

Summer 2017

Connect

AEBI

SCHMIDT

Blooming marvellous

More 'Kew'-dos for Swingo



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- EXTENDED WARRANTIES
- DIN PLATE AND HYDRAULIC WORK

FROM THE TOP



RICHARD BRYANT ON ALL THINGS AEBI SCHMIDT

A very warm welcome to our Summer 2017 newsletter in which we look at some of the latest developments and new business wins across the Aebi Schmidt product portfolio.

As our front cover and lead story shows, we were delighted to win the contract to supply a Swingo 200+ to world-famous Kew Gardens to help keep their 25km of paths free of debris.

And we have been equally delighted with the success of our new Street King 660 which has secured a number of prestigious contracts with a variety of customers, including Mick George Ltd and Luton and Manchester Airports.

Our Street King demonstrator is currently in high demand, so please get in touch if you would like to see for yourself just how good our new truck-mounted sweeper actually is.

When it comes to product innovation, we have been especially pleased with feedback on our new

EC range, all-electric, carbon emission-free all-terrain machines. We also have a fully operational demonstrator model of the EC130 at our Peterborough head office and would be more than happy to make it available to anyone who would like to give it a trial. Just give us a ring on 01733 363 393.

Although it's nearing the height of summer, it's not too early to be thinking about getting ready for those key autumn and winter tasks ahead. We are always on hand to provide you with all your pre-season servicing and calibration needs, and our highly trained technicians are only a phone call away.

Finally, I look forward to bumping into many of you at the Recycling and Waste Management Exhibition at the NEC in September. Please come along to the Aebi Schmidt stand where, in a stunning product line-up, we have the new Street King 660 on show. See you there!

Warmest regards,
Richard Bryant, Managing Director.

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BLOOMING MARVELLOUS

KEW GARDENS SELECTS SWINGO TO KEEP WORLD FAMOUS SITE CLEAN AND SAFE FOR VISITORS



WHEN THE INTERNATIONALLY-FAMOUS BOTANIC GARDENS AT KEW NEEDED A NEW SWEEPER TO KEEP THE 25KM OF PATHS CLEAN AND FREE OF DEBRIS, THE FINAL CHOICE CAME DOWN TO A SHORTLIST OF JUST THREE MACHINES.

But it was the Swingo 200+ from Aebi Schmidt which won the day, beating off all the competition thanks to its build quality, ease of operation, and its wide radius of sweep.

And so efficient has it proved since it began service in mid-March, that the world heritage site now needs to upgrade its paths' maintenance plan, as the Swingo 200+ has uncovered areas that require repair and attention but which had previously been hidden under leaves and other debris.

Tony Kirkham, Head of Arboretum, Gardens and Horticultural Services at Kew, explained how the iconic venue, which dates back to 1759 and houses one of the world's largest and most diverse botanical collections, came to opt for the Swingo.

"With 25km of paths, across 300 acres and around 1.7m visitors a year, it's a full time job to keep Kew clean and tidy.

"We went out to tender for a new sweeper and came down to a shortlist of three. However, after having demos of all the contenders, rather than going for the previous model we used, we decided to select the Swingo, even though it wasn't the cheapest - although it was still within our budget.

"But we were very impressed by the precision German build quality of the Swingo which was exceptional, the quality of the sweep and the suction power. It really stood out above all the competition," he said.

Kirkham said that the machine's ultimate operators played a key role in the decision and were instrumental in making the final choice.

"Under the Provision and Use of Work Equipment Regulations (PUWER), we were obliged to get our operators involved from an early stage to ensure that the machine was fit for purpose.

"Our operators – we have kept it down to just two rather than having multiple operators - immediately liked the comfort in the cab, the air conditioning, the soundproofing, the all-round visibility, and the ease of use of the controls," he said. And Kirkham explained that the Swingo's ease of maintenance was another bonus from the decision.

"The central auto-lube feature is a massive plus as it means that every key working part is being greased and saves us time and effort. It's also very easy to access the engine and the built in power washer keeps it clean between jobs.

"Also, the fact that it runs on normal

road tyres helps keep the cost of replacement down. Most urban sweepers have special tyres to withstand bumping up kerbs which are very expensive to replace. But we have no kerbs here at Kew and standard road tyres are ideal."

However, it was the Swingo's range of sweep and its tremendous suction power which has probably been its biggest advantage in keeping Kew paths cleaner than ever before.

The Swingo 200+ boasts a high hopper capacity and suction performance that operates at more than 8,600 m³/h, enabling it to sweep at high operating speeds and to collect large amounts of dirt, debris and leaves without any problems. This has unveiled areas of Kew paths that required attention which had never been noticed before.

