

# CARGOBULL NEWS

The magazine for transport pros.

2020/63

## Special Focus: **Innovations 2020**

With better insulation and more payload due to 60 kilograms less unladen weight, the M.KO COOL becomes the "Rampenkönig", or king of the loading platforms. Page 4



## Innovation & **Service**

As the new managing director of Cargobull Telematics, Marnix Lannoije focuses on communication and cooperation. Page 6



## Market & **Practice**

Pilsener Urquell is upgrading its in-house vehicle fleet with the addition of 20 new M.CS/Z.CS truck body and trailer combinations. Page 7



# Smart Trailer Days

Schmitz Cargobull's technological leadership has created more outstanding and future-oriented products in 2020. In this issue you can read how our innovations make the lives of fleet operators easier. Pages 2 to 5



# Robust and smart

Through the construction of robust vehicles that are stable, in value and draw on many years of technical expertise, Schmitz Cargobull ensures that a trailer's life is both long and efficient. The second pillar of their success is formed by 100% SMART digital trailer technology, which revolutionises fleet management through telematics and digital data exchange.

Since the market launch of the hot-dip galvanised chassis in 2002, Schmitz Cargobull has delivered more than 500,000 trailers to customers so their customers no longer have to worry about rust-through occurring in their trailers. "Robust trailers of stable value constitute one of the two pillars of our quality promise," declares Sales Director and Member of the Board, Boris Billich. The second pillar rests on the smart properties of the trailers, which foster transport and fleet management ever more extensively through the constant development of the telematics features. Reliability and innovation thus lead to a low total cost of ownership (TCO). These represent direct competitive advantages for our customers.

"The product and service innovations were supposed to be presented at the IAA 2020 in Hanover, but after the trade fair was cancelled due to the coronavirus pandemic we changed our plans and will be switching to digital and personal presentation formats, as well as demonstration vehicles at Schmitz Cargobull sites and those of service partners," explains Billich. Under the motto Smart Trailer Days we will be presenting the interplay of 'reliability and innovation' in a format that takes into account the Covid-19 situation throughout Europe, but still ensures personal delivery including safe interaction with customers.

Today, more than ever, the symbiosis of a high-quality product and innovative service pays off. The technological expertise in the development and production of our trailers has been built up over decades, and has proven its worth.

"Our customers appreciate the extended ten-year warranty against rust-through in our hot-dip galvanised chassis," says Billich. "Throughout the 18 years since we first introduced chassis galvanisation, the modular body and the galvanised chassis have proven to be very robust and low-maintenance in everyday use. The hot-dip galvanised chassis are also a safe bet for customers when it comes to value retention. Clear proof of this can be seen in their resale value."

Alongside trailer technology with stable value, hauliers are taking increasing interest in telematics, digital data exchange and fleet management. In that respect, Schmitz Cargobull has already standardised a widely accepted solution for this in reefer semi-trailers in its digital temperature recorder with telematics function. Schmitz Cargobull is now also introducing telematics systems as standard in the S.CS curtainsider semi-trailers and the S.KO EXPRESS dry freight trailers. Information on the location, trailer condition or brake wear can be called up at any time via the TrailerConnect® portal, and transmitted to the freight forwarding software with no barriers. "By making telematics a standard feature in curtainsiders and dry freight trailers, we are continuing to drive forward the development of sustainable solutions in both trailer technology and digital services, thus creating added value for our customers," Billich adds in summary of the technology leader's aspiration.

■ scb

**Galvanised chassis ensure value retention**



**On the safe side on the road: Schmitz Cargobull trailers**



More information for the article



The S.CS UNIVERSAL X-LIGHT is a true payload giant and is even equipped with telematics as standard.

## State-of-the-art curtainsider semi-trailers

Schmitz Cargobull's modular principle offers the right solution for every transport task performed by curtainsider semi-trailers. The S.CS UNIVERSAL X-LIGHT, with an unladen weight starting at 4,975 kilograms, also enables maximum load capacity. Combined with the lath-free POWER CURTAIN body, it is also fully certified also for tyre transport.

In keeping with the motto 100% SMART, the S.CS curtainsider semi-trailers are now also factory-fitted with Schmitz Cargobull's TrailerConnect® trailer telematics CTU as a standard feature. As a consequence, Schmitz Cargobull is the first and only trailer OEM to install standardised telematics even in non-refrigerated trailers.

