global financial solutions partner DLL. During these 15 years, Schmitz Cargobull Finance has established a strong presence in 19 European countries and financed more than 100,000 trailers, with a total value of more than €3 billion. This is a fantastic success, based on the close cooperation and mutual trust of both partners. The common focus in this close relationship, which connects us and the combined knowledge from both of our sectors, is always on the greatest possible benefit for our customers.

That is why we constantly work to develop the best complete service solutions for the financed assets. Close cooperation on other value-added services, such as telematics, used trailers, the service partner network, and spare parts supply from Schmitz Cargobull, enables us to enhance our knowledge of the various elements which make up the cost of transport. We place great importance in offering our end customers these services because they are just as important as the quality of the trailers!

Every day the market demands new finance products. Every day we work with our partners and will continue striving to optimise these products for you.



Wishing you all the best,

René Roelfsema, Managing Director,
Schmitz Cargobull Finance



Would you like more information about Schmitz Cargobull Finance? Simply scan the code with a smartphone.

Together We Are Strong

Teamwork: The board members of the Schmitz Cargobull Finance joint venture talk with the Managing Director René Roelfsema about trust and the strong partnership – the foundation for their joint venture.

Joint ventures represent one of the most challenging business relationships and, according to research from the International Institute for Management Development (IMD) business school, most tend not to last longer than seven years. In contrast, Schmitz Cargobull Finance, a joint venture partnership between DLL and Schmitz Cargobull AG, is even stronger than ever after 15 years. And right in the middle of this time frame the partnership faced one of the greatest challenges imaginable – the worldwide financial crisis, combined with a dramatic decline in the demand for trailers.

The business relationship came about in the 1990s. At that time Schmitz Cargobull focused on its home market in Germany, recalls the CEO, Ulrich Schümer. One of the main reasons for the new partnership was to achieve a breakthrough in the best financing offers in new markets.



DLL is a global financing company active in more than 35 countries. Working in collaboration with Schmitz Cargobull, DLL develops integrated solutions for the entire trailer life-cycle. DLL is a 100 per cent subsidiary of the Rabobank Group.

Seven years later, the two partners decided to expand the joint venture, reminisces René Roelfsema, Managing Director, Schmitz Cargobull Finance. He can well remember the atmosphere at the time. "The markets appeared to be flourishing and growth was skyrocketing," he says. A short time later in September 2008, Lehman Brothers,

with assets of \$600 billion went bankrupt and plunged the world economy into the greatest crisis in generations. Whereas Schmitz Cargobull had previously sold 5,000 units per month, this number sank drastically. "Hard times reveal your true friends," says Schümer. And that is why DLL remained loyal to its partner. "We have been working together for years," states Carlo van Kemenade, Global Chief Operating Officer at DLL, "and have never forgotten how Schmitz Cargobull helped us when we needed help. They stuck by us at that time and we did the same during the crisis." The partners faced the hard times together. In 2010, they were already selling 4,000 units per month again.

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Together We Are Strong

Together through thick and thin

Andreas Schmitz, board member of Schmitz Cargobull, describes the relationship at the time. "It is almost like a marriage, you work together to find ways to make it work and you go through thick and thin together – this is what creates a true partnership. This trusting relationship is very important for us all," he says. This trust, which holds the partnership together beyond the 'seven-year itch', will continue to strengthen the partners in future to face the challenges which lie ahead. Van Kemenade says: "We stand together in good times and in bad times." The trust, which binds the partners together, is also about the benefits which the partnership offers. This results in better service for customers and is a powerful and unique selling point.

Global range as true strength

With the financial power of DLL, experience in the industry and a worldwide presence in more than 35 countries, the partnership enables sales to offer tailored financ-



Ulrich Schümer, Chairman of the Board, Schmitz Cargobull AG.

ing verified in advance by DLL. This added value was one of the key reasons why Schmitz Cargobull originally initiated the partnership, explains Schümer. This was the only way to keep ahead of the competition. Furthermore, the joint venture also profits from DLL's global reach. This makes it possible to offer everything from a single source and combine global knowledge with local thinking. This increases the flexibility of the joint venture and enables it to react faster to changing market requirements. "We regard our

Carlo van Kemenade, Global Chief Operating Officer, DLL.



global reach as one of our greatest strengths. As a result, we help our partners to stimulate sales with the aid of rapid and effective financing packages for end customers," explains van Kemenade. The results confirm this. Since 2000, Schmitz Cargobull Finance has financed more than 100,000 trailers with a value of more than €3 billion.