The need for little training in using the Swingo has been another bonus, with an Aebi Schmidt trainer spending a day with Kew's two operators to make sure they were comfortable with the operation of the new machine.

And when the Swingo needed servicing, an Aebi Schmidt engineer was soon onsite to carry out the work. "He announced himself as our engineer and got on very well

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“ALL-IN-ALL, THE SWINGO HAS BEEN A SUPERB INVESTMENT AND ABSOLUTELY THE RIGHT DECISION FOR US HERE AT KEW.”

CONSTRUCTION INDUSTRY SUPPLIER, MICK GEORGE LTD, HAS TAKEN DELIVERY OF TWO BRAND NEW TRUCK-MOUNTED STREET KING 660 SWEEPERS FROM AEBI SCHMIDT TO TACKLE A NUMBER OF CLEAN-UP OPERATIONS THROUGHOUT THE EAST MIDLANDS AND EAST ANGLIA.

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RELATIONSHIP BUILDING

MICK GEORGE LTD IS RENOWNED AS A LEADING SUPPLIER TO THE CONSTRUCTION INDUSTRY, SPECIALISING IN AGGREGATE SUPPLY, WASTE MANAGEMENT, CONCRETE, EARTHWORKS AND DEMOLITION, AND IS REGULARLY CONTRACTED TO HANDLE CLEAN-UP WORKS FOR MAJOR PROJECTS THROUGHOUT THE TWO REGIONS.

Such projects typically involve the continual use of multiple construction vehicles, which often results in mud, stones and other debris being dragged from the project construction site onto the surrounding roads, affecting the local network and disrupting local traffic flows.

To combat the problem and limit the impact on local communities, Mick George Ltd selected two of Aebi Schmidt's revolutionary Street King 660 sweepers which, with their robust design, hard-wearing components and innovative features, are perfect for tackling tough, demanding jobs of this magnitude.



RELATIONSHIP BUILDING



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The Street Kings were fitted with two 16 tonne DAF Euro 6 LF chassis, which generate 230bhp and were supplied by Leicester-based Ford and Slater, the UK's largest DAF truck dealer group which operates 10 sites across the East Midlands and East Anglia.

Steve Halliday, sales manager at the Peterborough dealership of Ford and Slater which handled the sale, said: "We supplied two Euro 6 LF chassis to the Aebi Schmidt factory in Germany for fitting, confident that the Street Kings would do a good job for Mick George Ltd.

"Although they've only been in commission since the end of April, feedback from the drivers has been very positive and they have said that they especially like the features of the sweeping system," he said.

The robust design of the Street King 660 is partly down to the hard wearing components that have been integrated from other Aebi Schmidt equipment, including one of the UK's leading compact sweepers, the Schmidt Swingo 200+.

The Street King 660 also takes its inspiration from the Schmidt Airport Sweeper, the AS 990, which was designed with the fast and efficient cleaning of both air and land side operations for a variety of airport customers around the world. The amalgamation and integration of these proven components and designs has resulted in a tough and efficient truck-mounted sweeper that was very well suited to Mick George's clean-up needs.

The Street King 660 boasts an array of features that made it the ideal machine for the job. These include the high pressure water system, which can deliver up to 30 litres per minute at 200 bar through a high pressure front spray bar, the high-pressure suction nozzle-mounted spray bars and a hand lance located on the rear of the machine. Both machines were also fitted with optional rear door-mounted Wanderhoses with hydraulic assist to help the removal of coarse dirt and stones.

In addition to these features, the specification for Mick George Ltd included the Street King's unique rear roller brushes located behind the suction nozzles which



“ FEEDBACK FROM THE DRIVERS HAS BEEN VERY POSITIVE AND THEY HAVE SAID THAT THEY ESPECIALLY LIKE THE FEATURES OF THE SWEEPING SYSTEM. ”

ensure a full vehicle width mechanical sweep, even when turning. These rear roller brushes flick any debris that has been missed back in the path of the suction nozzles which not only facilitate higher sweeping speeds by up to 15%, but have also been proven to achieve a better surface finish.

The Street King 660 has already received widespread acclaim for its functionality, special features and stand-out USPs, which combine to provide lower operating costs and faster working times. It is also extremely operator-friendly due to the new state-of-the-art Evolution Smart (ES) control panel which makes the Street King not only easy to operate, but its simplicity keeps training to a minimum.

Richard Bryant, Managing Director of Aebi Schmidt UK, said: "Thanks to our excellent working relationship with local truck dealer, Ford and Slater, we are delighted to have been able to supply Mick George Ltd with our new Street King sweeper to help clean-up debris and other items around a number of key construction projects.



Newmarket operates two courses at a venue that extends to over 27 hectares: the Rowley Mile which is busy from April to May and again from September to October; and the Adnams July course which hosts the main events in June, July and August.

