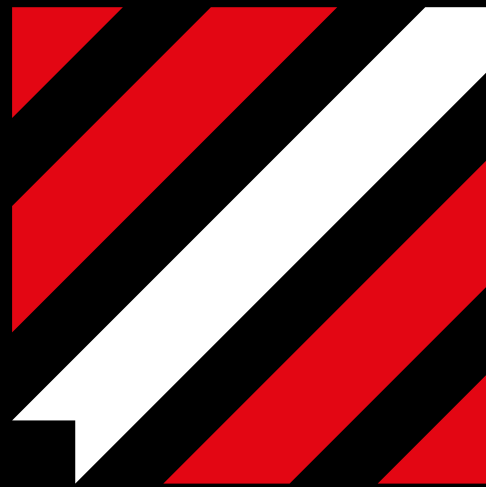


# Smart Vehicles



Europe's  
Largest Niche  
Manufacturer of  
Trailers and  
Superstructures

***SCHWARZMÜLLER***

# Anything but Standard.



We are at a turning point. Apart from acute crises, we are also faced with long-term challenges that need resolving.

Climate change and its massive impact on tomorrow's mobility is something that affects vehicle manufacturers directly. As Europe's largest niche manufacturer of trailers, the Schwarzmüller Group is ready to face this challenge. The one thing we are taking for granted is: transportation requires transportation tools, and will continue to do so. The trailer, in whichever form, is irreplaceable. Our goal is to make

these tools as capable as possible while optimising our use of resources at the same time.

We will continue to serve those businesses who are not willing to settle for the standard and who demand more from their vehicles. We create this added value by adapting our trailers to different operating environments, relying on universal lightweight construction and a high level of flexibility in the configuration. With this in mind, we have set up the most state-of-the-art production facility in the entire industry.

Schwarzmüller not only provides you with supertools for your transportation tasks but also a whole range of services throughout the lifespan of your vehicles. We feel well prepared to face the challenges.

I am looking forward to working with you!

**Roland Hartwig**  
CEO of the Schwarzmüller Group

# Top Performance in Product Niches.

The Schwarzmüller Group is a family business that goes back 150 years and whose focus has always been modern-day vehicle construction. The company combines the skills of a corporation with the customer proximity of an SME and makes a stable, reliable partner with handshake quality.

## Increasing demand for high-end products

Thanks to its unwavering focus, the Schwarzmüller Group has become Europe's largest manufacturer of customised trailers. As a premium manufacturer, we want to make use of this USP in order to further improve our market position. After all, the demand for high-end products with a higher level of productivity is on the increase, especially in developed markets.

## Focus on expansion

Growing our European core markets is at the top of our list. Niche suppliers are predominantly active on a regional level - Schwarzmüller adds an international component. In Germany and Poland, market shares have recently multiplied. On the domestic Austrian market as well as in the Czech Republic, Hungary, Slovakia and Switzerland, Schwarzmüller has become market leader. The goal is to become the largest manufacturer of trailers for construction and infrastructural enterprises in Europe.

## Added value in use

Schwarzmüller vehicles set the benchmark when it comes to CO<sub>2</sub> reduction, higher payloads, safe handling and flexible usage. Every trailer is adapted to its operating environment, ensuring a higher performance level during day-to-day operations. More than 60 percent of production processes thus have individual features - even tailor-made solutions are possible.

## Line production with sequencing

In order to cope with this level of complexity using industrial standards, state-of-the-art production facilities have been installed at all plants. Line production with sequencing is controlled by a digital control panel that determines the optimal sequence for each day. This way, individually configured vehicles may be provided in standard delivery times.

# The Schwarzmüller Group: Yesterday and Today.



The company was founded in Passau as a forge in 1871 (1), and in 1936 moved to Austria, where it is still headquartered today (2).

Vehicle production during the 1930s, when it also included automobiles (3), and today at the main plant in Hanzing (4).

A road tanker in 1907 (5) and its counterpart from the latest generation of vehicles (6).



