

connection

Issue 4 > Spring > 2012



Part of the Swingo Toon Army in action, keeping Newcastle's streets squeaky clean.

Service with more than just a smile

After a demanding winter schedule, Aebi Schmidt customers will now have many of their spreaders and gritters in urgent need of some TLC. Now is the perfect time to do it with the 'slight' down time that the spring provides.



Aebi Schmidt's Service Office Manager, Karen Bean explained, "Businesses now realise that if they service and maintain their machines properly it can considerably extend their working lifetime. Customers such as Balfour Beatty and the Highway Agency already have an annual arrangement with Aebi Schmidt to keep all their machines in perfect running order."

She added, "We also recalibrate machines to ensure the best operational usage and efficiency of the equipment. Calibration is absolutely essential to control the accurate dosage of materials and maximise usage of equipment."

Services range from a basic, essential service to a complete overhaul of equipment. Karen described the process, "We fine-tune and replace worn out parts or if necessary we completely break the machine down, replace all the damaged parts then recalibrate the machines. We can even re-paint spreaders so that they both work and look like new."

- To give your equipment a little TLC, call the customer service help desk on 01733 363400

Swingo's loyal Toon Army

The cleanliness of a city makes a huge difference to the quality of life of its local people. We all want to live in places that are clean, green and safe. It also affects how attractive a city is to visitors and businesses.

Newcastle City Council (NCC) recognise the importance of this and is committed to provide a range of services to keep its streets and open spaces clean and welcoming.

For example, local teams work within neighbourhoods undertaking the day-to-day cleaning of the city's streets and public spaces. Their lives have just been made a whole lot easier with the timely purchase of ten new Swingos.

Newcastle City Council's Head of Service, Rob Nichols said, "We are always seeking opportunities that allow us to invest in local communities to improve their lives in our great City and to ensure that all our visitors have a pleasant and enjoyable Newcastle experience."

Although the authority has been running the Swingos for the last five or six years they are always looking to further improve their service and reviewed all the products and services on the market. Newcastle City Council Head of Fleet, Peter Morton pointed out, "For a fair and



Pictured (left to right): Allan Macleod, Councillor Henri Murison, Councillor Nigel Todd and Head of Service Rob Nichols.

honest process to be maintained, it was essential that we evaluated all the competition during the tender process. Ultimately we awarded the contract to Aebi Schmidt as we were so impressed with their ability to offer the best overall value to their customers."

Sales Manager Allan MacLeod commented, "It was more than just loyalty to us and the Swingo that ensured that this deal was agreed. We passed a series of challenging road tests and succeeded because quite simply we provide quality products and outstanding service. We are delighted that this has been recognised once again."

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Barking & Dagenham – going for gold

Barking and Dagenham is one of the six host boroughs for the London 2012 Games. The borough formally begins its Olympic dream when the Olympic Torch Relay arrives on Sunday 22 July 2012. Thousands of local people will be lining the streets of London to welcome the Olympic Flame and the eyes of the world will also be upon the borough as thousands of local people, visitors and TV viewers enjoy the spectacle.

As a host borough and with the Games almost on their doorstep it's set to become a unique opportunity that many residents and guests to the region will only experience once in their lifetimes. The authority has therefore organised dozens of great interactive celebration events including pre-games triathlons, 10k runs and a sports day. However, where there are

people there will inevitably be rubbish!

Fortunately, the council had thought ahead as Laurie Howell, Barking and Dagenham's Fleet Manager, Environmental and Enforcement explained, "My role encompasses the full responsibility for the motor vehicles and plant used by the Council. In particular, I have specific accountability for providing safe, legally compliant and cost

effective vehicles and plant for Council use. I also need to help keep the streets clean so was charged to get the best value for our residents. We therefore thoroughly researched the market and tested all the equipment that was out there.

- Feature continued on page three, please turn over.



Often imitated, never bettered

A very warm welcome to the spring 2012 edition of Aebi Schmidt's newsletter – Connection.

Gathering the features for each edition of Connection has become a cathartic experience. Of course, we believe in the value and benefits of all Aebi Schmidt's products and services – if we didn't we would be in the wrong job.

