

cargobull.com



For Schmitz Cargobull service partners

Training catalogue











Published by the Cargobull College



Foreword

Welcome to the Cargobull College!

As your competent contact partner for the training and further education of our service partners worldwide, we endeavour to offer you the best possible support. Our company-wide learning management platform, the CargobullCampus, is available to you as a central tool.

As soon as you have requested the access data for your training coordinator, you will have numerous opportunities for professional development. We offer various learning modes that allow you to organise your training flexibly and according to your individual needs – in terms of both time and place.

On the following pages you will find a detailed overview of our training opportunities for certification and recertification. We are convinced that you will discover the right programme for your personal planning here.

We look forward to supporting you on this journey! Your Cargobull College





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1 These training courses are mandatory for authorised Schmitz Cargobull service partners and are included in the service fee.



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Qualification



In today's globalised world the quality of services is of crucial importance. To ensure that the work of our service partner employees meets the highest standards, we have developed a comprehensive qualification programme. This programme includes not only the certification of new employees but also the ongoing recertification of established employees.







1. Certification

The structure of our certification is flexible in order to meet the different needs of the participants. It can consist of different types of courses, which can be selected according to the level of experience and individual goals. Here is a detailed overview of the individual components:



Beginner course:

This course is aimed at participants who are new to the respective area of specialisation. It teaches the basic knowledge and skills required to obtain certification.



Advanced training course:

For those who already have basic knowledge, we offer an Advanced training course. This deepens the participants' knowledge and enables them to master more complex challenges in their field of work.



Combination of both training courses:

In order to achieve a more comprehensive qualification, participants also have the option of first completing the Beginner training course and then attending the Advanced training course. This combination ensures a solid knowledge base and sound preparation for the certification exam.





2. Recertification

The aim of recertification is to ensure that certified employees are always up to date with the latest developments in their area of specialisation. We use the following formats:



Refresher training courses:

These short, concise webinars or e-learning courses help participants to refresh their knowledge and quickly grasp up-to-date content.



Upgrade training courses:

In the event of extensive changes to standards or technologies, we offer special upgrade training courses that enable employees who are already certified to familiarise themselves with new content in a targeted manner. This ensures that your team always remains well informed and competent.

Our comprehensive qualification programme provides a strong foundation for sustainable success. A well-trained team can deliver high-quality results. Through targeted training, employees learn not only how to perform their tasks better but also how to minimise risks and comply with safety standards. This helps to reduce accidents in the workplace and increase customer satisfaction.



The CargobullCampus



The CargobullCampus is the company-wide learning management platform of Schmitz Cargobull AG and offers a variety of learning modes and training courses. As wide-ranging as our products are, the qualification and certification options are just as diverse.

We offer customised training and further education options ranging from self-directed e-learning, webinars and face-to-face seminars through to hybrid learning modes.



E-learning:

Online self-study, flexible in terms of time and place.



Live online webinar:

Live online training course including trainer. Opportunities for direct contact with trainer, flexible in terms of place.



Face-to-face training course:

Practical training directly on the vehicle or product under the guidance of a trainer. The trainers are experienced specialists and long-standing employees of our company who actively carry out repairs on our products.



Combined learning modes:

A useful combination of the above-mentioned modes, such as basic training course through self-study followed by advanced training on the vehicle.

Through these different learning options we ensure that every learner finds the right mode of further education for them.



The role of training coordinators

The training coordinators play a key role in the qualification of service partner employees. The training coordinator is appointed by the service partner. They can be a person in management, a team leader or an employee in the administrative field.

After a training coordinator has been appointed, they request their access data for the CargobullCampus using the following form:

Appointing of training coordinator.

The access data for the CargobullCampus makes it possible for training coordinators to select and coordinate training courses for "their" employees and to register these employees in the CargobullCampus. They can also view the final results after completion of the training courses and download the corresponding certificates. Of course, employees can also view their personal learning results and download individual certificates.

Employees can register for the CargobullCampus themselves on the homepage (link: <u>https://campus.cargobull.com</u>). Instructions on how to do this are available in the FAQs of the CargobullCampus. You can access these FAQs on any system page by clicking in the footer.

You can view the FAQs for the CargobullCampus here or send an e-mail to campus.support@cargobull.com.



PROCESSES & SYSTEMS



For Schmitz Cargobull's authorised service partners there are a number of key systems and processes with which they must be familiar. This knowledge is necessary to make collaboration easier and more efficient.

For this reason, these training courses are mandatory and are already included in the service fee.