Innovative services

What does the future hold? A number of challenges lie ahead of us. One of the greatest challenges will be devel-

oping further innovative services to offer end customers rapid, flexible and cost-efficient options. "The times in which sales representatives could help their customers solely with simple financing solutions are long past," says van Kemenade. The partners are already considering rental or even km-based billing. "Currently these solutions do not appear cost efficient for end customers," explains Roelfsema. "However, the partners will continue searching for new, innovative opportunities." As van Kemenade says: "The most successful business model is one which focuses on the customer. At DLL we work together with our partner to search for the best ways to offer customers complete service for the financed assets, and this is despite the increasing limitations imposed by legal regulations."

Technological changes also offer new ways to help customers and consumers. Schmitz Cargobull Telematics is active in this area and provides further added value. "We are at the cusp of a revolution in digital technology," says Roelfsema,

referring to the increasing use of sensors in products. According to information provided by the World Economic Forum, the number of networked devices will increase from four to 30 billion in the next five years. Telematics already utilises this technology to measure usage costs and provide information about the delivery, temperature conditions for the load, along with the exact location of the trailer. "We place great importance in offering our end customers these services because they are just as important as the quality of the trailers," says Schümer.

Electric engines, driverless vehicles and other innovations will soon change the landscape of the transport sector even further. Nobody knows when the next unforeseen, destabilising event will occur on the world markets. However, the managers at the Schmitz Cargobull Finance are certain of one thing: that they are stronger together and that it is precisely this fact that forms the solid foundation for further partnership in the coming years. ■ gro

Tailored Financing Solutions

Tailor-made: Schmitz Cargobull Finance has continued to refine its services over the last 15 years to offer every customer an individually tailored financing solution.

There is tailored financing for every customer, because well-thought out financing increases the company's success. A skilful product mix within the fleet enables every customer to utilise its trailers as the orders require. If trailers are needed at short notice, for example, because orders increase within a short period of time, Schmitz

Cargobull Finance offers a financing solution created for exactly these situations with its Contract Lease product. The same applies to long-term investments. The company offers two products, hire-purchase and classic leasing.

Schmitz Cargobull Finance also provides its customers with highly affordable, worry-free coverage in the event of a write-off with its GAP cover. A diverse range of employees in the field, and also in-house, work for Schmitz Cargobull Finance to put together an all-round complete package covering all financing issues for the customer. During a personal meeting, every customer's exact needs are determined to offer a perfectly tailored financing solution.

Hire-purchase*

Hire-purchase is a solution for customers who want to call the trailer their own one day. Due to the fact that the interest conditions do not change over the duration, the monthly instalments remain fixed. As a result, customers have a reliable basis for calculations and plans for the future. One side-effect is also that this preserves the company's liquidity. The company assumes ownership of the trailer after making the final instalment payment. Customers can freely decide whether to continue using the trailer or sell it.

The hire-purchase product can also be described as 'payment in instalments'. The value-added tax is due immediately and paid to

the supplier upon delivery. The trailer is added to the customer's balance sheet and belongs to the company's assets. This allows the customer to write off the depreciation accordingly.

Leasing*

With classic leasing, the trailer can be used in return for paying a monthly leasing instalment. The company pays the monthly instalments to the leasing company. These are generally lower than hire-purchase because a residual value was agreed at the end of the duration which corresponds to the market value. The contract partners define the duration of the contract in advance. By taking out a leasing contract with Schmitz Cargobull Finance, the company preserves its credit line with its company bank. No value-added tax has to be paid when receiving the trailer because its tax is paid monthly with the leasing instalments. In the case of leasing, the trailer is not listed as an item on the lessee's balance sheet. Only the instalments themselves are booked

as operating expenses on the profit and loss account. Schmitz Cargobull also offers other options such as a full service contract in addition to the leasing.



"Special attention, trustworthiness, flexibility and competitive offers, great cooperation, a long-term, outstanding partnership – these are just a few of the reasons why we have enjoyed working together with Schmitz Cargobull Finance for more than ten years. Congratulations to the team on their 15th birthday!"

József Czink, Owner and Managing Director of J&S Speed Kft.

"Our experience with Schmitz Cargobull Finance can best be described as 'very professional and with a personal service'. They always offer rapid and precisely tailored solutions, regardless of what is needed. We can warmly recommend working with Schmitz Cargobull Finance – now and in future!"

