

# CARGOBULL NEWS

The magazine for transport pros for  2023/68



**Electric and type-approved:**  
The all-electric S.KOe COOL refrigerated semi-trailer can enter urban areas even early in the morning and late at night. Page 3



**Exceptional talent:**  
Logistics pros benefit from numerous digitisation innovations in the S.CS EcoFLEX, S.KO COOL and S.KOe COOL. Page 4

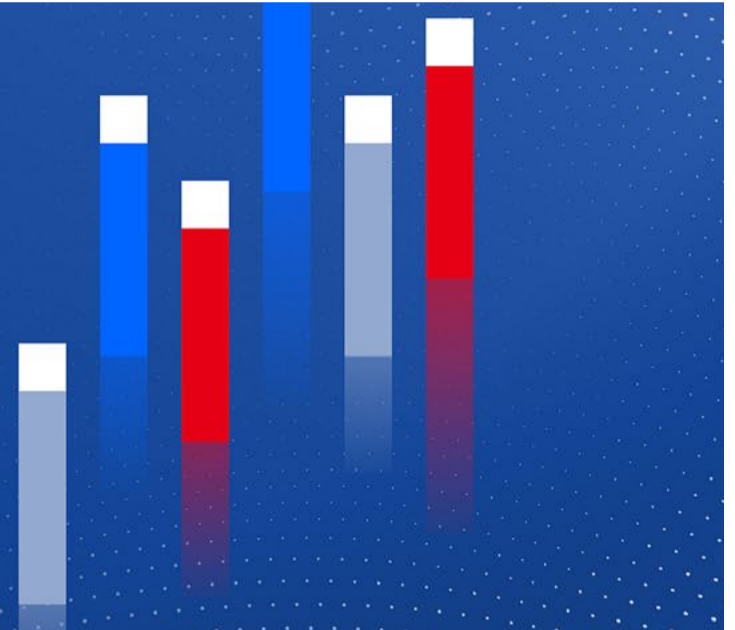


**Control room:**  
The TrailerConnect® Data Management Center protects your data and enables efficient individual tracking thanks to TrailerConnect® TourTrack. Page 6

## Efficiency powered by Digital Solutions

How fleet managers, dispatchers and drivers benefit from digitalisation.

Page 4 and 5



## Sustainable business – successful business

At the transport logistic trade fair in Munich, Schmitz Cargobull is demonstrating how hauliers can achieve this with innovative technical concepts and the intelligent use of data.

### Telematics: The booster for more efficiency

Logistics service providers can make a tangible contribution to the reduction of carbon emissions. This is the reason why sustainability and emissions reduction are major topics at the 2023 transport logistic trade fair. The challenges presented by climate change mitigation go hand-in-hand with opportunities to cut costs and increase efficiency. This calls for innovative technical trailer concepts and the intelligent use of digital data. Schmitz Cargobull's motto for the trade fair 'Efficiency powered by digital solutions' expresses this requirement perfectly.



Chief Sales Officer Boris Billich is looking forward to meeting lots of customers in Munich.

At its trade fair booth, the team from the Münster region of Germany is showcasing the benefits of modern trailers. "Visitors will take the S.CS EcoFLEX, S.KO COOL and fully electric S.KOe COOL vehicles on realistic virtual routes, during which the trailers can really show what they are made of," says Schmitz Cargobull's Chief Sales Officer Boris Billich. The aerodynamic EcoVaRIOS curtainsider semi-trailer from the EcoGeneration range will also be on display at the trade show. With its flexibly height-adjustable rear, it offers the benefits of a streamlined design and maximum volume. If the rear is fully raised, high-volume goods benefit from a full internal height of three metres. In contrast, if the rear is in the aerodynamic position whilst in motion, hauliers can significantly reduce their fuel consumption and carbon emissions. Thanks to the built-in TrailerConnect® telematics system, users also enjoy more transparency in their fleet and vehicle data. Billich explains that this improves the utilisation of vehicle capacity and reduces the number of empty journeys.

"With an alarm system built into the telematics system, the S.KO COOL with TAPA equipment for refrigerated bodies ensures that unauthorised third parties are unable to access the cargo," explains Billich. The geofencing function can be used to automatically lock and unlock the reefer's doors. The immobiliser can also be configured automatically using the telematics unit. After just a few seconds, the vehicle can then only be set in motion by those authorised to do so. To ensure the vehicle operates efficiently, reliably and economically, the tyre pressures are permanently recorded by the tyre pressure monitoring system and forwarded to the driver and dispatcher over the telematics system.