Support and warranty in the Cargobull PartnerConnect portal

Introduction to the Cargobull PartnerConnectl portal with the basic functions, submission of warranty request, use of support and editing of own company data.

INFOS	F	Learning mode: E-learning
		Target group: Employees of Schmitz Cargobull service partners
		Precondition: Employed by an authorised Schmitz Cargobull service partner
		Successful completion: Participation certificate
TECHNICAL		• 1 PC/laptop per person
REQUIRE MENTS	-	 Speaker or headset (e.g. mobile phone headphones)
		Stable Internet connection
		Optional: second monitor
		Current browser: Firefox or MS Edge

This training course is mandatory for authorised Schmitz Cargobull service partners and is included in the service fee.

- General information about Schmitz Cargobull and the Cargobull PartnerConnect portal
- Submitting warranty request
- Submitting new support request
- Status and update of submitted requests
- Input and maintenance of own company data



Repairs and maintenance in the

Cargobull Repair System

Introduction to the Cargobull Repair System. This enables you to charge for repairs, maintenance and inspections on trailers with a Full Service contract.

INFOS		Learning mode: E-learning
	600	Target group: Administration, order processing
		Precondition: Employed by an authorised Schmitz Cargobull service partner
		Successful completion: Participation certificate
TECHNICAL		• 1 PC/laptop per person
REQUIRE- MENTS		 Speaker or headset (e.g. mobile phone headphones)
		Stable Internet connection
		Optional: second monitor
		Current browser: Firefox or MS Edge

CONTENTS
The Schmitz Cargobull service portal
Full Service processing
The processing of repair and maintenance orders in the Cargobull Repair System

6

This training course is mandatory for authorised Schmitz Cargobull service partners and is included in the service fee.



Spare parts handling

Introduction to EPOS – "Electronic Parts Documentation and Ordering System". This system makes it possible not only to identify spare parts efficiently but they can also be conveniently added to the shopping cart and ordered with a single mouse click.



Learning mode: E-learning



Target group: Administration, order processing, warehouse logistics



Precondition:

Employed by an authorised Schmitz Cargobull service partner



TECHNICAL REQUIRE-

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• 1 PC/laptop per person

Successful completion: Participation certificate

- Speaker or headset (e.g. mobile phone headphones)
- Stable Internet connection
- Optional: second monitor
- Current browser: Firefox or MS Edge

This training course is mandatory for authorised Schmitz Cargobull service partners and is included in the service fee.

- General product information
- Overview vehicle identification number (VIN)
- Schmitz Cargobull service portal
- Spare parts handling / EPOS (Electronic Parts Ordering System)



Telematics TrailerConnect[®]



The term "telematics system" refers to the combination of telecommunication technologies and IT.

A central control unit (CTU / CTU Pro) is made up of an integrated data processing system that is linked to a telecommunications system. This makes it possible to send, receive and save data.

With TrailerConnect[®] telematics, you and our joint customers have access to all relevant vehicle information at all times.



Is installed in the following trailer types:



TrailerConnect[®] Diagnostics

which enables you to scan, test and analyse

Introduction to Schmitz Cargobull's diagnostic software, which enables you to scan, test and analyse hardware components and their functions. This software helps you to identify and rectify problems, optimise settings and increase the efficiency of the system.



Learning mode: Live online webinar

Target group:



Mechatronics engineers, electricians

Precondition: Employed by an authorised Schmitz Cargobull service partner



Successful completion: TrailerConnect[®] Diagnostics certification

TECHNICAL REQUIRE-MENTS

- 1 PC/laptop per person
- Speaker and microphone/headset (e.g. mobile phone headphones)
- Stable Internet connection
- Optional: second monitor
- Current browser: Firefox or MS Edge



Max. number of participants: **20 persons** Duration of webinar: **3 hours**



This training course is mandatory for authorised Schmitz Cargobull service partners and is included in the service fee.

- Diagnosis
- Fault identification
- Repair
- Commissioning
- Warranty handling



TrailerConnect[®]

tyre pressure monitoring system

This e-learning course provides you with comprehensive information on how the Schmitz Cargobull tyre pressure monitoring system can be converted or retrofitted.