It's a major job ensuring the whole site retains its immaculate appearance, especially after the celebrated 'Newmarket Nights' which have attracted famous acts like Meat Loaf, Simple Minds and Tears for Fears – plus those sell-out crowds.

And with Olly Murs, the Jacksons and Little Mix all in the line-up for this summer, plus major racing events such as the QIPCO Guineas Festival, the QIPCO 2000 Guineas, the Darley July Cup and Dubai Future Champions Festival in October, it doesn't look likely that Newmarket Racecourses will be any less busy this year!

However, with eight grounds staff, four gardeners and a new Schmidt Swingo, this year's party and race-going fraternity are guaranteed a pristine-looking venue, regardless of the level of activity.

The man in charge of keeping everything in order is estates manager, Alan Hatherley, who said: "It's a huge job making sure Newmarket is in tip-top condition and its one in which the Swingo plays a pivotal role – be that sweeping the car parks, the roadways or the concourses. First impressions are vitally important and we want everything to be immaculate when our guests arrive.

IT'S A BIG CHALLENGE KEEPING TWO COURSES AND ALL THE GROUNDS AT NEWMARKET RACECOURSES CLEAN AND TIDY. BUT IT'S A RACE SCHMIDT'S RENOWNED SWINGO CLEANER IS CLEARLY WINNING AT A CANTER, EVEN AFTER SELL-OUT SUMMER MUSIC NIGHTS WHEN 22,000 PARTY-GOERS TURN UP!



SWINGO IS A REAL THOROUGHBRED

This is the first new Swingo that Newmarket Racecourses has owned outright, but the course has used refurbished and ex-demonstrator models in the past and is well accustomed to the advantages it brings.

"We have had Schmidt sweepers ever since I've been here, and I've been here since 2004," says Alan Hatherley.

"The Swingo is a great machine with a lot of very useful features, like the wander hose which is great for washing everything out when it's empty and the reversing camera to eliminate mishaps.

"It's also very useful that it can go on the highway from one course to another, as that means we can use it to clean both

sites very easily without having to load it onto a lorry to transport it.

"And the support and back-up I get from Schmidt is first rate. We are quite local to their offices in Peterborough and, if we have a problem, we usually have someone out inside a day, which ensures we keep downtime to an absolute minimum," he said.

So, if you are planning to go to Newmarket Racecourses this summer for either the racing or the music nights and are impressed by the immaculate appearance of the grounds, the people to thank are Alan Hatherley and his hard-working grounds staff - and, of course, the thoroughbred sweeping machine, the Swingo!

PART AND PARCEL

AEBI SCHMIDT PRIDES ITSELF ON THE RELIABILITY AND LONGEVITY OF ITS MACHINERY. BUT SHOULD THE UNFORESEEN HAPPEN, CUSTOMERS CAN BE CONFIDENT THAT THE COMPANY'S TOTAL LIFETIME CARE COMMITMENT IS AVAILABLE TO HANDLE ANY PROBLEMS AS QUICKLY AS POSSIBLE. PART OF THAT SUPPORT NETWORK IS THE AEBI SCHMIDT PARTS DEPARTMENT, BOTH HERE IN THE UK AND ON THE EUROPEAN MAINLAND, TO PROVIDE ALMOST INSTANT ACCESS TO ANY REQUIRED PART OR PIECE OF EQUIPMENT.

All new Aebi Schmidt products are supplied with a comprehensive 12-month warranty which ensures that all parts are repaired or replaced free of charge, other than for accidental or deliberate damage or normal wear and tear. The primary stores location in the UK is at the head office in Peterborough, with a satellite depot in Glasgow. At the same time, the Group central stores at Laatzen, Germany, near to Hannover airport, allow the movement of parts as required around the network.

Speed is guaranteed as the company holds the majority of spares locally and is able to ship on demand. Parts orders can be placed by 4pm and the required part can be with the customer the following morning via an overnight delivery.

Responsible for the smooth-running of the UK parts operation is Brian Hickey, Facilities, Parts and Purchasing Manager. Reporting into him is a team of four: parts desk supervisor Wes Cripps, two parts desk advisors: Simon Thomson and Damien Tyner, and storeman, Kestas Kaminskas. Between them they have over 30 years' experience in identifying, handling and shipping parts, not just around the UK but wherever they are needed around the world.

"That experience is vital," says Brian, "as it provides us with the authority and expertise to readily identify what a customer may need to ensure their equipment is back up and running as quickly as possible."