Schmitz Cargobull's modular construction system also includes trailers with the weight-optimised chassis through to heavy-duty versions with numerous body and equipment variants. The

latest product highlight from this versatile modular system is the S.CS UNIVERSAL X-LIGHT curtainsider semi-trailer. The strong lightweight trailer with an unladen weight starting at 4,975 kg enables maximum payload as well as robustness and value retention thanks to optimum corrosion protection. Moreover, by combining this trailer or the various other Schmitz Cargobull body types with the POWER CURTAIN, the curtain variant without support laths, transport companies can considerably reduce their loading and unloading times. A trailer that

is great fun to use: it will transport more and still be back on the road speedily.

The POWER CURTAIN can now be optionally equipped with a tyre certificate. This curtain variant has been enhanced to enable the transport of tyres and other goods that are not dimensionally stable in order to meet the special requirements regarding side wall stability and load securing. This means that the POWER CURTAIN with a tyre certificate is certified for all kinds of form-fitting freight that place high stress on the dimensional stability of the side walls. The high stability of the side wall is produced via an easy-to-operate lever mechanism that pretensions the curtain. This makes the lath-

free body a practical and universal transport solution for curtainsider semi-trailers.

What is more, Schmitz Cargobull offers a ten-year warranty against rust-through on all galvanised parts in the chassis. The chassis was presented for the first time in 2002, and since then around 500,000 units have been delivered. The galvanisation makes it resistant to corrosion, and offers optimum protection against rust-through. ■ gw



More information for the article

Solutions for every journey

## Controlled functions for cold freight

The S.KO COOL SMART deep-freeze semi-trailer has been fitted with an optimised air distribution system. Transport companies can also equip the trailer with additional smart features.

Interruptions to the cold chain can result in costly damage. This is why the S.KO COOL SMART is a worthwhile investment. Schmitz Cargobull designers have again further improved the air distribution system of this box body semi-trailer, which was first presented in 2018. They have simultaneously reduced heat pockets and simplified operation.

To ensure that the air in the trailer circulates more effectively, Schmitz Cargobull uses three air ducts to guide the primary and secondary air flows through the trailer in a targeted manner. This optimises the air flow and air circulation throughout the trailer, and is achieved thanks to the enlarged opening cross-section of the air ducts. The optimum arrangement



The air distribution system in the S.KO COOL SMART allows for the flexible use of load securing bars.

of the ducts actively guides the air toward the rear and then to the front again. Additional return air barriers attached on top of and on the sides of the circulation wall prevent warm and cold air from mixing, to maintain a uniform temperature throughout the body. In addition, the connection

between the cooling unit and air duct is protected by hoods made of flexible and impact-resistant material. The easy-to-use partition wall allows different temperature zones to be established in the refrigerated trailer. The partition wall can be set in place without damaging the air ducts, and the

air automatically exits in front of the partition wall. The load securing beams and bars can also be positioned flexibly and easily. The optimised Cargobull Interface System (CIS) ensures that the driver receives the relevant information, enabling him to act with foresight. The control unit monitors the batteries and actively sends warning messages. Another important function is the automatic tractor unit identification using an RFID solution which uses stored algorithms to ensure unambiguous recognition of the

tractor unit. The CIS also acts as a WiFi amplifier.

The TrailerConnect® keypad, in conjunction with the door locking system and the cooling units available on the market, provides additional security. The rear doors can only be opened with a code. A temperature printer for the S.KO COOL SMART is also available as an additional option. It can be used to print out temperature logs for the past twelve months in 21 languages. ■ jh



More information for the article

## Tough utility hero

Up to 180 kilograms more payload and a ten-year warranty against rust-through – these are the highlights of the new chassis frames for the S.KI tipper trailer.



The lightweight S.KI feels comfortable on roads, construction sites and easy off-road routes.

