

# Muhhhus



# THE

HERITAGE

"For over fifty years, since the takeover of our father's workshop, my brother and I have been working together – in full agreement on every subject and goal. Without his effort and trend setting inventions, our trailer building business would never have become what it is today."

Quoted by Otto Kässbohrer from the book 'Otto Kässbohrer in seinen Worten, in seinem Wirken, in seiner Zeit'



## "KÄSSBOHRER" – A NAME WRITES HISTORY

In 1893, Karl Kässbohrer founded his Wagenfabrik in Ulm. It was the beginning of motorization era. By that time, the first Kässbohrer motor vehicle had already been produced in 1907.

In 1922, after the death of the founder Karl Kässbohrer, both sons, Otto and Karl took over the company. Karl Kässbohrer Junior specialized in the development of trailers, tippers and tank vehicles.

In 1923, the first vehicle with a freight capacity of up to four tons left the former workshop.

Through the first inventions and vehicles of the young company, the entire commercial vehicle division was born – ergo our present-day company in Ulm, Kässbohrer.



The first Wagenfabrik in Ulm (1922)



"Our name was shown at the motor vehicle exhibition for the first time. We were quite proud by the achievement of our tippers and trailers. Our skilled workmanship and progressive engineering provided our vehicles a remarkable reputation."

Excerpts of the exhibition report of the Cologne motor vehicle exhibition in 1927, from the book "Otto Kässbohrer in seinen Worten, in seinem Wirken, in seiner Zeit"



## KÄSSBOHRER – PIONEERS IN VEHICLE CONSTRUCTION

Generations of transport companies associate the name Kässbohrer with innovative technological solutions in vehicle construction.

The foundations for Kässbohrer to become one of the leading commercial vehicle companies were laid very early on. For over 125 years, we have been fulfilling and exceeding the expectations of our clients.

# **ENGINUITY SINCE 1893**

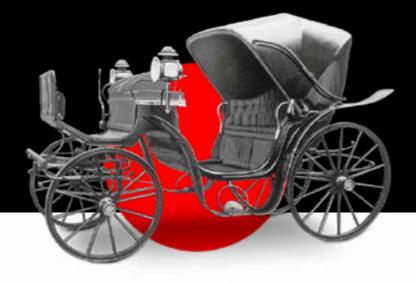
International markets change and different sectors have complex demands. We find the best solution for each mode of transportation - in Europe and around the world.

Inspired by our company's heritage, we have derived clear principles and defined the core of our self-image as: Enginuity.

Pairing modern 'Engineering' with 'Ingenuity' - the inventive spirit.

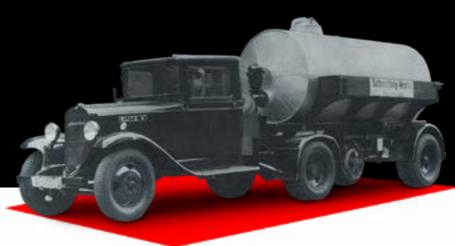








# POWER OF **ENGINEERING**



1893

WAGENFABRIK

IN ULM

Karl Kässbohrer, the Wagnermeister, founded his Wagenfabrik in C 121, am Lautenberg, Ulm – in the beginning of the motorization era. The first Kässbohrer motor vehicle had already been produced by 1907.

1928

**FOCUS ON BUS. TRAILER &** 



Karl and Otto Kässbohrer decided to concentrate on bus, trailer and upper body production, following the purchase of the frame-and-bodyconstruction company "Ulmer Karosseriefabrik Neuer & Thieme". They received their first big export deal to Turkey in 1929.

1934 WERK ULM **EXPANDED** 



Along with the production of the first low-bed with 12 ton capacity, Kässbohrer Ulm factory in Peter-Schmid-Straße underwent a considerable expansion in order to meet the growing demand. Between 1934 and 1939, the staff number increased from 300 to 1,000.