Learning mode: E-learning

electricians



Target group: Tyre service technicians, mechatronics engineers,



Precondition: TrailerConnect[®] Diagnostics or SmartTrailer certification



TECHNICAL REQUIRE-MENTS

- Successful completion: Participation certificate
- 1 PC/laptop per person
- Speaker or headset (e.g. mobile phone headphones)
- Stable Internet connection
- Optional: second monitor
- Current browser: Firefox or MS Edge

- Replacing the tyre pressure monitoring sensors
- Retrofitting the tyre pressure monitoring sensors and required retrofit kits



TrailerConnect[®] retrofit

Introduction to the retrofitting of TrailerConnect[®] telematics. This e-learning course provides you with the necessary information and instructions to retrofit the Schmitz Cargobull CTU and CTU Pro correctly and professionally.



Learning mode: E-learning



Target group: Mechatronics engineers, electricians

Precondition: TrailerConnect[®] Diagnostics or SmartTrailer certification

Successful completion:



TECHNICAL REQUIRE-MENTS

• 1 PC/laptop per person

TrailerConnect[®] CTU Pro retrofit

- Speaker or headset (e.g. mobile phone headphones)
- Stable Internet connection
- Optional: second monitor
- Current browser: Firefox or MS Edge

- Installation of the following components:
 - o TrailerConnect[®] CTU Pro
 - o Door contact sensor
- o Coupling sensor
- o RFID tractor unit recognition
- o Fuel level sensor
- o LED fuel level indicator
- o 1-Wire temperature sensors
- o Third-party temperature recorders
- Connecting the power supply: o EBS
 - o Vehicle electric network
 - o Transport cooling unit
 - o LED fuel level indicator Power supply



TrailerConnect[®] conversion

In this e-learning course you will learn how, on trailers fitted with Schmitz Cargobull CTU2 and CTU3 telematics control units, the conversion from these control units to the CTU Pro control unit is performed.



Learning mode: E-learning



Target group: Mechatronics engineers, electricians

Precondition: TrailerConnect[®] Diagnostics or SmartTrailer certification



Participation certificate

Successful completion:

TECHNICAL REQUIRE-MENTS

- 1 PC/laptop per person
- Speaker or headset (e.g. mobile phone headphones)
- Stable Internet connection
- Optional: second monitor
- Current browser: Firefox or MS Edge

- Request for Enterprise access
- Positioning the CTU control unit
- Conversion from the Schmitz Cargobull CTU2 and CTU3 telematics control units to CTU Pro



SCHMITZ CARGOBULL AXLE (ROTOS®)



Today's ROTOS[®] running gear is a concept comprising high-quality components which are optimally coordinated with each other.

The axle, bearings, brake and brake disc, shock absorbers and air suspension not only represent top quality but also harmonise with one another in an exemplary manner and complete all tasks to perfection.







ROTOS[®] running gear





This training course will provide you with the basic knowledge required to repair future damage to the Schmitz Cargobull ROTOS[®] running gear in a professional manner.



- Product information
- Pneumatic suspension system
- ROTOS[®] running gear + options
- Brake calliper Knorr-Bremse SK7, WABCO
 PAN



ROTOS[®] Refresher





This refresher training course is an excellent opportunity to refresh your knowledge of the ROTOS® running gear and ensure that you are familiar with the latest developments.



TECHNICAL

REQUIRE-

MENTS

Learning mode: E-learning

Target group:



Mechanics, mechatronics engineers, electricians Precondition:

ROTOS® Advanced certification

Successful completion: **ROTOS®** certification

• 1 PC/laptop per person

- Speaker or headset (e.g. mobile phone headphones)
- Stable Internet connection
- Optional: second monitor
- Current browser: Firefox or MS Edge

- Product information
- Pneumatic suspension system
- ROTOS[®] running gear + options
- Brake calliper Knorr-Bremse SK7, WABCO PAN



S.CU COOLING TECHNOLOGY



Maximum performance, convenience and service quality are common to all S.CUs. They have numerous functions and consist of diverse mechanical and electronic components.

To ensure problem-free use, it is necessary to carry out regular service work. Thanks to this, unforeseen failures can be avoided.

For this reason, we offer a comprehensive training programme for the maintenance and repair of our S.CU cooling units.



Is installed in the following trailer types:





S.CU transport cooling units 🎼



In this training course our technical specialist will teach you the basics and skills for the maintenance and repair of our S.CU transport cooling units through a combination of theoretical content and interactive training units. Using practical examples, you will learn how to analyse, assess and remedy malfunctions in cooling systems in a professional manner.



Learning mode:

Face-to-face training course

Target group:

Cooling plant engineers, cooling technicians, electricians, mechatronics engineers



Precondition:

Certificates in the fields of electrical and cooling engineering in accordance with national law.