### Highly specialised teams at the assembly lines

The outstanding performance of Schwarzmüller vehicles stems from the company's excellent workforce. From sales to construction and all the way to production, the Schwarzmüller Group places the greatest possible emphasis on quality in order to fulfil any customer-specific request. For the longest time, the company has been a trailblazer when it comes to lightweight construction, which makes for higher payloads and reduced CO2 emissions, but also requires high metalworking skills. Schwarzmüller offers lightweight vehicles throughout its portfolio, which comprises eight product groups.

### Innovations for the transport of the future

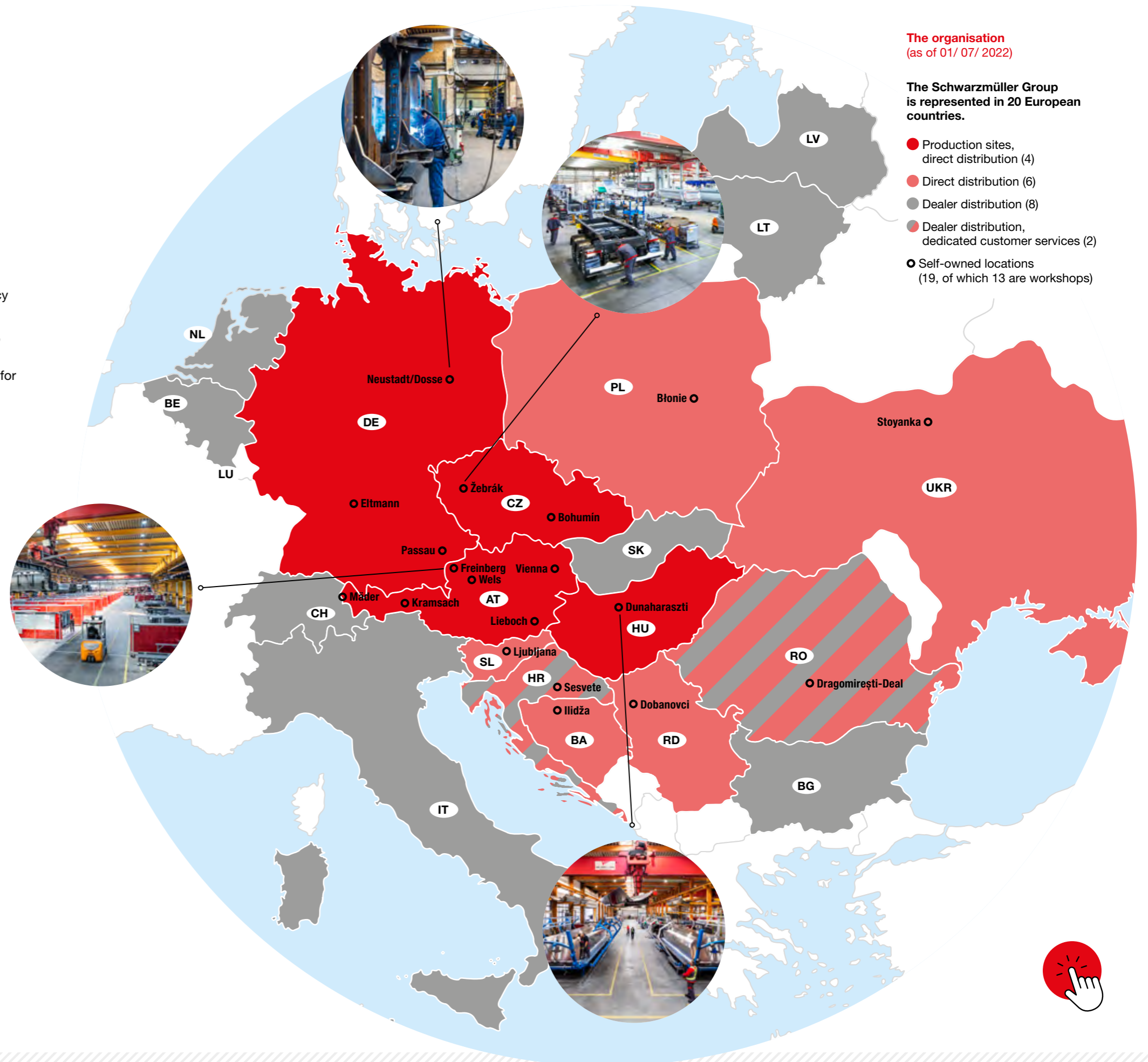
A spirit of innovation is part of the Schwarzmüller DNA. Our market insight in many areas continuously drives new solutions in order to increase the efficiency and sustainability of our vehicles even further. The Centre for Innovations and Future Developments is exploring completely new paths of trailer construction, such as automated vehicle operation, the opportunities opened up by sensor technology and bionics, and the potential of trailers serving as flight platforms for load-carrying drones.