Koeltrans BV
ANDEKST - HOLLAND

Günther Maters, Koeltrans BV

"After founding our company, the most important thing was to work together with reliable and responsible partners. Since the first day this has been precisely our experience with Schmitz Cargobull and Schmitz Cargobull Finance. In future we will continue to rely on the constantly improving trailers and services from Schmitz Cargobull."

Serdar Cetinkaya, S.C. International freight company, Dortmund



Fixed Calculations Provide **Security**

Portrait: Bühn-Trans has worked together with Schmitz Cargobull Finance since the company was established, and the collaboration has been a success.

Anton Bühn, one of the Managing Directors of Bühn-Trans, remembers his first trailer from Schmitz Cargobull well. "It was a curtainsider semi-trailer for beverage transport. In those days there were no special trailers with load securing concepts. We used classic semi-trailers to transport beverages," he says. Bühn-Trans decided on hire-purchase from Schmitz Cargobull Finance for its first financing package. "This is the best form of financing for us. We have often run the numbers and calculated everything. Hire-purchase remains our favourite," emphasises Bühn.

The family-owned company run by three brothers – Anton, Joachim and Edmund – now has between 34 and 38 complete truck and trailer units. During the high season they

also use subcontractors. Bühn-Trans primarily relies on Scania for the tractor units. The fleet includes 25 tractor units from the Scandinavian brand. There are also five tractors from Mercedes-Benz and MAN. The trailer fleet consists of 28 trailers from Schmitz Cargobull. These include 13 tipper trailers with steel bodies and 15 curtainsiders. The body of the certified beverage trailers fulfils all of the requirements of DIN EN 12642 Code XL. Furthermore, Anton Bühn also ensures that the trailers are equipped with all of the important features. Because the trailers are better equipped, the easier they are to resell, he says. The company retains the trailer units for between 48 and 60 months before replacing them.

The freight company's trailers are on the road throughout Germany,



The costs for the high-quality fleet are strategically calculated.

primarily in Bavaria. Beverage transport makes up approximately 60 per cent of the company's business. Runs with the tipper trailers now make up the remaining 40 per cent of the business.

The Full Service contract is the perfect match for top trailers

In order to achieve high residual values, Bühn-Trans ensures that the trailers always remain in top

condition. The Full Service contract makes an important contribution – and is also an optional component of the financing. "This means that the trailers are regularly maintained and inspected. This ensures that they remain in very good condition," explains Bühn. Furthermore, the Managing Director also regards the complete tyre package as practical and has booked it in addition to the service contract for many trailers. Schmitz Cargobull has a dense,

Europe-wide service network which provides transport companies with good support at all times. The tyres are replaced immediately in the event of vandalism – and all this for a fixed monthly price. "The complete package from Schmitz Cargobull makes sense. It has functioned perfectly for years. This is important for us," emphasises Bühn. That is why he will continue relying on the offers from Schmitz Cargobull Finance in the future. ■ jh

"Personal relationships are very important to us. We have a very good partnership with Schmitz Cargobull Finance Benelux and value the good contact we have with the team. The tailored financing offered by Schmitz Cargobull Finance provides our company with real added value."

Marcel en Elco van Duijn, Head of Transportbedrijf van Duijn & Zn B.V.



The trailer is returned after the end of the agreed duration. Schmitz Cargobull Finance continues to remain available afterwards as a partner, for example when arranging to extend the usage period because the trailer is still required for a transport job.

Even when returning trailers, Schmitz Cargobull Finance regards itself as a partner for the transport company. When a trailer is returned to a Cargobull Trailer Store, it is inspected by an independent appraiser. Customers can see the expected state of the returned trailer at the beginning of the leasing contract in a clearly documented catalogue. Schmitz Cargobull Finance eliminates the unpleasant surprises

which often frustrate leasing customers at the end of the leasing contract.

Contract Lease*

Schmitz Cargobull Finance offers a flexible solution with the Contract Lease product (Pick up – Use – Return). This form of financing is used when customers require short leases or want to react to changes in their order situation as rapidly as possible. In these cases, Schmitz Cargobull Finance offers individually agreed monthly instalments which enable the company to reliably calculate their costs. No value added tax has to be paid when receiving the trailer because the tax is paid monthly.



"In the beginning we financed our trailers with various companies. However, because of the flexibility, generous conditions and the moderate operating costs we ultimately decided on Schmitz Cargobull Finance. Today we finance our trailers entirely through Schmitz Cargobull Finance. They help us to purchase new trailers and also to effortlessly sell our used trailers."

