Exciting itinerary for Innovation Day revealed

Sweepers, snow ploughs and Swingos on show as Schmidt showcases industry leading product range concluding with Dinner and drinks under the Wings of Concorde.

Patch to breathe new life into pothole repair

An innovative concept built by Aebi Schmidt, working in collaboration with Skanska, will address the growing problem of potholes across the UK.
ID Specialist Machinery supplies Aebi cutter for sites of special scientific interest

Aebi CC66 emerges as first choice following consultations with Lincolnshire Wildlife Trust and Natural England.

Kevin Campbell, Senior Operations Manager, BEAR Scotland, North West Unit said: “It has been a very good support from Donald and his team.”

“We knew we were buying good equipment when we chose Aebi Schmidt and the kit has met our high expectations.”

A winter fleet including 22 Aebi Schmidt units has contended with heavy snowfall on the North West Scotland/Truck Road Unit, managed and maintained by BEAR Scotland, a service provider in the Scottish roads maintenance sector. BEAR Scotland took control of an initial five-year contract from 1st April 2013, which is extendable to a maximum of 10 years. The scope of the contract includes winter maintenance, gritting and snow ploughing.

The Schmidt winter machines range in capacity from 9 m³ to 12 m³ with the largest spreader mounted on a 32t truck. All are permanent spreading machines, the majority of which (21) provide BEAR Scotland with a pre-wet winter solution for the North West's demanding highways.

Schmidt also supplied one Combi machine where the front tank is capable of carrying 2,000 litres of potassium acetate, a less corrosive material used notably on the Kessock Bridge, which carries the A9 trunk road north from Inverness to the Black Isle.

The Combi machine is located in Inverness, the most northerly of three main depots, while the other units are spread between there, Fort William to the south west, and Perth, which is south of the Cairngorms not far from Dundee.

It is a region that can experience extremes of weather and presents highways service companies with an enormous challenge given the undulating terrain and sprawling land mass reportedly covering the same area as Belgium.

“One of the most demanding highways maintenance contracts in the UK utilised the toughest equipment on the market last winter.”

Kevin Campbell, Senior Operations Manager, BEAR Scotland North West Unit, said: “It has been a bad winter and we've experienced a lot of snowfall. Our routes on the North West Scotland/Truck Road Unit are also predominately higher than other routes in Scotland. Our winter fleet is comprised of units from two manufacturers, selected to meet the requirements of the region. We knew we were buying good equipment when we chose Aebi Schmidt and the kit has met our high expectations.”

All 22 vehicles are fitted with 3m multi-bladed snow ploughs from Schmidt’s Cirron series, fitted with the patented deviation system. Mike Moore, Key Account Manager at Aebi Schmidt UK, said the ploughs are versatile and capable of removing large amounts of snow from narrow streets, towns, other built-up areas and motorways.

BEAR and other Scotland-based Schmidt customers benefit from the £560 square foot depot in Glasgow where eight engineers are based. Kevin reserved special praise for Scotland Service Manager Donald Kerr, who recently celebrated a quarter of a century as an employee of Schmidt UK.

He said: “The equipment has performed very well and we enjoy very good support from Donald and his team.”

Lea Bullock, Area Sales Manager, worked with the Aebi machinery and the organisation since the equipment was first brought into the UK in 1988. Richard anticipated that a band hay rake and mini round bale baler components will be purchased to support ongoing cutting and maintenance, all powered by the versatile Aebi CC66.

He said: “It is very important to us that the customer can get the full benefit from their investment and the operator can achieve this in a safe manner. The Aebi range is ready all year round, it only takes seconds to change from a snow plough to a mower, for example, or whatever implement is required for that day's task.”

Following the merger of Schmidt and Aebi, ID continued to manage parts and after-sales in addition to supplying machines to customers in the area where there were no Aebi dealers present. In 2013 it was agreed that the company would takeover the sales as well as parts and after-sales. As a result, this year it changed the trading name to ID Specialist Machinery to better reflect the current nature of the business.
Winter fleet now 75% Schmidt

Four additional Stratos spreaders were delivered to East Riding of Yorkshire ahead of the latest winter season.