Successful completion: S.CU Advanced certification

IMPORTANT NOTE The training fees cover the practical training, material usage for the practical exercises and also catering during the training (drinks, light lunch).

> The participant pays all costs incurred for travel, accommodation and meals (breakfast, evening meal).

Safety shoes and work clothes are required for the practical training.

CONTENTS

- · Basics of cooling technology
- Cooling circuit of transport cooling systems
- · Function and task of the refrigeration components
- Troubleshooting in cooling circuits
- · Extracting and filling refrigerant
- Measuring pressure and temperature
- Measuring electrical components
- Controlling and regulating Schmitz Cargobull cooling systems
- Troubleshooting and measurements on electrical components
- · Switching over from electrical to dieselpowered drives
- · Adjusting valves on engines
- Hatz diagnostic software
- Cargobull diagnostic software
- Maintenance
- Basics Schmitz Cargobull TrailerConnect[®] telematics system



Max. number of participants: 12 persons Duration of face-to-face course: 4 days



S.CU d80 Upgrade 🔞

advanced Retteste

In this upgrade training course for the new S.CU d80 diesel-powered transport cooling unit you will acquire comprehensive knowledge of the structure and functionality of the new components, such as the scroll compressor and the microchannel condenser. The goal here is for you to safely master the product functions and to gain basic and in-depth knowledge of the maintenance and repair of the S.CU d80.



Learning mode:

Live online webinar

QQ

Target group:

Cooling plant engineers, cooling technicians, electricians, mechatronics engineers



Precondition:

S.CU Product certification, experience in the diagnosis, maintenance and repair of Schmitz Cargobull transport cooling units



Successful completion:

S.CU Advanced certification

TECHNICAL REQUIRE-MENTS

- 1 PC/laptop per person
- Speaker and microphone/headset (e.g. mobile phone headphones)
- Stable Internet connection
- Optional: second monitor
- Current browser: Firefox or MS Edge



Max. number of participants: **30 persons** Duration of webinar: **2 hours**

- Design of the S.CU d80
- Compression principle of the scroll compressor
- Design of the scroll compressor
- Explanation of the two-stage refrigeration cycle
- Explanation of the task of the economiser



S.CU transport cooling units **Refresher**



In this refresher training course you will have the opportunity to deepen your knowledge and skills in the area of S.CU transport cooling units. You will also receive valuable information on the latest developments in the professional repair and maintenance of these units.



Learning mode: Live online webinar

Target group: Cooling plant engineers, cooling technicians, electricians, mechatronics engineers



Precondition:

S.CU Advanced certification, experience in the diagnosis, maintenance and repair of Schmitz Cargobull transport cooling units



TECHNICAL REQUIRE-MENTS

Successful completion:

S.CU Advanced recertification

- 1 PC/laptop per person
- Speaker and microphone/headset (e.g. mobile phone headphones)
- Stable Internet connection
- Optional: second monitor
- Current browser: Firefox or MS Edge

- Current topics 2nd level support
- Current topics Cargobull Cool
- Current topics Maintenance
- Current topics Troubleshooting



Temperature sensor calibration



Precision is crucial when transporting temperature-sensitive products, especially food and pharmaceutical products. For this reason, temperature sensors must be calibrated regularly to ensure reliable measurements.

This training course explains step by step how to calibrate a temperature sensor according to GDP (Good Distribution Practice) and pharmaceutical standards.



Learning mode:

E-learning course + live online webinar (optional)



Target group:

Cooling plant engineers/technicians, electricians, mechatronics engineers



Precondition:

S.CU Advanced or TrailerConnect[®] diagnostics certification



Successful completion:

Participation certificate

TECHNICAL REQUIRE-MENTS

- 1 PC/laptop per person
- Speaker/headset (e.g. mobile phone headphones)
- Stable Internet connection
- Optional: second monitor
- Current browser: Firefox or MS Edge

- Calibration basics
- Annual calibration
- Pharmaceutical calibration
- Performing calibrations
- Required tools and aids and their requirements



Electric cooling in the S.KOe with S.CUe



In this e-learning course we offer you a comprehensive introduction to the safe handling of the S.KOe in conjunction with the S.CUe.

The S.CUe is our fully electric and emission-free transport cooling unit that has been specially developed for box body semi-trailers with a generator axle, such as the S.KOe COOL and S.KOe CITY.





Box bodies (FERROPLAST[®])





The insulating material for Schmitz Cargobull box bodies – strong and efficient!