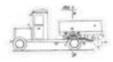


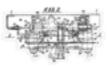
1923

THE VERY FIRST

**TRAILER** 

In the aftermath of Karl Kässbohrer's early death in 1922, his sons, Karl Jr. and Otto Kässbohrer has took over the management. They started to produce the first 2 x 4 axle trailers.







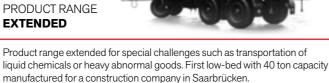
1931

PIONEERS IN

**VEHICLE CONSTRUCTION** 

Starting to build the first tank semitrailers in the early 30's, Karl Kässbohrer applied for two patents in 1931 that changed the course of vehicle construction. One of Karl Kässbohrer's patents was about semi-trailer coupling, which was so reliable and low-maintenance that it paved the way to 3-axle semi-trailers. Kässbohrer coupling changed the course of whole transportation industry.





1948

MENDING

**BROKEN PIECES** 

After the "Stunde Null" in May 1945, production started to pick up in 1947 with limited numbers. In 1948, Kässbohrer was back in the Automobile Show in Hannover with full product range, including curtainsiders and isolated box trailers. Also a new tipper model with compressor was presented at the show.



**REACHING OUT** TO NEIGHBOURS

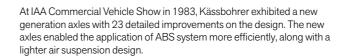


Kässbohrer started long-term investments to neighbouring countries, such as in France with Kässbohrer France S.A.R.L. and Kässbohrer Austria GmbH in Austria. Along with geographical expansion, production capacity increased near Ulm by the acquisition of commercial vehicle producer Hummel in Ehrenstein. Consequently, production lines rearranged in consideration of newly available capacity, as well as product segments' specific needs.

## 1983

**NEW GENERATION** 

**READY TO ROLL** 





1953

HYDRAULIC TIPPING SYSTEM

INTRODUCTION

In October 1953, the first silo semi-trailer with hydraulic tipping system was introduced to the sector. The positive market reception led to further product development for higher volumes. By 1955, tipping silo had its own dedicated production line in the Kässbohrer factory in Ulm.

1973

ADAPTING

**TO CHANGE** 

Karl Kässbohrer passed away on April 29<sup>th</sup> 1973. Furthermore the company had to adapt to new business reality, due the oil crisis, with its product range. A new generation of curtainsiders, "Transrational," was introduced to the market with light construction that became the most preferred vehicle for long-haul transportation.



# ENGINEERING PAIRED WITH **INGENUITY**

**ENGIN**EERING **ENGINUITY** INGE**nuity** 





1993

CENTURY OLD **SUCCESS STORY** 

As Kässbohrer celeberated its 100th anniversary, within the next 10 years, the group disintegrated into several divisions according to business units. The century old success story stayed hidden in the shadow until the 2000's as new investors embrace and preserve Kässbohrer heritage.



2006

PRODUCTION EXPANSION IN SPECIAL SEGMENTS

Tank and silo production modernization took place in Adapazarı plant. Consequently, production capacity for tank and silo was expanded. By 2008, standard low-bed production line was reorganized to meet growing global demand.



2012 **EFFICIENCY** 

WITH AUTOMATION

Adapazari plant production capacity reached 20.000 units as a result of production automation.



The Kässbohrer Tank and Silo division was purchased by Europe's leading trailer manufacturer Tırsan Solutions. Kässbohrer tank and silo production moved to plants in Goch, Germany and Adapazarı, Turkey.



Kässbohrer initiated a substantial investment program in research and development capability to boost progress further. By 2011, the new prototype test and validation centre gathered the fruit of its effort for customized solutions, rapid prototyping and swift delivery.

2015



By 2015, Kässbohrer has become the fastest growing trailer manufacturer in Europe. With a customer base in over 55 countries, the hallmark of Kässbohrer's success was and remains its close cooperation with sales and service partners for customer satisfaction.



Staying true to Karl Kässbohrer ethos, Kässbohrer won the Trailer Innovation 2017 Competition in safety category.



