

Winter 2016

# Connect

**AEBI**

**SCHMIDT**

## Street King 660

The new king of the streets



First class  
service

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Aebi goes  
electric

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Enter the  
dragon

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**DESIGNED FOR YOU | ENGINEERED BY SCHMIDT**

Brands of **ASH**



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**SCHMIDT'S SWEEPING  
TECHNOLOGY HAS BEEN  
SYNONYMOUS WITH QUALITY  
AND PERFORMANCE FOR OVER 60  
YEARS. THE NEW STREET KING 660  
TAKES IT TO THE NEXT LEVEL.**

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# SWINGOS AND ROUNDABOUTS



## RICHARD BRYANT ON ALL THINGS AEBI SCHMIDT

Welcome to the winter 2016 issue of Connect. I'm Richard Bryant, recently appointed Managing Director here at Aebi Schmidt UK Limited. I've been here since May and it's been a very intense, challenging but equally exciting time.

After spending many years in industries very similar to those where Aebi Schmidt's products work; such as the truck-mounted business and agricultural engineering, I'm proud to be heading the UK office of such a visionary company.

Aebi Schmidt has some exceptional products and this issue of Connect is packed full of great stories featuring them. In fact, I think we should call this 'The Innovation Issue' as we unveil not one, not two, but three different new products launching in the market. An excellent example of this is our new Street King 660 truck-mounted sweeper, designed and engineered specifically for the UK market and launched in July (Read all about it on page 04).

Another good example of the company's constant search for excellence is the launch of the TT281 Terratrak Slope Tractor, whose powerful and graceful design plus state-of-the-art features marks a true revolution in agricultural engineering (See page 06). But it's not all about our products; we also have some interesting stories featuring our employees, dealers and customers so you get to know more about what's going on within Aebi Schmidt UK.

I'm looking forward to continuing to learn about the company and working with our employees and dealers. I'm also looking forward to getting to know our customers and to reinforce our industry-leading after sales service through our company's Total Lifetime Care (TLC) ethos. After all, we are more than happy to go that extra mile if it means that a customer gets what they need, when they really need it.

Warmest regards, **Richard Bryant.**

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**NEW LAUNCH:** STREET KING 660

# THE <sup>👑</sup>KING OF THE STREETS

THE NEW GENERATION  
**STREET KING SK660**  
**SWEeper** HAS HIT THE ROAD



THE EAGERLY ANTICIPATED STREET KING 660 TRUCK MOUNTED SWEEPER WAS SUCCESSFULLY LAUNCHED ON 5TH JULY THIS YEAR.

THE NEW MACHINE HAS BEEN DESIGNED AND ENGINEERED SPECIFICALLY FOR THE UK MARKET.

**DON'T MISS  
OUT, TO  
BOOK YOUR  
DEMO CALL  
SCHMIDT ON  
01733 363 395**

"THE UK is one of the strongest markets in Europe for sweepers but it's also a very challenging market due to the mix of customers across several different sectors," says Richard Bryant, Managing Director. Richard explains that customers include local authorities, national road authorities, road surfacing contractors and private contractors. "Our challenge was to come up with one sweeper product that appealed to all these customers: we've now achieved this with the Street King 660."

The Street King 660 includes exciting and innovative features that make it powerful and efficient. Designed to fit any standard 2-axle chassis, the new machine is characterised by a high suction performance, a large-capacity hopper and a large water tank that allows longer operations and a high level of efficiency. Richard adds: "The Street King 660 has more hydraulic operations and an innovative control system that is unrivalled in the UK. The suction fan doesn't need daily cleaning and

the auxiliary engine meets Euromot 3b emission criteria that doesn't require post combustion additive."

The launch ceremony was made memorable by playing Aebi Schmidt UK's own version of the Mastermind quiz TV show. Paul Squires, the company's Financial Controller, launched the challenging questions to put Mike Moore, International Key Account Manager, through his paces on the history of Schmidt. Meanwhile, David Harvey, Technical Sales Manager was questioned about the technical aspects, features and benefits of the Street King 660. The participants gave a sterling performance.

An interesting presentation was given by Vince Dignam, Business Improvement and Performance Manager at City of London on how the city utilises its Schmidt Stratos winter maintenance fleet. This was followed by Phil Moon, Marketing Manager at DAF Trucks UK who talked about DAF in operation. Then came John Maree, Sales Manager at Aebi Schmidt's Telematics

Company who gave a presentation on how Telematics can work within the sweeper sector. Finally, Aebi Schmidt UK gave a presentation of the features and benefits of the Street King 660 and how ASUK will offer the new machine in the UK market.

Attended by almost 100 people, the launch took place at The Jaguar Land Rover assembly plant in Castle Bromwich, Birmingham. This gave attendants the unique opportunity to witness the launch of the new generation sweeper and also to tour the factory for an exclusive insight into the production process of the iconic Jaguar car, such as the Jaguar XJ and Jaguar F-Type models.