The S.KOe COOL with its generator axle is the first electric refrigerated body to receive type approval. Approval is issued using the normal procedure and then it is all systems go for quiet, emissions-free deliveries to urban areas. "The electric refrigerated trailer's electrified axle recuperates energy during braking manoeuvres and delivers it to the cooling unit's battery," explains Billich. Depending on the goods

being transported, the best possible battery charge level can always be selected thanks to the three different modes available in the battery charge management system. The telematics system can also be used to remotely start cooling at exactly the right time.

When dealing with cooling units, timely maintenance is particularly important. This is where predictive maintenance comes in. "With the help of artificial intelligence, customers receive more accurate predictions about future maintenance and repair requirements, which helps to prevent cooling unit breakdowns," explains Billich. Linked to the telematics system, the load carrier tracking feature also makes sure that hauliers and their customers are always aware of where transported goods are located.

And last but not least, the TrailerConnect® Data Management Center combined with the telematics system's TourTrack function facilitates transparent communication with all conventional transport management systems and enables individual journeys to be monitored in real time. ■ gw

## editorial

## Totally digital

Dear Readers,

anyone trying to advance the level of digitalisation in their processes will increase the efficiency, reliability and profitability of their transport business. And if they are designing these transport processes to be sustainable, they will also reduce their emissions and environmental footprint. Inspired by the motto 'Efficiency powered by digital solutions', at this year's transport logistic trade fair, we want to show you the contribution that Schmitz Cargobull can make to increased efficiency, transparency and sustainability in the supply chain with its digital innovations and services.

The production of trailers, semi-trailers and bodies is in our DNA. For a number of decades, we have been experts in building trailers to the highest of standards – economically, reliably and sustainably. But in the age of digitalisation, we are taking yet another decisive step forwards. Trailers and trucks produce data in abundance. Telematics and digital innovations help us to process this data as effectively as possible and enable you to use it. As a result, companies in the transport and logistics industry can achieve huge efficiency gains.

To give just a few examples: with our TrailerConnect® telematics system, you can clearly present and analyse data from your trailers and also from your trucks. You can make better use of capacity on certain routes and monitor these journeys in real time. You and your customers know where your cargo is at all times and what condition it is in. Using predictive maintenance, we can send cooling units in for their next service right on schedule, meaning that the breakdown of cooling units may soon become a problem of the past. And last but not least: telematics can help to protect the cargo and goods themselves, and also the trailer against theft and vandalism.

We are so happy to have you visit us at our stand here in Munich. Our product experts will be happy to show you how digital opportunities can help you to increase your competitiveness and corporate success and cut carbon emissions at the same time.

We look forward to discussing our transport solutions with you.

Yours faithfully,



**Andreas Schmitz,**  
Chairman of the Board  
of Schmitz Cargobull AG



**Economical, light and quiet: Martin Flanagan is very happy with the pharmaceuticals-certified S.KO COOL.**

## A successful premiere

The English refrigerated freight specialist Ann-Martin International has received its first Schmitz Cargobull trailer. The S.KO COOL will be transporting refrigerated products and medical products around the UK and Western Europe.

Ann-Martin International transports fresh and frozen products and medicines around the UK, Ireland, the Benelux region, Germany and Switzerland. With this work, it achieves annual mileage of approx. 150,000 km.

Martin Flanagan, the owner of Ann-Martin International from Walsall in Central England, is confident that the new S.KO COOL will be able to cope with these challenges: "The S.KO COOL is a great semi-trailer. When I recently decided to move away from renting trailers, Schmitz Cargobull was my go-to manufacturer."

He is very happy with the semi-trailer's performance so far: "It's well-built and reliable and does everything we need it to do for our business, which involves transporting goods long distances around the UK and on the continent."

Flanagan's optimism is based on the S.KO COOL's cutting-edge air distribution system. The enhanced air distribution system distributes the set temperature efficiently and evenly during transport.

What's more, the cooling unit in the pharmaceuticals-certified S.KO COOL is also economical, light and quiet. An electronic door lock prevents third parties from gaining access to the cargo area. The lock is protected by a PIN that the driver receives from the dispatcher over the beSmart app.

But that's not all. Tyre pressure monitoring technology and a fuel sensor with LED indicator are further benefits for the company. The TrailerConnect® telematics system from Schmitz Cargobull forms the basis for all digital services and innovations. It provides a comprehensive overview of the trailer and allows users to enjoy intelligent and more efficient vehicle management.