1893 - 2018







RAILER

Kässbohrer has received one 1st place and two 2nd place awards in Trailer Innovation 2021. Kässbohrer proudly is the winner in the category "Component" with its Multifunctional rear underrun protection device RUPD-5K1, which has taken the second place in the category "Body" with first and only 45 ft. Coil Swap Body K.SWAU CC and has taken the second place in the category "Smart Trailer with K-ADAS, Kässbohrer Advanced Driver Assistance Systems.

2022

**TOGETHER** 

**TO THE NEXT 125 YEARS** 

At IAA Transportation 2022 Kässbohrer emphasizes its sustained success achieved together with its customers, meeting their needs together with the competent localized organization, ever-expanding after-sales network as well as finance solutions with leading leasing companies.

Kässbohrer, with the widest range of vehicle innovations, won 2nd place of the pretigious Trailer Innovation 2023 awards in the category 'Safety' with its Integration Protection Device.



23 years after the company had ceased operations in Germany south western state Baden Württemberg and after 124 years, on 5<sup>th</sup> of July 2017 with the opening of its new production plant, Kässbohrer returned to its hometown Ulm.

2018

TRAILER INNOVATION





As a result of our engineering excellence, we have won Trailer Innovation 2019 in the category "Chassis" with our multifunctional container chassis K.SHG AVMH. By winning the same award in a different category with a different vehicle, we have proved our versatile innovation capability.