“ WE CONSTANTLY ENDEAVOUR TO PROVIDE THE KEENEST PRICING FOR OUR CUSTOMERS... EACH PART IS ANALYSED TO IDENTIFY ITS POTENTIAL DOWNTIME RISK. ”

PARTS PORTAL

Aebi Schmidt's commitment to parts perfection never stands still. The latest development for the benefit of customers is a new password-protected online parts portal, which is available on demand.

The new portal is essentially an online parts showroom with direct access to all relevant literature relating to Aebi Schmidt products, plus a secure interface for customers to place parts orders electronically 24/7, as well as checking parts pricing and availability.

In the unlikely event of a supply issue, parts can also be sourced direct from the manufacturing plant, which also has a local sales organisation, on an urgent basis.



Ready to serve: The Aebi Schmidt parts team

As soon as the parts department receives a customer enquiry for a new part, checks are made to ensure the required part is in stock before the order is placed on the system. The order is then released to the stores for stock picking before the part is packed, dispatched and invoiced – a process that works like a well oiled machine.

If the part isn't immediately available in the UK, then the European stores at Laatzen are contacted to source and send it as quickly as possible, often by next day delivery – a process which is helped by the proximity to Hannover airport.

Important assemblies are also stocked at Laatzen to assist in reducing the amount of downtime that a customer might encounter in trying to rebuild items themselves, should the need arise. Alternatively, in the UK, Aebi Schmidt can source from suppliers that meet its stipulated selection criteria in accordance with internal guidelines.

Suppliers are selected on the basis that they meet ISO9001/ISO14001 requirements or whether they have been used consistently in the past and there is historical data to back this up.

THE WELSH GOVERNMENT'S DEPARTMENT FOR ECONOMY AND INFRASTRUCTURE HAS JUST TAKEN DELIVERY OF TWO SPECIALLY CUSTOMISED STRATOS COMBI SPREADERS FOR ITS WINTER SERVICE NEEDS, BOOSTING ITS WINTER SERVICE FLEET TO 33 VEHICLES.

Did you know

Particularly hazardous spots can be set to automatically receive additional salt and liquid and even if the driver isn't familiar with the route, the system ensures the treatment is carried out correctly. As a result, operators can concentrate solely on the road and driving conditions and do not have to consider the vehicle's spreading settings, improving driver safety considerably.



TAENU ACROSS WALES

The Department first acquired Schmidt spreaders in 2000 when it took delivery of 20 spreaders with Scania 6x6 cab chassis and with specifically designed Schmidt Stratos spreader bodies.

Since then the winter service fleet has travelled around 100,000km, keeping motorways and trunk roads in Wales clear of snow and ice.

The Department wanted two new spreaders this year because it wanted to minimise the environmental impact of its winter service treatments in certain areas under different climatic conditions,

as well as reducing its highway maintenance costs. And it also wanted to ensure that it remained accurate in the spreading of different materials, including dry salt, pre-coated, pre-wetted salt, pre-coated pre-wet and liquid-only treatments.

The Stratos Combi was ideal to meet this requirement as the combination machine makes it possible to combine solid, half-liquid and liquid spreading materials and distribute them in one operation.

To distribute liquid treatment according to need, a spray bar is fitted to the rear of the Combi spreader which allows the

distribution of liquid while the standard spreading disc distributes solids, such as salt, and pre-wetted salt treatments. Both spreaders are also fitted with Aebi Schmidt's state-of-the-art GPS-enabled AutoLogic automatic spreading system which controls dosage, spreading widths and symmetry, so that exactly the right amount of salt and liquid is dispensed.

The new two Combi spreaders will be specially calibrated by the Department for their salt loads and liquids this summer, while training will be carried out on site by Aebi Schmidt trainers to ensure drivers are familiarised with the new equipment.

A LOT OF BOTTEL

LEIGH PRAISES AEBI SCHMIDT'S 'HIGHLY PROFESSIONAL' APPROACH

AREA SALES MANAGER LEIGH BOTTEL, WHO LOOKS AFTER THE REGIONS OF WALES AND THE WEST, JOINED THE COMPANY IN 2016. HERE WE ASK HIM ABOUT HIS ROLE IN THE BUSINESS, WHY HE JOINED AND WHAT HE LIKES MOST ABOUT WORKING FOR AEBI SCHMIDT.



Leigh can be contacted on 07970 125 231

MY ROLE IS TO WORK WITH EXISTING CLIENTS, ESPECIALLY LOCAL AUTHORITIES AND COUNCILS.

Q: What is your job title?

A: I am area sales manager for Wales and the West and my main responsibility is to support, and expand on, an existing customer base in the designated sales areas, and to identify and execute sales opportunities utilising the entire Aebi Schmidt product range.

We have some great stories to tell because of the strength of our product range and there are lots of opportunities within these areas to get our message across.

Q: Tell us about your role in the business. What do you actually do?