The use of market-leading FERROPLAST[®] thermal technology is the basis for the reliability of our refrigerated box bodies and guarantees their lasting value retention.

FERROPLAST[®] combines the sustainably improved insulating effect of polyurethane hard foam with a resistant covering on both sides made of multiple layers of coated metal.



Is installed in the following trailer types:





FERROPLAST[®] Beginner



In this combined training course, which includes both e-learning and face-to-face sessions, you will acquire the basic knowledge and skills to repair damage to FERROPLAST® bodies in a professional manner.



Learning mode:

E-learning course + face-to-face course



Target group: Body manufacturers, mechanics, mechatronics engineers



Precondition:

Employed by an authorised Schmitz Cargobull service partner



Successful completion: FERROPLAST[®] Beginner certification

IMPORTANT NOTE

- Prerequisite for participation in practical training course: Passing of final test of elearning course.
- The training fees cover the e-learning, the practical training course, material usage for the practical exercises and also catering during the practical training course (drinks, light lunch).
- The participant pays all costs incurred for travel, accommodation and meals (breakfast, evening meal).
- · Safety shoes and work clothes are required for the practical training.

Max. number of participants: 8 persons Duration of face-to-face course: 2 days

- Structure and advantages of the FERROPLAST[®] material
- Body components and their joining technology
- Introduction to bonding and assembly technology
- · Practical repair work on damaged FERROPLAST[®] panels
- (Partial repair on both material versions)
- Replacing connecting profiles



FERROPLAST[®] Advanced



In this practice-orientated advanced course for the repair of FERROPLAST® bodies, you will deepen your knowledge and skills by carrying out more complex repair work, such as the replacement of entire side wall panels or the repair of connecting profiles



Learning mode: Face-to-face training course



Target group: Body manufacturers, mechanics, mechatronics engineers



Precondition: FERROPLAST[®] Beginner certification



Successful completion: FERROPLAST[®] Advanced certification

IMPORTANT NOTE

- The training fees cover the practical training, material usage for the practical exercises and also catering during the training (drinks, light lunch).
- · The participant pays all costs incurred for travel, accommodation and meals (breakfast, evening meal).
- · Safety shoes and work clothes are required for the practical training.

CONTENTS

- 1. Short repetition of the content of the FERROPLAST[®] Basic or Beginner training course:
- Structure and advantages of FERROPLAST[®] panels
- Production-side connection techniques and installation locations
- · Bonding and assembly techniques during repairs
- 1. Identifying the types of body damage, selecting the repair method and issuing the corresponding material requisition
- 1. Carrying out practical repair work on a FERROPLAST[®] box body:
- Replacing a side wall panel including replacement of the connecting profiles involved



Max. number of participants: 12 persons Duration of face-to-face course: 3 days



FERROPLAST[®] Refresher





This training course deals with current topics in the areas of surface preparation and bonding technology.



Learning mode:

Live online webinar + e-learning course (optional)



Target group: Body manufacturers, mechanics, mechatronics engineers



Precondition: FERROPLAST[®] Advanced certification



Successful completion: FERROPLAST[®] Advanced recertification

TECHNICAL REQUIRE-MENTS

- 1 PC/laptop per person
- Speaker and microphone/headset (e.g. mobile phone headphones)
- Stable Internet connection
- Optional: second monitor
- Current browser: Firefox or MS Edge



Max. number of participants: **20 persons** Duration of webinar: **2 hours**

CONTENTS

Current topics, e.g. from the areas:

- Changes in surface preparation
- Changes in bonding technology
- Safety instructions for processing of adhesives
- Troubleshooting



TIPPER SEMI-TRAILER (S.KI)



Innovations for more safety, sustainability and planning capability in bulk material transport.

Is installed in the following trailer types:





S.KI operation & repair – Underride guard and tailgate



In this e-learning course you will learn how to operate the electro-pneumatic underride guard and the hydraulic tailgate and how to recognise and remedy faults



Learning mode: E-learning



Target group: Mechatronics engineers, mechanics



Precondition: Employed by an authorised Schmitz Cargobull service partner

Successful completion: Participation certificate

TECHNICAL REQUIRE-MENTS

- 1 PC/laptop per person
- Speaker or headset (e.g. mobile phone headphones)
- Stable Internet connection
- Optional: second monitor
- Current browser: Firefox or MS Edge

- Schmitz Cargobull service portal
- Troubleshooting the pneumatic underride guard
- Troubleshooting the hydraulic tailgate



Legal information

These training courses have been created exclusively for the trained specialist personnel of qualified and authorised specialist companies in the motor vehicle trade. The training courses are not suitable for other target groups. With these training courses we would like to support specialised companies in the servicing of Schmitz Cargobull AG products.