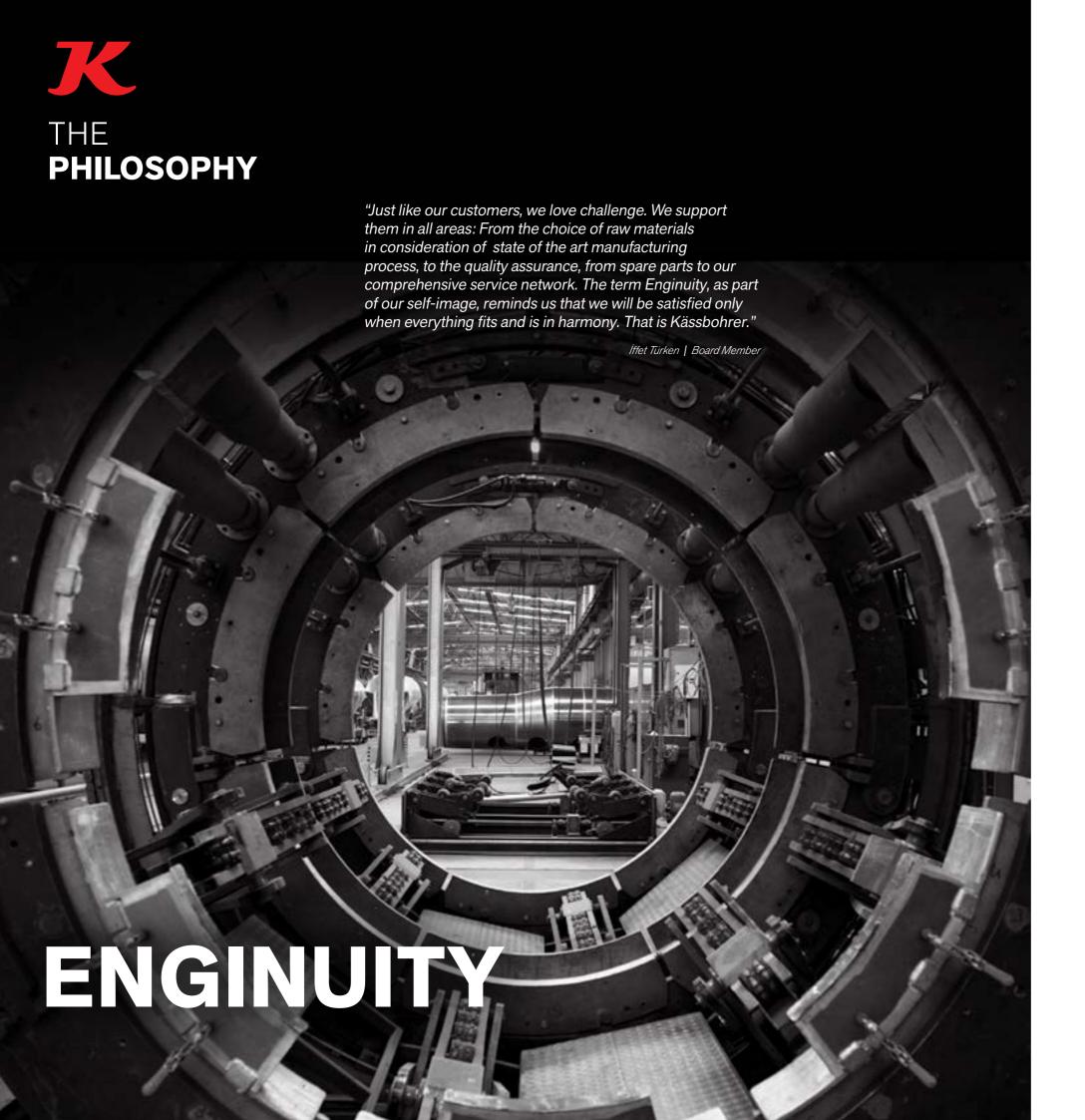
2021



After K-Italy and K-France, K-Spain and K-Poland strenghten Kässbohrer to meet the unmet needs of its customers.











# TO BOOST PROGRESS

Today we combine innovative power and quality that have marked out Kässbohrer for generations, with the experience acquired through our global presence. We place the research and development as our top priority which enables us to develop sustainable vehicles with high economic value and easy handling. The credit for our success mainly belongs to the R&D experts in our engineering team.

# FROM THE IDEA TO THE RESULT-DRIVEN SOLUTION

At our modern R&D center, we work with the latest technology and focus on developing our ideas, products and patents further. Here we set the standards for trailer industry. Not only the vehicles, but also our services are efficient and reliable. Our market research and product management teams identify customer specific needs and investigate the requirements of each sector. With this information, we develop vehicles that bring success to our clients in their business - today in over 55 countries.









### **MEETING ALL DEMANDS**

We manufacture 17 product families with 55 product groups and over 1000 unique products. Furthermore, to meet the future demand, our R&D team continuously researches and develops in all product groups. Yet that is not all: We offer a wide range of model options as well as numerous feature variations for all of our vehicles. Overall, these comprise over 800 models from which our customers can choose, which stands for Europe's widest product range in the sector!

We deliver our vehicles to many different markets. The feedback from our clients confirms the alignment of our product groups, as every sector and even every individual client is confronted with different challenges in its daily operations.

Not only we meet the demands of everyday operations, but also we anticipate the future trends to engineer products that will benefit our customers in the long run. To accomplish this task, we invest vigorously in our R&D capabilities further.

process, the vehicles as well as individual components undergo many different mechanical tests and virtual analyses.





# YOU HAVE THE CHOICE AMONG MORE THAN 1000 DIFFERENT PRODUCTS

#### PATENTED SAFETY WITH NUMEROUS OPTIONS

Our curtainsiders come in standard, mega, maxima, light, heavy-duty, air cargo, coil transporter, paper transporter, long heavy vehicles, and dolly models. Besides the different models, you can choose from numerous option possibilities. Whether intermodal configurations or double deck options - you decide what you require for your curtainsider. The light but robust chassis and KTL coating guarantee high life-long economic value.



## **LIGHT-WEIGHT WITH HIGH CAPACITY**

An extremely light-weight construction with a maximum loading capacity is what our clients desire and we gladly deliver in our platform family. Our KTL process also comes in handy here. In this product group, we offer you our models as light, jumbo or heavyweight, according to your wishes - with numerous feature variations and an extendable chassis.



