



Sweeping Winter Airport Mowing

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connection



Highways and winter maintenance equipment manufacturer Aebi Schmidt UK will host its third Conference and Gala Dinner in association with the Chartered Institution of Wastes Management (CIWM) and Clean Britain Awards at the Imperial War Museum Duxford on 24 March 2015.

Aebi Schmidt UK first staged the event to celebrate the opening of a new factory in 2011 before the Rockingham racing circuit was the venue two years later. Over 500 invitations have been sent out for this year's event with local authorities, contractors and airports among recipients. There is no charge to attend and the manufacturer welcomes anyone keen to learn more about its industry leading product range and Total Lifetime Care (TLC) ethos.

Product showcase

Alison Conroy, UK Sales and Marketing Manager at Aebi Schmidt, said: "We are very excited about staging our third Conference and Gala Dinner and look forward to welcoming representatives from every sector that uses our products to enhance the safety, productivity and efficiency of their operations. We will of course showcase product innovation but this will also be a celebration of our connections and relationships with the industry's leaders and experts."

This year's visitors will see a full range of Schmidt equipment including the Towed-Jet Sweeper, to which users can add a plough on the front; Compact Jet Sweepers, with



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.

high performance blowers; the Supra 5002, which clears 5,000 tonnes of snow an hour; and the Euro 6 Swingo, offering much more than conformity to regulations.

Keen interest is anticipated in the

AutoLogic GPS-based route-guidance and automated spreading control system, now incorporated into the displays of machines like the Stratos III. The third generation of Schmidt's Stratos spreader boasts

the new Schmidt 'Evolution Line' controls and top of the range Evolution Smart 'ES' system.

The conference runs 11:30am to 4pm and, being a CIWM-affiliated event, local authorities will note

The special event will conclude with the Clean Britain Awards seminar followed by drinks and dinner at 7:30pm in a spectacular dining area under the wings of Concorde.

that the hot topic workshop will count as five hours continuing professional development (CPD) for CIWM members.

Alison said: "CIWM is a highly respected organisation and our membership makes a statement about our commitment to the waste management sector's demands for excellence. We have been a member for three years and were honoured to sponsor the Clean Britain Awards last year."

Conference presentations are expected to cover the evolution of Euro 6 and an overview of the newly revised Appendix H guidance, which forms part of Well Maintained Highways. Additionally, Aebi Schmidt management hopes to welcome guest speakers from a leading automotive manufacturer and a winter service solutions company.

• **For further details or to register for the event email katherine.daunt@aebi-schmidt.com.**

Patcher 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.

Aebi Schmidt has built a revolutionary pothole repair machine for Skanska that addresses growing concerns about the condition of UK highways and the challenges faced by local authorities to tackle the problem.

As Skanska and Schmidt recognise, local authorities are continually being asked to become more efficient with limited resources, hence the need to find innovative ways of working. Highways departments face ongoing revenue pressure, whilst battling a deteriorating network asset.

Adrian Cooke, Operations Director at Skanska, said: "As part of a highway maintenance forum, which Skanska hosted for our clients and other key stakeholders, we showcased a potential solution already deployed in our operations in Sweden as a preventative asset management tool. There, the Patcher is used to 'Seal the Network', prolonging the life of pavements and streets, thus, reducing the

SKANSKA

number of new potholes forming."

Skanska approached Aebi Schmidt about the two companies working together to develop a suitable solution for the UK. In collaboration with Oxfordshire County Council, Cambridgeshire County Council and Peterborough City Council, Skanska arranged for a machine to be trialled in the UK last year.

The Patcher was fondly nicknamed The Dragon by Skanska's clients, in reference to the boom at the front of the machine that treats the surface with heat and completes the repair.

The Patcher will be showcased at Aebi Schmidt UK's third Conference and Gala Dinner at the Imperial War Museum Duxford on 24 March 2015 before returning to work with the three local authorities who currently share a single unit.

Adrian said: "The Dragon has the ability to blow out debris and



The SR Road Repair Patcher 800 can be mounted on a two-axle truck.

heat the existing surface prior to applying a mixture of hot bitumen and granite chippings. A single driver conducts the entire operation from the comfort of his cab, making the operation much safer and faster

with less disruption to the travelling public."