A: My role is to work with existing clients, especially local authorities and councils within the area. We have 90 customers in the Wales and West region and the overwhelming majority of those are councils. But that still leaves us with several hundred more to go at.

We have perhaps traditionally focused on our range of sweepers – and the new Street King 660 is a great addition to the range. But, in my view, we haven't focused nearly enough on our range of Stratos spreaders and our sophisticated technology solutions, such as AutoLogic and ThermoLogic. This is one of the areas I am currently emphasising with existing clients and prospects. That has meant a lot of demonstrations, client visits and many miles on the roads in recent months to make sure the message gets across. I shall also be increasing our focus on the private sector to include potential clients such as leisure centres and similar organisations.

Q: What you were doing before?

A: Before joining Aebi Schmidt, I worked with a competitor as an area sales manager with very similar regions and with a similar client base for six years. Prior to that, I was with a contract hire company specialising in sweepers and materials handling equipment, for about seven years. So I have around 14 years' experience and specialism in these areas which I have now brought to Aebi Schmidt.

Q: When and why did you join Aebi Schmidt?

A: I joined Aebi Schmidt in October last year and I jumped at the chance to join the business. The main reason that I was keen to join the company was the highly professional approach and profile that Schmidt has in the industry, and the extensive product range that the company can offer to all types of businesses.

Q: Who do you report to?

A: I report to our managing director, Richard Bryant.

Q: What do you like most about the job?

A: It has been like a breath of fresh air since I joined the business. Everyone that I work with is very professional, very experienced and driven. They are focused on doing a very professional job and offering our customers the best possible products and levels of service and support. We have a full range of market leading products to meet the needs of our customers. But as a manufacturer, we also have the engineering flexibility to be able to tailor our products to meet certain specialist needs if required. And my role is to make sure we get those messages across to our client and prospect base.

GRITTERS AT ROCHDALE BOROUGH COUNCIL HAVE BEEN BETTER PREPARED THAN EVER TO TACKLE ICE, SLEET AND SNOW THIS WINTER AFTER THE COUNCIL BECAME THE FIRST IN GREATER MANCHESTER TO ADOPT SCHMIDT'S AUTOLOGIC SYSTEM, THE VERY LATEST IN AUTOMATIC GRITTING TECHNOLOGY.



Rochdale councillor Neil Emmott with the AutoLogic system

AUTOLOGIC WORTH ITS SALT!

The Council operates a fleet of seven of Schmidt's world-class Stratos gritters, all equipped with the AutoLogic system which spreads exactly the amount of salt required so gritter drivers can concentrate solely on the road and not have to focus on the vehicle's spreading settings.

Thanks to GPS technology, the AutoLogic system has been able to identify the Borough's exact road widths and ensure the optimal amount of salt has been spread to maximise the treatments, meaning precious salt has not been wasted.

Particularly hazardous spots have been set to automatically receive additional salt and even if the driver wasn't familiar with the route, the system ensured the gritting was carried out correctly.

Councillor Neil Emmott, cabinet member for housing and environment at Rochdale Borough Council, visited the Princess Street depot to see the system in action and said it would make gritting safer, more efficient and ensure Rochdale's roads were always properly treated.

"This state-of-the-art technology means our drivers can concentrate on driving, with the gritting process taken care of and with really clear on-screen route navigation. Dosage, spreading widths and symmetry are taken care of automatically, so that exactly the right amount of grit is dispensed.

"We are one of the first authorities in the country to have this system across the entire fleet. In the event of a severe winter when salt stocks could be reduced, this clever technology will be even more important as we will be ensuring our salt is dispensed in the most efficient way," he said.

This was monitored continuously in conjunction with a computerised ice detection system and cameras, and at the first sign of frost, ice or snow, the gritting team was ready to hit the road, AutoLogic at the ready! The AutoLogic system from Schmidt is an easy to use, automatic spreading system with GPS-guided routing.

The GPS navigation guides the spreader driver along the correct route and the spreading settings occur automatically, enabling the driver to fully concentrate on the traffic without being distracted by the spreading process, thus increasing road safety.

AutoLogic provides optimal spreading settings, flexibility in staff deployment and requires no previous route knowledge, allowing complex routes to be perfectly spread. And when confronted by road blocks or detours, the system visually guides the driver back to the correct route.

The system also includes a PC-application, Route Creator, which allows routes and spreader settings to be altered without having to drive the route again.



AUTOLOGIC BENEFITS:

Higher level of road safety because the driver is free to concentrate on driving.

Optimal spreading settings at all times.

Flexibility in staff deployment as route knowledge is not required by the driver.

Complex routes are perfectly spread.