The has been supplied under a five-year hire purchase agreement with a two-year service agreement for the S.CU cooling unit and is based on a galvanised, bolted MODULOS chassis, which guarantees the same high level of strength with a lower unladen weight. The box body is built with patented FERROPLAST® technology from Schmitz Cargobull. It provides a fully vapour-diffusion-proof surface, which makes the S.KO COOL energy-efficient, hygienic and easy to repair. ■ gw

## United in Manchester

Schmitz Cargobull goes where its customers are. Now officially open, the factory in Manchester is boosting sales in the UK and Ireland.

Its production lines have been running since summer 2021 but it is now officially open: the new Schmitz Cargobull factory in Manchester, England. The factory is catering to the markets in the UK and Ireland with trailers developed specifically for these regions, such as the S.BO PACE dry-freight semi-trailer, the S.CS FIXED curtainsider semi-trailer, and the sliding-stanchion-free curtainsider S.CS FREEPOST. Manchester is the newest of Schmitz Cargobull's 10 production sites.

With a production area of 7,500 m<sup>2</sup>, it has a total capacity of 60 units per week in a one-shift model. The 1,000-m<sup>2</sup> spare parts warehouse ensures a rapid supply of parts on site. Schmitz Cargobull employs a total of 72 staff in the UK. The team is led by Paul Avery, Managing Director of Operations, and Colin Maher, who has been Managing Director of Sales & Services since January 2023. "With the factory in Manchester, we are able to provide our customers in the UK and Ireland with trailers that meet the specific



**Opening the factory (from left): Dr. Günter Schweitzer (Chief Operations Officer Schmitz Cargobull), Andreas Busacker (Chief Financial Officer Schmitz Cargobull), Colin Maher (Managing Director Sales Services, Schmitz Cargobull UK), Mike Kane (Labour MP for Wythenshawe and Sale East), Paul Avery (Managing Director Operations Schmitz Cargobull UK), Boris Billich (Chief Sales Officer Schmitz Cargobull).**

needs of the market and simultaneously contribute to the lowest total running costs with tried and trusted reliable chassis solutions. What is more, we are also able to keep

transfer costs, CO<sub>2</sub> emissions and throughput times to a minimum," says Boris Billich, Chief Sales Officer at Schmitz Cargobull. ■ gw

# All good things come in threes

Schmitz Cargobull puts the spotlight on the S.CS EcoVARIOS, S.KO COOL and S.KOe COOL trailer variants at transport logistic 2023.

The vehicles are helping freight agents to achieve both economic success and environmentally sustainable management.

Here, the role of the TrailerConnect® telematics solution is just as important as custom-fit trailer equipment and intelligent services.



Not only looks sleek: the S.CS EcoVARIOS with an internal height of three metres is also aerodynamic.

## S.CS EcoVARIOS curtainsider semi-trailer

From the EcoGeneration range, the S.CS EcoVARIOS is sleek and perfectly designed for automotive transport jobs.

The aerodynamic trailer with an internal height of three metres and a total height of four metres is equipped with the TrailerConnect® telematics system ex works. If the full three metres inside the trailer are not needed and the body is moved to the aerodynamic position, users are able to reduce fuel consumption and carbon emissions. When the rear is raised all the way up, volume goods in particular benefit from more cargo space. The telematics system uses sensors to monitor the trailer's height

adjustment, which is displayed in the telematics portal. The cutting-edge LED lighting inside the vehicle also helps the driver with the loading and unloading process. During transfer to trains or ferries, the trailer's ferry underride guard with sliding rollers prevents damage to the vehicle rear and lighting supports, thereby reducing the total cost of ownership (TCO) for the customer.

## All-electric S.KOe COOL refrigerated semi-trailer

The S.KOe COOL is the first all-electric refrigerated box body semi-trailer to receive type approval. In this way, customers can enjoy the security of a tested system without any additional testing required for registration.



The vehicle is PIEK-certified, which means it can deliver to urban areas early in the morning or late at night. Thanks to the electric cooling unit, the S.KOe is also able to supply zero emission zones. The S.CU ep85 cooling unit cools and heats freight without generating any emissions and offers a cooling output of up to 15,800 W and a heating output of 10,500 W. The RemoteStart function can be used to start the unit at a precise time via the TrailerConnect® portal.