East Riding of Yorkshire Council took delivery of four Stratos 9 cubic metre spreaders on MAN chassiss in October to grow the Schmidt representation in its winter fleet. The latest order took the local authority’s tally to 16 Schmidt 9 cubic metre units out of a total fleet of 91. Ivan McMaster, Senior Engineer within the council’s Street scene Technical Services department, said Schmidt’s GPS-based route-guidance system, AutoLogic, was a major factor in placing repeat business.

“With the uniformity of spread we can achieve and AutoLogic’s auto-salting technology greatly assist our ability to provide high levels of service delivery on a cost-effective basis,” said Ivan, who leads the team responsible for delivery of East Riding’s winter service. “AutoLogic is now our default method of treatment delivery.

The main purpose of AutoLogic is to have automated control of spreading according to pre-programmed route planning. Based on the terrain and the width of the highways, the system programmes a spreading method customised to East Riding’s roads. It is a customer driven concept designed around the collocation of local knowledge.

Ivan said: “We are happy that we have procured the correct equipment for our operational delivery. There have been some initial teething issues with the new spreaders as they are, after all, complex pieces of equipment. However, we have confidence in the service team and all of the Schmidt spreaders on our fleet continue to consistently deliver accurate and cost-effective service during the winter months.”

Alison Conroy, UK Sales and Marketing Manager, who manages the ERYC account on behalf of Schmidt said: “We are extremely proud to continue to support Ivan and the team at ERYC and to see AutoLogic working to its full capability in time for the last winter.

Ivan is at the forefront for technological advancement and our investment into developing our product over the years, together with listening to feedback from key customers such as this are a perfect partnership for Aebi Schmidt.”

Schmidt’s exhibit at the Resource Efficiency and Waste Management Competition on July 31 2014 for two 4 x 4 salt spreaders / snow ploughs, with 18,000kg chassis and an engine rate or not less than 210-260 BHP (within Euro 6 guidance) and a 6 cubic metre load capacity. Schmidt’s tender met the requirement with a MAN 18t 4 x 4 rigid chassis and a 6 cubic metre salt spreader / snow plough.

David Harvey, Product and Project Manager for Aebi Schmidt UK, said: “Following the tender award we invited representatives of Somerset County Council to Peterborough to involve them in the build process of their new equipment. We feel it is very important that local authorities and other customers get a chance to meet the people responsible for the manufacture of their winter equipment.”

David Harvey explained that this approach facilitates the provision of tailored winter solutions that best meet the requirements of each customer. For example, in this case, Schmidt provided vehicles with 4 x 4 capability and 2.7-metre ploughs which suited the undulating terrain and narrow roads that are widespread throughout the region.

Schmidt equipment meet Somerset’s tender requirements as Skanska delivers winter maintenance contract.

A number of Schmidt spreaders were used by Somerset County Council during the winter with the local authority taking delivery of its sixth unit towards the end of last year. Schmidt worked with Skanska, which has a strong history of building, maintaining and operating highways, and provides a highways maintenance, winter maintenance and vehicle maintenance service to the council.

David Ainsworth, County Transport Manager, Somerset County Council, said: “The spreaders have been put into use but to date we have had a relatively mild winter so they have not been tested under real pressure. However, they have performed well under present conditions.”

The equipment was delivered on December 23 2014, incorporating Schmidt’s GPS-based route-guidance system, AutoLogic, and training was provided for operators on all the equipment supplied.

AutoLogic guides Aberdeen through winter

Schmidt’s GPS-based route-guidance system was used by Aberdeen City Council for the first time last winter.

Aberdeen City Council has completed its first successful winter using Schmidt’s GPS-based route-guidance system, AutoLogic, to enhance the efficiency of spreading activity.

AutoLogic offers automated control of spreading according to pre-programmed route planning. Based on the terrain and width of the roads, the system programmes a spreading method customised to specific highways. It is more advanced than entering information from a digital map or using traditional navigation methods.

AutoLogic is designed around the collection of local knowledge. It appealled to Aberdeen due to the diverse nature of its winter fleet, varying geography and large number of operatives.

Kevin Masie, Technical Officer, at the local authority, said: “After seeing the AutoLogic demonstration we decided that the system would meet our current requirements and we purchased the units for use on our priority gritting routes. They are easy to programme and amend if required.”