Almost everyone we meet and with whom we work is passionate about Aebi Schmidt and its products and services. It's just so reassuring to know that the products we sell work so well – in fact they quite often completely exceed customer's expectations.

Our customers clearly know what our USP is. We deliver quality products and services, all with our Total Lifetime Care (TLC) guarantee.

It's no secret that we are a global business but with a local focus. Whilst we're out on the road meeting our customers, we get a full appreciation of the everyday challenges they face.

We know it's tough out there but we work extremely hard to find new opportunities and solutions to provide the very best value. In a tough economic climate, customers demand more and expect increased efficiencies and Aebi Schmidt always goes that extra mile.

We get the job done, on time, on budget and always aim to exceed expectations – the more people I meet, the more I know this is true.

We get the job done, on time, on budget and always aim to exceed expectations – the more people I meet, the more I know this is true. We're often imitated but never bettered.



We're often imitated but never bettered.

We work together, we work with you – we get the job done. Working together, working with you... we really do.

Alison Conroy
UK Sales and Marketing
Manager, Aebi Schmidt

Swingos are polished performers

It was a dull, damp and foggy March morning when we were introduced to the Bedford Borough Council road sweeping team but nothing could dampen their enthusiasm and energy for their job. We met up with a group of drivers and brush hands who were totally dedicated to their jobs and were a pleasure to meet.

Drivers Daniel Dynes, Tony Day, Tony Parello, Andrew Whitmore, Trevor Baker, Hugh Warner and brush hands John McMahon and Daniel Kobelarzm have ensured that their ageing Swingos have lasted over and beyond what is normally expected and added their own brand of TLC in to the equation.

Road sweepers take real punishment on the streets and highways of the country clocking up thousands and thousands of miles in the process, in difficult and challenging conditions. Bedford Borough Council recognised the toughness of their sweeper's life and realised that if they invested time in maintaining and servicing their equipment they would get outstanding value for money and prolong the machine's operational lifetime.

Bedford Borough Council is an outstanding example of best practice. The Council has six Swingo sweepers in its fleet and recently invited Aebi Schmidt to replace their ageing 2007 machines. However, when Aebi Schmidt's Area Sales Manager Simon Stringer arrived at the depot he was amazed to discover that the five year old machines were in almost perfect condition.

Simon Stringer explained, "Although for many road vehicles five years is no age at all, for a sweeper it's quite exceptional because of the hammering these machines take undergoing their normal operational duties. However, Bedford Borough Council is renowned for fastidiously looking after their sweepers and taking great pride in their fleet. This is due to a great management regime and the drivers actually caring about a quality product that costs around £60k to buy. They ensure that they are kept clean and look and operate as almost new. It was a pleasure to see and a shining beacon of best practice."

The camaraderie and teamwork is clear as driver Tony Parello outlined, "The team work well together. Daniel Dynes takes us out to help judge the gaps, passageways, walls and streetlamps – he's been a great help."

Driver Tony Day has been driving the Swingo for years and has built up quite an appreciation for the machine, "The Swingo is my favourite and has been since I first drove a Schmidt Compact in 1996. The 200 picks up everything. It has to as we pick up all sorts – clothes, underwear, shoes and other things! It makes you wonder how people ever get home! The Swingo is also so simple to operate, it must be if I can do it!" He joked.

All machines are prepped with the Wanderhose and Tony Day is its biggest advocate, "The Wanderhose will pick up bricks and it's an essential item for every trip during leaf season."

The daily Swingo maintenance regime is as fastidious as the Council's street cleaning rota. Their daily six mile schedule starts at 5.30am every morning, with the team returning to the depot at 9.00am. They then have a short break before getting back out on the road until 1.00pm. They then return to religiously clean their machines for a further 45 minutes. "We do this every day, seven days a week throughout the year," explained driver Daniel Dynes.

Tony Day was keen to point out, "Our supervisors Glen and Garth make sure we get things done. They give us great support and they are a big reason why the Swingos look so good."