The chassis frames in steel design of the Schmitz Cargobull S.KI tipper trailer have always been rightly regarded as presenting an ideal balance between weight optimisation, robust durability and tipping stability. Next spring, however, the Westphalians will raise the bar a little higher: Depending on the body length and frame design, up to 180 kilograms of additional cargo will be transportable with the lightweight S.KI tipper trailer. But that's not all. For the galvanised frame generation, Schmitz Cargobull provides customers with a 10-year warranty against rust-through. The variants of the highly stable construction with optimum corrosion protection have been specially developed for payload-optimised use on roads, construction sites and easy off-road routes. Of course, the S.KI can still be selected in all system lengths including in the LIGHT version, the standard version and the HEAVY DUTY version for particularly demanding applications. ■ gw

The also newly developed underride guard of the future frame generation already meets the legal requirements of Directive ECE-R58.03, which will come into force from September 2021. At the same time the weight was reduced and handling improved here, too: a spring-supported folding mechanism simplifies operation and saves resources. When folded up, the new underride guard also offers a high ground clearance of 728 millimetres, enabling trouble-free manoeuvring at the road paver. ■ gw



More information for the article

## Three-side tipper back in the portfolio

With a loading volume of ten cubic metres, Schmitz Cargobull has reintroduced a Z.KI central axle tipper trailer as the smallest model into its portfolio.



60 kilograms lighter thanks to new design: the Z.KI with a central axle.

The modernised Z.KI central axle tipper trailer provides the best services on construction sites where space is limited. With its central axle it is easy to manoeuvre and the steel dropsides with a height of 900 millimetres allow for a loading volume of around ten cubic metres. Due to its new design, it weighs 60 kilograms less than its predecessor. This means more payload for the forwarding agent. The Z.KI is designed for different applications. It can transport bulk or piece goods. But pallet goods can also be easily delivered thanks to the standard pallet-wide design.

Additional safety is provided by lashing points optionally integrated in the body floor.

The tailgate and dropsides are pendulum-mounted. In addition, raised tailgate hinges provide for a larger pouring opening. For the simplest possible handling when folding down the wear-resistant dropsides, they can be equipped with a lifting spring mechanism, making loading from the side even easier. ■ jh



More information for the article

### editorial

## Smart standard

Dear Cargobull News readers,

for some time now, digitisation, artificial intelligence and smart solutions have played a decisive role at all levels of industry, trade and logistics. However, since the introduction of the severe coronavirus restrictions, we can perceive at every turn whether the IT-based systems and the data flow actually work. As if under a magnifying glass, we can see how large the need for a transparent supply chain is, and how multi-faceted its possibilities are.

With our SMART trailer and the comprehensive telematics applications, we positioned ourselves as a pioneer in the sector some years ago. Reliable hardware, with quality factory-fitting, provides our customers and their customers with reliable data in real time. Innovative software and open interfaces for connecting all systems – including our customers' systems – generate added value. In this way, our customers always have an overview of their loads and the condition of their fleet during everyday transport business. In particular during these turbulent times, this information lead presents a serious competitive advantage and a control instrument.

We had already introduced the telematics system as standard equipment for all refrigerated box body trailers under the topic "100% SMART" at the IAA in 2018. We are now implementing this solution for all S.CS curtainsider semi-trailers as well, and we are the first and only trailer manufacturer to install telematics in non-refrigerated trailers. The positive feedback from our customers in the food and pharmaceutical transport sectors has shown how important smart solutions are, and how strongly they contribute to value creation. The 100% SMART trailer has established itself in a very short space of time. We now expect a similar effect with the curtainsiders. We strongly believe that nobody will want to be without this smart standard in the future.

Yours,

A. Schmitz

Andreas Schmitz,  
Chairman of the Board,  
Schmitz Cargobull AG





The ATP/FRC-certified insulation of the M.KO COOL brings even more safety to the cold chain.

# The perfect combination

Schmitz Cargobull has optimised the M.KO/Z.KO deep-freeze truck body and trailer combination. The new generation is not only better insulated but also weighs less, and can therefore carry more payload.

Narrow alleys mean little space to manoeuvre. Often it is not easy for truck drivers to reach the ramps at supermarkets. These situations call for truck body and trailer combinations. Where there is little space, the truck can still manage to negotiate narrow approaches to the ramp to carry out the delivery. When more space is available, an additional through-loading option is a relief for any driver. This is what the Schmitz Cargobull M.KO/Z.KO deep-freeze truck body and trailer combination offers.

M.KO COOL now 60 kilos lighter

With the new generation, Schmitz Cargobull has further improved the insulation and reduced the weight at the same time. In the process the bulkhead and the floor were reinforced without changing the internal dimensions. The body meets the strict requirements of the ATP/FRC certification for perishable foodstuffs. Thanks to the optimised design, the M. KO COOL weighs 60 kg less than its predecessor despite thicker walls. This gives transport companies the opportunity to load even more freight. At the same time, the additional insulation provides them with more security in maintaining the cold chain. The multifunction floor also provides simplified load securing. In tough everyday working conditions, a bump can easily occur when reversing up to the ramp. The M.KO has new bumpers to prevent this from resulting in more serious damage.