Kevin explained that due to a service restructure, Aberdeen recently welcomed many new operatives and it was essential that they could be allocated routes without the requirement for paper based route cards, route familiarisation and references to the key areas to treat.

The success of the AutoLogic system overcame this issue and was installed in time for the start of the winter season. We could therefore be confident that any drivers could deliver any route. We have not had a great deal of snow this year but have had a quite few icy mornings. When we send the operatives out we now have total confidence that the routes are treated the way that is stated in our approved winter plan and we won’t miss any key locations. And from a Health and Safety point of view we could add voice recordings indicating hazards such as steep gradients, sharp bends, speed bumps, schools etc.”

Aberdeen has 13 priority routes, 88 operatives and a variety of winter equipment, including 26 gritting vehicles and over 20 tractors. Due to the geological makeup of the area, gritting requirements can vary from one part of the city to the other and, as Kevin said, parts can be experiencing severe winter weather while other areas remain completely clear.

David Carswell, Area Sales Manager Scotland & Republic of Ireland, Aebi Schmidt UK, said: “Last winter was an important milestone in the uptake of our AutoLogic system and it was exciting to see Kevin and his team at Aberdeen utilise the technology in a region that experiences harsh winter weather.”

He added: “Schmidt spends millions of pounds investing in the research and development of top of the range winter equipment for use in some of the most demanding environments across Europe. That expertise and investment is replicated in systems like AutoLogic that take winter maintenance to a new technological level.”

David anticipates that the use of AutoLogic will become even more widespread from next winter onwards as local authorities and contractors note the efficiency and productivity benefits associated with pre-programmed route planning and spreading.

As Kevin concluded: “The use of new technology has been of great benefit to the winter service we provide here in Aberdeen.”

Aberdeen City Council and other Scotland based Schmidt customers also benefit from the T500 square foot depot in Glasgow where eight engineers are based.

The Clearango offers a range of operator benefits including all-round glazing for visibility of the working area, traffic and other hazards.

Coming soon to a street near you Swingo’s big brother

Sweeping, Winter, Airport, Mowing
North East Derbyshire District Council started in 2015 with four new Swingos having renewed its fleet and taken delivery of the sweepers in December. The council is a long standing user of Swingos having benefited from their efficiency and user friendliness for over a decade.

The district of North East Derbyshire lies on the edge of the Peak District National Park, where the foothills of the Pennines meet the Midland plain. The district is home for almost 100,000 people and is a popular with visitors. The biggest population centres include Dronfield, almost 100,000 people and is a Peak District National Park, where the Derbyshire lies on the edge of the

Our operators are very happy with the latest Swingos.

their operation within four geographical areas in which each machine sweeps. Les Bullock, Area Sales Manager at Schmidt, who represents the manufacturer in the North East Derbyshire area, said the Swingos’s compact dimensions ensure that the vehicle remains manoeuvrable in any situation. The scope of application ranges from maximum to minimum sweeping capability, for example, from wide areas to narrow passages.

Les added: “As I’ve said before, it’s a strong endorsement when an organisation comes back to you. It’s great to see proof that what you say and do will stand it out among competitive suppliers. This was a very demanding aspect of managing our cleaning activity and are out every day apart from Sunday.”

Sweeping vehicles. He said: “We have a waist area at the Hawks Green Depot that becomes caked in mud that is washed off our waste vehicles and other trucks. We tested the sweeping machines on the mud and the Swingos performed the best. This was a very demanding aspect of the demonstration process.”

Steve has a long-standing relationship with Les Bullock, Area Sales Manager at Schmidt, and was full of praise for the level of service his authority receives from the manufacturer and Dawsontons Sweeper. He said: “We have a fantastic relationship with Dawson and have access to an excellent service engineer whenever there is a requirement for support. I know Les is always available should I need any input from the manufacturer of our new sweeping vehicles.”

Colin Jones (left) and Pete Southwell, full-time Swingo operators at Cannock Chase District Council.

Cannock Chase District Council took delivery of two new Swingos last November which are sent out six days a week from the Midlands authority’s Hawks Green Depot. The district’s three-vehicle sweeping fleet were acquired through Dawsontons Sweeper. Cannock Chase chose the Schmidt Swingos having put its operators at the forefront of a sweeping vehicle selection process that included testing a series of vehicles over the range of terrain and street environments that they would be used to sweep on a weekly basis.