István Madarász,
owner of Mili Trans,
Head of International Transport at
MALTACOURT Global Logistics

can be purchased from the Cargobull Trailer Store GmbH.

GAP Cover*

Purchasing new trailers is highly cost intensive for companies. If the trailer has to be written off shortly after being purchased, this is an immense financial burden for the customer. The high depreciation of the trailer, especially at the beginning of a financing contract, results in a significant difference between the book value at Schmitz Cargobull Finance and the actual value according to the appraisal. In the event of a write-off, conventional insurance normally only covers the actual value of the difference and the customer is forced to pay the difference to the book value. Schmitz Cargobull Finance offers gap coverage in the form of GAP Cover to enable companies to minimise this risk. If a customer has included GAP Cover in the financing contract, then the insurance covers the difference between the book value and the actual value of the trailer in the event of a write-off. ■ jh

"RAVITEX and Schmitz Cargobull Finance have a strong historical connection distinguished by a mutually beneficial collaboration over the past eight years. Schmitz Cargobull Finance offers outstanding products which enable intelligent solutions. These provide us with greater flexibility and prove that Schmitz Cargobull reacts to its customers' needs. This is also proven by the fact that RAVITEX currently only has one single supplier for trailers –and its name is Schmitz Cargobull. The trailers have played an important role in the growth of our business and its permanent development. We will continue building on the new ideas and innovative solutions from Schmitz Cargobull in the future."

Emil Jurjut, RAVITEX



The monthly instalment payment covers not only the financing but also services. Including service components ensures that no additional operating costs occur. The instalment payment covers the repair, service and maintenance of the trailers. The company can draw on the Schmitz Cargobull Parts & Services service network throughout Europe.

As a rule, the trailer is returned after the expiry of the agreed contract duration. The contract can be extended if the company still requires the trailer afterwards. Alternatively, the trailer

* Precise conditions depend on the legislation of the respective country. Further information can be found at: www.cargobullfinance.com

The Rental Company for **Cool Jobs**

Clever: The Dutch refrigerated trailer rental company RTR finances part of its fleet with Schmitz Cargobull Finance.

Companies which want to rent a refrigerated trailer in the Netherlands or Belgium are in the right hands with RTR. The rental company has its headquarters in Barendrecht near Rotterdam, and a subsidiary in Antwerp in Belgium, and specialises completely in temperature-controlled trailers. With almost 500 units, RTR offers its European customers trailers for many special requirements in temperature-controlled transport. That is why RTR's customers can find trailers with horizontal retractable tail lifts, special airfreight vehicles, and trailers with two-chamber systems.

"Thirty-three years ago, we started with 25 refrigerated trailers. Since then we have repeatedly adapted to the market. Today we

have more than 475 trailers available to rent," says Frans de Graaff, Managing Director at RTR. "As a reliable partner, Schmitz Cargobull Finance has supported us for 15 years." The good collaboration with Schmitz Cargobull Finance has enabled RTR to find a good mixture of its own assets and financed trailers.

Flexible and international

This is also reflected by the number of trailers from Schmitz Cargobull. This now amounts to almost 200 refrigerated trailers with financing. "We determine the best possible financing with our partner," explains de Graaff. As with all of the other trailers, the Schmitz Cargobull trailers are also rented. The rental duration varies considerably. At RTR, customers can book anything from sin-



The refrigerated trailer rental company RTR relies on Schmitz Cargobull Finance.

gle-day rental to long-term rental. Customers interested in long-term rental can also fit the trailer with their own advertising and make special requests. RTR customers come from many parts of Europe. "We not only have

Dutch and Belgian transport companies who rent trailers from us. Companies from the UK or Luxembourg also draw on our services," says de Graaff. RTR offers complete service for its customers. ■ jh

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Always Good Advice

Partnership: Perfect support for clever customers in Schmitz Cargobull Finance's international network.

Schmitz Cargobull Finance has been represented in numerous European countries with its own subsidiaries for 15 years.

Liquidity, calculable costs, tax benefits – these are the important factors that have to be taken into consideration when financing a trailer. Schmitz Cargobull Finance provides its cus-

tomers with reliable and independent information about their country-specific options. Customers also profit from the fact that the finance experts are also highly familiar with Schmitz Cargobull's trailers and services. As a result, these can be taken into consideration as part of the financing. Tailored concepts for the trailer financing are developed together with the customer. ■ sh

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](#) [s](#)



LEGAL INFORMATION CARGOBULL NEWS NO. 48

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