Interestingly, the site was first developed as Castle Bromwich Aircraft Factory, a shadow factory for the production of aircraft by the car industry as part of the re-army of the UK in the pre-Second World war era. It became one of the largest producers of aircraft during the war.



**DESIGNED TO FIT ANY STANDARD 2-AXLE CHASSIS, THE NEW MACHINE IS CHARACTERISED BY A HIGH SUCTION PERFORMANCE, A LARGE-CAPACITY HOPPER AND A LARGE WATER TANK THAT ALLOWS LONGER OPERATIONS AND A HIGH LEVEL OF EFFICIENCY.**



WHAT MAKES A PIONEER? IS IT THE VISION OF LEADING THE WAY AND BEING A TRAILBLAZER? OR THE ASPIRATION TO LEAVE YOUR OWN FOOTPRINTS INSTEAD OF FOLLOWING WELL-TRODDEN PATHS? FOR AEBI IT IS ALL OF THIS AND MORE.

# PIONEERING INTELLIGENCE, POWER AND PERFORMANCE

DON'T MISS  
OUT, TO BOOK  
YOUR **TT281**  
DEMO CALL  
AEBI ON  
01733 363 393

THE COUNTDOWN HAS NOW STARTED FOR THE OFFICIAL LAUNCH OF A NEW TERRATRAC SLOPE TRACTOR. THE NEW TERRATRAC'S POWERFUL, GRACEFUL AND REVOLUTIONARY DESIGN IS GOING TO CAUSE A BIG STIR. TRUST US, 109 HP HAS NEVER LOOKED SO BEAUTIFUL.





MANY years of experience and feedback from our customers have gone into developing a new type of operating concept; so expect flawless handling. The front hydraulics can optionally accommodate various attachments and an optional reversing gear delivers great flexibility. Compact and extremely agile, the new Terratrak can be manoeuvred with ease, whether on challenging steep slopes or in straight open spaces. Ease of maintenance has also been improved; all of the important components can be easily accessed at any time.

With individually programmable buttons, the drive lever is easier to use and multiple functions and actions can be triggered at the press of a button. This leaves the operator free to concentrate on driving. When the front linkage is raised, for instance, the all-wheel steering automatically switches on and the rear linkage goes up too. You can save this command once and then call it up automatically. It is that simple

## Ingenious operation

When it comes to operation, we are talking about intelligent technology that thinks for you. Pinpointing and ultra-quick control of the instruments with just one finger. How ingeniously simple is that? Changing direction quickly and easily without stopping? Not a problem. Just get in and drive off because thanks to the intuitive operation, time-consuming studying of manuals is no longer a requirement. The new drive lever with Smart Navigator is optionally integrated into the armrest and allows for a relaxed posture in any situation.

A new level of operation clarity is achieved via the display with an entirely new concept and reworked menu navigation. Only the information you actually need for working is shown on the display.

# 40

## YEARS OF AEBI TERRATRAC AND STILL PIONEERING

Few can claim to be true visionaries and pioneers but when it comes to agricultural engineering, that is exactly what the Aebi slope tractors have achieved. This year marks the 40th anniversary of the introduction of the first Aebi Terratrak, the TT77 machine, which came into the market in 1976.

Since then more advanced and versatile implement carriers have successfully been developed and today they are the ideal machines for use in both straight and sloping terrain. Terratrak carriers are lightweight, have a low centre of gravity and feature hydrostatic drive as well as identically-sized Terra tyres all around. Furthermore, they have attachment areas at the front and rear, making them useful in a wide range of tasks all year round.

## Smart, Intelligent and more flexible than ever

When it comes to attachments, the TT281 allows for maximum flexibility and can be tailored exactly to your needs. On the front linkage, it is possible to switch between categories I & II as standard. All equipment can therefore be driven with a front linkage. When you order a new Terratrak, you can choose the direction of rotation for the front PTO. If you need to change it after you have placed the order, it can still be done.

**Sustainability:** Saving while driving via the eco drive function. The motor speed is reduced while the vehicle speed remains unchanged. This results in lower fuel consumption and reduced noise level.

**Effective and sustainable:** The powerful stage IV motor has lower emissions than ever before. The new implement carrier features four driving modes: automotive, working I, working II and proportional. The flow of force between the drive and PTO shaft is prioritised to different degrees. Automatic Drive Control (ADC) ensures that the drive feed rate is even adjusted to the PTO required shaft output.

## Technology that thinks for you.

The intelligent hydraulics system only consumes the amount of hydraulic oil that the application requires, reducing fuel consumption without loss of performance. The fan intensity of the cooling system is controlled according to the thermal load in the vehicle. The reversible fan can change direction during operation. You benefit from a self-cleaning cooling system and therefore more available power.

The intelligent design allows for a 50:50 left/right and front/back weight distribution ensuring the maximum safety on a slope.