Steve Clarke, Cleansing Supervisor at the council, requested of management that these drivers were given input into the decision making and the Swingo emerged as the superior piece of equipment based on a variety of criteria. He said: “We have tried every sweeper available on the market and the Swingo was the preferred choice of our operators. It was very important that they had a say in the addition of new equipment; we have three full-time drivers and another two part-timers. The sweepers are an important part of our cleaning activity and are out

Operators in driving seat at Cannock Chase

Fleet operators choose Swingos as Cannock Chase District Council puts sweeping machines through demanding testing process.

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Colin Jones (left) and Pete Southwell, full-time Swingo operators at Cannock Chase District Council.

Sweeping machines impress Gwynedd operators

A chance encounter leads to Swingo demonstration and order for two new units by North West Wales authority.

Gwynedd Council has added two new Swingos to its sweeping fleet which have been in operation around the picturesque region since the turn of the year.

The North West Wales authority covers an area from the border town of Aberystwyth, a two hour drive further south. It is home to tourist attractions and areas of natural beauty including Snowdonia and Caernarfon Castle. The Schmidt Swingos are largely put to use in the urban areas surrounding the depot that covers Bangor. Gwynedd has two other depots from which it operates a strategic sweeping service that sees the fleet in operation for 12 hours every day.

Les Bullock, Area Sales Manager at Aebi Schmidt UK, was enjoying a short break in the area when he noted a Gwynedd sweeper cleaning the street outside where he was staying, prompting him to enquire whether they might consider Swingos when they next upgraded or expanded the fleet.

Mark also eluded to the manufacturer’s attention to detail during the tender process as another key component to the latest acquisition. Rochdale has not only replaced older machines but has expanded the fleet in line with an intrinsic understanding of the versatility of the Swingos and their ability to serve across the council’s parks, back streets, housing estates, main roads and rural areas.

John said: “I involved the operators in the tender and demonstration process as they have to spend all day driving the machines. There was a general consensus that the Swingo was the best piece of equipment for our requirements based on performance and operator environment.”

Mark also said: “Rochdale is one of our largest customers in the North of England, if not the biggest, and I am extremely proud to have worked closely with John and his team over the past year or so.”

Despite such a wholesale commitment to new machines, Schmidt remains as dedicated as ever to Rochdale’s cleaning operations. Mark said: “There is now more onus on me to deliver what we have promised. Looking after an authority with 14 sweepers is considerably more demanding than looking after one that runs two, but this doesn’t mean one is more important than the other. It just means I have more responsibility making sure all machines are cared for, operational and earning the money that has been invested.”

John concluded: “The Swingo meets the requirements of our varied street environments. Whatever we throw at the machine it delivers and we have a cleaner borough as a result.”

Left to right: Cllr Nick Foster; sweeper drivers Kevin Flint, Dave Allen and Carl Foster; and Darren Mitchell, Grounds Maintenance & Cleansing Manager at North East Derbyshire District Council.

NE Derbyshire upgrades its Swingo fleet

Flexibility, manoeuvrability and ground clearance height are key features for North East Derbyshire District Council.

North East Derbyshire District Council has recently, current Area Sales Manager for Aebi Schmidt UK Ltd.

04

Sweeping

Winter

Airport

Mowing

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A wholesale commitment to Swingos supported by TLC has resulted in a cleaner, better borough, says Rochdale.

Rochdale Councils boosts one of the largest fleets of Swingos in the North of England having more than tripled its Schmidt sweeper number within the space of a year.

The Greater Manchester authority had just four Swingos when this newsletter was published last spring but three additional sweepers joined the fleet last summer before that number doubled following a tender for a further seven.

The latest order represents another example of Aebi Schmidt UK providing a consultative service to a customer developed by Allan Macleod, Simon Heaton and, more recently, current Area Sales Manager for Northern England, Mark Howorth. Mark has seen Rochdale’s Swingo fleet grow three-fold over a short period of time and puts that success largely down to Schmidt’s Total Lifetime Care (TLC) ethos and the strength of his relationship with John King, Technical Procurement Officer at the council’s Green Lane depot where all 14 Swingos will be based.