#### THE COOLEST TRANSPORTATION

Engineered with your operation in mind, Kässbohrer reefer, K.SRI offers enduring performance for outstanding outcomes. Thanks to its composite GRP panel technology, which achieves the best ever insulation performance, and partition wall, you can use Kässbohrer reefer for multi-temperature transportations. Kässbohrer also provides maximum load capacity by offering double deck



#### **MORE OPTIONS IN HEAVY HAULAGE**

The more possibilities a heavy transporter can offer you, the more valuable it is. We produce extendable and non-extendable standard low-beds from three axles up to six axles. Hydraulic low-beds with extendable and non-extendable chassis from three up to four hydraulic axles. Low-loader series provide lower loading height and you can choose models with two or three hydraulic



#### SAFE TRANSPORTATION OF DANGEROUS GOODS

The transportation of dangerous goods is a particular challenge that we approach with a broad range of options. Our 28, 30, 32, 39 and 42 m³ tank semi-trailers are optimized for different requirements and manufactured from either stainless steel or aluminium. In addition, we offer you insulation or heating options depending on your cargo. Our special vehicles are delivered in compliance with ADR and ATP regulation, as well as HACCP standards.



#### **HIGH FLEXIBILITY THROUGH HIGH MOBILITY**

Through meticulous design and validation processes and skilled workmanship, Kässbohrer offers Trailer Innovation 2019 Award Winner Multifunctional Container Chassis K.SHG AVMH with novel octagonal central frame design in Category "Chassis" as well as its Container Chassis range of extendable or non-extendable chassis constructions that allow the transportation of all kinds of containers, even in narrow inner-city streets. The load is always optimally distributed and high maneuverability maintained.



#### FLEXIBILITY FOR HIGH PERFORMANCE

We are one of the leading European manufacturers of tipping and non-tipping silo semi-trailers. Kässbohrer continously invest its resources to carry the lightest silo title in the market. Our tipping silos consists of a five-step hydraulic cylinder, a lifting capacity of 150 bar pressure and a maximum loading capacity of 90 m<sup>3</sup>. Our tipping silos come in six different capacities such as 40 m<sup>3</sup>, 45 m<sup>3</sup>, 50 m<sup>3</sup>, 60 m<sup>3</sup>, 63 m<sup>3</sup>, 66 m<sup>3</sup> and 90 m<sup>3</sup>. Our non-tipping silos come in six different capacities such as 31, 33, 35, 38, 40 and 45 m<sup>3</sup>.



#### UNIQUE DESIGN FOR RELIABLE TRANSPORTATION

Kässbohrer offers steel and aluminum tippers for construction and agriculture sectors. Offered with 2 or 3 axles, Kässbohrer Steel Tipper K.SKS provides fast and secure unloading with its U-shaped unique upper structure design, one-touch paving brake system, and tilt alert system. Kässbohrer aluminum tipper K.SKA is able to endure harsh environmental conditions such as rough roads and severe temperatures while providing low tare weights down to 4.980 kg.



## DRY FREIGHT PLYWOOD BOX

### DEPENDABLE FOR **EFFICIENT OPERATIONS**

Kässbohrer Dry Freight Plywood Box K.SBT, Dry Freight Forced Steering Plywood Box K.SBT C and Dry Freight City Plywood Box K.SBT CS and Dry Freight Intermodal Plywood Box K.SBT T are ready to take your operations to the next level.



#### ENVIRONMENTALLY - FRIENDLY **TRANSPORTATION**

Kässbohrer produces highest-quality Curtainsider Swap Bodies, respectively K. SWAU C, K. SWAU C+, Light Swap Body K. SWAU CL that is the lightest Curtainsider Swap Body in the market with 7,2 tonnes of forklift axle load, and the only Light Coil Swap Body with 45 ft length K.SWAU CC.



### **RESEARCH FOR SUSTAINABILITY**

We are continuously investing in our research and development capabilities. Concept development starts at the very heart of customers operations – we listen closely and develop product ideas the markets ask for. Market research is followed by solution engineering -computer aided component and system simulations for the products. All of our prototypes are tested by an interdisciplinary team of experts. Thus we are able to develop complete solutions.

