

Freinberg, March 2022

Europe's largest niche manufacturer

More than 150 vehicle types share a single purpose: Helping ambitious transport service providers become more productive! That is the core competence of the Schwarzmüller Group.

The Schwarzmüller Group with headquarters in Freinberg near Schärding (Austria) is one of the leading providers of towed commercial vehicles in Europe. As a pioneer of innovation and technology, the company sets industry-wide standards and offers its customers individual transport solutions in demanding industries. Together with its subsidiary Hüffermann Transportsysteme, the company manufactures more than 10,000 trailers and lorry superstructures for both the Schwarzmüller and Hüffermann brands at the parent plant in Freinberg (Austria) as well as at the three production facilities in Dunaharaszti (Hungary), Žebrák (Czechia) and Neustadt/Dosse (Germany) per year. The Group, which has 2,150 employees, generates a turnover of 409 million euro (as of 2021), yet another double-digit growth rate compared to the previous year (2020: 366 million euro; increase of 13 percent).

Successful in 21 markets

The Schwarzmüller Group has an international organisation in 21 countries in Central and Eastern Europe. It operates its own facilities in 12 countries and is represented by dealers in nine countries. The 100 percent subsidiary Hüffermann is European market leader for container transport trailers. In spite of its niche

strategy, Schwarz Müller currently is the market leader in five markets: Austria, Hungary, the Czech Republic, Slovakia and Switzerland. At the moment, the company's main focus lies on Europe's largest logistics markets, Germany and Poland, where significant market shares were gained in just a few years.

Europe's most diverse portfolio

Schwarz Müller manufactures 150 different types of vehicles. For the construction and infrastructure sectors, the company provides a full-range portfolio with more than 100 different trailers. The platform vehicles for long-haul transport offer industry-specific designs for the transport of paper, steel, or beverages. This variety means that trailers may be optimally adjusted to their operational environment, whatever it may be. In addition, 60 percent of vehicles have individual features that go beyond the price list. Custom-made designs are also possible. This way, Schwarz Müller is able to offer its customers a higher level of productivity than is achieved with standard vehicles.

Vehicles that set standards

Schwarz Müller sets standards when it comes to higher payload, longer operating times and safe and simple handling as well as the reduction of CO2 emissions in transport. Regular innovations in construction, metalworking and welding technology contribute to this. The Schwarz Müller trailers combine extreme robustness with a low tare weight and stand out for their intelligent configurations. The company has been a pioneer in lightweight construction for decades, and provides options for every product group that are up to 1,000 kilograms lighter than standard vehicles. More than two thirds of total sales consist of lightweight vehicles.

Most modern production facilities in the industry

In order to manage the complexity of its extensive range of products, Schwarz Müller has built the most modern production facility in European trailer construction. Following the reorganisation of 140,000 production processes, complex, customised vehicles can now be manufactured with standard lead

times. In a sequenced production flow, computers optimise the sequences on all production lines on a daily basis.

Continuous customer focus

Thanks to the international network of its own facilities, dealers and service partners, Schwarz Müller creates a continuous customer focus for the entire life cycle of its products. Customer services include maintenance, repairs and spare parts supply, one of the largest rental fleets in Europe and international used vehicle trade. The close ties to its customers help Schwarz Müller understand their requirements precisely and translate them into technical solutions. According to the self-image of the traditional family business, founded in 1871, successful customer relationships are also based on reliability and handshake quality.

Facts and figures (as of: 31 December 2021)

Year of foundation	1871
Company headquarters	Freinberg (Austria)
Company form	GmbH (company with limited liability)
Management	CEO Roland Hartwig CFO Michael Hummelbrunner
Employees	2,150
Turnover	409 million euro
International market development	21 countries
Own organisations	12 countries
Represented by dealers	9 countries
Own facilities	19
Production facilities	4
	Hanzing (Freinberg; Austria), Žebrák (Czech Republic), Dunaharaszti (Hungary), Neustadt/Dosse (Germany)
Distribution and service sites	15
Brands	Schwarz Müller, Hüffermann

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