### Always close to the customer

Via its international network of dedicated sites, dealers and service partners, Schwarzmüller provides services throughout the entire lifecycle of its vehicles. Customer services include maintenance, repairs and spare parts procurement, as well as the SWIT telematics system. Other services include one of the largest rental fleets in Europe and international used vehicle trade.

#### The Schwarzmüller Group in numbers (as of 01/ 07/ 2022)

Founded in	1871
Headquarters	Freinberg bei Schärding (AT)
Workforce (FTE)	2,150
Locations	19
Production/vehicles (2021)	9,962
Vehicle types	> 150
Brands	Schwarzmüller, Hüffermann
Turnover (2021; in million Euro)	414
Market presence (countries/Europe)	20



# Supertools for More Performance.

The trailers and superstructures of the Schwarzmüller and Hüffermann brands are true supertools when it comes to transportation. To ensure this, the Schwarzmüller Group has developed a portfolio of more than 150 vehicle types.

## Because standard just isn't enough

Industries such as construction, infrastructure, mineral oil or timber have high demands when it comes to transportation vehicles - and the more precisely the vehicle is adapted to these requirements, the easier it is to fulfil them. This is why Schwarzmüller has placed its focus entirely on individualised niche vehicles. Run-of-the-mill, standard vehicles are just not good enough.

## Added value that brings joy and pays off

The added value of a bespoke trailer is recognisable during every single use. By adapting the trailer to its operating conditions, tasks may be handled more efficiently. By more efficiently, we mean: faster, safer, more conveniently. However, more efficiently also means reduced CO<sub>2</sub> emissions, a longer lifespan, the highest possible functionality and lower costs throughout the lifecycle of the product. No wonder that demand for these vehicles is on the rise!



## When skill becomes art

This is how Schwarzmüller achieves added performance.

**Lightweight vehicle construction and metalworking:** Every trailer is only as good as its chassis. The combination of steel and aluminium, the design of the side and cross members and the workmanship of the seams are all crucial.

**Construction:** The connection of chassis and superstructure, the way the features are configured, the balance between light and robust are elegantly solved in every design.

**Functionality of the highest order:** Drivers have become a limited resource, and Schwarzmüller is systematically working on making drivers' jobs easier. We are confident in saying that drivers love Schwarzmüller!

**360-degree competence:** Our extensive range of vehicles and intense exchange with users create all-round competence.

### Tipper vehicles

The Schwarzmüller portfolio includes more than 50 different tipping trailers, for all load types and in different metal combinations. The latest addition: A hybrid tipper whose plastic lining may be exchanged in case of wear.



### Plattform vehicles

The POWER LINE weighs less and does more: with this model, Schwarzmüller long-distance solutions have also turned over a new leaf. There are five types available, in a range of versions: Cargo, Paper, Coil, Mega, Long.



**Tipper and platform structures**

Various types of bodies may be selected from a modular construction kit range, as always with a tailor-made concept suitable for different truck types. A wide range of tipper, tanker or stanchion superstructures is available.



**Container transport vehicles**

Hüffermann container transport vehicles for the waste management and recycling industry are European market leaders. Based on six base types, 300 chassis variants are configured, suitable for all different container types.



**Walking-floor vehicles**

These are used in short- and long-distance transportation by the timber industry, the agricultural sector and the recycling industry. They are made entirely from aluminium, reducing their weight down to 7 tonnes. No product is lighter than that! With doors on the left-hand side and a chassis made from high-strength steel, loading has never been faster.