With the coupling of M.KO COOL and Z.KO COOL, Schmitz Cargobull offers its customers a through-loading combination that does not leave drivers standing in the rain during loading and unloading. The front door of the Z.KO serves as a pneumatic flap for weather protection. It is extended over the rear lifting and rollover plate for loading the front vehicle. As such, it acts as a roof, protecting both the driver and goods from rain.

Drivers can use transverse partitions from Schmitz Cargobull to create different temperature zones. Like the side walls, these partitions are made of Ferroplast, which further improves insulation. This makes the combination even more flexible, as the partitions allow for 1/3 and 2/3 division of the trailer body. The partitions can be moved flexibly so that loading and unloading can be performed rapidly. They can be moved longitudinally, folded up to the roof, and can also be used at the end of the body. For easy handling, the partitions are fitted with a stainless steel balancing unit, recessed handles and durable rubber seals. This makes their usage simple and back-friendly. Depending on the customer's requirements, bodywork partitions with any longitudinal partition length can be ordered individually or together.

More information for the article



100 % SMART

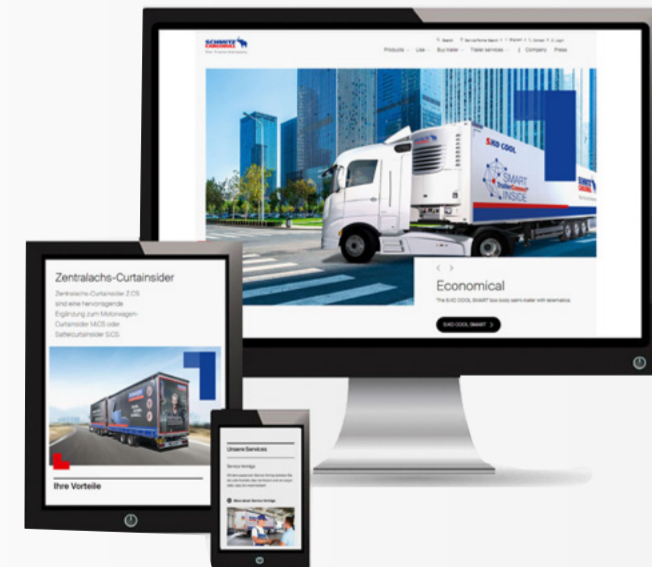
*“The logistics industry is evolving at an ever-increasing rate. It is now fundamental to have the right partner, specifically in the telematics sector. As the Fleet Manager of one of Europe’s largest fleets, I cannot afford to be in second place when it comes to the latest innovations.”*

Olaf Duden, Fleet Manager, EURO-Leasing GmbH

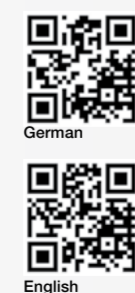
Users can quickly and easily find the information they are looking for.

## Flexible website

The redesigned homepage www.cargobull.com now presents the information that visitors are seeking even more clearly. Schmitz Cargobull has achieved this by adapting the pages to the needs of users. The individual sections and pages have been redesigned and restructured in terms of content and technology, and offer a quick and clear view of the products and services. For detailed advice, the respective contact options are available on all pages. With its responsive design, www.cargobull.com delivers a fresh and up-to-date presence that is both comprehensive in content and compatible with all end devices.



To the new website



jh

# Temperature-regulated

The M.KI truck tipper body from Schmitz Cargobull is now also available with thermal insulation. The body has a capacity of 18 cubic metres and is ideal for smaller quantities of asphalt.

The demands placed on asphalt in road construction have increased in Germany in recent years. Before the hot cargo can be dumped, the quality of the asphalt must be checked by measuring its temperature. These high requirements have led commercial vehicle manufacturers to produce thermally insulated bodies with heat-resistant covers specially for asphalt transport.

tarpaulin and can be opened and closed safely and conveniently by remote control. The model range includes bodies with different floor thicknesses and a side wall height of 1,460 millimetres. Depending on the intended use, different rear wall versions can also be ordered.

jh

With the M.KI truck tipper body, Schmitz Cargobull has now added to its portfolio a further model for the more exacting requirements. With its 18 cubic metre body and excellent manoeuvrability, it pays off particularly in narrow traffic areas, as is often the case on construction sites.