The S.KOe COOL's electrified trailer axle recovers energy while the vehicle is braking. This extends the cooling unit's operating time or reduces the time needed to recharge the battery, making sure the vehicle is back on the road quickly. A smart battery charging management system with a range of different modes ensures that the battery charge level remains as high as possible and the cooling unit keeps running during traffic jams or other unplanned stops. The S.CU ep85 is incorporated into the S.KOe COOL's TrailerConnect® telematics system, enabling users to track the battery charge level, remaining range or remaining charge time at any time via the TrailerConnect® portal. Thanks to over-the-air updates, the cooling unit's software stays up-to-date at all times.

**Electric and type-approved: the all-electric S.KOe COOL can travel through urban areas both early in the morning and late at night.**



## S.KO COOL refrigerated semi-trailer

Cool and locked down – There is no greater compliment for the S.KO COOL. Thanks to its TAPA certification, thieves will have their work cut out to breach the vehicle's security system.

Its security features meet the Transported Asset Protection Association's (TAPA) TSR1 standard. It means the trailer meets the highest level of security criteria issued by this important industry association. Connected using the TrailerConnect® telematics system, the alarm system triggers an audible alarm in the event of unauthorised access. The TL4 electronic door lock control system ensures that the goods are protected against thieves and any other intruders. Dispatchers are able to use a geofencing function in the TrailerConnect® portal to define loading and unloading areas. As soon as the trailer enters or leaves these areas,

the door lock system is automatically locked or unlocked. All of the locking and unlocking processes are fully documented and can provide proof that the trailer was locked continuously during the entire transport process.

The S.KO COOL's air distribution system prevents heat pockets from forming and also stops cold air from mixing with heat. This ensures even and reliable temperature control in the various temperature zones within the refrigerated trailer. For MultiTemp transport, the partition wall can now be positioned without any additional work. The reefer trailer's tyre pressure management system is managed using TrailerConnect®. Users are able to view the pressure and temperature of the tyres in the TrailerConnect® portal and beSmart app. The immobiliser is activated just a few seconds after parking, protecting the S.KO COOL against theft and unauthorised movement. It can only be activated or deactivated by the driver on site using a PIN or by a remote user on the TrailerConnect® portal. ■ gw

**Well protected: The S.KO COOL's security features prevent unauthorised intruders.**

# Transport concept for i

With digital solutions, intelligent services and innovative vehicles like the aerodynamic curtainsider semi-trailers from the EcoGeneration, the S.KO COOL box body semi-trailer, and the all-electric S.KOe COOL box body semi-trailer, Schmitz Cargobull offers a transport concept that makes a key contribution to the sustainable success of its customers.

## Benefits for drivers

- Trailer status always visible on an app
- Hassle-free journeys thanks to the Full Service package
- Quick and easy handling when loading and unloading
- The perfect temperature at all times thanks to smart pre-calibration options for the cooling unit (CargoSets)
- Quick and simple adjustment of the load compartment volume thanks to the aerodynamic structure of the S.CS EcoVARIOS curtainsider semi-trailer
- More security thanks to integrated alarm systems



**S.CS  
EcoGeneration**



## Benefits for fleet managers

- Development and protection of your transport network, including sub-contractors, thanks to the TrailerConnect® Data Management Center
- Efficient use of resources, lower operating costs and high product quality with predictive maintenance and intelligent pre-settings for the cooling unit
- High level of protection against theft thanks to the built-in immobiliser



The EcoGeneration range's three aerodynamic curtainsider semi-trailers – EcoFIX, EcoFLEX and EcoVARIOS – actively reduce fuel consumption and carbon emissions. Thanks to TrailerConnect® TourTrack, communication between the freight carrier and transporter could not be easier. With the EcoFLEX, drivers benefit from the smooth-running POWER CURTAIN system during loading and unloading and tarpaulin loops that are built into the tarpaulin for rear load securing.

Load carrier tracking allows for real-time monitoring and the tracking of goods and high-value load carriers during transport. Every time there is a drop in tyre pressure, the tyre monitoring system immediately notifies the driver via the beSmart app. And if the trailer needs to go to the workshop, the Full Service agreement with Schmitz Cargobull ensures that repairs can be carried out quickly.

If the order changes during the job and more volume is needed, the driver can raise the roof of EcoFLEX and EcoVARIOS trailers, enabling the capacity to be increased. Any delays are quickly passed on to the dispatcher via the TrailerConnect® portal. Just before the trailer reaches its destination, the pre-configured geofence ensures that the cargo's arrival is announced at the perfect time.