Street Cleaning Supervisor Glen Dynes was delighted with the feedback and he should know as he has progressed from being a driver into his current role. He said, "We know what needs to be done to get things done better. These machines are worked hard so it's common sense to look after them. Of course we encourage the team to look after the kit, it's in our best interests to do so. However, the team have made a personal



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commitment and take an individual responsibility to look after their Swingos. To support this we supply them all the cleaning materials and equipment they need and the results speak for themselves."

Contract Manager Michele Waldron added, "It helps considerably having regular drivers working for us and they maintain their Swingos with personal pride and attention. We recently had some hire vehicles in that we sent back in better condition than when they arrived! It's down to our highly professional work ethic."

The guys do more than just take good care of the Swingo, they really know how their machines work. Tony Day explained, "We routinely replace the oil filters and change the Swingo brushes

Taking a Logic-al approach

Let's get it straight from the start. Airport Logic is NOT some geeky, gimmicky device to stick to the dashboard of your sprayer. The Airport Logic system has been designed specifically for airports and utilises the latest GPS technology that contains detailed airport maps to accurately record machine activity.

Airport Logic has two functions: an operation guidance system and a spray regulating system. The guidance system precisely monitors the treated and untreated surfaces and displays optimal driving direction instructions to the operator; in addition, Airport Logic displays the treated, untreated and over treated areas clearly.

The spray regulating system controls the amount of de-icing material used and is able to identify the treated and untreated surfaces in order to avoid 'double dosage' or spraying overlap.

Features of Airport Logic:

- Displays the treated areas in real time on the map
- Spraying overlap is displayed in a different colour
- Visual guidance for optimised treatment efficiency

The benefits can be seen with EASE

- 1 **Enhanced** safety and significantly reduced de-icing material savings.
- 2 **Additional** security through a better degree of surface coverage of the runways and airport ramps.
- 3 **Significant** cost reduction through decreased use of de-icing agents.
- 4 **Enhanced** efficiency in a shorter operating time.



Road Repair Patcher demos now available

The Road Repair Patcher, Aebi Schmidt's unique one man solution to repairing pot holes was reintroduced into the product portfolio in 2010 and successfully launched via an extensive European tour covering Holland, France, Belgium, Spain, Italy and Germany.

This was followed in 2011 with a UK tour that started in the Irish Republic in the summer, followed by an open day at Peterborough in September where we welcomed over 150 customers, new and old to the machine.

We exhibited at Cold Comfort in Coventry, then travelled to Warwickshire, Yorkshire, Cumbria, Durham, Scotland and

Lincolnshire with the final demo in Essex.

At each location we were able to show the machine in action, repairing pot holes in both urban and rural roads and demonstrating the speedy, efficient and quick one man operation of the vehicle.

We are currently in discussion with several customers looking to place orders for RRP machines during 2012.

If you haven't yet seen this fantastic piece of equipment in action, we will be demonstrating the RRP's capabilities at APSE in Aviemore in May and the Torbay show in June, mixing these with working demos at several customer sites during 2012.

- To arrange a demo call 01733 363395.

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Sweepers at Bedford Borough Council



"We've realised that the Swingo can work just as efficiently at 1400 revs as opposed to 2000 revs and the fuel savings are remarkable."



every two weeks but realised if we manage the pressure properly we can reduce this changeover to every three weeks. Likewise, the skids are changed every 300 hours or we can extend this to over 350 hours if they're used at a lower pressure."

Such care and attention to working more efficiently has seen a number of additional benefits. As Tony explained, "We've realised that the Swingo can work just as efficiently at 1400 revs as opposed to 2000 revs and the fuel savings are remarkable. If we need it to work harder over tough terrain then we simply wind up the revs."

Training has also been a real boost to the team but has been a planned and strategic decision by

the Council, Glynn described the process, "Working with Aebi Schmidt has some real added benefits. When we buy a new machine we get two days training included in the cost. We add this training to our in-house training and show the drivers and brush men how to change filters, skids brushes etc. Aebi Schmidt work closely with us. Their service engineers Doug and Chris have been great and Jeff Nuttall has helped us understand how to get the most out of the machine."