Mark said: “TLC has definitely been the key to this repeat business and the long-term partnership we are building. Rochdale believes in Schmidt and recognises that we are not just supplying machines; we are committed for the long haul and will constantly strive to exceed their expectations.”

“The level of service we have received so far has been superb,” said John. “When we do have an issue or a question to ask, Mark is available to help and we have the information we need straight away or someone onsite within 24 hours.”

Rochdale the pride of the North as Swingo fleet triples

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John concluded: “The Swingo meets the requirements of our varied street environments. Whatever we throw at the machine it delivers and we have a cleaner borough as a result.”
London Stansted has spent five winter seasons since embarking on a journey with Aebi Schmidt to improve the snow plan at an airport that achieves 550 runway movements every day. Integral to Stansted’s strategy is the ongoing acquisition of state-of-the-art airport equipment. Between 2010 and 2016 Stansted will add a range of vehicles to its fleet including two Supra snow cutter blowers (the 5022 clears 5,000 tonnes an hour); six Towed Jet Sweeper 630s; and three ASP 24 Airport Sprayers, with 24m spraying width.

The deeper the research, the more apparent it becomes that of paramount importance is user-friendliness and generic ease of operation across a winter fleet. This takes on even greater significance considering Nick’s fleet could be operated by as many as 200 different operators during a winter season. “Any piece of equipment needs to be simple to use and ideally similar across the fleet,” he said. “This helps operators when working under pressure and in poor conditions. It also helps avoid faults and keeps equipment serviceable for longer. Schmidt has clearly endeavoured to make the control function as simple as possible across the range.”

Equipment also needs to be robust and well engineered and Nick acknowledged that it is clear Schmidt has developed products to meet the demands of its customers’ applications. “With all large purchases for private businesses the balance between cost and risk is always there. Schmidt sees this and produces products that meet this criteria,” he said.

Successful winter operation in such a pressured environment is only achieved with a collective culture of care between airport operations staff and their contacts at winter equipment suppliers, that they will battle against the elements, and often the odds, to keep planes landing and taking off. It’s a culture that goes hand in hand with Aebi Schmidt’s Total Lifetime Care (TLC) ethos that is so important to keeping airports open throughout the winter months. Nick reiterated the importance of having a close relationship with the equipment supplier. “We have a good relationship with Mike and have met many of the development managers across the team; he said. “There is a healthy balance with contact—not too much, not too little. The service support is second to none and we are very pleased with the relationship. These are large investments and need to deliver in difficult times.”

Mike, who has been working with Stansted since 2010 and oversees delivery of his first order for equipment to the airport prior to the winter of the following year, said establishing a high level of trust and understanding with customers in the aviation sector is crucial to effective winter strategy. He said: “Nick deserves a huge amount of credit and respect for driving the continued improvement of his winter plan. He has always been proactive and challenged us to provide the best possible tailored solutions for his airport. Nick is astute in ensuring that the widespread experience of serving airports across the world is imparted on his airfield. It’s a two-way process that allows TLC to perform at its most efficient.”

Nick’s airside operations team oversees both airside security and airfield operations. This includes maintaining aircraft operations by keeping the runway and taxiways serviceable, and ensuring safe parking by coordinating the stand plan. Stansted achieves 950 movements per day on the runway and manages an airlift that has over 2,000 airside drivers. As Nick said: “This along with managing the airside security access control for circa 2,000 people and several hundred vehicles per day keeps us busy.”

Being at the sharp end of such operation, Schmidt acknowledges that its customers are the real drivers of the innovation and evolution that are hallmarks of its outstanding products range. Nick is as proud of this in front of that process. “We have advised on what products and technology would be beneficial to the industry, particularly in airlift de-icing,” he said.

User-friendly equipment that allows operators to work under pressure is key to London Stansted Airport’s winter plan. Between 2010 and 2016 Stansted will add a range of vehicles to its fleet including two Supra snow cutter blowers; six Towed Jet Sweeper 630s; and three ASP 24 Airport Sprayers, with 24m spraying width.