The geometry of the body ensures a low centre of gravity and therefore the necessary driving and tipping stability. The high-quality, temperature-resistant body cover has an electric sliding



More information for the article

A low centre of gravity provides the M.KI with high driving and tilting stability.

# New standard for digital transport management

Schmitz Cargobull equips the S.CS curtainsider semi-trailer the S.KO EXPRESS dry-freight box body semi-trailer with trailer telematics as standard. Thus, after the S.KO COOL refrigerated trailers, the next trailer models are now becoming smart.

More information for the article

Trailer always in view

Forward-looking transport management, freight forwarders and haulage and logistics companies are dependent on modern and networked vehicles that, at all times, supply useful data on the trailer and cargo via telematics. That's why, after the S.KO COOL refrigerated trailers, Schmitz Cargobull now also equips the S.CS curtainsider semi-trailers and the S.KO EXPRESS dry-freight semi-trailers with telematics as standard. Schmitz Cargobull is thus

the first trailer and body manufacturer to introduce telematics as standard equipment for other vehicles and, with vehicle-specific systems, creates a solid basis for extensive networking in fleets.

The heart of the telematics system remains the control unit. With the new TrailerConnect® CTU, Schmitz Cargobull has developed a control unit that is specially designed for the requirements of curtainsiders and dry-freight box body semi-trailers. With protection class IP6K9K, it is guaranteed that the device will operate continuously beneath the trailer, even under extreme conditions. At the same time, the battery responsible for the power supply has an integrated heater so that it can be charged even at low temperatures. Thanks to this energy management, the system remains available for a long time, even when the trailer has been unhitched. Our standardised OEM telematics solution, as the central interface in the trailer, ensures the secure transmission

of data and signals from the connected sensors and actuators. Depending on the scope desired, TrailerConnect® reliably supplies the position data with global roaming and captures and transmits the EBS data, and optionally the tyre pressures and temperatures.

By standardising its own telematics, Schmitz Cargobull completes a major step towards the digitalisation of transport and actively supports transport companies. Schmitz Cargobull remains open with regard to the processing and display of data from the control unit. This data can be incorporated into the TrailerConnect® portal or sent to third-party systems via a Push API interface.

One for all – that's how you could describe the new TrailerConnect® portal. By connecting more than 40 interfaces, all trailers in a fleet can be displayed, regardless of which telematics system is installed in the vehicle. As a result, dispatchers and fleet managers obtain a holistic view of the fleet. This simplifies route planning, creates process reliability and avoids additional costs.

After a tyre change or sensor replacement, tyre pressure monitoring systems and sensors have to be reconfigured. With the TrailerConnect® tyre manager from Schmitz Cargobull, a position can be quickly assigned for a new sensor or when tyres are changed. To do this, a PC, smartphone or tablet is required. The data becomes visible in the trailer portal immediately after the tyre change.

In future, cargo thieves will fail because of the automated control of the TL3 electronic door locking system. With the TrailerConnect® portal, the dispatcher can define a geographical area – a geofence – where the system automatically unlocks or locks the door. With a single mouse click the dispatcher can also activate automatic locking 30 seconds after the doors are closed. This smart function is only possible with the TrailerConnect® telematics system.

jh



Standardised telematics is driving the digitalisation of transport forward.

# Long-term planning with telematics

The new managing director of Cargobull Telematics, Marnix Lannoije, looks at the trailer as a whole. Telematics is part of this.

You are now both the Managing Director of Cargobull Telematics and Head of Electric & Electronic System Engineering. Is everything coming together as it should be?

**Marnix Lannoije:** Definitely. The telematics market is undergoing a clear consolidation phase and is highly dynamic in technological terms at the same time. However, it is always a trade-off whether the focus is placed on in-house development, cooperation or a mixture of the two. Managing such a business requires not only a grasp of business principles but also a deep technical understanding, in order to quickly devise a path for the company, make decisions and monitor their implementation.

One major problem with digitisation is the unhindered flow of data. How do you want to proceed further here?

We also cooperate with other manufacturers in the development of new solutions. Our open data interface is available to them and enables a problem-free data exchange. We are also prepared for new IoT challenges: our new high-performance and scalable back-end ensures connectivity for our customers for the coming years. We are also preparing the trailers of the future for autonomous driving, which will have a disruptive influence on the entire transport business in the medium term. Additionally, the development of networked functions in close cooperation with pilot customers is continuing, in spite of the coronavirus crisis.