**Tank vehicles**

This is where the double wedge cylinder form comes into its own, facilitating drainage of aluminium tankers for the mineral oil industry. Other highlights: A multi-chamber system, full electronics or coupled chassis and tanker superstructures.



**Low loaders**

2 to 5 axles. Straight loading platform, cropped or extendable. Steering axles, hydraulic ramps, extendable load carriers or wheel recesses for lowering the construction vehicle: These are just some of the performance features of Schwarzmüller low loaders.



**Stanchion vehicles**

From drawbar trailers to central-axle or semi-trailers: Schwarzmüller has the right trailer for timber transport for any terrain and application. Starting at a dead weight of 4.9 tonnes and with corresponding increased payloads.





# Customer Service in the Spotlight.

The trailer is one thing, service is another. In any case, the Schwarzmüller Group always stays close to its customers, providing customer service directly from the manufacturer, throughout the lifespan of the product.

## Handshake quality

The Schwarzmüller Group looks after its vehicles, even when they have long since become the property of the customer. Why? Because the manufacturer can make a huge contribution towards optimal utilisation of the vehicle. How? With a package of services that pursue clear goals: maintaining value, extending operating times and ensuring transparency across operations. All these things are best handled by the manufacturer, who knows the product inside out. As our customers are asking for this service more and more often, we are currently upgrading our service locations.

## 360-degree support

Our customer service is at your disposal at any point during the lifecycle of the vehicle. We offer help and support whenever you need it: In 19 dedicated workshops, via the SWIT telematics system, whenever the trailer is in use, or by providing vehicles, for instance during peak demand periods.

### Operations

**SWIT Telematics:** Schwarzmüller Intelligent Telematics SWIT provides transparent data that makes the basis for optimised usage, from predictive maintenance to planning or theft protection.