As a team of firefighters used a Schmidt FS 105 Cutter Blower to keep disruption to a minimum after snowfall at East Midlands Airport on Boxing Day. A new de-mountable Schmidt FS 105 Cutter Blowers are extremely efficient at clearing high levels of hard, icy snow. This helps operators when working under pressure and in poor conditions. It also helps avoid faults and keeps equipment serviceable for longer. Schmidt has clearly endeavoured to make the control function as simple as possible across the range.”

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At your service...

Steve Brimson joins Aebi Schmidt as UK Service Manager with Total Lifetime Care (TLC) at the heart of his new role.

Steve Brimson joined the company last year and has spent the last six months developing the sales activity and structure, ensuring successful delivery of the business plan. He said: "My role is closely linked to the importance of Schmidt's global presence and reputation in the range of diverse markets it serves. We need to provide in support of that primary effort, a customer-focused culture consistent across the whole Aebi Schmidt UK team. Its entirely down to our staff and our product offering that we won this coveted prize which recognises excellence in world class customer service really became apparent."

Steve was already familiar with the Peterborough site where Aebi Schmidt is based and working with the Peterborough site in the UK, where he’ll be based, having visited when the TJ5 units referenced above were attached to JCB Fastracs, for example, before delivery to UK airports as complete machines. "I feel well equipped to make the all-important connection between the best products and industry leading service," he said. "I have worked with end users in the construction, railway and airport sectors and am familiar with the pressure that they are under sometimes in the toughest of circumstances. Serving those demanding industries was in part about putting structures and processes in place to meet their specific requirements. In turn, the Schmidt UK employee base will be further developed through training and coaching to ensure successful delivery of the business plan."

Bill Goodwin brings a wealth of experience from the capital equipment market to his new role at the helm of Aebi Schmidt’s UK operation.

Having spent the best part of two decades driving innovation and continued improvement of best practices in the lift truck sector, Bill Goodwin took the reins at Aebi Schmidt UK at the turn of the year. Bill has represented lift truck manufacturer Jungheinrich and forklift distributor Briggs Equipment, where a range of roles required him to secure rental contracts and high value equipment purchases both in the UK and overseas.

"I am a manager with a wealth of experience in the capital equipment market where innovation and quality have underpinned the businesses I have worked in. My approach is based on a determination to seek out solutions related to management, technical and commercial matters in order to provide sustainable growth supported by an environment where employees have a desire and the capability to perform."

"References to the development of people were prevalent in Bill's early statements as the new Aebi Schmidt UK Managing Director as he sets out to deliver the best possible customer service-driven business supported by Total Lifetime Care (TLC)."

"The short-term focus is on customer service and the creation of structures and processes to support sales activity and grow the business in a sustainable manner. We will be undertaking a journey; we would like our customers to be part of that journey to assist in the development of our business that will yield mutual benefits in terms of customer service coupled with innovation and technical development."

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Airports Operators Association presents Aebi Schmidt UK with Best Manufacturer Award

The voice of UK airports, the Airport Operators Association (AOA), named Aebi Schmidt UK Best Manufacturer at its Annual Conference & Exhibition in London late last year.

The top aviation policy makers and senior players from across the sector were present as Aebi Schmidt collected the award at a high profile event which also marked the 88th anniversary of the AOA. Its members include over 50 airports and more than 150 Associate Members, made up of companies representing a wide range of suppliers in the aviation industry.

The Best Manufacturer award is a widely contested prize which recognises excellence in product type and industry leading customer service. Aebi Schmidt was acclaimed for offering its clients tailored winter maintenance solutions supported by its Total Lifetime Care (TLC) ethos.

Alison Conroy, UK Sales and Marketing Manager at Aebi Schmidt, accepted the Best Manufacturer award from Simon Calder, Broadcaster and Senior Travel Editor for the Independent (left), and Ed Anderson, the AOA Chairman.

"In accordance with the AOA’s philosophy, we strive to provide a consultative approach and listen to our customers’ needs. That clearly stood out to the esteemed judging panel!"

Diary 2015

Aebi Schmidt UK will be at a number of trade shows this year.

Innovation Day
IWM Duxford
24th March
Cold Comfort
Stoneleigh Park, Warwickshire
19th – 20th May
APSE 2015
Aberconwy
26th – 28th May