In unison the team remembered the dark days of their previous supplier. Daniel Dynes said, "Our previous supplier gave us a quick half an hour in the yard and another five minutes drive around the estate. That was it. We were then left

to our own devices." He continued, "Things are so much better now. The Council have given us help with our CPC and Aebi Schmidt have been fantastic. They gave us a full two days certificated training."

The Bedford Borough Council Street Cleansing Team are a happy bunch that enjoy their jobs and their Swingos. It was after 9.00am and the lads were off again on the rounds.

Driver Tony Parello concluded, as he drove off into the sunny, spring like morning in his shiny Swingo. "It's a tough job but a relaxing way of life in the Swingo cab."

- For more information on the Swingo range call 01733 363395.



Barking and Dagenham – going for gold continued

We initially had six brand new competitor sweepers supplied to us on a short term contract and to act as a demo with a view to then procuring these as our next set of sweepers."

However, once again Aebi Schmidt cornered the final bend and crossed the finishing line of the

Olympic sweeper circuit first and became the preferred option as the council bought ten new Swingo's for their "safety, productivity and robustness".

Laurie Howell described exactly why Aebi Schmidt were crowned champions for the Olympic borough,

"The process in the choice of Aebi Schmidt involved consultation with the entire workforce including managers, drivers, and maintenance staff. Aebi Schmidt also has a proven track record for reliability and durability. The product support from Aebi Schmidt is very good."

The streets of Barking and Dagenham may not be paved with Olympic gold this summer but they can be rest assured that they will be clean and tidy and the people of Barking and Dagenham can be justifiably proud of their Olympic borough.



In Dublin's Fair City

Dublin Airport is fast becoming a major international airport with over 22 million passengers passing through each year, 63 airlines in residence, 190 routes and over 180,000 flights it's a big business.

Like many airports in Europe, operations at Dublin were affected by severe weather in late 2010/early 2011 and in the wake of this Dublin Airport Authority (DAA) reviewed its snow clearance fleet.

After a long and constructive review of their needs DAA recognised the resilience of the Aebi Schmidt equipment and has spent several million euros to expand its fleet.

Aebi Schmidt's Key Account Manager, Mike Moore detailed this significant investment in terms of the equipment and services provided, "DAA have taken three 6.3m Towed Jet Sweepers (TJS), with large folding 8m ploughs, one Stand Cleaner (ASC990), a Supra 5001 snow-cutter blower and the ASP45m de-icer. The ASP45 is at the forefront of de-icing equipment and is unique to Aebi Schmidt. It is able to apply a dosage of between 20-40 grams at speeds of up to 40 kph making it a most efficient piece of machinery.

The TJS is also a top of the range product that outperforms all of its rivals. It's fitted with an 8m folding plough so they don't need to build a bigger garage, and its 6.3m broom and powerful blowers blast air at an incredible 530m per minute!"

Peter Chambers, Group Head of Asset Care with the Dublin Airport Authority (DAA) said, "We have invested €7 million in additional equipment including €4 million in vehicle plant. As a result we now have some real power behind us if we come across the extreme weather



events that we had in 2010/11. With this new equipment, including the Aebi Schmidt fleet we expect to be able to reduce the clearance time from four hours to two hours."

Aebi Schmidt's dedicated customer support service and after sales training has already proved beneficial as the Chief Executive of Asset Management at DAA explained, "We have made a significant investment and have looked at all parts of the process from best practice of storing the de-icing fluid to the infrastructure of the run. We have increased our training and specialist workshops and invested in our people to make the whole project

work better."

The partnership with DAA has also made a positive contribution to the environment. Having invested in the Stand Cleaner ASC990, 99% of the de-icing material is safely recovered, disposed of in an environmentally safe way and the risk to the environment is reduced.

It's activity such as this that closes the loop on a sound business partnership. The Airport has made a solid investment that will last for up to 15 years and as part of our TLC commitment we offer two years warranty as a standard – this is exceptional within the market.

Aebi Schmidt CARES

The CARES customer charter is at the heart of the Aebi Schmidt Total Lifetime Care (TLC) promise.