The Patcher can be pre-programmed using a satellite navigation route planning system that can record the route driven and measures the quantities of material applied to certain areas so authorities can monitor material

usage. The vehicle can also carry sufficient materials for a full day of repair work.

Adrian said: "We are delighted with the reaction to the concept at Oxfordshire, Cambridgeshire and Peterborough, who have embraced this innovative approach to pothole repair and highways maintenance, and await Aebi Schmidt's open day with great anticipation ahead of what we hope will become widespread interest in the Patcher and its pothole repair capabilities."

Alison Conroy, UK Sales and Marketing Manager, said: "We are very excited about showcasing the Patcher at the open day. There is a great deal of interest from both local authorities and contractors surrounding the pothole problem in this country and we are pleased to be able to offer a fast, efficient and safe pothole repair solution."

Aebi Schmidt and Skanska will build on heightened awareness of the problem of potholes following the first ever National Pothole Day in mid-January.



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One of the most rewarding things about the increasing prevalence of Schmidt's GPS-based route-guidance system, AutoLogic, is that while it provides automation in essence, the concept is client-driven and promotes the benefits of local knowledge.

Take Aberdeen City Council as an example. They utilised automated control of spreading according to pre-programmed route planning for the first time this winter. There, it suited requirements following a service restructure that saw the authority welcome many new operatives who employed AutoLogic on 12 priority routes.

Further south, the Skanska, Atkins, Balfour Beatty, Egis Road Operation UK Joint Venture is using AutoLogic for the Connect Plus M25 project as use of the technology becomes increasing widespread. It is sure to be the talk of our third Conference and Gala Dinner at the Imperial War Museum Duxford.

One of my favourite stories in this newsletter is about Gwynedd Council adding two new Swingos to its sweeping fleet, the prelude to which epitomises Schmidt's culture.

We could fill an issue of *Connection* with all the similar stories we hear about staff and friends taking pictures of Schmidt equipment all over the world...

Les Bullock, Area Sales Manager, was enjoying a short break in North Wales 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. Gwynedd Council has since taken delivery of two new Swingos which have been in operation around the picturesque region since the turn of the year.

We could fill an issue of *Connection* with all the similar stories we hear about staff and friends taking pictures of Schmidt equipment all over the world or taking an experience from a trip or holiday and transferring it into a new order just like Les did in Gwynedd.

Finally, it's a pleasure to welcome our new UK Managing Director, Bill Goodwin, and UK Service Manager, Steve Brimson. Both bring a wealth of experience to our team and we are all very excited about future plans to build on our customer service underscored by the Total Lifetime Care (TLC) ethos and take our business to a new level.

Enjoy reading about this and our other success stories.

Alison Conroy, UK Sales and Marketing Manager, Aebi Schmidt

Schmidt helps BEAR in the snow

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



A winter fleet including 22 Aebi Schmidt units has contended with heavy snowfall on the North West Scotland Trunk 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



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

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 at

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.

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 Trunk 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 7,500 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."

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.

ID Specialist Machinery has delivered an Aebi CC66 Single axle machine together with a Double Cutter-bar to Atterby Farms in Lincolnshire. The robust, multi-purpose CC66 will be used for a variety of grounds maintenance on hills, reed-beds, marshland and meadows.

Following consultations with the Lincolnshire Wildlife Trust, a voluntary charitable organisation which cares for Lincolnshire's wildlife and countryside; and Natural England, the government's advisor on the natural environment, the Aebi machine was chosen by Mrs Taylor as the best tool to preserve and maintain areas protected as Sites of Special Scientific Interest.

ID Spares & Service Ltd. has looked after Aebi after-sales and spare parts since 1997. Directors Fiona Simpson and Richard Barnard have

worked with the Aebi machinery and the organisation since the equipment was first brought into the UK in 1988.

Richard said: "With the ease of operation and the ability to change attachments easily and quickly, the Aebi CC66 can be used for a variety of tasks throughout the year. The double cutter-bar enables grass, reeds and vegetation to be cut cleanly without tearing roots from the ground, whilst producing minimal hand arm vibrations. This permits the use of the machine for longer periods of time than is possible with many other cutter-bars."

As cut material has to be removed from most Sites of Special Scientific Interest, Richard anticipates that a band hay rake and mini round 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.