# Industry professionals

## Finish



The all-electric S.KOe COOL is just as much a master of the cooling metier as its brother, the S.KO COOL, and makes an even bigger impression: Thanks to its PIEK certification, it can deliver quietly to urban areas early in the morning and late at night. The electric S.CU ep85 cooling unit not only uses 100% less fuel compared to diesel-powered units but also impresses with lower maintenance costs. The trailer's e-axle sends extra power to the cooling unit. Thanks to the three different modes, the battery can be charged by the generator axle according to the transport task on a case-by-case basis – by setting up a geofence, the system can send an email when the trailer is approaching its destination. The driver can generate the temperature report via the beSmart app and send it to the TrailerConnect® portal. Pallets can be stored in a pallet box just like in every other trailer. The cooling unit issues automatic warnings if there is a risk of damage occurring (predictive maintenance) and – thanks to over-the-air updates – is always at the cutting-edge of technology.

## S.KOe COOL



## Benefits for dispatchers

- Clear overview of all vehicles for route planning in one interface
- Efficient planning and sustainable use of resources within your own fleet thanks to real-time delivery of truck and trailer data on one platform
- Secure remote handling of trailers and S.CU transport cooling units
- Visibility and live tracking of the partner network
- Customised reports

With S.KO COOL trailers equipped with the S.CU V2.0 Performance, dispatchers no longer have to leave their desks when planning routes. Thanks to its TAPA certification, the S.KO COOL is ideally suited to transporting high-value cargo as well. The door lock system comes with an alarm function and is also PIN-protected. This prevents unwanted intruders gaining access to the loading area. If necessary, you can use the portal to set up a forwarding function that sends security-relevant information on to external TAPA control centres.

With CargoSet, the cooling unit is automatically configured to the ideal cooling temperature for a range of goods. The RemoteStart feature ensures that cooling begins at precisely the right minute. Dispatchers can configure and set up these features conveniently using the TrailerConnect® portal. With the beSmart app, the driver can also keep a constant eye on whether the functions have been set up properly and the cooling unit is running correctly. The combination of the box body made from FERROPLAST®, the S.CU cooling unit and the TrailerConnect® telematics system, helps to ensure efficient cooling – even when opening the doors.



## S.KO COOL

# The data management solution

Anything that is transported by road has to be visible in the digital world. This is the way that the industry and shippers want it.

To achieve this, they need real-time information from freight agents. Together, the TrailerConnect® Data Management Center and TrailerConnect® TourTrack make this possible.

Real-time visibility platforms (RTVP) are changing the logistics industry. By recording and connecting data and sharing information, they are a key driving force for digital transportation in this sector. Transport companies are also benefiting from these platforms: they can plan their routes better, make more efficient use of their capacity, assign drivers more effectively and provide their customers with better information thanks to real-time freight data.

However, sharing data with real-time visibility platforms can be challenging, particularly for small- and medium-sized freight forwarders. As

well as implementing the technology required, there are haulage risks. The uncontrolled sharing of transport data can present a huge business risk if the entire network of partners and sub-contractors is revealed. For transporters, the option to selectively manage the data sharing process and only pass on route-relevant data is important to their business survival.

With the TrailerConnect® Data Management Center, Schmitz Cargobull offers hauliers a solution that is tailored to their requirements. The platform provides an easy way to link every member of the supply chain and share data in a controlled and secure process. Furthermore, the



TrailerConnect® TourTrack facilitates the real-time tracking of individual routes.

platform is ready for use immediately without any extra IT. It includes interfaces with all common real-time visibility platforms and telematics systems, with new ones added all the time. But the haulier retains full data sovereignty and manages the data release process themselves. Sensitive business data concerning the haulier's own network is not revealed. An added benefit is that all vehicle and transport data for the entire fleet is accessible in one place. The dispatcher is able to access all information in real-time, plan routes

with precision and respond quickly to changes in the workflow.

TrailerConnect® TourTrack comes into play once all data along the supply chain is connected. In the TrailerConnect® portal, routes can be imported quickly and easily from trailer management systems or created manually so they can be monitored in real-time or so that vehicle information can be shared with third parties via a link. As a result, dispatchers and shippers can receive important information on location and

temperature data along with arrival times. Unplanned deviations become immediately visible, delays can be analysed and key temperature data can be sent to the unloading point at the right time. Customers receive detailed information on delays or early arrivals. Moreover, previously selected data can be shared with the shipper's real-time visibility platform on a route-by-route basis. This means that transport companies are able to retain control over their data and still offer their customers maximum transparency. ■ gw



**Immediate and in-depth:  
Shipment overview**

## Three innovations for telematics customers

With the help of sensors installed in the trailer, TrailerConnect® collects and analyses data on location, temperature, humidity and door status. This data is sent to the TrailerConnect® portal and apps and can be used to monitor the trailer status, optimise routes and schedules, and improve the logistics performance. Schmitz Cargobull customers benefit from efficiency gains, cost reductions and competitive advantages. There are three stand-out innovations on offer.