*“Our open data interface is available to other manufacturers and thus enables problem-free data exchange for our customers.”*

Marnix Lannoije, managing director of Cargobull Telematics

Are there any examples of new solutions?

One example is our new e-axle with our new, all-electric cooling unit, which will soon be used to perform emission-free and almost noiseless deliveries in cities. Of course it is fully networked via our telematics and our backend. We consistently rely on our 100% SMART solution, and will also equip other models with Schmitz Cargobull trailer telematics as standard ex works. Through trailer connectivity, new solutions for the remote control of trailer functions, the monitoring of the load status and the anti-theft sector will grow in importance.

What trends do you see in telematics?

In the short term, data consolidation and standardisation will increase as the importance of both trailer and truck data for supporting our customers' business processes becomes more apparent. In addition to familiar topics such as the monitoring, securing and tracking of the load, automation in and around the trailer is becoming ever more significance. This allows the driver to concentrate on his core competence, namely driving, and relieves him of the supporting processes. It will be interesting to see what role trailer manufacturers will play in electric mobility and autonomous driving. We are preparing to offer customers and truck manufacturers a trailer that will enable autonomous driving. ■ sch

## Emission-free transport alternative

A zero-emission tractor unit needs a zero-emission reefer trailer. Schmitz Cargobull is currently developing such a trailer, the S.KOe.

The statutory environmental restrictions in cities are becoming more stringent. In future this will not only affect towing units, cooling units on refrigerated trailers also emit pollutants when they are powered with diesel. These cooling units, including the diesel-powered Schmitz Cargobull S.CU cooling unit, must comply with the Stage V emissions standard, which came into force in January 2019. For an even greater emission reduction and to prevent supplies to city centres coming to a standstill,

Schmitz Cargobull developed a refrigerated box body whose cooling unit is supplied with 100% electricity.

To this end, the S.KOe electric refrigerated box body is equipped with several components designed to ensure a reliable power supply. Instead of a diesel engine, a battery supplies the S.CUe cooling unit with the energy required for cooling/controlling the temperature in the box body. When the trailer is moving, however, the S.CUe is powered via an electric axle with



The heart of the S.KOe is the new S.CUe cooling unit.

a generator. The e-axle largely prevents the battery from discharging and thus ensures the continued availability of energy. When the trailer is stationary the battery is charged via a 400V connection. It takes about an hour and a half for the battery to fully recharge.

The electrically driven cooling unit has the same cooling properties as a conventional cooling unit and is even quieter. In addition, the S.KOe also has a telematics system that informs the user in real time about the condition of the cargo and the trailer, and offers full control over the trailer's functions. ■ jh

The S.KOe electric refrigerated box body supplies the S.CUe with power via its e-axle.



Marnix Lannoije prepares trailers for autonomous driving.



in brief

### Another victory in the Best Brand poll

Readers of ETM Verlag publications such as Fernfahrer, lastauto omnibus and trans aktuell voted Schmitz Cargobull the winner in the Box/Refrigerated Body Trailer category for the 9th time. A total of 8,125 voters took part in the renowned reader poll. Schmitz Cargobull was also able to secure leading positions in the Curtainsider Semi-trailer, Cooling Unit and Tipper categories.

# Trailers promoting clean water

Transport entrepreneur, Dirk Meiberg, supports the Neven Subotic Foundation. His trailers promote this non-profit organisation, which builds wells in Ethiopia. Schmitz Cargobull contributes financially to the cost of lettering a new refrigerated semi-trailer.



Present at the handover of the Schmitz Cargobull refrigerated trailers (from left): David Hötigen, Head of Marketing Neven Subotic Foundation, Heiko Schmidt, Sales Manager Westphalia/Siegerland Schmitz Cargobull, Dirk Meiberg, Managing Director Meiberg Transporte, Shari Malzahn Fundraising and Board Member of the Neven Subotic Foundation as well as Jürgen Marten, Sales Manager BTS (picture was taken before the outbreak of the coronavirus pandemic).

15 trailers are on the road as a rolling appeal for donations

Dirk Meiberg, managing owner of Meiberg Transporte GmbH in Soestin in Westphalia, is a dedicated supporter of the Neven Subotic Foundation and demonstrates this with trailers extensively covered with self-adhesive lettering. The trailers are used to advertise the foundation and its purpose – the construction of wells and sanitary facilities in northern Ethiopia.