UK Sales and Marketing Manager Alison Conroy explained why CARES has become so important to Aebi Schmidt, "CARES aims to guarantee complete customer satisfaction every time, on time."

Consultation

We work closely with our customers to diagnose exactly what they need to ensure that we always provide an efficient, economical and effective solution.

Action

We get things done, done well and when we say we will do them.

Review

We examine with a critical eye every aspect of work to ensure that we will always get it right every time.

Evaluate

We assess what has worked well and what can be improved from every relationship to continuously improve our products and services.

Support

We work with all customers throughout the extended lifetime of our products and services and build sound business relationships built on honesty, integrity and trust.

At Aebi Schmidt we believe in the quality of our people, our products and our services. We are an organisation that truly CARES.

Aebi Schmidt bridge the gap for Balfour Beatty

Balfour Beatty is one of the largest construction companies in the UK, and indeed the world. They work on some of the world's biggest flagship projects and engage with only the very best partners and suppliers. It came as no surprise therefore that they recently acquired a Schmidt Sprayer and Combi Spreader in addition to 32 other high tech pre-wet spreaders.

Mike Moore explained, "The bridge sprayer is a customised and adapted WSP sprayer mounted on a 12 ton chassis with a 5,500 litre capacity for motorway and highway applications, modelled on the successful Airport sprayer. The sprayer will be used around the toll booths and the Queen Elizabeth Bridge in Dartford."

The Dartford River Crossing is a major crossing of the River Thames, connecting Dartford via two road tunnels and the Queen Elizabeth II Bridge. The two tunnels are 1,430 metres long while the cable-stayed bridge is 137 metres high with a main span of 450 metres. The crossing carries nearly 150,000 vehicles a day and forms an essential part of London's orbital route, the M25.

Southbound traffic crosses the four lane bridge and northbound traffic uses both of the two lane road tunnels. However, in bad weather or high winds, the bridge is closed and the crossing reverts to using the tunnels for both directions. The crossing can be a major bottleneck in the regional road network and the crossing is subject to major traffic congestion and disruption in the

event of accidents or bad weather. Severe disruption is caused by the tolls, often adding an hour on to crossing times at rush hour.

Mike explained how Aebi Schmidt was able to help, "The sprayer is key to keeping the bridge open. The bridge also has booths which have narrow lanes in between and are fairly hard to get through, but we can easily access them now with our sprayer which is capable of spraying from one to five lanes.

The Combi Spreader is a pre-wet spreader which has increased capability of spreading either dry, pre-wetted salt or even spraying. Spraying is preferred over spreading as it tackles the ice on the road not the bridge. The bridge has a number of exposed steel structures that are affected by any potential corrosion caused by spreading salt and any risk is significantly reduced with spraying liquid."

Mike added, "We offer enhanced support and resilience for Balfour Beatty who are also incorporating new technologies such as Aebi Schmidt's AutoLogic route guidance system. The system essentially incorporates a 'navigation' system that becomes a layer on the map. The office manager can then manage solutions from base and pre define routes and dosages remotely. One route can have numerous treatments, which are dependent on local climatic conditions. The driver just selects the route and off he goes, the treatments for his route are set automatically."

The AutoLogic route guidance system

- 1 Optimises spreading routes – giving efficiencies in time and money.
- 2 Safer – the driver focuses on driving.
- 3 Salt usage reduced by 25% – human input often over compensates on dosage.

Mike concluded, "More and more of our customers are using AutoLogic and seeing instant benefits. The office based part of the operating system allows the Manager to enhance the service level for customers. It significantly reduces salt usage and has seen a huge improvement in product efficiency and most importantly safety."

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MacDuff Trust Project for Auchtermuchty Common

MacDuff Trust volunteers have started work on a project to restore and conserve the biodiversity of Auchtermuchty Common in Fife, Scotland.

The trust, which owns and manages the 12 hectare common for the people of the town, has secured 100 per cent funding from the Heritage Lottery Fund, Fife Environment Trust and the Esmee Fairbairn Foundation to carry out the three to five year conservation project.