Schmitz Cargobull accepts no responsibility for the installation of unsuitable or unapproved parts. We provide no guarantee for the correctness, completeness or the up-to-datedness of the provided information. The contents and information of these training courses do not constitute guarantees or warranted characteristics within the meaning of German law or the German Civil Code (BGB), nor can they be interpreted as doing so. Claims cannot be based on the information, recommendations or advice provided.

Any liability for damage is excluded in principle, unless intent or gross negligence on our part is demonstrated or there are any other compelling legal provisions to the contrary.

Text and graphics are subject to our right of use and application; reproduction or wider distribution in any form is only permitted with our express agreement. Mentioned trademarks and brand names, even if they are not indicated as such in every case, are subject nevertheless to the rules of trademark law.

Should disputes of a legal nature arise from the use of the information contained in these training courses, these are subject exclusively to the rules of German law. The court of jurisdiction is the "Amtsgericht Steinfurt" (local court) or the "Landgericht Münster" (Münster County Court) as agreed.

If one of the provisions in this liability restriction declaration does not or does no longer concur with the legal regulations then the validity of the other provisions will remain unaffected.

Work through the information in these training courses carefully. Pay particular attention to safety instructions and advice. Please contact the Schmitz Cargobull customer service if you have any questions that cannot be answered by these training courses.

The training courses show you how to replace/retrofit Schmitz Cargobull components correctly and properly. All technical data, descriptions and images are valid on the day the training courses are made available. We reserve the right to make changes as a result of continuous development. No claims can be derived from the explanations provided in the training courses.





Conditions of participation

General Conditions of Participation for Schmitz Cargobull AG Training Courses

Please note that a place on a desired training course is only reserved when scheduling of the course has been confirmed by the CargobullCampus.

Please make any hotel reservations you may require yourself. Travel and any hotel costs are to be borne by the participants themselves.

Fees for face-to-face training courses also cover participant documents as well as catering during the training course (drinks, light lunch).

Schmitz Cargobull (SCB) and the service partner are jointly responsible for data processing in accordance with Art. 26 of the EU General Data Protection Regulation (GDPR). For the provision of the training courses, SCB uses the Avendoo learning platform as an order processor. Avendoo is contractually obligated to handle participant data in accordance with data protection regulations. This may also include the processing of personal data as defined in the GDPR and the German Federal Data Protection Act (BDSG). Data processing takes place in order to establish the status of "Authorised Service Partner of Schmitz Cargobull" in accordance with § 6.2. of the service partner contract. SCB ensures the implementation of data subject rights according to Art. 12 et seq. GDPR. The service partner informs the participants of their rights as persons affected.

You will receive an invoice for the course after the end of the course. Please ensure that payment is made to the account indicated in the invoice and without any deductions. The organiser reserves the right to request the payment of the training fees before the beginning of the course.

If you are unable to participate and cannot name a substitute participant, please cancel your registration via the CargobullCampus no later than 14 calendar days before the start of the course.

If you do not cancel your registration or do not cancel in time, we unfortunately have to charge a processing fee of 50% of the course fee.

For all present and future claims arising from the business relationship with merchants, legal entities under public law or special funds under public law, including claims arising from bills of exchange and cheques, the Steinfurt District Court of or the Münster Regional Court shall have exclusive jurisdiction.

The same place of jurisdiction shall apply if the Buyer does not have a general place of jurisdiction in Germany or moves his place of residence or habitual abode out of Germany after conclusion of the contract. Otherwise, in the event of claims of the Seller against the Buyer, the Buyer's place of residence shall be the place of jurisdiction.

For all legal relations between the Seller and the Buyer, the laws of the Federal Republic of Germany shall apply to the exclusion of all others. The

application of the UN Convention on Contracts for the International Sale of Goods of 11 April 1980 (UN Sales Convention; BGBI. 1989 II. p. 588 et seq.) and the Uncitral Convention United Nations Convention on International Bills of Exchange and International Promissory Notes of 9 December 1988 is excluded.

Should any provisions pertaining to these General Terms & Conditions or provisions in any other agreement be or become ineffective, the legal effectiveness of the remaining provisions or agreements remains unaffected.

Schmitz Cargobull AG Bahnhofstraße 22 48612 Horstmar

