

Press Release

It won't work in the long run without a trade show on site

Get together with Edscha TS at NUFAM 2021

With the SESAM CS-Slimliner SMALL, Edscha TS presents a perfect solution at the NUFAM 2021 in Karlsruhe, especially designed for small vehicles. For the first time after a long time due to Corona, Edscha TS will participate in a directly experienceable presence fair on site. Customers and employees are already looking forward to the trade fair feeling that has been missed for months, according to the company. Despite all the modern technology that Edscha TS is successfully using, many customers and employees are missing the "stable smell" of a trade fair event. One of the main reasons for this is certainly that the company works in a very "lively" industry in which direct face-to-face discussions are still the "basis for business".

Taking advantage of modern communication

Edscha TS is very consistently focusing on the developments in the field of modern communication technologies, which continue to grow very rapidly. For example, it has successfully presented itself at online trade fairs. Or the possibilities of communication via video were used very effectively. Conversations between customers and employees via applications such as Zoom or MS Teams have become standard. Technical questions are also increasingly being clarified via this channel. Even the use of augmented reality (AR) is now a topic.

From person to person

It is true that the "Corona issue" is still present in the minds of many people at the present time. For NUFAM 2021, however, Edscha TS is relying on the certainly courageous motto: "Just look ahead! We are - with all due caution - taking a full breath again. And invite our customers to do the same at NUFAM 2021!". At online trade fairs, it is true that one can get to grips with things very intensively. Presence trade fairs, on the other hand, can score as an additional plus with emotions and a very direct communication. Personal conversations from person to person are still irreplaceable when it comes to new contacts and intuitions. Just as perhaps the "from practice for practice" for soft top systems from Edscha TS.

Lightweight for more cargo

The focus of the trade show at Edscha TS will be the new SESAM CS-Slimliner SMALL. This soft top is the particularly light and compact "small" version of the SESAM Slimliner for light vehicles. The CS-Slimliner SMALL can fully exploit its strengths in the field of small light trucks up to 8 m in length. With its very low weight, it can easily carry up to 35 kg more payload. The system is also extremely adaptable. Vehicle

widths from 1600 mm to 2550 mm are possible. Thanks to a new, smaller end carriage (minus 120 mm), which has been specially optimized for small vehicles up to 8 m in length, an even larger loading opening is now possible. All of this results in a wide range of applications and functionality that is great to work with. In terms of investment, all SESAM versions offer an excellent cost/benefit ratio.

Versatility on site

In addition to the directly present CS-Slimliner SMALL, visitors to the Edscha TS booth can expect an overview of the current Edscha TS program. Edscha TS offers appropriate soft top solutions for almost every area of application. The range extends from systems for truck tops, tops for dump trucks to solutions for industry and agriculture or systems for railroads.

Exciting topics - face to face!

Edscha TS is already looking forward to informative and exciting discussions with its customers and interested parties. Visit us at the booth in hall 2, booth A217. The NUFAM 2021 in Karlsruhe goes from 30.09. - 03.10.2021. The fair points out that the prescribed corona rules must be observed.



CS-Slimliner Small

Contact Edscha Trailer Systems:

Mr. Roger Rimmel

Mail: Marketing@EdschaTS.com

www.EdschaTS.com

Member of VBG GROUP