The Aebi CC66 can be fitted with a range of components to meet the demands of varied applications.



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 chassis in October to grow the Schmidt representation in its winter fleet. The latest order took the local authority's tally to 15 Schmidt 9 cubic metre units out of a total fleet of 21.

Ivan McMaster, Senior Engineer within the council's Streetscene Technical Services department, said Schmidt's GPS-based route-guidance system, AutoLogic, was a major factor in placing repeat business.

"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



The Schmidt spreaders on our fleet continue to consistently deliver accurate and cost-effective service during the winter months.

East Riding's roads. It is a customer-driven concept designed around the collation 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 advantage. ERYC have always been 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 makes it a perfect partnership for Aebi Schmidt."



The Cleango 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

Cleango Demonstrator Arrives in UK. Aebi Schmidt will spend the spring and summer showcasing the capabilities of super-sized Swingo—the Cleango 500.

A demonstration Cleango 500 has arrived on English soil from Aebi Schmidt's manufacturing facility in Germany, set to impress local authorities and contractors across the UK.

A different Cleango unit was the centre of attention when it was part of Schmidt's exhibit at the Resource Efficiency and Waste Management Solutions (RWM) show at Birmingham's NEC, last September.

Simon Stringer, Area Sales Manager, London and the South East, said that interest has grown significantly since then and he has a series of demonstration appointments lined up this spring with potential customers looking to revolutionise their sweeping methods.

The unit has also proved popular with many airport customers and demonstrations are already taking place.

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 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 collation of local knowledge. It appealed to Aberdeen due to the diverse nature of its winter fleet, varying geography and large number of operatives.

Kevin Massie, 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.

He said: "The AutoLogic system overcame this issue and was installed in time for the start of the winter season. We could thereafter be confident that any drivers could treat any route. We have not had a great deal of snow this year but have had quite a few really icy mornings. When we send the operatives out we now have added 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 12 priority routes, 88 operatives and a variety of winter equipment, including 25 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 7,500 square foot depot in Glasgow where eight engineers are based.

Spreaders and ploughs for Somerset

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.

Somerset is served by 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."

Somerset published a tender through a Framework Mini Competition on July 31 2014 for two 4 x 4 salt spreaders / snow ploughs, with 18,000kg chassis and an engine rate 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 personable 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.

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.

Schmidt provided vehicles with 4 x 4 capability and 2.7-metre ploughs.

AutoLogic offers automated control of spreading according to pre-programmed route planning. Based on the terrain and width of roads, the system programmes a spreading method customised to specific highways.

David Ainsworth added: "Somerset have had joint meetings with Schmidt and Skanska's vehicle maintenance department. Following those meetings Skanska staff has attended Schmidt training and are authorised to carry out warranty repairs on Schmidt equipment, which is great news for Somerset as it means less downtime if problems should occur."



Sweeping



Winter



Airport



Mowing



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 started 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.

North East Derbyshire District Council's Cabinet Member for the Environment, Councillor Nick Foster, said: "Our operators are very happy with the latest Swingos. The sweepers stand out for their flexibility, manoeuvrability and ground clearance height for when mounting and de-mounting pavements."

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, Killamarsh and Eckington.

Cllr Foster said the council expects a minimum five-year utilisation period from the Swingos, operating 40 hours every week across a district of approximately 27,655 square hectares with urban/rural density in the region of 60/40. A team of 12 operators are trained to drive the Swingos, rotating



"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 Swingo'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 about your equipment is true."

The council is open to further Swingo purchases but this will be subject to future procurement outcomes based on cost/quality evaluation.

Operators in driving seat at Cannock Chase

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

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 latest additions to the three-vehicle sweeping fleet were acquired through Dawsonrentals Sweepers.

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 to purchasing 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



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

every day apart from Sunday."

Cannock Chase operators benefit from the air conditioning unit; the hydro-pneumatic suspension to protect the spine; the steering wheel that can be adjusted for optimum driver comfort; the ergonomically designed control system, ensuring comfortable operation with the use of joysticks; and easy to read multifunctional on board computer, incorporating cruise control.

Steve added that the supreme cleaning ability of the Swingo also stood it out among competitive sweeping vehicles. He said: "We have a wash 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 Swingo 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 Dawsonrentals Sweepers.

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."