# “

**MOWING, MULCHING, PULLING, TRANSPORTING, LEAF-BLOWING, SWEEPING, SNOW CLEARING OR GRITTING, THE AEBI TT281 TAKES IT ALL IN ITS STRIDE. A SWISS ARMY KNIFE MACHINE: ONE IDEA, MANY SOLUTIONS.**

Find out more now at [www.be-a-pioneer.com](http://www.be-a-pioneer.com)

# ”

AEBI SCHMIDT PRIDES ITSELF IN PROVIDING THE HIGHEST LEVELS OF CUSTOMER SERVICE. AEBI SCHMIDT SERVICE ENGINEERS SUPPLY EXPERT ASSISTANCE QUICKLY, EFFECTIVELY AND WHEREVER IT IS NEEDED.

# FIRST CLASS **SERVICE**

**PETE READ IS A MASTERTECHNICIAN AT AEBI SCHMIDT UK, HAVING BEEN WITH THE COMPANY FOR ALMOST 25 YEARS.**



**TO MAKE  
A SERVICE  
BOOKING  
CALL  
01733 363 324**

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HERE, he tells us what life as a Service Engineer is really like. "As a Master Technician, my main responsibility is to work on all airport equipment as well as all other Aebi and Schmidt products. I also carry out operator and technical training.

"A typical day usually starts between 05.30am and 06.30am, depending on where I need to be. Where I go depends very much on what specific work needs to be done that day, which could be anything from a service or a breakdown to carrying out training. For instance, during the last two days I've been conducting a training called 'Train The Trainer'. I've been training a supervisor on the Schmidt Swingo sweeper so he can train the drivers on it.

"Usually the work is pre-planned and is sent out to me via our Navman System but I also have conversations with the Service Desk regarding what parts or information is required. "As a field engineer I'm responsible for my test equipment, parts and tools which I carry on my company van. I live in the Manchester area but I'm always on the road so, meals and home times are not always the same. But I'm used to it, I've been doing it for a long time and it's part of the job.

"Working on airport equipment involves both civil and MoD airports. Mostly I work around the UK and Ireland but I also travel abroad to attend equipment used by the MoD. With work I've been as far as the Falkland Islands in the South Atlantic Ocean. And last week I attended a breakdown in Cyprus for the RAF. "This is one of my favourite things about the job: being able to go somewhere different nearly every day and meet with different people."

“

**MY JOB HAS TAKEN ME AS FAR AS  
THE FALKLAND ISLANDS IN THE SOUTH  
ATLANTIC OCEAN.**

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## HOLLIES ENGINEERING – YEARS OF KNOWLEDGE & EXPERIENCE

Established in 2000 by Richard Sessions, Hollies Engineering is based in Exton, Southampton and provides high quality engineering work, including sale and maintenance of steep slope machinery and slurry handling equipment; repair of farm machinery and vehicles, fabrication and welding, lubricants, air conditioning servicing, diagnostics and next day parts delivery nationwide.

With a huge range of spare parts in stock, Hollies Engineering always aims to complete the job as quickly as possible. The company is happy to source whatever the customer needs if it is not in stock. Customers can buy spares and new equipment directly from Hollies Engineering as the company is an approved dealer for many leading manufacturers, including Aebi.

# STAR OF THE SHOW

## AEBI AND HOLLIES ENGINEERING AT THE ALRESFORD AGRICULTURAL SHOW

THE 2016 edition of this long running agricultural show took place at the beginning of September at Tichborne Park in Alresford, Hampshire. The show proved to be a great day out for the whole family with a packed programme of attractions.

“This was the first trade show where we had a stand,” says Richard Sessions, Hollies Engineering Director. “It was a good opportunity to get our name out there and to display some of the equipment we provide.” Richard explains that on the stand they had an Aebi TT211 specialised tractor for use in steep terrain and an Aebi CC66 motor mower as well as a range of slurry handling equipment.

“There were 150 trade stands, several of which displayed agricultural machinery. We had two TV sets on our stand, one showing Aebi’s ‘King of the Slopes’ video and the other showing slurry mixing equipment. The Aebi machines created a lot of interest at the show.”

The Aebi TT211 tractor features a powerful, energy-saving and clean turbo diesel engine compliant with Stage IIIB emissions standard and with outstanding



torque. It also features an ergonomically designed driver’s area with plenty of space, simple operation and new multi-functional control lever.

Even difficult operations, such as mulching with a flail mower or snow clearing with a cutter blower, are handled with great ease by this Terratrak machine.

The Aebi CC66 motor mower, which features a 23 hp engine, is a multi-purpose machine that can be used for the upkeep of grassed areas and open spaces, as well as for snow clearance work. The CC66 is a tough, easy to maintain, all-purpose fully featured single axle machine.

**TO FIND OUT MORE ABOUT THE AEBI RANGE VISIT [WWW.HOLLIESENGINEERING.CO.UK](http://WWW.HOLLIESENGINEERING.CO.UK)**

## ALL THE LUCK OF THE IRISH

**R D Mechanical Services** is Aebi Schmidt UK’s accredited partner in Ireland and Northern Ireland. The company, which specialises in equipment for the waste industry was formed in 1998 by Paul Adrain, Managing Director, and Stephen Wady, Director.

