

**AEBI**

**SCHMIDT**

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# connection



SWEEPING



WINTER



AIRPORT



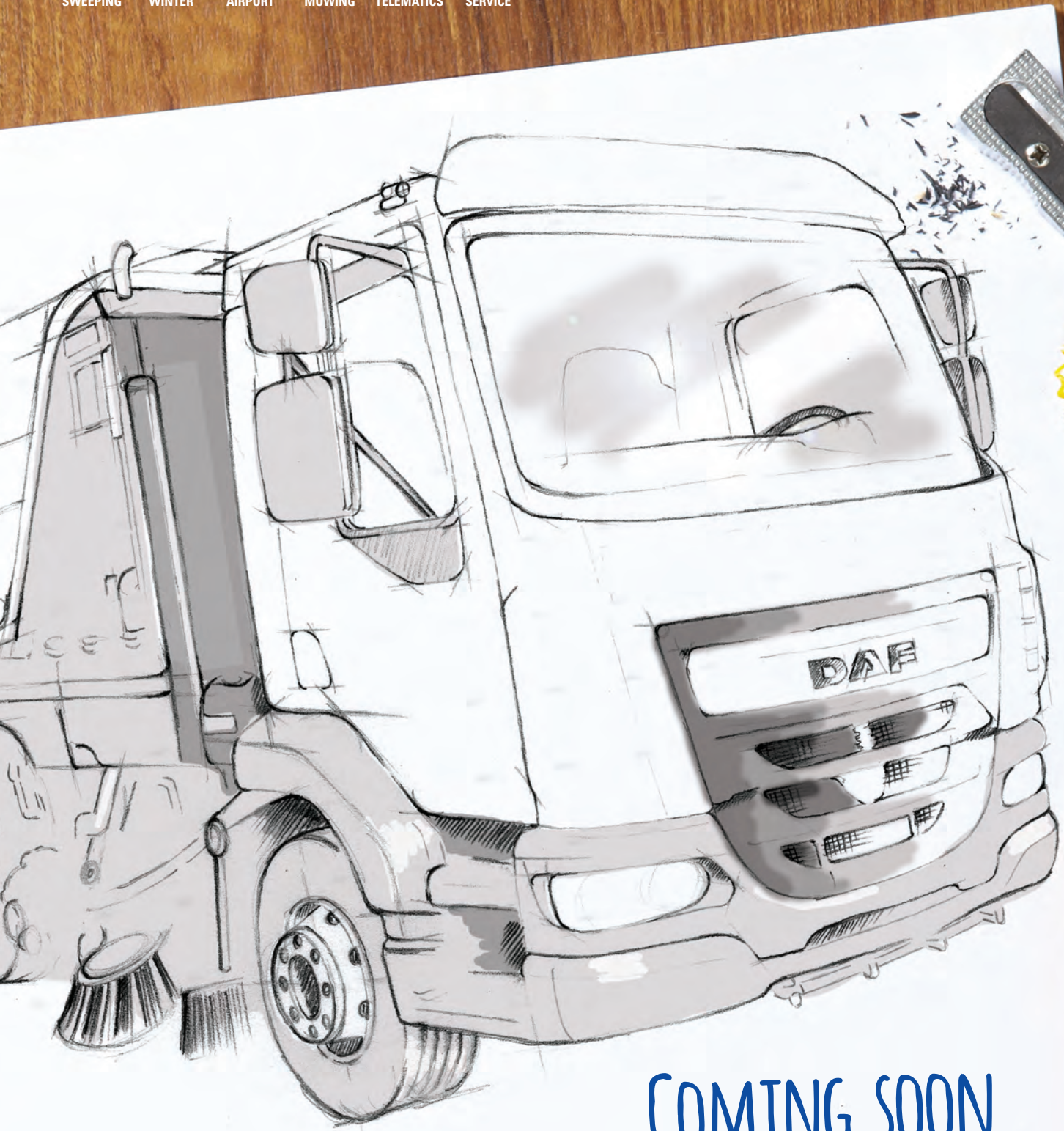
MOWING



TELEMATICS



SERVICE



COMING SOON ...



SWEEPING

# Sweeping clean north of the border

## Viewpoint



Hi everyone, welcome once again to the latest edition of Connection, in a handier size and sporting a great new look.

In this issue, we've compiled some of our favourite articles surrounding all the great things happening within sales and after sales which we hope you enjoy.

Read how our new initiatives – Aebi Schmidt Excellence in Aftersales and further development of our training team with our Master Technicians Project, will ensure we are constantly improving our offering to our customers and upholding the TLC ethic we all work towards.

We've had great success in Scotland thanks to working with Double A and have supplied a number of our walk behind mowers (Aebi CC66) into a prestigious customer, as well as success working in partnership with Gullivers Truck Hire for the hire of Spreaders into a customer in Wales.

Meanwhile life in a Northern town and life as a Schmidt employee are reported on with interviews with Mark Howorth, Area Sales Manager for the North as well as a celebration of 40 fabulous years of service from Lorraine Bond!

Airports continue to be supported by our winter kit. Fast forward to page 9 to read about our 'Green' TJS – the world's first biogas towed jet sweeper.

We hope to see many of you at the various exhibitions we will be present at in Scotland and England over the coming months (see back page for more info).