### Truck-trailer integration

At a single glance, fleet managers are able to view telematics data from HGVs and trailers in one place – the TrailerConnect® portal. This helps with scheduling, route optimisation, schedule management and improvements to overall fleet efficiency. It means that capacity can be used more effectively, thus reducing operating costs. Combined telematics data offers benefits for the maintenance management of trucks and trailers. Real-time maintenance warnings help with the planning of repairs and maintenance work and contribute to the reduction of breakdowns and downtimes.

### Load carrier tracking

This system allows for real-time monitoring and tracking of goods and high-value load carriers during transport. Bluetooth Low Energy Tags (BLE tags) are little electronic assistants that wirelessly transmit information to Schmitz Cargobull wireless receivers in the box body. When a BLE tag is attached to a shipping container or pallet cage located on the trailer, the wireless receiver receives this information, increasing the level of transparency in the supply chain. These tags also simplify inventory management and traceability, which reduces the risk of load carrier loss in the supply chain. For its semi-trailers, Schmitz Cargobull offers the option to have BLE receivers installed inside the vehicle. The read device then receives data from the BLE tag and sends this to the control unit of the TrailerConnect® telematics system. As such, users can check which load carriers are currently located on the trailer at any time. These load carriers can then also be forwarded to connected system partners via TrailerConnect® Data Management Center or TrailerConnect® TourTrack. This increases the transparency of goods and load carriers in the supply chain.



A helping hand for fleet managers: predictive maintenance uses artificial intelligence to simplify the planning of maintenance work.

### Predictive maintenance

Logistics providers who transport temperature-controlled freight will especially benefit from predictive maintenance. With this, TrailerConnect® analyses both current telematics and cooling unit data and also historic maintenance and repair data using artificial intelligence. Customers receive more accurate predictions about future maintenance and repair requirements. They are also able to plan workshop appointments more efficiently, and avoid cooling unit failures. The customer receives all information in a dashboard on the TrailerConnect® portal, from where they are able to contact their nearest service partner directly. Schmitz Cargobull is the first trailer manufacturer to offer this system for cooling units. By integrating predictive maintenance into their Full Service agreements, Schmitz Cargobull customers can rest assured that they benefit from longer running times, longer cooling unit service lives, and lower operating cost. ■ gw

Less stress: with Full Service & Protection, vehicles are fully covered.



Full Service  
Maintenance & wear  
and tear



Protection  
Insurance



Full Service &  
Protection

Innovations

## Insurance protection provides peace of mind

With service products from Schmitz Cargobull, maintenance repairs and replacements of worn parts can easily be planned and costed.

The unique combination of service and insurance provides you and your trailers with more comprehensive protection than ever before. The Full Service package covers costs for maintenance and wear. The Protection part of the insurance package with all-risk coverage comprehensively covers deliberate damage as well as personal and third-party responsibility. To simplify the process in the worst-case scenario – from towing of the trailer to the approval of repairs – Schmitz Cargobull has created the **Full Service & Protection** package. It covers the costs for maintenance and wear in trailers, cooling units and tyres across Europe. It also includes mandatory inspections and certificates, regular service checks, the replacement of worn parts and a breakdown service. With this package, transport companies benefit from damage management from a single source, the billing of which is dealt with centrally via the Full Service package. This enables short response times and, for example, the immediate start of repairs up to a damage amount of €15,000 by a Schmitz Cargobull Service Partner. Schmitz Cargobull customers pay only one instalment for this, which also remains fixed for 72 months.

### Cargobull Euroservice helps with breakdowns

With the **Cargobull Euroservice**, element, the free breakdown service under Full Service agreements, Schmitz Cargobull customers can benefit from a professional breakdown service provider on a 24/7-basis all year round in 29 different languages. And these providers are almost always near by: 1,700 authorised and trained service providers in over 40 countries look after customers needs. With a payment guarantee of up to €3,000, repair work can start straight away, which may be covered by Schmitz Cargobull depending on the form of agreement. If any repairs are needed that are not included in the Full Service agreement, the customer benefits from fixed cost rates that Schmitz Cargobull has agreed with its workshops.

