

# OUR WAY

**CMT**<sup>®</sup>



# WELCOME TO QUALITY THE WHOLE WAY.

For over 20 years, CMT has developed truck beds that make transport more efficient. We help trucking companies get as much as possible out of each trip. We are specialists in high-tensile steel and innovative designs. And our customers notice the difference.

Although we have thousands of customers in the Nordic Region, our smallest customer is just as important to us as our biggest. We serve companies of all sizes, and offer both demountable beds and fixed-bed designs – all aimed at improving transport economy.

Every part of our business process is fine tuned to ensure that our products deliver what they promise. We have the competence that's required to achieve high quality in both manufacturing and materials, and it is all welded into a well-constructed organization. The entire production chain is housed under our own roof, as it been since the company was founded in 1989.





**WE MAKE CONTAINERS  
THAT DON'T EXIST.**

**SO YOU CAN ACHIEVE  
RESULTS YOU'VE NEVER  
SEEN BEFORE.**

There's a difference between product development for one's own profit and developments designed to increase the customers' profits. We work tirelessly to produce solutions that benefit our customers. Our designs are lighter and stronger. This means increased load capacity and lower fuel consumption.

We are delighted to have won the Swedish Steel Prize. However, our biggest reward comes Monday through Friday, when our customers call us to say that what we do is working well. That's what our job is all about. And this is perhaps the reason why we are one of our industry's most influential manufacturers, even though we don't make a lot of noise about it.



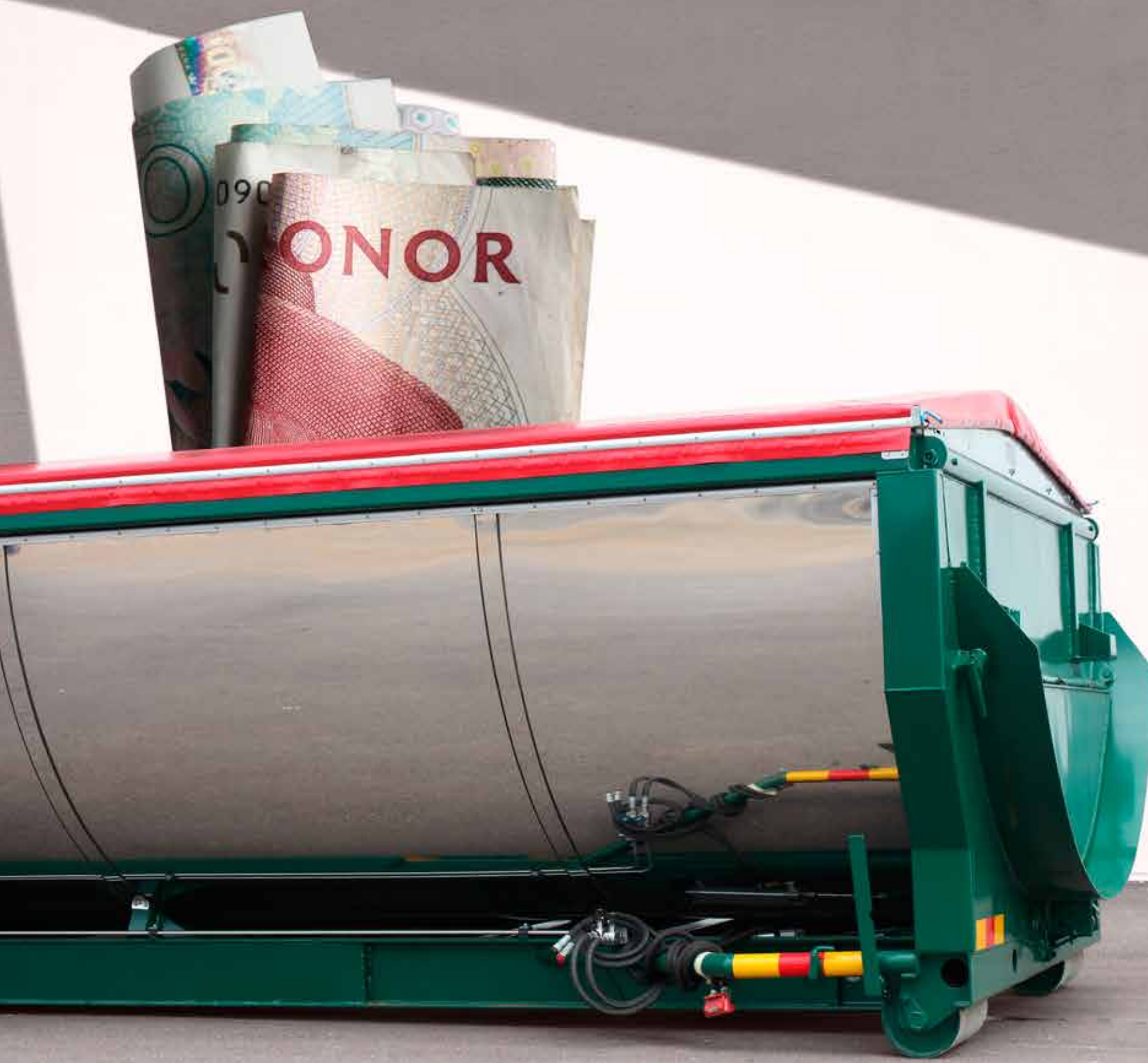
## EVERYTHING STARTS WITH A MARCUS.

If you want to make a difference for customers, you have to start at the right point. Since every freight hauler has its own circumstances, one can never assume that the same solution produces the same result. Our work always begins in our customer's daily reality. Together, we come up with the precise solution you need.

Most of what leaves our factory is essentially custom-made – in some cases, tailor-made – from the ground up. It's worthwhile starting at the right end. Just ask Marcus, or any of our other customers.

*“Our communication with CMT works really well. For example, we’ve talked about which steel plate thickness suits our operation best. And which accessories we need. With our new equipment – where CMT took care of the tipper construction on our truck and trailer – we can load five more tonnes. That’s a 15 per cent increase.”*

MARCUS ERIKSSON, CEO, SYDFLIS AB.



## THE RIGHT BED PAYS FOR ITSELF. AND PAYS YOU.

Margins can be thin in freight hauling, as everyone in the industry knows only too well. And not only when it comes to delivery times. In transport economy, it's more profitable to see a bed as an investment than as a consumable. Putting a bit more thought into it can make a big financial difference, both in the near and the longer term.

With our designs, you can load more and use less fuel, which means both increased revenues and lower costs. Overall, we estimate that your profits can increase by over 10 per cent. At the same time, more efficient transport yields a bonus for the environment.

According to our customers, increased load capacity can also have the effect of attracting new customers; their clients also see the benefits of maximizing every shipment.

## NO WORRIES.

Even if high quality leads to improved durability and reduces the need for maintenance, it's nice to know that you can get help quickly when it's needed. For that reason, we have offices in multiple locations around the country, and a variety of repair shops in both our own facilities and those of our partners.

To minimize lead times, we stock all the most common spare parts in our warehouses. And if you want to save time, you can also rent a truck bed from us.

Since the bed is an investment that should be profitable for a long time, we have even developed our own insurance policies for demountable truck beds. The high second-hand value of our products is also a reason for insuring them. You simply get more out of a CMT bed this way.



Tomorrow's cargo carriers are designed at CMT in Tjustorp, just outside Malmö. With offices in several countries, we can deliver quickly to a large part of Europe. You can see our product range at [cmt.se](http://cmt.se).

Just call or send a mail, and we'll explore how to increase the efficiency of your transport operations together.



*Containing the future*



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