Al Calderwood, Sales Manager, joined them in 2001 after previously working for another dealer. “Our joint involvement with Schmidt goes back well over 30 years, to the old Street King Compact sweepers,” he says.

According to Al, the first Swingo sweepers for Belfast City Council were sold in 2001 and since then they have either supplied or been involved in the delivery of over 60 machines. “Over the years we have been involved mainly with Schmidt sweeper products but in 2015 we supplied two Stratos spreaders to Donegal County Council,” Al says.

R D Mechanical Services has sold Swingo sweepers to several other councils in this area including Armagh, Banbridge and Craigavon Borough Council; Antrim and Newtownabbey Borough Council, Newry, Mourne and Down District Council as well as Mid and East Antrim Borough Council amongst others.

R D Mechanical Services also offers maintenance, repair and servicing of all types of municipal vehicles and plant. The company has modern and well equipped workshop facilities in Newtownabbey.

### **R D Mechanical Services**

7 McKinney Road, Newtownabbey  
Antrim, BT36 4PE  
T: 02890 830 451

# THE APPRENTICE...

**20-YR OLD PAUL SCHLACHTER, AN APPRENTICE MECHATRONICS ENGINEER AT AEBI SCHMIDT IN GERMANY RECOUNTS HIS EXPERIENCE OF WORKING IN ENGLAND.**

"AFTER finishing secondary school and attending a specialist electrical engineering college for one year, I began my apprenticeship as a mechatronics engineer at Aebi Schmidt's St Blasien factory in September 2013.

"It was last autumn when, by chance, I learned that apprentices can also spend part of their training period abroad. Immediately I set out to find out more and discovered that funded work placement schemes were available each year in England, Italy and Spain. My heart was set on England for which there were only 18 places advertised to all industrial apprentices in the whole German state of Baden-Württemberg. I had already decided I wanted to spend some time working in an English-speaking country so, for me, this was not only a challenge but also the ultimate opportunity. "I spoke to my company and decided to apply. When my placement in England, specifically in the town of Torquay, was confirmed in January this year, I was beside myself with excitement.

"My training instructor at the time, Mr Schweizer, supported me with my application right from the outset. Being able to be absent from work for four weeks was not a problem and I also continued to receive my apprentice pay during this period. This was vital as I found England to be an expensive country. Through the company I also got additional insurance cover for other countries, which I very much appreciated.

## MY VERDICT

"I would definitely do this exchange again and can really recommend it to any of my fellow apprentices. I now feel much more confident with my command of English. "Finally, I'd like to thank all the people involved who supported my plans and enabled me to enjoy this valuable experience."

"The preparation phase then began. There were lots of documents and applications to complete but then, following a preparation seminar in Freiburg, where all the participants in the scheme met for the first time, the day finally came.

"Once I got to England, the first week was taken up by a language course. We were then assigned to do our work placement in companies that matched those we worked in back in our home country. In my case, I was assigned to Devon Garden Machinery (DGM).

"With 25 employees, Devon Garden Machinery is a relatively large business. The company repairs and sells garden equipment such as chainsaws, trimmers, lawnmowers and also large ride-on mowers. One of the reasons this place was interesting for me is that the company has Aebi machines in its range.

"At DGM we have always supported apprentices and it was great to have someone with Paul's background to join us, if only for a brief period," says Matt Pitocco, Marketing Manager at Devon Garden Machinery. "I hope that Paul's Aebi product knowledge improved whilst he was with us. It's always better to learn something in context and using hands-on experience. Maybe the next time he visits he can teach us more about Aebi machines than we can teach him about ride-on mowers."

## Devon Garden Machinery

Kerswell Gardens, Newton Road, Torquay, TQ2 7HX  
Tel: +44 (0)1803 872124





# AEBI GOES ELECTRIC

## THE NEW AEBI EC SERIES OF IMPLEMENT CARRIERS: 100% ELECTRIC AND 0% EMISSIONS

If you always do what you already can do, you will always remain what you already are. As a pioneer manufacturer of implement carriers for use on sloping terrain, Aebi is now embarking on a new era with the introduction of the EC170 and EC130 models. The company is also expanding the product range of CC, TT, TP and MT to include an agile, environmentally friendly, multi-talented machine which has powerful electric disc motors and can operate on the toughest terrain. The Aebi EC is a manned implement carrier (EC170) or unmanned implement carrier (EC130), with spring-loaded crawler tracks, 1,000 Nm of torque and a lifting force of 200 kg, which can be used on both sloping and flat surfaces.

"With the EC, Aebi is setting an important milestone for a successful future," says Marco Studer, Aebi Divisional Manager at the ASH Group. "A pioneer is always one step ahead of its time. Alternative drives undoubtedly represent the future. They are environmentally friendly, economical and highly efficient. Statutory exhaust standards, for example governing CO<sub>2</sub> emissions or particulate pollution, are becoming ever stricter. In addition, our customers are now more conscious of environmentally friendly technologies and the cost of maintenance. We also see a big opportunity for us to actively join in with the rapid pace of development in the area of electric motors, battery capacity and charging technology because, if you want to shape the future, you can't wait for tomorrow."