### Workshop

**Maintenance:** Ongoing inspections by specialists; also across brands.

**Spare parts:** Get the parts you need within 24 hours, Europe-wide.

**Repairs:** Should a repair job be necessary, our specialists are at hand.

**Special services:** From calibration to complete overhauls.

### Vehicles

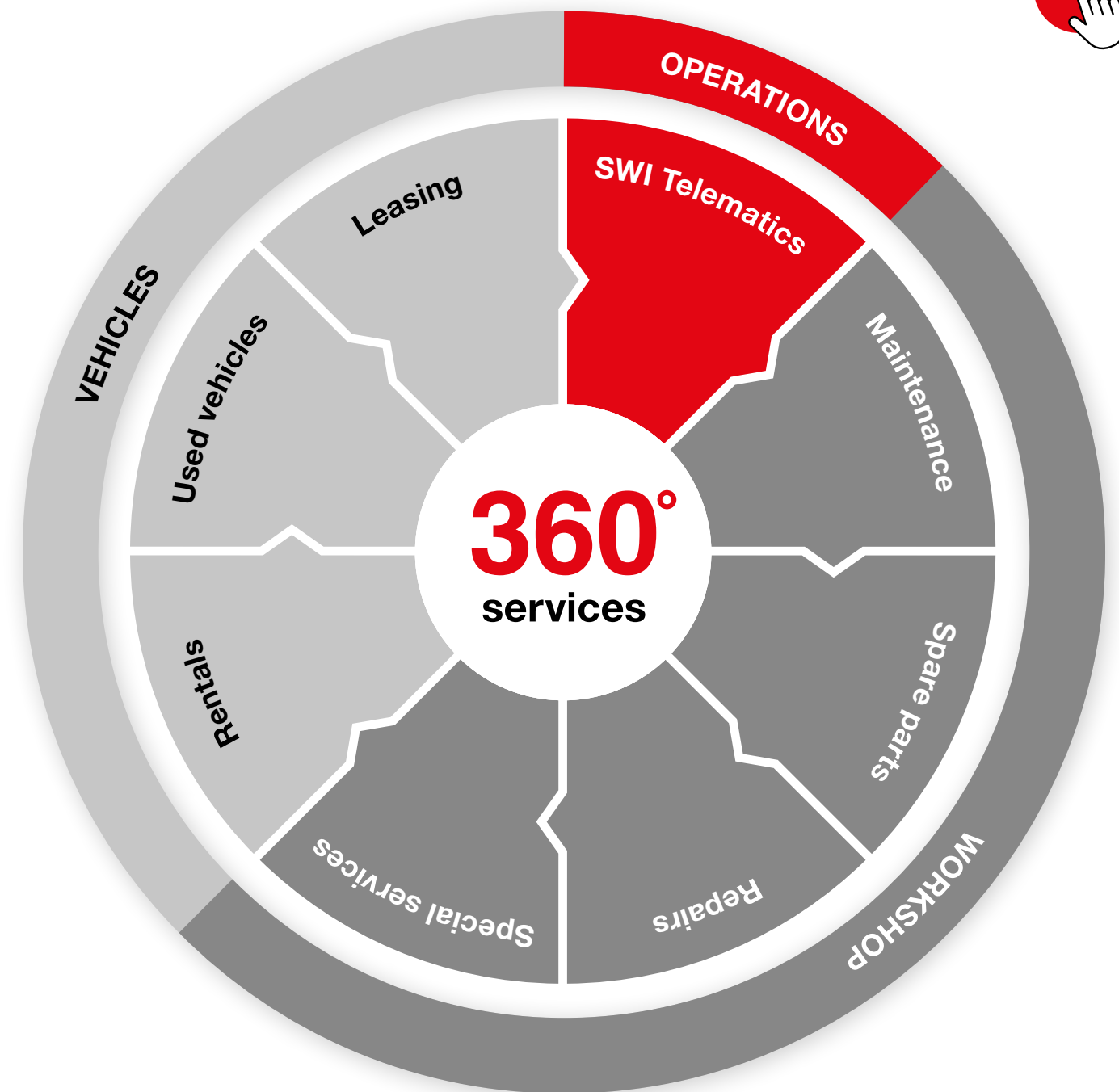
**For hire:** The largest rental fleet with numerous specialist vehicles

**Used vehicles:** A Schwarzmüller lasts longer. We give our trailers a second lease of life, for instance for a gentle introduction to the vehicle industry.

**Leasing:** Ownership is not always the best solution. We help you finance your vehicle in other ways.

## But what for?

The trailers generate the turnover - right? But if the trailer doesn't move, everything else stops, too. We make sure that this happens as rarely as possible and that downtimes are short. In this way, we share responsibilities with our customers. Each side does what it does best. We take care of the trailer; our customer takes care of the load. As we operate a large network of dedicated workshops, we are also able to look after entire fleets.



➔ Servicing throughout the **lifecycle of the product**

OPERA-TIONS

WORKSHOP

VEHICLES

The Schwarzmüller customer service is available anytime, anywhere. We have the right solution for any demands throughout the product lifespan.





# Background Data: What Makes Schwarzmüller Tick?

As a state-of-the art industrial enterprise, we are a small-scale cosmos that is centred around the needs of our customers. In recent years, we have implemented important innovations in many areas, with the goal of making our business even more competitive. A clear focus in everything we do, concentrating exclusively on customised vehicles, a completely new production layout and improved customer service are just a few of our innovative projects.

## What We Promise Our Customers.

Schwarzmüller is Europe's largest niche provider for commercial trailers. Our 150 vehicle types are designed to add value to your operations. In this way, we continue to open up new horizons for our customers!

### International presence

As Europe's largest niche manufacturer of commercial trailers, Schwarzmüller is represented in 20 countries.

We are masters in managing complex construction and production processes.

### Complexity

This is how we create customised transport solutions for demanding industries.

We guarantee  
**added value**  
for our customers  
in every single  
application.

### 360° service

We look after our customers' vehicles in our own workshops.

### Handshake quality






We aim for long-term customer relationships built on personal contact.

### Tailor-made solutions

We manufacture our vehicles to individual specifications in certified industrial production processes.