In the meantime, 15 of the company's 45 trailers are travelling

through Europe as a rolling appeal for donations, as Meiberg Transporte is mainly involved in long-haul transport and the delivery of temperature-controlled foodstuffs. It was only at the beginning of the year that three refrigerated trailers from Schmitz Cargobull were added to the company's fleet. The costs for the lettering showcasing the foundation's logo were assumed in part by the trailer and body manufacturer, which also promised a donation to the Neven Subotic

Foundation. This is the second time that Schmitz Cargobull has participated in the project in this way.

The Neven Subotic Foundation builds wells and sanitary facilities in a region where people have to travel for up to six hours under difficult conditions to reach the nearest water point. "This is mostly the task of the women and children," explains Meiberg, who visited the area himself in 2017. Not only is the water in the ponds that serve as water points often contaminated, but the children cannot go to school because they must attend to their work.

"In a village that already has wells and sanitary facilities the number of children attending school has risen massively," explains Meiberg. "In this way, the foundation not only provides clean water, but also a brighter future." The entrepreneur is so convinced of the value of the project that he has been working as an ambassador for the Bosnian-Serbian professional footballer's foundation for two years. "100% of the money reaches the communities it is intended to help – that's important to me," adds the transport entrepreneur.

Further information on the foundation is available at [www.nevensuboticstiftung.de](http://www.nevensuboticstiftung.de).

■ acw

## More volume for more environmental protection

The Czech brewery, Plzensky Prazdroj, – known in Europe as Pilsner Urquell – has its beer delivered in new articulated trucks with MEGA bodies from Schmitz Cargobull.

Twenty new high-volume truck body and trailer combinations from Schmitz Cargobull have recently started operating on long-haul routes for the Czech company, Plzen-

sky Prazdroj. The trailers were delivered by EWT Truck & Trailer, the authorised general agent for Poland, the Czech Republic and Slovakia. With the renewal of its fleet, the brewery sends out a clear

signal. "This not only improves the economic efficiency of our fleet. The new trailers also have a positive effect on the environment," affirms Zdenek Kovár, company spokesperson at Plzenky Prazdroj.

The brewery can make good use of the new high-volume combinations, since beer sales are continuing to rise. Last year the brewery delivered 7.3 million hectolitres in its home market alone. It also sold another 4.5 million hectolitres in foreign markets.

The modernisation of the fleet was pending after the old tandem vehicles had reached the end of their service life. The combination of rigid truck curtainsider (M.CS) and central axle curtainsider (Z.CS) enables the brewery to transport five more pallets per tour. This increases the volume per semi-trailer to 38 pallets instead of the usual 33 pallets. At the same time the drivers benefit from the vehicles, which are certified for

beverage transport in accordance with DIN EN 12642 Code XL. With the new sliding curtains, the semi-trailer can be loaded and unloaded more quickly.

For the tractor unit, the brewery decided in consultation with the drivers to opt for a Mercedes-Benz Actros, which no longer has classic rear-view mirrors but is already equipped with MirrorCam technology. At the same time, the vehicle is equipped with many driver assistance systems. According to the brewery, this is already moving in the direction of automated driving. ■ jh



With the new MEGA bodies, Pilsner Urquell can now transport five more pallets per tour.

### in brief

#### Planning for the upturn

Schmitz Cargobull offers available 'opportunity' trailers via the Cargobull Trailer Store. S.CS UNIVERSAL curtainsider semi-trailers are available for 375 euros per month with a Full Service contract. The contractual period of twelve months enables customers to act flexibly. If a new trailer is purchased, the 'opportunity' trailer can be replaced before the contract expires.

# Inner qualities

The Austrian company BIMA Bau operates a regular delivery service from Cargobull Parts & Services in Altenberge back home. For this work, the customer relies on the S.CS UNIVERSAL double-decker curtainsider semi-trailer.

Schmitz Cargobull customer, BIMA Bau, recently assumed responsibility for the regular transport of spare parts from the Altenberge spare parts warehouse and distribution centre to Austria. The new S.CS UNIVERSAL curtainsider trailer used for this is a real eye-catcher, and its striking livery advertises the Obertauern holiday region and a 4-star hotel.