Like all Schmitz Cargobull service agreements, the users of **Basic Service Reifen** also benefit from Cargobull Euroservice. The approach is similar: the customer calls Cargobull Euroservice and in the event of a breakdown is assisted by a nearby service partner. All labour and material costs are covered by Schmitz Cargobull. What is so special about the Basic Service Tyres option? In the event of wear or a breakdown, the trailer is fitted with cold retread tyres with a tread by Michelin. Customers receive sustainable spare tyres of a premium quality standard which are value for money. ■ gw

## Intruders don't stand a chance

TVP Logistics from Zemst near Brussels is adding five new TAPA-certified S.KO COOL reefer trailers to its fleet. Belgian pharmaceuticals transport could not be more secure.

The location – not just an essential factor for property purchasers but for hauliers, too. A large number of transport companies would love nothing better than to be able to set up their headquarters between two of the biggest cities in their country – particularly when they are also the largest hubs for business. TVP Logistics, the company belonging to Nils Van Praet, has managed to secure a dream location that fits these criteria. It is based in the town of Zemst in Belgium, 16 km from Brussels and 24 km from Antwerp. From here, the haulier has spent the last 20 plus years performing transport jobs within a radius of 750 km with its 160 trailers and 80 trucks. The main industries it caters for include pharmaceuticals, high value, air freight and express logistics.

Nils Van Praet, who runs the company with his brother Björn, says: “Our main focus is of course to deliver on time. And we manage to achieve this thanks exclusively to our team of well-trained, committed staff and our cutting-edge fleet. These factors are key to our success in our constant quest for improvement.”

Most of the vehicles in the Belgian haulier's fleet come from Schmitz Cargobull. “Sometimes we find providers who offer a lower price than Schmitz Cargobull, but we care about more than just the price of the vehicles. We care about the quality, too,” says Van Praet. He also believes that practical services, the availability of spare parts, one-stop shopping and business relationships built on trust are equally important.



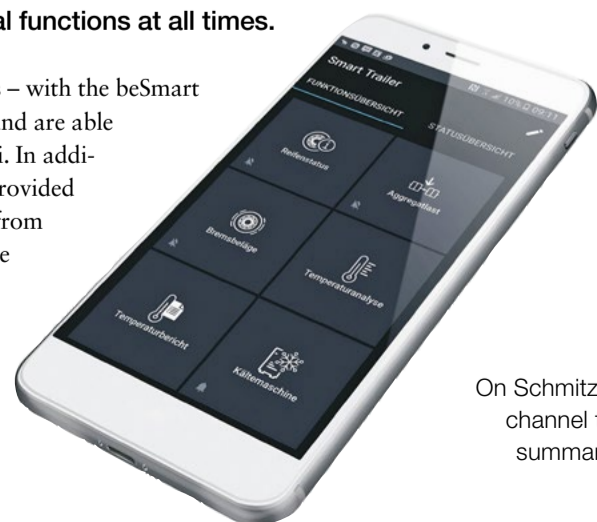
TVP haulage company from Zemst has over 160 trailers and 80 trucks.

Van Praet has benefited from all of this for over 15 years now. TVP Logistics' fleet is currently made up of dozens of S.BO, S.CS and S.KO trailers. It recently introduced 13 new S.BO dry freighters, five new S.CS curtainsider semi-trailers, and five new S.KO COOL reefer trailers, all of which are equipped with telematics systems and repairs and maintenance contracts. Van Praet was particularly impressed by the Pharma and TAPA certificates issued for the S.KO reefers ex works. “To meet the criteria for TAPA TSR1, Schmitz Cargobull has integrated an audible alarm system into TrailerConnect®. The alarm goes off when thieves attempt to get to the goods,” explains Van Praet. Together with the electronic door lock system, the cargo is perfectly protected from unauthorised access. ■ gw

## Cool head with the beSmart app

With the app, drivers have more security and full control over the reefer semi-trailer's central functions at all times.