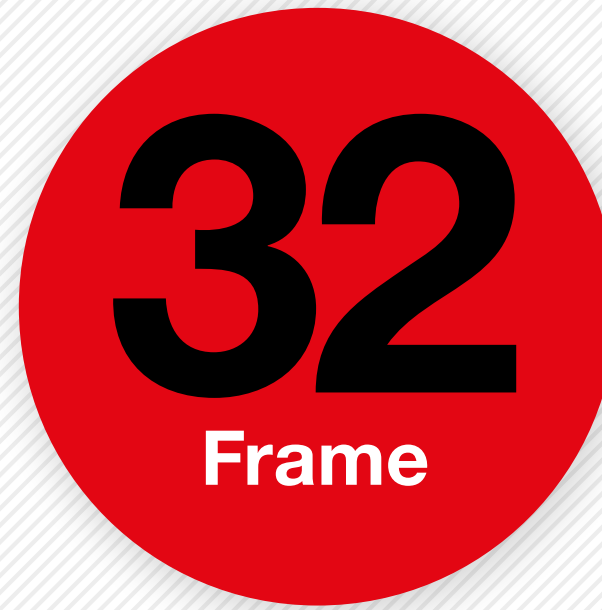
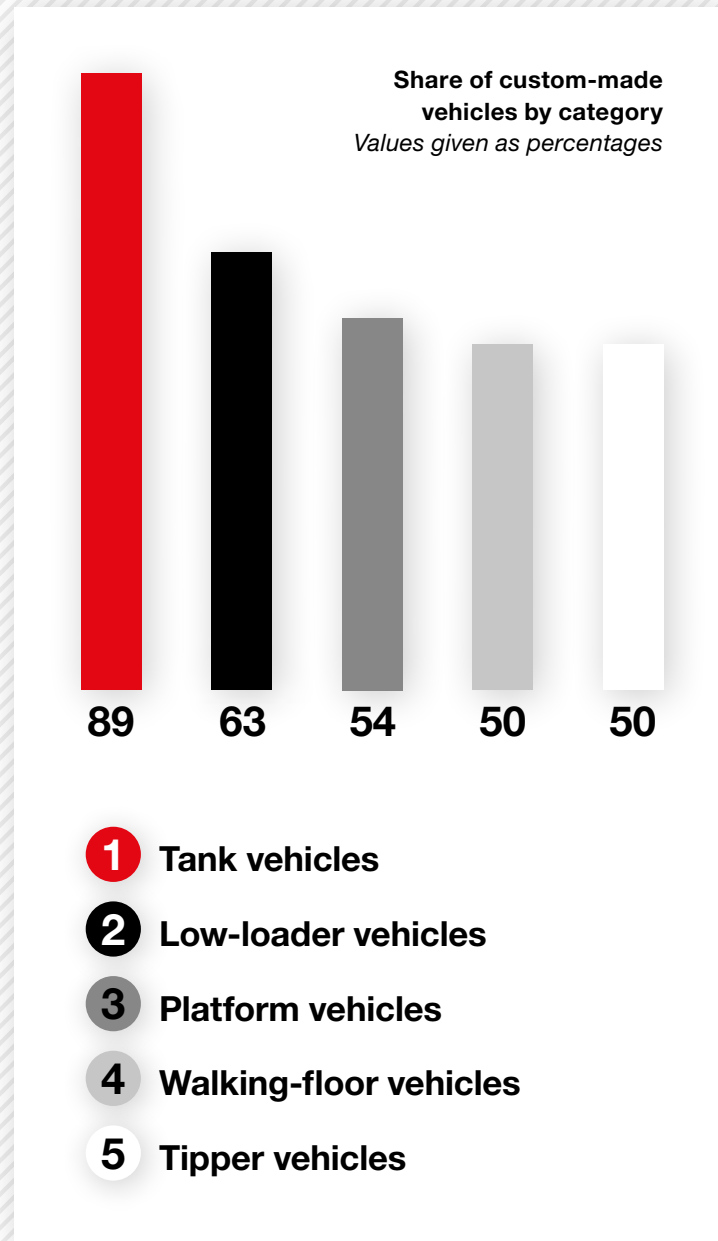
# Guaranteed Added Value.