A report from Scottish Natural Heritage in the summer found the grassland was in an unfavourable condition and grazing on a more regular basis was said to be the best option for improvement. Thanks to the £62,500 funding package, part of which was spent on a new Aebi CC66 pedestrian tool carrier with flail mower from The Double A Trading Company in Cupar, Fife, permanent grazing areas will be created. The 'Flying Flock' of sheep belonging to the Scottish Wildlife Trust will graze the common in rotation for most of the year and help to battle the encroaching scrub and willow herb.

Exciting times for the SK400

One of Aebi Schmidt's many successes this year has been the emergence of the SK400 Truck Mount Sweeper. The popularity of the compact Truck Mounted Sweeper has increased enormously over the last 18 months, as many customers have been seeking a vehicle that helps them reduce costs and increase efficiency. The flexible nature of the SK400 allows it to take on the combined role of both a compact sweeper and a truck mounted sweeper.

David Harvey of the Aebi Schmidt Sales Support Team explained why the machine was proving so popular with a growing army of admirers, "The SK400 simply exceeds the needs and demands of rural and urban customers. It also has the added benefit to Local Authorities and contractors that their drivers are able to drive the vehicle without the need for a category C HGV licence."

Project Manager David added that the SK400 had been developed to the highest specification, "The SK400 is specifically designed to perform difficult cleaning tasks and its compact dimensions ensure that difficult to reach areas can be easily swept with minimal disruption to the surrounding environment. The equipment has a stainless steel hopper capacity of 4m³ and the truck mounted advantages of such a large machine coupled with the outstanding manoeuvrability of a compact sweeper are what make the SK400 stand out from the crowd."

He added that, "The high tip and large opening angle of the SK400 allow swept debris to be easily tipped into a skip or onto landfill."

The SK400 is available with a reliable and efficient Kubota Euromot 3A auxiliary engine, or an infinitely adjustable hydrostatic transmission (up to 40 km/h). Ultimate control and payload potential is guaranteed to ensure maximum productivity, minimal maintenance and down-time and reduced fuel consumption.

Customers have been impressed with the SK400 sweeping width of 2,050mm and the centre mounted roller brush between the axles. The fully manoeuvrable channel brush and suction nozzle system ensures that the entire sweeping width is thoroughly cleaned. The trailing sweep gear eliminates the possibility of damage occurring as the brushes and nozzles are



pulled over any potential obstacles – it's clearly been designed and developed to be fit for purpose.

David concluded, "With a 3 year Bumper to Bumper unlimited mileage warranty available combined with our Total

Lifetime Care promise we expect the demand for the SK400 to continue to rise and rise!"

- To book a demonstration of the SK400 please contact your Local Sales Manager or David Harvey on 01733 363391.

CHAS – we're now approved

As part of our ongoing commitment to deliver best practice in the sector, Aebi Schmidt UK have become a "Contractors Health and Safety Assessment Scheme" (CHAS) registered supplier – the leading health and safety accreditation in the UK.

CHAS is dedicated to completing health and safety pre-qualification assessments to a nationally recognised and accepted threshold standard to ensure improved health and safety standards and to reduce duplicated safety applications for both suppliers and buyers.

More than 400 public and private sector buyer organisations, such as councils, housing associations, NHS trusts and large private companies who employ sub-contractors are now members of CHAS.

Aebi Schmidt's Brian Hickey said, "CHAS accreditation provides an essential and important assurance to our customers and partners. It demonstrates that we are compliant with health and safety law, are approved to work for all of CHAS' buyers and any inconsistencies such as where some suppliers may be judged compliant by one buyer but not by another are significantly reduced, we see this as a stepping stone to being fully BSI 18001

compliant in the future and forms part of our drive for continuous improvement as a business."

Brian added, "The CHAS accreditation provides customers with the peace of mind that health and safety is paramount to every partnership and is embedded in the Aebi Schmidt Total Lifetime Care commitment."



Where's Taggy? Win a digital camera

Our airport customers will soon be in receipt of a copy of our new after sales brochure along with the gift of an Aebi Schmidt key tag and a bottle opener.

The gesture was supposed to mark the end of a busy winter season but amazingly some of us are not quite out of the cold weather just yet – despite recently turning the clocks forward to officially mark the arrival of British Summer Time – albeit with a whimper!