Swingos 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 Bangor in the north to Aberdovey, 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.

Rochdale the pride of the North as Swingo fleet triples

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

Rochdale Borough Council boasts 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."

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 added: "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."



Sweeping Winter Airport Mowing



Between 2010 and 2016 Stansted will add a range of equipment to its fleet including three ASP 24 Airport Sprayers, with 24m spraying width.

Stansted partners with Schmidt to implement snow strategy

User-friendly equipment that allows operators to work under pressure is key to London Stansted Airport's winter plan.

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 5002 unit clears 5,000 tonnes an hour); six Towed Jet Sweeper 630s; and three ASP 24 Airport Sprayers, with 24m spraying width.

Purchasing decisions are overseen by Nick Millar, the Airside Operations Manager at the airport, who is responsible for maintaining safe and efficient operation in compliance with the Aviation Authority regulations. Each unit is considered against the key criteria of being as robust, efficient and user-friendly as possible to allow operators to perform at the best of their ability under the extreme pressure placed upon a busy airport by the toughest weather conditions of the year.

"Winter changes things considerably," said Nick. "Depending on conditions, maintaining the aircraft movement totals is challenging, particularly in snow. The same applies to maintaining a safe airside working environment. There is additional resource required to achieve this, along with specifically designed equipment to help us achieve this safely and efficiently."

In addition to working closely with Mike Moore, Key Account Manager at Aebi Schmidt UK, Stansted's winter strategy has included trips to other airports in some of Europe's toughest winter environments.

Nick explained: "We have been developing our snow plan over several years, both in terms of equipment and planning. We are required to produce a snow plan and have learnt each year about how to improve this. We also take time to visit colleagues in Europe who experience more severe conditions which gives us the opportunity to further improve our plan. However, you are only as good as your last snow event."

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.

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. "As 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 glove 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 oversaw 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 our 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 550 movements per day on the runway and manages an airfield 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 product range. Nick is at the forefront of that process. "We have advised on what products and technology would be beneficial to the industry, particularly in airfield de-icing," he said.

Cutter blower comes to the rescue

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 Blower proved the perfect Christmas present for East Midlands Airport, part of Manchester Airports Group (MAG), during this winter.

Firefighter Rupert May and his colleague Lee Bowyer oversaw the purchasing process of the Cutter Blower, and a tractor large and powerful enough to mount it on, a year earlier but it was first called into action during heavy snow on Boxing Day.

Schmidt's de-mountable FS 105 Cutter Blowers are extremely efficient at clearing high levels of hard, icy snow. They are also capable of removing the side walls of snow left behind by snow ploughs.

The airport boasts the sixth longest civilian runway in the UK, at a length of 2,893 metres, with around 70,000 movements per year. East Midlands' on-site firefighters and operations teams are responsible for keeping the runways clear of snow and ice during the winter months so the airport can continue to serve more than 80 leisure and business destinations.

Rupert said: "Although we have had the cutter for nearly 12 months, Boxing Day was the first time it has been used operationally. Boxing Day evening was the heaviest snowfall we have experienced this winter, which suspended runway operations for a few hours, due to the volume of snow that fell. I happened to be on that evening so got to see it all first hand and also got to use the Fendt [tractor] and FS 105 Cutter Blower in action. I estimate we had two to three inches fall in a very short space of time. We have had a few other smaller flurries of snow but nothing that has impacted on our operations."

Rupert and his team were well prepared for the snow event having carried out comprehensive training on the FS 105 and Fendt tractor throughout the year. He

explained that all the firefighters on the team are confident in its use and are happy with the ease of operations due to the cutter-tractor combination.

This planning process included anticipating the required route for the machine. East Midlands Airport's main use for the FS 105 is to clear any snow banks that are formed on the runway and then to remove banks from elsewhere on the airfield.

Rupert said: "Generally, we would have one bank formed on the runway a vehicle width away from the runway edge lights, which would result in a run down with the FS 105 the full length of the runway on either the north or south edge depending on wind direction. On this occasion we ended up with two banks of snow on both the north and south edges of the runway, so we did multiple runs up and down the runway length to clear the banks."

A crew of nine were on duty that evening. Once runway operations were suspended, most of the crew could be committed to clearing the runway leaving a domestic crew to respond should they need to. They operated the FS 105 with two people, as it is important to have eyes on the ground but also ears on the radio listening to communications from the operations departments.