Longer service life, reduced fuel consumption, a higher cargo capacity, lower maintenance costs, intuitive handling and improved safety for the driver are all part of this. After all, we know one thing for sure: The trailer is the basis for value creation.

 <p>Tipper vehicle</p>	 <p>Walking-floor vehicle</p>	 <p>Platform vehicle</p>	 <p>Low loader</p>	 <p>Tank vehicle</p>
<p><b>60</b> extra minutes per day</p> <p>Unloading time reduced by 6 minutes, 10 unloading cycles per day</p>	<p><b>3 weeks</b> added to annual operating time</p> <p>15 minutes saved per unloading, 2 unloading cycles per day = 2.5 hours per week x 50 weeks = 125 hours per year, roughly equivalent to 3 working weeks</p>	<p><b>1,000</b> kg added to payload</p> <p>Dead weight reduced by 1,000 kg thanks to lightweight construction</p>	<p><b>Payload</b> of up to <b>60</b> tonnes</p>	<p><b>10</b> minutes saved on drainage</p> <p>thanks to the unique double-wedge cylinder design of the container</p>
<p>Turnover increases by <b>EUR 15,000</b></p> <p>250 additional trips per year with a turnover of EUR 60 each</p>	<p>Turnover increase by <b>EUR 9,000</b> per year</p> <p>125 hours per year at EUR 72/h</p>	<p>Increased turnover by <b>EUR 5,000</b> per year</p> <p>1 tonne per load increases turnover by EUR 20, 250 days x EUR 20 = EUR 5,000</p>	<p><b>60</b> tonnes</p>	<p><b>EUR 13,000</b> added to turnover each year</p> <p>30 minutes saved with 3 drainages a day = 2.5 hours per week x 52 weeks = 130 hours x EUR 100</p>
<p>Fuel consumption reduced by <b>1,792 l</b></p> <p>For covered vehicles, 80,000 km mileage per year, 32 l average consumption, annual consumption 25,600 l, 7% reduction according to wind tunnel measurements</p>	<p><b>200</b> kg more cargo per trip</p> <p>Reduction of dead weight by 200 kg, thanks to lightweight/aluminium frames</p>	<p><b>125</b> hours of additional time per year with quick slider</p> <p>6 minutes saved during every loading/unloading cycle, 5 loadings and unloadings a day x 30 minutes x 5 working days = 2.5 hours per week x 50 weeks per year</p>	<p><b>&amp;</b> fast safe</p> <p>Perfect load safety thanks to many lashing options.</p>	<p><b>100</b> percent drainage</p> <p>No residual amounts in double-wedge cylinder vehicles with inclined floors (6.5 degrees at the front and 1.6 degrees at the back)</p>
<p><b>6%</b> more tipping stability</p> <p>Construction with centre of gravity lowered by 90 millimetres</p>	<p><b>6%</b> more tipping stability</p> <p>Construction with centre of gravity lowered by 90 millimetres</p>	<p>Diesel consumption reduced by <b>768 l</b> per year</p> <p>120,000 km mileage per year, average consumption 32 l, annual consumption 38,400 l, 2% saving</p>	<p><b>40%</b> longer operating times</p> <p>Reduced number of empty runs thanks to extended application options and intelligent configurations.</p>	<p><b>40%</b> longer operating times</p> <p>Reduced number of empty runs thanks to extended application options and intelligent configurations.</p>

# Customised to Industrial Standards.

Two thirds of our vehicles are tailor-made to be-spoke customer requirements. This ensures that they are adapted to their operating conditions in the best possible way. Productivity and efficiency in operational use increase. Construction and production thus come with components that you cannot find on any price list.