**“WE LOOK FORWARD TO AN ELECTRIFYING FUTURE AND THE START OF A NEW ERA AT AEBI, WHILE STILL RETAINING OUR TRADITIONAL VALUES.**

MARCO STUDER

”



### EXCLUSIVELY FROM AEBI – THE EC170 AND EC130

The Aebi EC is the result of a cooperative partnership between Aebi and Mattro, a company based in Schwaz, Austria. As a pioneer in the area of electric mobility and energy concepts, Mattro has been involved since 2006 in the development of environmentally friendly, electric mobility concepts to deliver a viable and sustainable future.

The Aebi EC machine is supplied with power by an efficient lithium-ion rechargeable battery and driven by two powerful electric disc motors. This enables a peak power output of 18 kW, with zero CO<sub>2</sub> emissions. The battery gives the machine an optimum low centre of gravity, which has a positive effect on the driving/working performance. The large contact surfaces of the crawler tracks and the low weight of the vehicle ensure low ground pressure and maximum off-road capability.

The attachments turn the Aebi EC into a true multifunctional machine all year round. Whether you want to perform landscaping with a mulcher and cutter bar, with a leaf blower and sweeping brush or do winter maintenance with a snow plough or snow cutter, the Aebi EC170 and Aebi EC130 can do it all.



**TWO NEW SCHMIDT AIRPORT MACHINES, THE ASC 990 AND THE WSP 6000, HAVE BEEN ORDERED BY DUBLIN AIRPORT, ONE OF THE FASTEST GROWING MAJOR AIRPORTS IN EUROPE.**

### **NORTH RUNWAY APPROVED**

Dublin Airport is also progressing its plans with approval for the new €320 million North Runway, which is essential to allow the airport to grow and help the future Irish economy.

The new runway development has the potential to open up connectivity to a range of long-haul destinations, particularly in fast growing economies in Asia, Africa and South America. Site preparation works are due to commence later this year with construction of the runway scheduled to start in 2017. The project will support up to 500 construction jobs as well as generating significant employment opportunities in the local supply chain for construction materials during the development period.

# MORE **SCHMIDT** KIT FOR DUBLIN

WITH a maximum sweeping speed of up to 40km/h and outstanding Glycol recovery capability, the ASC 990 will be used for collecting de-icing media from Dublin airport's runways, taxiways and stands.

The ASC 990 is the second machine of its kind to join Dublin Airport's fleet. This means that there are now about 500 of these machines located at hub, regional and military airports around the world since their inception in 1992. They are operating as far East as Shanghai Pudong International Airport in China; West at the José Martí International Airport in Havana, Cuba; the Falkland Islands in the South Atlantic and North in Norway. They are keeping key areas free of foreign object debris (FOD) and

preventing injuries to airport and airline personnel as well as damage to aircraft. Meanwhile, the WSP 6000 will be de-icing Dublin Airport's aprons. This machine, which has a maximum spraying width of 20 metres, will be the fourth of its type to work at the Irish airport.

In service around the globe since 1997, the WSP uses projection nozzles to distribute the liquid and achieving an optimum spraying performance (up to 50gr/m<sup>2</sup>) whilst working in all areas around an airport. A major benefit of this machine is that it is of a modular construction so it is available in different tank capacities (6,000-20,000 litres) and spraying widths (8-24m). The WSP is controlled from within the truck chassis

cab by Schmidt's market leading airport control panel, which is highly respected world-wide for its intuitive operation and large colour screen. All these features contribute to a highly accurate sprayer capable of being mounted onto a variety of carrier vehicles.

Dublin Airport recorded its busiest ever month in July this year when almost 3 million passengers flew through it. Passenger numbers were up 9% compared to July last year.

But not only that, the Irish airport was the fastest growing major airport in Europe in the first six months of 2016 according to new data from ACI Europe, the trade association for European airports.





# SWEEPING CELEBRATIONS AT HEATHROW

**HEATHROW AIRPORT HAS RECENTLY RECEIVED A BATCH OF SIX NEW SWINGO SWEEPERS. THE COMPACT, EFFICIENT AND VERSATILE MACHINES WERE DELIVERED IN AUGUST AND COMPLEMENT THE AIRPORT'S SERVICE EQUIPMENT FLEET.**

THIS is the third Swingo order from the airport giant, which this year celebrates its 70th anniversary. Happy Birthday, Heathrow!

This year marks 70 years of Heathrow, the UK's hub airport. Since opening its doors in 1946, over 20 million flights have taken off from Heathrow, flying over two billion passengers across the globe. New York, Dublin and Dubai have been the most commonly visited cities from Heathrow over the past 70 years. The airport is also home to more than 80 airlines connecting to more than 180 destinations.

To celebrate this important anniversary Heathrow has unveiled 70 unique platinum plaques, which are on show around the airport, each representing an iconic moment of British culture from the past 70 years.