## **EFFICIENCY** THROUGH LEAN PRODUCTION

Modern series production reflects our competence to manufacture sustainable and reliable semi-trailers in our three production sites. We optimize the value chain processes and focus on to create value for our customers. Either individual configurations or standard solutions – our production planning is what makes us efficient and guarantees the ongoing customer satisfaction which is the only criteria we measure our success by.

## COOPERATION FOR MORE TECHNOLOGY

With our partners all around Europe, we co-develop new technologies together to enhance our product offering. For continuous improvement of our products, we work together with renowned research institutes in the automobile industry and all the acquired knowledge flows directly into the development of our products.





"In order to provide our clients the competitive advantage they need in their daily operations, we continuously optimize our processes, train our employees, invest in research and keep our production lean. At the center of our efforts, we always keep in mind the success of our clients."

Willy van der Velden I Quality Manager



#### Ulm Plant | Germany

Kässbohrer returned back home with its production facility investment in the Donautal district of Ulm. In addition to production, the Ulm facility operates as a sales and after-sales center, fully offering Kässbohrer's incomparably product range.



#### Goch Plant | Germany

Goch Factory, in operation since 2002 is one of two production facilities in Germany. Serving as the mair production and PDI center for Northern Europe, Goch Facility serves as after-sales and sales center for Nordrhein Westfalen Region.



#### Adapazari Plant Turkey

Adapazari is Kässbohrer's biggest production plant with a total production area of 365.000 m² and has a total production capacity of 20.000 units. Adapazari plant hosts R&D and prototype test centers on the campus. Last but not least, an area of 3.500 m² enables the production and testing of more than one prototype vehicle at a time.



# ADD VALUE INCREASE EFFICIENCY

Besides the continuous development of our production infrastructure, the production processes are constantly optimized and the production technology modernized. This Lean Production enables us to maintain the high quality and economic value of our operations.

# **EXPANSION FOR THE FUTURE**

Currently, we are manufacturing our vehicles at three. locations. The center of the Western European sales network is located in Ulm, Baden-Württemberg, and Goch, North Rhine-Westphalia. Our main production facility is located in Adapazari - with one of the most modern semi-trailer factories in Europe and high-performance R&D center.

Kässbohrer offers the best solutions to its customers. As an example, KTL technology with trielectron method is implemented in its production processes. The result is a better anti-corrosion performance compared to iron-phosphate-based cataphoretic painting. With a zinc-phosphate coating, we create the best conditions to provide durability and to guarantee ten years of corrosion resistance.





# PARTNERSHIP ENGAGED ACROSS BORDERS

All prospective and existing customers receive the personal consultation on-site that they expect – and also that little bit more.

Our customers place a lot of trust in our vehicles, as well as our company. Close cooperation with our dealers and service partners beyond borders is the decisive factor in our success.

In the upcoming years, we would like to present in more markets. Up to now, Kässbohrer Sales Network reached over 55 countries from Ulm to Seul.

# FULL PERFORMANCE – EUROPE-WIDE SERVICE

At Kässbohrer, a comprehensive and full-fledged range of services form the basis for customer support.

With our widespread service network, we can secure the operational readiness of your Kässbohrer fleet in Europe. With our on-site partners, we are lean and quick to serve as well as competent in execution. See for yourself!



## K-FINANCE KÄSSBOHRER FINANCIAL SOLUTIONS

Kässbohrer understands your business. Caring for our customers beyond the sale of a trailer, we understand the complexities of maintaining operations whether you have one Kässbohrer trailer or operate a fleet of them.

Kässbohrer in collaboration with leading leasing solutions partners offers financing options that address your needs.



## WITH K-ADVANCE CARE KÄSSBOHRER IS ALWAYS THERE FOR YOU

Today, we maintain a customer base in over 55 countries through our sales network. All prospective and existing customers receive the personal consultation on-site that they expect – and also that little bit more.