Off & On route recognition, whereby the driver is visually guided back to the right route when confronted with road blocks and detours.

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OUTSOURCE CONTRACT PUTS SWINGO TOP OF THE WISH LIST!

SWINGOING & GOING!

WHEN TAUNTON DEANE BOROUGH COUNCIL OUTSOURCED ITS STREET CLEANSING CONTRACT TO COVENTRY-BASED MAINTENANCE AND LANDSCAPE CONTRACTOR, IDVERDE UK, IT GAVE THE STREET CLEANING TEAM THE CHANCE TO PICK THEIR PERFECT CHOICE OF MACHINE TO TACKLE THE JOB. AND TOP OF THEIR WISH LIST WAS THE SWINGO 200+.



maintenance services in France. idverde provides a wide range of green services to both private and public sectors, including grounds maintenance, landscape construction, arboriculture and professional services, and in the UK now employs over 1,600 people.

One consequence of the outsource contract with Taunton Deane was that the role of area works manager was also outsourced with the contract. This meant that the incumbent, Richard Hopkins, joined idverde as contracts manager, responsible for the eight year Taunton Deane contract and a possible four year extension - subject to certain targets being achieved.

“Outsourcing the street cleansing contract to idverde gave the cleaning team the opportunity to draw up a wish list of the equipment that we would like to do the job. And top of our wish list was the Swingo,” explained Richard.

“We believe the Swingo to be the best machine in the compact sweeper category and, having used a number of different machines over the years, it was our number one preferred choice.

“It perfectly suits our needs and its high hopper capacity, its high suction performance and the service and support we receive from the manufacturer meant it is far superior to the competition.”

It sees some fairly heavy-duty usage for around 37 hours from Monday to Friday and a further 13 hours over weekends, but the new sweeper hasn't missed a beat and this reliability has proved very popular with the operator.

“ AT THE MOMENT THE SWINGO IS WORKING UP TO SEVEN AND A HALF HOURS A DAY, BUT WE COULD ENVISAGE CERTAIN TIMES WHEN IT WOULD BE MORE ACTIVE STILL. ”

RICHARD HOPKINS

Thanks to a new outright purchase contract, the Swingo compact sweeper is being used seven days a week, and up to 7.5 hours a day, to keep the town of Taunton and the Somerset villages within a 20-mile radius clean and tidy.

Taunton Deane Council took the decision in February this year to outsource its street cleaning contract to specialist contractors to allow it to concentrate on core activities.

The contract went to idverde UK, the result of a merger between two newly acquired businesses, green service provider, the Landscape Group, and Quadron Services, both owned by parent company, idverde, number one provider of landscape construction and grounds

SEVEN DAY WORKING

“We have one operator for the machine from our 18-strong cleaning team, as I firmly believe that if there is only one operator, he is far more likely to look after it and make sure it's not abused.

“At the moment, the Swingo is working pretty much seven days a week, but we could envisage certain times when it would be more active still, such as autumn when there are more leaves around, and for that we need something that we know isn't going to let us down,” added Richard Hopkins.

TRAINING IS AT THE VERY HEART OF EVERYTHING AEBI SCHMIDT DOES; FROM MAINTENANCE TO TECHNICAL ISSUES, FROM EQUIPMENT OPERATORS TO ADVANCED TECHNICIANS, AEBI SCHMIDT HAS AN ANSWER – AND A TRAINING COURSE – FOR IT.



Andy is also responsible for internal training and for familiarising all new starters with every aspect of Aebi and Schmidt equipment. “Our objective is to ensure that our new starters have at least as much knowledge as our customers and are fully conversant with all our equipment. They will normally spend a week with me after their initial induction and then any future training is as directed by their line managers, and which might include specialised areas,” says Andy.

Andy has just completed the first detailed training course for the new Street King 660 truck-mounted sweeper for Aebi Schmidt's corps of 23 engineers, to help thoroughly familiarise them with all aspects of the equipment.

His background is a military one having served in the Royal Air Force for 12 years as an HGV mechanic – one of the pieces of equipment he was responsible for maintaining was a Schmidt AS 990 runway sweeper – before joining Aebi Schmidt 18 months ago, initially as a service engineer.

He then moved across to the training department, in a role he clearly enjoys. “I like the diversity of working with different customers on all aspects of our equipment and meeting a range of operational training needs, from maintenance to technical. Another aspect of his role that he finds rewarding is to see customers begin to optimise the equipment, once they have been trained in its use.

“From having no knowledge or experience initially, it's great to see how customers improve in their operation and maintenance of our equipment and build up confidence in its use, once they have been through our training courses. For a trainer, that is a very satisfying part of the job,” he says.