## BEST AIRPORT AWARD

Heathrow has more to celebrate as in June this year it was named 'Best Airport With Over 25 Million Passengers' at the 12th Annual ACI Europe Best Airport Awards in Athens.

The Awards cover four traffic categories of airport and aims to recognise achievement in core activities such as customer service, facilities, retail, security, community relations and environmental awareness.



The plaques feature some of the world's most influential figures, from the Beatles to Her Majesty the Queen and the England rugby team.

Heathrow also released a special television campaign titled 'First Flight'. Chief Executive Officer John Holland-Kaye said, 'Heathrow has been proudly connecting the UK to the rest of the world for 70 years. Our campaign subtly celebrates the work that goes on behind the scenes by more than 400 organisations to make flight possible at Heathrow.'

"With millions of passengers travelling through it every year, we understand Heathrow's commitment to make every journey better for each passenger. We are proud to help Heathrow achieve that with our products, service and commitment. We congratulate Heathrow on its achievements during these 70 years and wish it all the best for the next 70!" said Mike Moore, Aebi Schmidt's International Key Account Manager.



AEBI SCHMIDT UK OFFERS INDIVIDUAL VEHICLE APPROVAL (IVA) TESTING FACILITIES AT ITS SITE IN PETERBOROUGH, CAMBRIDGESHIRE.

# TESTING TIMES

**INDIVIDUAL VEHICLE APPROVAL IS MANDATORY IN THE UK WHERE VEHICLES ARE BUILT FROM SCRATCH, REBUILT, RADICALLY ALTERED, RECONSTRUCTED (IN THE CASE OF A CLASSIC VEHICLE) OR IMPORTED.**

## **FIXED PRICES**

The IVA facility is currently available for two days per week. To find out more, or to book a test slot please call Aebi Schmidt UK's Service Department on 01733 363 397.

A fixed price cost offering structured around volume is available, which reduces the total cost of large fleet calibration. For more information please contact the ASUK Service desk.

"THE facility was originally installed for our own purposes but it soon became evident that we could offer the facility out to other organisations to get their own vehicles through the approval process. We are one of a handful of facilities in the East Midlands area capable of offering IVA facilities. We have a good relationship with VOSA and the inspectors" says Paul Bradshaw from Aebi Schmidt UK. Paul adds that the company has been offering this service for over a year now, mainly to commercial vehicle body builders. He adds: "The facility has proven invaluable to us and those who have used it and it has been relatively easy to integrate it into our existing facility. All a customer needs to do is call us to book a test slot and we do the rest. We can also offer our engineering services to carry out any minor modifications or adjustments that may be needed to ensure a vehicle passes on the day rather than the customer having to take the vehicle away and arrange a re-test"

Aebi Schmidt UK aftersales department offers much more than just service. First of all, is the Total lifetime care (TLC) programme. This is a unique sales and service programme, whose sole purpose is to help our customers maximise



**“ ALL A CUSTOMER NEEDS TO DO IS CALL US TO BOOK A TEST SLOT AND WE DO THE REST. ”**

the life and value of their equipment giving them complete peace of mind. Aebi Schmidt UK's dedicated team of fully trained in-house support staff ensure that all sales and service needs are met to the highest standards.

If you are looking for a specific service, there are a number of Maintenance Contracts designed to meet the needs of customers, ranging from a basic service-only arrangement through to a full repair and maintenance offering. It is important to ASUK that it works with customers to identify the right package for them based on a number of operational variables such as potential utilisation, operational conditions, Environmental factors, etc. This ensures the customers' fleet is maintained correctly, maximising uptime whilst minimising service cost.





# HEAD OUT ON THE HIGHWAY

WINTER IS APPROACHING AND IN ORDER TO BE ABLE TO DELIVER AN EFFECTIVE AND RESILIENT WINTER SERVICE TO ROAD USERS DURING THIS TOUGH SEASON, **HIGHWAYS ENGLAND** TAKES ADVANTAGE OF THE SUMMER MONTHS TO GET ITS WINTER VEHICLES READY FOR THE WINTER SEASON AHEAD.

AS well as receiving high level servicing the vehicles will be calibrated to ensure they meet road regulations. This includes painting and preservation works to mitigate corrosion caused by salt material. To achieve this, Highways England service provider contracts carry out an exhaustive maintenance service on the vehicles so these are ready for the winter battle. Amongst the vehicles being prepared are the Schmidt Stratos pre-wet salt spreader machines, which are part of Highways England's huge fleet of winter vehicles. Last summer over 300 Stratos vehicles were retrofitted with a new, advanced software system to significantly enhance the brine flow during winter treatments.

"It's hugely important that the spreaders are 100% ready before the winter season starts and Highway

England's practice is to run its spreaders through a pre-season maintenance programme and to ensure that they're in excellent working order," says Mike Moore, International Key Account Manager at Aebi Schmidt UK.

Highways England, which took over from the Highways Agency when it converted from a government agency to a government-owned company last year, reports good progress. According to the company's first annual report, the board has focused on three key priorities: to make the roads safer for all users, to improve the experience of all road users and to deliver the Government's five-year Road investment Strategy.