K-Advance Care, offers you full control of maintenance for your Kässbohrer semi-trailer guaranteeing uninterrupted performance all across Europe. All you have to do is to choose the all-inclusive K-Advance Care package that is most suitable for your operation and enjoy plannable costs and less downtime.

With flexible K-Advance Care packages, your Kässbohrer semi-trailer will be under full maintenance guarantee for a period of 24, 36, 48 or 60 months, or for an annual mileage according to your exact need.



# KÄSSBOHRER'S ROAD ASSISTANCE TO PROVIDE SOLUTIONS AT SITE

With a single phone number throughout Europe, you can reach Kässbohrer roadside assistance to accommodate your driver and organize the towing operation to the nearest workshop. Kässbohrer road assistance service is available in 23 languages and in 27 countries for your convenience.

With more than 12.000 service points within the network, depending on the recovery site, Kässbohrer Roadside assistance direct your driver either to the nearest Kässbohrer or other network service partners. For technical support just call Kässbohrer (+800 527 72 647 37// KÄSSBOHRER) – 24 hours a day, 7 days a week and we will take care of it!



# TAKE THE ADVANTAGE OF KÄSSBOHRER SERVICE QUALITY

We know your Kässbohrer semi-trailer and we will take care of it. Starting from 2, up to 4 years we offer extended warranty programs without mileage limits-to ensure our customers that we are looking after their investment at every step of the way.

To take advantage of the predictable maintenance costs and to maximize your vehicle's second-hand value, you can extend the warranty coverage for our curtainsider, box, reefer, platform, stainless steel tank, aluminum tank, silo and container chassis vehicles.

# OPERATIONAL EXCELLENCE IN SPARE PARTS

Kässbohrer's spare part operations are designed to provide to highest parts availability performance in the trailer sector.

Throughout Kässbohrer's authorized service network and in the 4 main distribution centers across Europe, Kässbohrer spare part team handles more than 100.000 parts monthly.

Incorporating latest technology in our operations, we are proud to offer 95% for fast-moving and 90% spare parts availability in stock, including original parts obtained from system partners and leading suppliers.

When a spare part is needed, our authorized service network and fleet owners can access to Kässbohrer Service Portal to search and reserve the parts to re-stock or to order to meet the urgent demand of Kässbohrer customers.

With 24 hour delivery service in several countries, such as in Germany, Kässbohrer guarantees that the delivery time will not exceed 48 hours for the parts in stock.

Completing Kässbohrer's widest product range in Europe, our spare parts team goes the extra mile to keep your Curtainsiders, Silos or Low-Beds running - mile after mile.





# SUCCESS STORIES - EMPLOYEES

Kässbohrer has set new standards in the history of automobile engineering for over 125 years. Accordingly, we work to write further. It is the history of innovation and engineering excellence that bonds us together as a company which overcomes the challenges of a globalized world fully.

Today, people work for and with us across the globe. We thank our employees, who work for Kässbohrer in eight countries with the greatest of passion and drive in production facilities in three countries on three continents for the success of our company.

# OUR FOCUS THE CUSTOMER

Our employees are aligned according to our mission statement: All key performance indicators and processes are developed to maximize the value for our customers. Our approach is embraced by all divisions and positions — from management to production, from administration to customer service. We focus on every detail to develop best solutions for our customers. We set new standards for the entire sector and just as Karl Kässbohrer, we never settle with what has already been accomplished. For our customers, we continue to take heavy commercial vehicle technology to a new level.

Trust in ENGINUITY since 1893.





Kässbohrer reserves the right to alter the product specification. Visual and technical data subject to change according to vehicle configuration. Kässbohrer Sales GmbH **Ulm** | Im Katzenwinkel 5, 88480 Achstetten, Deutschland | T +49 (0) 7392 96797-0 | F +49 (0) 7392 96797-67 **Goch** | Siemensstraße 74, 47574 Deutschland | T +49 (0) 2823 9721-0 | F +49 (0) 2823 9721-21 | E info@kaessbohrer.com | www.kaessbohrer.com

Kässbohrer

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Enginuity, since 1893