However, when the snow and ice finally does recede, the most efficient airports out there are taking the opportunity to service and maintain their already overworked equipment in readiness for next winter. The after sales brochure outlines the best way for our airport customers to do this and highlights the outstanding range of products and services available.

The team at Aebi Schmidt also thought that the key tag and bottle opener was an opportunity for a bit of fun. We thought that we would offer the opportunity for our customers to win a digital camera by awarding a prize for the most unusual place to find the key tag!

We want you to photograph the key tag in the most exciting, weird, wonderful or exotic place and our Sales Team back at Aebi Schmidt HQ will pick out a winner. The only rules are that the

photograph must be in good taste and not place the photographer or anyone else in the photograph in a dangerous or compromising situation! Other than that, happy snapping! We're looking forward to seeing 'Taggy' all over the place.

- Send your photographs to: uk-sales@aebi-schmidt.com



Simon keeps it simple

Simon Stringer is the Area Sales Manager for London and the South East. He's relatively new to Aebi Schmidt having only joined the company in December 2010 but his chirpy style and bubbly character has made quite an impact.

The relationship between Aebi Schmidt and its customers is vital and Simon has worked well to strengthen that bond with a number of new and existing customers for both summer and winter maintenance.

We asked Simon to introduce just a sample of his customers and the products that they have purchased in his first busy 12 months. Simon told us: "We sold ten Swingos into Barking and Dagenham, one demountable spreader to Murrill Construction who look after Ealing Council's contract for winter maintenance, and two Traxos Spreaders to Eurotunnel in Kent. Traxos are the spreader units that are mounted to tractors.

The London Borough of Barking and Dagenham bought the Swingo as it was their preferred option – they already had competitor sweepers supplied to them on a short-term contract as demonstration models with a view to purchasing them. In the end they chose the Swingo for its safety, productivity and robustness.

Eurotunnel Ashford provides international services from mainland Europe and is a vital part of the international communication network. They have also benefited from Aebi Schmidt's bespoke services as Simon explained "Eurotunnel were looking for a solution to spread salt at their site in Ashford.

They needed equipment that was versatile which is why they chose tractors, specifically the JCB Fastrac with four wheel steer and the Schmidt Traxos spreader, perfectly complimented this. Demountable, self loading with speed related spreading, The Traxos helps maximise salt savings."

Another beneficiary is Murrill Construction Ltd, a long established civil engineering and highway maintenance contractor. Simon said, "Murrill Construction simply chose our product due to its speed related spreading, and the ability to start the auxiliary engine from within the cab. They do have similar products from one of our competitors so following the recent cold snap they will be able to clearly see the significant benefits and efficiencies



of the Schmidt Stratos spreader."

Recently, however, there have been a number of challenges to overcome with some of our existing customers. South Cambridge City Council already uses the Swingo sweeper but like most of Aebi Schmidt's customers they must adhere to strict procurement procedures. Robin Moore, Head of Services set up a challenge for all the suppliers to sweep and tip one tonne of wet sand as efficiently as possible.

"Of course we won the challenge and they've got themselves a brand new Swingo" boasted Simon!

...a challenge for all the suppliers to sweep and tip one tonne of wet sand as efficiently as possible was organised. Aebi Schmidt won the challenge and South Cambridge City Council chose a brand new Swingo.

King of the Swingos

Those of a certain age will fondly remember 'Murdoch'. Captain Murdoch was a likeable and eccentric fictional character in the hugely popular 1980s adventure television series **The A Team**.

Some 30 years later another equally eccentric and likeable 'Murdoch' is on the scene but this time it's 47 year old Allan Murdoch from Cumbernauld, North Lanarkshire.

Allan is a dedicated 'Swingo' pilot for North Lanarkshire Council who is proud to keep his new town clean and tidy. Like his TV counterpart he also has a specialist knowledge – the Swingo! Allan is better known as Streetking3 (the name of the first SK150 model that he drove over 20 years ago) and has become a lifelong devotee to the machine and is such a Swingo convert that he has produced his own series of dedicated Swingo videos.