Highways England is responsible for managing England's motorways and major A roads, maintaining and modernising the strategic road network in order to keep traffic moving. It covers a road network of about 4,300 miles and while this represents only 2% of the roads in England by length, the network carries a third of all traffic by mileage and two thirds of all heavy goods traffic.

2015-16 was the first year of the company's five-year plan. During this time it invested £663m on asset renewals schemes and £1.1bn on asset improvements. It also opened five major projects to traffic including smart motorways and widening schemes. "Four million people use our network every day. We know they expect safe, reliable, and uninterrupted journeys. They also want better information to help decisions about their journeys and they expect us to manage roadworks better," says Jim O'Sullivan, Highways England Chief Executive.

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**DID YOU  
KNOW?**

The Dragon is on a demountable chassis so it can also be used as a gritter during winter, if required.

“

**IT IS SO GOOD THAT  
OXFORDSHIRE HAS  
SAID TO SKANSKA  
WE WANT ONE IN  
THE COUNTY ALL  
THE TIME.**

”



# ENTER THE DRAGON

**GOOD ROAD SURFACE QUALITY – SPECIFICALLY, REPAIRING POTHOLES QUICKLY AND EFFICIENTLY - HAS PROVENTO BE ONE OF THE GENERAL PUBLIC'S PRIORITIES WHEN CONSULTED BY LOCAL COUNCIL AUTHORITIES ABOUT THEIR SERVICES. AEBI SCHMIDT'S SR ROAD PATCHER, OR 'THE DRAGON' AS IT IS BEING CALLED, SHOWS IT IS THE RIGHT MACHINE TO DO JUST THAT.**

A recent highway management article published by professional weekly magazine Surveyor highlights how the subject of speed and efficiency of pothole repairs has shot through the roof and captured media attention and public engagement.

Schmidt's SR Road Repair Patcher series includes the SR 800, which can be mounted on a two-axle truck, while its larger counterpart the SR 1501 is suitable for trucks with at least three axles. The machine has been nicknamed 'The Dragon' by contractor Skanska, which brought the model to the UK after success in Sweden, as the boom arm that comes over the front of the lorry produces a flame to de-ice or dry out the road surface. The defect is then cleaned with compressed air and a thin bitumen layer is applied. This is followed by a mixture of aggregate and bitumen emulsion, which is kept in a tank on the vehicle. The repaired area is covered with a thin layer of pure aggregate. A mini roller attachment on the back can then be used to compress the repair.

Jonathan Clarke, highways maintenance manager at Cambridgeshire City Council, says: "We were able to get our rate down to about £15 m<sup>2</sup> on a pothole and that is compared to our starting point, which was very low comparatively nationally at about £28 m<sup>2</sup>. "We see the Dragon as a tool to follow our inspectors round to roads where they might find 20-30 potholes; the dragon can be in there the next week and go at a decent rate."

Meanwhile, Mark Kemp, deputy director – commercial at Oxfordshire County Council, says: "We are very impressed [with the Dragon]. We were doing 10-15 pothole repairs a day with the gangs. We were up to about 40 with the Dragon. It uses a hot material so it seals. It is like putting a mini surface dress patch on something. It is so good that Oxfordshire has said to Skanska we want one in the county all the time."

Note: The original version of this article first appeared in Surveyor, August 2016.

“

**WE WERE DOING 10-15  
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”



EAST RIDING OF YORKSHIRE COUNCIL – CELEBRATING 10 YEARS OF WORKING TOGETHER!

# A PERFECT PARTNERSHIP

“THIS milestone is a testament not only to the innovative and robust nature of the Schmidt Stratos salt spreader, but also the forward thinking winter maintenance focused nature of ERYC,” says David Harvey, Aebi Schmidt’s Technical Sales Manager. David explains that almost 10 years ago to the day, Mike Moore, then Area Sales Manager, delivered the first Stratos II Pre-wet 9m<sup>3</sup> spreaders to ERYC. At that time, the specification of these machines represented the best salt spreading technology in the UK, incorporating features such as Autologic GPS-based route guidance and automatic spreading, Thermologic road temperature monitoring equipment, and the state-of-the-art Schmidt CL control system. “As a result, the local authority has benefited from a decade’s worth of increased resilience, a reduction in salt consumption and increased road safety by keeping the roads of East Riding of Yorkshire free from snow and ice, all whilst demonstrating significant cost savings,” says David.

Ivan McMaster, Senior Engineer within the council’s Streetscene Technical Services Department, confirms that Autologic was a major factor in placing repeat orders. “The uniformity of spread we can achieve and Autologic’s auto-salting technology, greatly assists our ability to provide high levels of service delivery on a cost-effective basis.”