“ WE HAVE FIVE TRAINING COURSES FOR EVERY PIECE OF EQUIPMENT IN OUR LINE-UP. ”

A DAY IN THE LIFE OF ANDY WILSON, TECHNICAL TRAINER

Technical trainer, Andy Wilson is one of the guiding lights behind the Aebi Schmidt training approach and has been instrumental in helping redesign the company's portfolio of training courses into a regimented, standardised and thoroughly consistent approach, for both internal and external use.

“Basically, we have five training courses for every piece of equipment in our line-up – an operator course, a maintenance course, a technical course, an advanced technician course and Train the Trainer,” says Andy.

The operator course is designed to familiarize the operator with all aspects of operating the machinery and can be held at the customer's own premises or at the Aebi Schmidt offices in Peterborough.

The maintenance course looks at all maintenance aspects of the equipment and is intended for the customer's own engineers, while the technical course looks at some of the finer points of the equipment in greater detail – areas such as hydraulics, electrics and pneumatics.

Both can be held at the customer's own premises or at Aebi Schmidt's Peterborough offices. The advanced technician's course looks at any additional solutions that Aebi Schmidt provides – such as AutoLogic, Winter Logic or Thermo Logic – and other software control systems. Again there is total flexibility around the location for the course.

LONDON LUTON AIRPORT FINDS STREET KING 660 TICKS ALL THE BOXES

STREET KING TAKES OFF AT LUTON AIRPORT



Liam Bolger, Head of Airside, London Luton Airport, (right) with Richard Bryant, Managing Director of Aebi Schmidt UK, and the Street King 660

LONDON LUTON AIRPORT, CURRENTLY THE SUBJECT OF A PLANNED £110MILLION REDEVELOPMENT, HAS FOUND A NEWLY-DELIVERED STREET KING 660 TRUCK MOUNTED SWEEPER FROM PETERBOROUGH-BASED SWEEPING SPECIALIST, AEBI SCHMIDT, PERFECT FOR KEEPING UP APPEARANCES.

London Luton Airport (LLA), owned by Luton Borough Council, bought the new the state-of-the-art Street King 660 late last year to sweep the airport's terminal frontage, car parks and roadways as part of a move to improve the appearance and image of the airport from a user perspective.

Head of Airside, Liam Bolger, who has total responsibility for all airside operations at LLA, including runway inspections, stand planning, summer and winter operations and all safety aspects, said the Street King had proved ideal for the task it was selected for.

"We have a relationship going back almost 20 years with Aebi Schmidt and already use one of their runway sweepers and a Swingo, so we knew the levels of reliability and customer care we could expect with the Street King.

"We wanted a medium-size sweeper that was manoeuvrable, easy to operate and which looked good around the front of the airport from a passenger point of view. The Street King has ticked all our boxes.

"The team love it, it's very easy to drive and to operate, thanks to the ES control panel, and it has certainly proved man enough to tackle our car parks, roadways and frontage," he added.

The Street King is extremely operator friendly thanks to Aebi Schmidt's cutting-edge ES control panel which, through a highly visual 7in touch screen, is not only easy to use, intuitive and completely flexible, but its simplicity reduces training to a minimum.

Richard Bryant, Managing Director of Aebi Schmidt UK, said: "Naturally, we

are delighted that LLA has found our new Street King to be the perfect tool for the job in keeping its car parks, roadways and terminal frontage spick and span.

"With the Street King, we have a compact, flexible design, high hopper capacity, clean engine technology and superb driver comfort which combine to deliver our over-arching objective of making it as easy to operate as possible from a driver point of view.

"The new Street King 660 sweeps faster, misses less, works longer and allows the operator to drive faster, making it the perfect partner for tackling a job of this nature – as the team at LLA has now discovered," he said.

“ WE WANTED A MEDIUM-SIZE SWEEPER THAT WAS MANOEUVRABLE, EASY TO OPERATE...THE STREET KING HAS TICKED ALL OUR BOXES. ” LIAM BOLGER

MANCHESTER AIRPORT FINDS STREET KING 660 KEEPS FOREIGN OBJECT DEBRIS AT BAY

F.O.D FOR THOUGHT



Manchester Airport has the capacity for up to circa 55m passengers a year, and with such a high volume of passengers and air traffic, keeping the runways, taxi-ways, stands, aprons and other key operational areas of the airport swept clean and clear of unwanted matter including FOD is of the highest importance, from both a safety and aesthetic viewpoint.

As some of its equipment was approaching obsolescence, Manchester went out to a group tender process in 2016.

However, following a rigorous tender process, there was only one winner, and the airport selected two new Street King 660 models ahead of its rivals. The first was delivered at the end of last year, the second in February, and since then the new Aebi Schmidt sweepers have become an accepted part of the daily routine.