Deviations from set temperatures, technical faults or the opening of doors by unauthorised third parties – with the beSmart app, drivers receive a continuous supply of important information from the trailer telematics system and are able to respond directly to incidents. The app connects to the telematics control unit in the trailer via Wi-Fi. In addition to the locking and unlocking of the door locking system and control of the cooling unit, the functions provided include recording cargo area temperatures as certified values, which offers an alert in the event of deviation from the setpoint or unauthorised access. This increases transport reliability and prevents damage to the freight. The Schmitz Cargobull temperature printer can also be operated directly via the app. A detailed digital temperature report can be created with just a few taps and shared with other people over email. Other functions in the app include monitoring of the brake pads, axle load, tyre pressure and activation/deactivation of the immobiliser. Individual items of information and functions can be easily configured on the user interface. In this way, every driver can adapt the app to suit their individual needs in every portal language. ■ gw



On Schmitz Cargobull's YouTube channel the functions are also summarised in a short video.

www.cargobull.com

# How cool is that

CoolerU brings fresh freight to its destination in 1A quality. In this job, they are not only supported by the TrailerConnect® telematics system in its 20 new S.KO COOL reefer trailers, but also by the countless extra services offered by Schmitz Cargobull.

There is no lack of confidence at the food transport company CoolerU from Bremen in Germany: We are revolutionising transport logistics – this is how the company describes itself on its website. In its work, the company not only applies traditional values such as experience, teamwork and respect for employees; it also presents itself as a cutting-edge company built on the pillars of digitalisation, automation and transparency.

And it puts these words into action: “I opted for Schmitz Cargobull because we need 100% performance each and every day,” says shareholder Chris Ortiz. It quickly becomes clear what he

means by this. The 20 S.KO COOL trailers he ordered, which include a telematics system, are perfectly suited to CoolerU’s job of transporting food in the fresh and ultra-fresh sector. After all, the S.KO COOL not only offers low overall running costs but also maximum security for freight. “The secure handling of temperature-controlled freight and quick turnover times on the ramp are two more key advantages for us,” explains Ortiz.

The S.KO COOL guarantees the quality of cooled freight with features such as its new air distribution system, which has been enhanced for the economical S.CU 2.0 cooling unit, and its efficient, even temperature management inside the body. With its efficient common rail diesel engine and new Performance mode, the S.CU 2.0 impresses with fuel savings of 15%. The FERROPLAST® body delivers optimum insulation, is ageing-resistant and shatter-proof. In addition to the future-oriented trailer hardware, it is the

TrailerConnect® telematics system and Cargobull Telematics Portal and numerous extra services offered by Schmitz Cargobull that guarantee the performance needed by the logistics company.

“With its short terms of up to two years, the contract lease agreement for the S.KO COOL offers us maximum flexibility and reduces the investment risk. It also means we always get a cutting-edge vehicle,” explains logistics pro Ortiz. For the vehicles’ cooling units, the company has taken out repair and maintenance contracts as Schmitz Cargobull’s broad service network is able to guarantee that



**Thanks to a contract lease agreement with short terms of up to two years, CoolerU is reducing its investment risk.**

repairs are dealt with quicker than anywhere else. Ortiz also adds that the entire fleet, including any passenger cars, is covered via the Cargobull Insurance Broker. However, Ortiz emphasises that the cutting-edge telematics system is the key to everything: “Thanks to TrailerConnect® and the Cargobull Telematics Portal, we always know exactly where our cargo is and what condition it is in. We are also able to share this information with our customers at any time.”

CoolerU’s fleet of trailers is made up almost exclusively of Schmitz Cargobull trailers and the company is keen to continue on its innovative path in future: “In addition to the MonoTemp vehicles, we will also be adding bodies with a twin-chamber system in future. We are also planning to use an electric cooling unit and Schmitz Cargobull’s e-axle,” says CoolerU boss Ortiz about his future plans.

■ gw

**S.KO COOL**  
offers incredible  
reliability



## Perfect communication

*“Thanks to TrailerConnect® and the Schmitz Cargobull telematics portal, we always know exactly where our cargo is and what condition it is in. We are also able to share this information with our customers at any time.”*

Chris Ortiz, CoolerU owner

### 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!



You can also reach us at 

#### LEGAL INFORMATION CARGOBULL NEWS 2023/68

The customer magazine of Schmitz Cargobull AG  
SCB-CBN-DEGB-10629-1423

**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:** Georg Weinand (gw)

**Photos:** Ann-Martin International, CoolerU, Schmitz Cargobull, TVP

**Translation:** alphabit Lena Neuhaus e. K., Düsseldorf

**Graphic design and production:** Stephanie Tarateta, Monika Haug

**Implementation:** EuroTransportMedia Verlags- und Veranstaltungs-GmbH,  
Handwerkstraße 15, 70565 Stuttgart, Telefon (07 11) 7 84 98-86

**Printing:** Meinders & Elstermann GmbH & Co. KG, 48369 Saerbeck

**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