**THIS YEAR AEBI SCHMIDT UK WILL PROUDLY DELIVER TWO STRATOS II AND THREE STRATOS III SALT SPREADERS TO THE EAST RIDING OF YORKSHIRE COUNCIL (ERYC). THE DELIVERY IS MADE THE MORE SIGNIFICANT BY THE FACT THAT 2016 MARKS THE 10TH ANNIVERSARY OF THE PARTNERSHIP BETWEEN THE TWO ORGANISATIONS.**



The latest salt spreaders, which are mounted on Renault 6x4 and 6x6 26-tonne chassis and will be delivered this season, will take the local authority’s winter fleet to 21 units and make it a 100% Schmidt Stratos fleet. David says: “This confirms not only that the customer is happy with the equipment, but also that it has



confidence in the service team and the levels of after sales support being provided.”

David says: “The Aebi Schmidt UK team is extremely proud to be able to continue to support East Riding of Yorkshire Council, who has always been at the forefront for technological advancement and our investment into developing our products.”



**THE LOCAL AUTHORITY HAS BENEFITED FROM A DECADE’S WORTH OF INCREASED RESILIENCE, A REDUCTION IN SALT CONSUMPTION AND INCREASED ROAD SAFETY...**





WELCOME TO THE FIRST EDITION OF OUR NEW REGULAR COLUMN...



#### FEATURES OF THE ES CONTROL PANEL

- Frost-resistant colour touchscreen encased in a robust (IP 54 rated) housing.
- Ergonomic click-turn rotary controls for adjustment of spreading density, pattern and width
- Eight illuminated push buttons for primary and menu-dependent functions
- Menu-guided monitoring options for driver, supervisor and service personnel
- Performance data storage via USB flash drive
- Optional ThermoLogic temperature-dependent dosage
- Optional Autologic GPS automatic spreading system
- EN protocol and CAN bus technology
- GPRS data transfer modem.

# TALKING TECHNICAL



AEBI SCHMIDT UK'S TECHNICAL SALES MANAGER, **DAVID HARVEY**, WAXES LYRICAL ABOUT SOME OF SCHMIDT'S LATEST TECHNICAL INNOVATIONS.

IN this issue we're going to talk about the Schmidt EvolutionLine Control System, in particular, the ES Control Panel, as implemented in the new Stratos III salt spreader.

After feedback from our customers and the wider market we realised that, although the CL Control System is regarded as one of the most intuitive and easy-to-use systems available, a solution that meets all current and future operational requirements was still needed.

The EvolutionLine Control System comprises three levels: the ES, the EP and the EC product lines. Of these, the ES Control Panel represents the pinnacle of technology in terms of professional control solutions that enable our customers to meet all current and future operational requirements.

The ES Control Panel means increased safety and efficiency whilst enhancing operational flexibility in terms of further add-ons and future innovations.

We carried out extensive ergonomic winter service application trials of the ES Control Panel which resulted in the retention of the distinctive and much-favoured rotary controls and soft key button layout. These are similar to the previous generation of control system.

A modern, state-of-the-art control system means it is possible to integrate systems such as the Schmidt Autologic route guidance and automatic spreading, GPS, GPRS and Bi-directional communication, into one future-proofed platform.

The ES Control Panel has been implemented in the recently-launched Stratos III salt spreader, but can also be used in other Schmidt products such as the new SK 660 truck-mounted sweeper, snowploughs and other attachments.

This 'commonality across the Schmidt range' results in a number of important advantages: operator familiarity and user friendliness, increased reliability as well as accuracy and safety. Furthermore, it offers on-board diagnostics and a reduction in training requirements.

Our design brief was to construct a system which could be built upon; reducing in-cab clutter whilst also displaying as much information as the driver needs in a clear and concise way. The advanced nature of the ES Control System means that not only can the equipment be controlled in a precise and safe manner, but that the control panel also acts as the diagnostic, calibration and remote access service tool.

For technical advice call David Harvey on 01733 363 393.



**THE ES  
CONTROL  
PANEL ALSO  
ACTS AS THE  
DIAGNOSTIC,  
CALIBRATION  
AND REMOTE  
ACCESS  
SERVICE TOOL.**



## YOUR CONTACTS AT AEBI SCHMIDT

### Managing Director

Richard Bryant 07824 608239

### Aftersales Manager

Paul Bradshaw 07584 235184

### Service Manager Scotland

Donald Kerr 07970 125227

### Service Team

England & Wales Service 01733 363324

Scottish Service 0141 423 6002

UK Parts 01733 363336

### Area Sales Managers

Mark Howorth 07799 071611

David Carswell 07970 125206

Simon Stringer 07870 267209

Leigh Bottel 07970 125231

### Sales Support Manager

Katherine Daunt 01733 363395

### International Key Account Manager

Mike Moore 07748 931762

### Technical Sales Manager

David Harvey 07970 125210

### Northern Ireland Dealer

RD Mechanical Services Ltd

Alastair Calderwood 07973 114204

### Aebi Schmidt UK Ltd

Southgate Way, Orton Southgate,

Peterborough PE2 6GP

Tel 01733 363393

Email: [uk-sales@aebi-schmidt.com](mailto:uk-sales@aebi-schmidt.com)

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