Streetking3 explained, "I just love the Swingo. The Schmidt cab is so comfortable. We now work in nine hour shifts per day where we previously worked for seven hours. The Swingo is just as comfortable as a car to drive which makes a big difference at the end of the working day."

You would have thought that such long shifts would be enough for anyone but not so for Streetking3 as he wanted even more. "I looked up Schmidt sweepers on YouTube around six



years ago but couldn't find anything about them. I then decided to start making some videos of my own but instead of just showing the Sweeper doing what it's meant to do I liked to add a twist to my videos – something different. The videos have been a huge success and Streetking3 has now built up quite a following as Allan explained, "I have followers from all around the world. Through YouTube I now have friends from places such as Poland and Spain exchanging videos and views that show how they use the Swingo"

StreetKing3 concluded, "Our fleet is regularly serviced by Aebi Schmidt which helps to keep us on the road longer."

Hats off to Allan Murdoch AKA StreetKing3 – it sounds like he knows what TLC is all about! To see Allan in Swingo action search Flickr and YouTube under the name of Streetking3.

Great Scot... it's Steven Anderson

Aebi Schmidt prides itself on providing the very best equipment supported by the very best service and staff. It's a winning formula and one of the latest recruits to the Aebi Schmidt team is Steven Anderson.
Steven's role covers all airport and airfield equipment in Scotland, offering service and support to all customers and assisting with all other Aebi Schmidt products in Scotland.

Connection took time to catch up with Steven at his busy Glasgow base.

Connection "Can you tell us a bit about yourself and your interests?"

Steven "After leaving school I joined a Falkirk based sweeper company as an apprentice in 1996, after receiving my qualification I became a service engineer covering central Scotland and the Highlands. I worked with them for 15 years until March 2011 when I joined Aebi Schmidt. I have been married for

seven years to Katrina who works for a timber merchant in Larbert. We have two Labradors and I also enjoy playing golf when I can in my spare time."

Connection "You appeared quite settled and successful in your previous role – why the move to Aebi Schmidt?"

Steven "I enjoyed the type of work I was doing but felt it was time for a new challenge, after seeing the job vacancy, looking at the broad product range Aebi Schmidt offers

and meeting my new colleagues Donald Kerr and Scott Robinson I knew it was the job was for me. I was so impressed with the quality of Aebi Schmidt's people, processes, products and sectors that it's not hard to enjoy what I do."

In his career Steven has also spent time as a new airport engineer in Scotland and has undergone extensive staff development and training including specialist Supra Training at St Blasien in the German Black Forest. Steven has already proven to be a

great asset to Aebi Schmidt and its customers and has settled quickly into his new role. Long may it continue.

Steven has already proven to be a great asset to Aebi Schmidt and its customers and has settled quickly into his new role.



Your contacts at Aebi Schmidt

UK Sales and Marketing Manager
Alison Conroy 07901 911003

Sales Manager Aebi Products
John Taylor 07850 123455

Service Operations Manager
David Mash 07970 125226

AEBI SCHMIDT UK LTD
Southgate Way,
Orton Southgate,
Peterborough PE2 6GP
Tel 01733 363393
Fax 01733 363377
Email: uk-sales@aeibi-schmidt.com

Area Sales Managers Schmidt Products
Allan MacLeod 07799 071611
David Carswell 07970 125206
Les Bullock 07799 071612
Simon Stringer 07870 267209

Sales Support Manager
Katherine Daunt 01733 363395
Key Account Manager
Mike Moore 07748 931762

Service Manager Scotland
Donald Kerr 07970 125227
Service Office Manager
Karen Bean 01733 363403

Service Aebi Products
Richard Barnard 07860 613261

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For additional copies of this newsletter, or to be added to our mailing list please contact Katherine Daunt.
Katherine.Daunt@aeibi-schmidt.com

Shows you can see us at in 2012

APSE Aviemore • 8th - 11th May

PAWRS Torbay • 12th - 14th June

Londonderry Garage • 11th - 12th July

RWM NEC • 11th - 13th September

Cold Comfort - Ricoh Arena • 19th - 20th September