Rupert concluded: "The Fendt and FS 105 performed very well. We managed to clear the banks completely off the runway within the given time for reopening, so although flights were affected by the initial suspension, the FS 105 certainly helped in speeding up the process, as any other equipment wouldn't have been as effective in clearing the snow banks."



Schmidt's de-mountable FS 105 Cutter Blowers are extremely efficient at clearing high levels of hard, icy snow.



Sweeping Winter Airport Mowing

New MD for Aebi Schmidt UK champions TLC

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.

He said: "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).

He said: "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."

Bill explained that this will be achieved through a project approach involving a number of key elements. Firstly, all existing and potential market sectors will be identified and the dynamics within each will be explored to



put 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 brings international experience to the role and highlighted the importance of Schmidt's global presence and reputation in the range of diverse markets it serves. With headquarters in Zurich, Switzerland and production also taking place in Germany and Holland, global collaboration must continue.

He said: "My role is closely linked with activity in other countries and global headquarters. I want to leverage the knowledge that exists within the company whilst introducing processes and management to the UK business that promotes personal development, technological advancement and, importantly, sustained growth."

Bill took the opportunity to spend time at each of the facilities referenced above during his first weeks at the company where he eluded to a tangible desire to be successful.

"Quality exists in all areas of the business," he said. "We need to provide the UK division with the strong leadership and direction that will see that continue to flourish within an industry leading, customer-focussed business."

At your service...

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

Steve Brimson joins Schmidt having spent the last six years getting first hand experience of the capabilities of the equipment supported by first class service as Works Manager at Ace Plant, which provides winter solutions to the airport sector.

Whilst the increasing prevalence of applications like the Schmidt Airport Towed Jet Sweepers (TJS) being attached to airfield tractor fleets was part of Steve's legacy at the Milton Keynes-based company, he built his reputation on customer service.

With Schmidt's pioneering Total Lifetime Care (TLC) ethos at the heart of the UK Service Manager role, Steve jumped at the opportunity to join the manufacturer.

He said: "I had a good understanding of the quality and technological development that is behind every piece of Schmidt equipment but I was recently given an opportunity to visit the Holten facility in the Netherlands, where the Stratos spreader is manufactured, and the scale of the opportunity I've been given to support that manufacturing capability with



world class customer service really became apparent."

Steve was already familiar with the Peterborough site in the UK, where he'll be based, having visited when the TJS 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

offering great technology and solutions but customer service was a hugely important element of Ace Plant's business model. It was a business built on service not price."

With much of the UK plunged into sub-zero temperatures at the turn of the year, senses were sharpened to after-sales service during the last winter and Steve said it is important that TLC continues to support Schmidt's customers and products during the harshest of conditions.

"When I was at Ace our business was originally focussed largely on dust suppression in the summer and lighting towers in winter," he said. "However, utilisation during the winter months became an issue so I spent my most rewarding years at the company growing the winter products business, including supply of the TJS product. The speed of our growth and level of respect we commanded from one of the most demanding sectors of all, airports, was testament to the level of customer service we were able to provide in support of industry-leading equipment."

Airport 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 Schmidt collected the award at a high profile event which also marked the 80th 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 coveted prize which recognises excellence in product type and industry leading customer service. 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, said: "It was a proud moment and I was honoured to accept the award on behalf of the whole Aebi Schmidt UK team. Its entirely down to our staff and our product offering that we won this award; everyone has played a part in this to some extent. We are the only manufacturer with such a diverse product range and the only one to really



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.

offer a consultative approach and listen to our customers' needs. That clearly stood out to the esteemed judging panel."

Your contacts at Aebi Schmidt

UK Sales and Marketing Manager
Alison Conroy 07901 911003

Area Sales Managers
Schmidt Products
Mark Howorth 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

Project Manager
David Harvey 01733 363391

Service Manager Scotland
Donald Kerr 07970 125227

UK Service Manager
Steve Brimson 01733 363407

Sales and Service Dealer
Aebi Products – ID Spares
Richard Barnard 07860 613261
Fiona Simpson 07970 652387

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

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

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
Aviemore
26th – 29th May



www.aebi-schmidt.com • 01733 363393