However, the inner qualities of the trailer are also a true highlight. The double-decker equipment enables long, bulky and light goods to be loaded on two levels. Because the floor of the curtainsider is completely glued, and thus sealed, the

stacker load is increased to 7.5 tonnes. Pallets are prevented from slipping beyond the loading area by pallet stop rails. The manual lifting roof simplifies loading and unloading from the side. And on top and out of sight is also a sophisticated equipment feature: the roof safety airbag (RSAB) prevents the formation of ice slabs on the tarpaulin roof, which could slide off the roof causing accidents or damage to property during the run.

In addition, digital assistants ensure safe loading and unloading. To prevent the permissible drive axle load of the tractor unit from being exceeded, the trailer's LSP (load spread program) ensures that the rear axle of the trailer is relieved of load, thereby compensating for the shift in the centre of gravity. The loading height of the trailer can also be adjusted thanks to the Optilevel electronic pneumatic suspension system.

BIMA Bau has been using the new S.CS UNIVERSAL curtainsider semi-trailer since February. Founded in 1995 and based in the south of Vienna, the family-owned company has been operating a regular service to and from Germany / the Ruhr region since 2012. ■ acw

## in brief



### EWT opens two new locations

EWT Truck & Trailer, a partner of Schmitz Cargobull in Poland, the Czech Republic and Slovakia, continues to grow and has opened two new branches in Poznan and Wroclaw. In accordance with the one-stop-shop principle, customers can take advantage of all Schmitz Cargobull services at the two conveniently located branches – from sales through to after sales or Ferroplast repairs. Up to 60 new employees are expected to work in Poznan and Wroclaw. More details will follow in the next issue of Cargobull News.

At BIMA Bau, the S.CS Universal ensures optimum transport conditions.



## Close relationship with customers

For the Austrian freight forwarder Sailer & Thaler, refrigerated trailers and cooling units from Schmitz Cargobull form a perfect pair. Managing Director, Thaler, also feels well looked after as a customer.

Walter Thaler is a firm believer: with refrigerated trailers and cooling units from Schmitz Cargobull, his business management calculation works out. Only recently, the Austrian company therefore purchased an additional trailer with the S.CU cooling unit – the sixth since founding the company. The small but well-rounded fleet of the Sailer & Thaler forwarding agency in Leutasch currently consists of two Scania trucks, two Scania tractor units and two Schmitz Cargobull refrigerated semi-trailers with a double-decker system.

“The trailers in combination with the cooling unit are outstanding

equipment for both small and large companies,” affirms the managing director of the family business, which was founded in 2008. “There is virtually no downtime,” he emphasises. Should there be any problems during a tour, a dense network of service points ensures that the journey will be rapidly resumed. “The cooperation with our Schmitz Cargobull service partner SCANIA Inzing, especially with Gerhard Waschl, the responsible service manager, is really going well,” asserts Thaler. This is important for him, as he transports fresh and frozen goods from Austria to Germany, Italy and the Benelux countries.

Thaler's special praise goes to the Schmitz Cargobull customer service employee, Heiko Borghardt, who even during his holidays and really at any time of the day makes sure

that the S.CU functions perfectly. “It is difficult to find such a great contact partner anywhere these days,” says Thaler enthusiastically.

The haulier is also impressed with the convenience of the TrailerConnect® telematics unit, which monitors and controls the functions of the cooling unit. This means that the data relating to temperatures, door openings and similar important events is directly transmitted to the central office in Leutasch. “This enables us to confirm to customers within minutes that the cold chain has been maintained or that goods were unloaded at a certain time.” ■ acw



Currently, Sailer & Thaler have two refrigerated trailers with the Schmitz Cargobull S.CU in their fleet.

## Your Shortcut

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



### IMPRESSUM CARGOBULL NEWS 2020/63

The customer magazine of Schmitz Cargobull AG  
SCB-CBN-EN-10167-4020

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

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

Schmitz Cargobull Editorial Director: Silke Hesener (sh)

Project management ETM corporate publishing: Georg Weinand (gw)

Editorial team: Ralf Johanning (jh), Ann-Christin Wimber (acw),  
Annika Zuske (az)

Photos: Bima Bau, EWT Truck & Trailer, Meiberg Transporte, Pilsner Urquell,  
Sailer & Thaler, Schmitz Cargobull

Translation: alphabit, Düsseldorf

Graphic design and production: Monika Haug, Stephanie Tarateta,  
Oswin Zebrowski

Implementation: EuroTransportMedia Verlags- und Veranstaltungs-GmbH  
Handwerkstraße 15, 70565 Stuttgart, +49 (7 11) 7 84 98-86

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

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

You can also reach us at LinkedIn