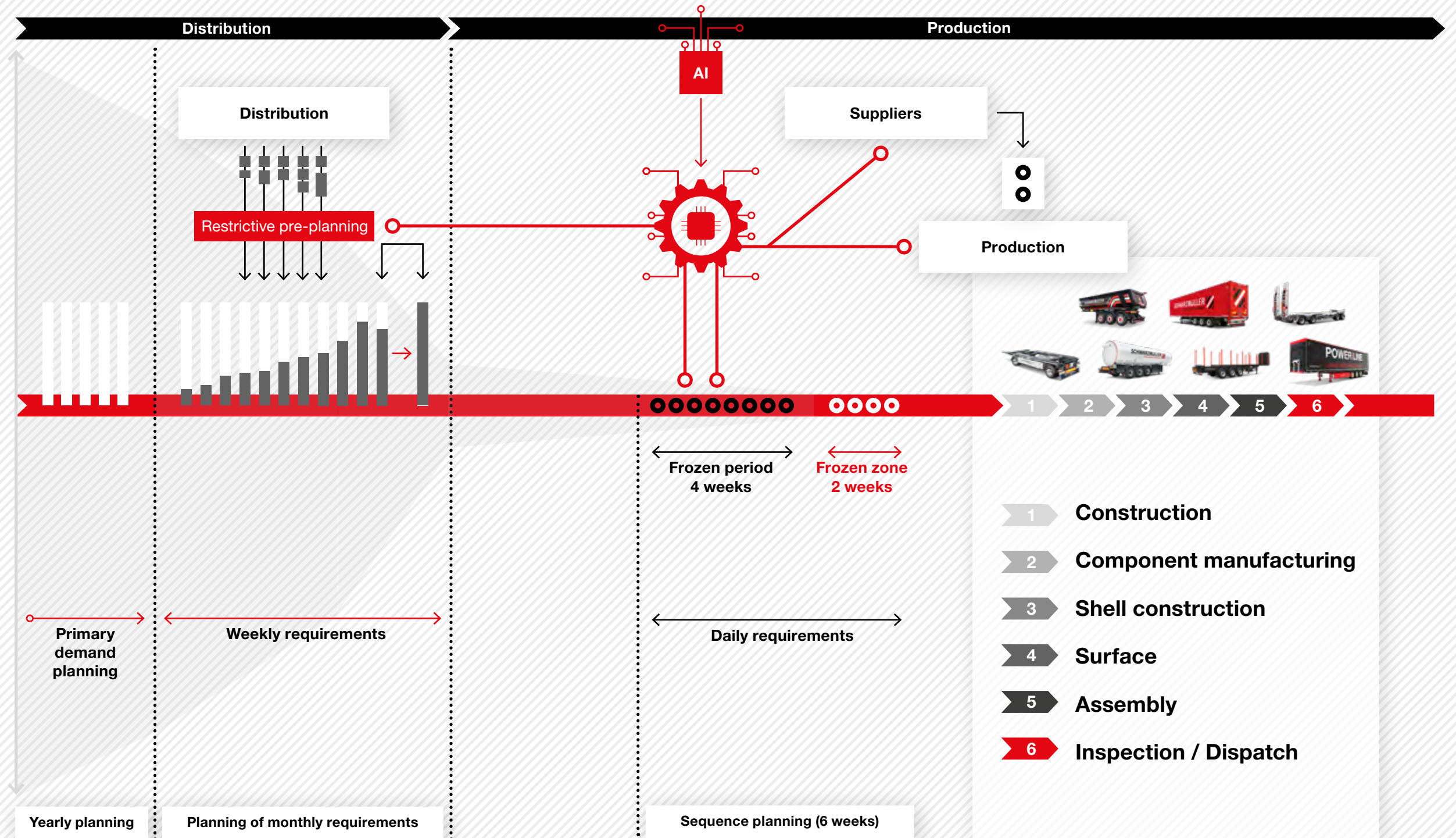


Share of custom-made vehicles by category  
Values given as percentages



# Line Production Controlled by AI.

Schwarzmüller manufactures its extensive product range using sequenced line production, making it possible to deliver customised vehicles within standard delivery times. To determine the optimised vehicle sequence on all production lines, the digital control centre runs through 144,000 work schedules per day. The results: Increased efficiency by 20 percent, more than 90 percent on-time deliveries, reduced lead times by up to 50 percent.



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