Senior Airfield Engineer, Jay Harding, who has responsibility for airside engineering operations at Manchester, including all safety aspects, said the Street King had proved ideal for the task it was selected for.

"For any airport, keeping all areas as clean and free of debris as possible is of paramount importance, especially from a safety perspective, as the safety of our aircraft and our passengers comes first above all else.

MANCHESTER AIRPORT HAS FOUND TWO RECENTLY-DELIVERED STREET KING 660 TRUCK MOUNTED SWEEPERS FROM PETERBOROUGH-BASED SWEEPING SPECIALIST, AEBI SCHMIDT, ARE THE IDEAL SOLUTION FOR KEEPING FOREIGN OBJECT DEBRIS (FOD) UNDER CONTROL ACROSS THE AIRPORT.



"We wanted a medium-size sweeper that was capable of handling all the daily issues that were thrown at it, including hydraulic spills and general FOD – which is every airport's worst nightmare.

"Since they have been operational, we have been very pleased with our two Street Kings. Our operators love them, the performance is great – and they really do what it says on the tin," he added.

The Street King 660 is designed to fit any standard two-axle sweeper chassis, and has already received widespread acclaim for its functionality, special features and

Did you know

With the Street King, the high suction power, the large-capacity hopper and the large water tanks allow extended operations with a high level of efficiency, optimum debris collection, and up to 15% higher operating speeds compared to other models.

stand-out USPs, which combine to provide lower operating costs and faster working times.

As the team at Manchester has discovered, it is also extremely operator-friendly due to the new state-of-the-art Evolution Smart (ES) control panel which makes the Street King not only easy to operate, but its simplicity keeps training to a minimum.

Richard Bryant, Managing Director of Aebi Schmidt UK, said: "We are thrilled and delighted that Manchester has found two of our new Street King 660s to be the ideal answer for tackling airport FOD."

IF YOU'VE GOT A TECHNICAL QUESTION THAT NEEDS ANSWERING, CALL DAVID HARVEY ON 01733 363 393

TALKING TECHNICAL



THE AEBI ELECTRIC ADVANTAGE

- 100% electric
- 100% all-terrain
- 100% multi functional
- 0% emissions
- Low operating costs
- Remote control operation where required
- Large array of attachments and implements
- Safe and convenient working.

AEBI SCHMIDT UK'S TECHNICAL SALES MANAGER, **DAVID HARVEY**, DISCUSSES THE ENVIRONMENTALLY-FRIENDLY AND OPERATIONAL BENEFITS OF THE NEW AEBI EC170 AND EC130 RANGE OF ALL-TERRAIN MACHINES.

In this issue, we are going to be talking about the all-round benefits of the EC170 and EC130, Aebi's latest agile, all-terrain machines with total-electric power and zero carbon dioxide emissions – the perfect combination for many of our climatically-challenged operating conditions.

Both the Aebi EC170 and Aebi EC130 are powered by an efficient lithium-ion rechargeable battery and driven by two powerful electric disc motors, giving a peak power output of 18 kW, with zero emissions.

We have deliberately waited before bringing these models to market as we wanted to make sure the battery technology was absolutely correct from a range and reliability aspect. We are confident that now it is.

The battery has been deliberately positioned to give the machine an optimally low centre of gravity, which has a positive effect on both the driving and working characteristics of the two vehicles. Charging times vary from 2.5 to 4.0 hours, depending on the charger.

At the same time, the large contact surfaces of the crawler tracks and the vehicle's low weight, at just 450kg, ensure a very low ground pressure which in turn provides maximum off-road capability.

The Aebi EC range has a wide array of diverse attachments which turn it into a very versatile and truly multifunctional proposition for all-year-round work.

For those tricky, barely accessible spots, the Aebi EC130 offers remote control and removes any prospect of putting the operator at risk.

The Aebi EC170, meanwhile, is controlled using your thumb and index finger on a joystick for handling that is both very sensitive and precise, regardless of the job in hand. And different performance modes and individually configurable driving profiles ensure that work can be done efficiently and with maximum comfort.

Thanks to European-type approval, the EC170 is the first purely electric implement carrier that can be used on public roads, and has a top speed of 20km per hour.

To ensure maximum safety for the operator, it also boasts complete rollover protection, bucket seat with a four-point harness, plus permanent-magnet safety brakes.

We have a fully operational EC130 at our Peterborough head office and we would be happy to make it available to anyone who would like to give it a trial. Just give us a ring on the office number 01733 363 393.

FOR THOSE TRICKY, BARELY ACCESSIBLE SPOTS, THE AEBI EC130 OFFERS REMOTE CONTROL AND REMOVES ANY PROSPECT OF PUTTING THE OPERATOR AT RISK.





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