Thanks for reading, and as for the front page – watch this space for breaking news, coming soon!

Alison Conroy,  
UK Sales and Marketing Manager  
Aebi Schmidt

**Four Swingo Euro 6 sweepers are now working in the streets of West Dunbartonshire. The customer, West Dunbartonshire Council, took delivery of the four compact units towards the end of 2015.**

"We decided to purchase the Swingo sweepers after we run tests that showed these machines to meet our requirements in relation to productivity and after sales service superior," said Ian Bain, Green Space Manager at West Dunbartonshire Council.

"The Council is so pleased with our machines, that is in the process of ordering two other Swingo sweepers, which are scheduled for delivered around May this year," said David Carswell, Aebi Schmidt Area Sales Manager Scotland & Republic of Ireland.

West Dunbartonshire lies to the northwest of Glasgow, between Loch Lomond and the River Clyde. Although the area contains many of Glasgow's



James Connolly, Team Leader of Street Cleaning in Greenspace, and Swingo driver Robert McLaughlin.

commuter towns and villages, as well as the city's suburbs, it is one of the smallest councils in Scotland, covering an area of 61 square miles.

But although the area is small, the council still deals

with a range of litter problems and is responsible for keeping roads clean and litter-free. It bases its street cleaning programme on perceived need with frequencies of cleaning varying depending on location.

## Old Swingos out, new Swingos in!

**Five new Swingo street sweepers were purchased by the Borough of Poole Council in Dorset, in order to replace old Schmidt units. Aebi Schmidt won the order after a successful tender process and the machines were delivered just before Christmas 2015.**

The new Swingo sweepers come with tracking and four-way cameras, which represent new features. They will also feature a scrub deck, a quick-change attachable brushing block with three strong, independent nylon brushes. "The quick-change brush arms are completely independent of each other so the operator has a choice of functions such as brushing or scrubbing alone, suction alone, brushing-scrubbing-suction together and even the option of adding detergent to the water in order to help the cleaning process," says Simon Stringer, Aebi Schmidt Area Sales Manager. Simon explains that the scrub decks were delivered in March and they were installed by one of the Aebi Schmidt engineers.

"We have a responsibility to ensure that Poole's natural and built environment, including public spaces and where we live, are safe, clean and attractive. To ensure we are able to deliver on this commitment Poole employs a small multi skilled team utilising innovative high tech equipment," says John Burrige, Fleet Services Officer, Environmental and Consumer Protection



Services at Borough of Poole. He adds: "We have run Schmidt machines for the last six years and have found them very well suited to the task."

The council in Poole is committed to maintaining the streets clean and making the borough a more attractive place to live by regularly cleaning an approximate 300 miles of public roads and footpaths and 339 hectares of open spaces, including Poole's beaches, of litter, dog fouling and detritus.



The landmark Twin Sails Bridge crossing Poole Harbour.

# Mark Howorth – Life in a Northern town!



Although Mark Howorth only joined Aebi Schmidt UK relatively recently in January 2014, he has already demonstrated that he is a real asset to the company.



Based in Accrington, Lancashire, Mark is currently Area Sales Manager and looks after street cleaning and winter

maintenance in the North of England.

"In April 2015 our colleague Les Bullock retired and part of his area was shared between me and another colleague. This increased my area significantly to cover part of middle England too," recalls Mark.

That was a year of great success for Mark.

"I received orders for 37 Swingo 200+ sweepers throughout 2015. These sales were split between a range of customers with approximately 40% being new business and the remaining being existing customers."

So, what is behind Mark's sales success? "I feel that the success I have achieved in my area has been mainly through listening and working with the local authorities to understand their needs, gaining the trust of my customers and demonstrating that Aebi Schmidt UK really does offer 'TLC' (Total Lifetime Care)."

Mark also enjoys the social side of

the role and firmly believes in the products he sells: "I thoroughly enjoy meeting new and different people through business, that's a great motivator for me. And we definitely have a superior product and great back up. That also helps!"

And how does Mark feel just two years after joining the company? "I'm extremely proud to be part of the team at ASUK. It's a fantastic company to be working for and it upholds great group ethos that is rarely seen these days. This makes us all feel that we are not only valued but that we have an important role to play in achieving the company's goals."

**"THE SUCCESS I HAVE ACHIEVED HAS BEEN THROUGH LISTENING AND WORKING WITH THE LOCAL AUTHORITIES TO UNDERSTAND THEIR NEEDS, GAINING THE TRUST OF MY CUSTOMERS."**

## The great Oxford washdown

Oxford City Council has acquired a CityJet street washer to replace its older HotJet unit. Street washers are a great alternative to street sweepers in hot, dry and dusty conditions.

CityJet is Aebi Schmidt's new street washer product, now featuring a different chassis: "We've put our proven washer technology onto our Swingo compact sweeper chassis and although the technology is basically the same, the CityJet is far easier to use," says Simon Stringer, Aebi Schmidt Area Sales Manager.

Although the centre of Oxford is dominated by the university colleges, like any large city, it also has very busy shopping streets. Washing is a key part of the cleansing regime in any city centre. No matter how frequent sweeping gets done, the busiest streets, in particular, will never stay clean and will require washing to remove stains, grime and other marks not removed by sweeping.

"Oxford City Council is responsible for removing litter from all paved and non-paved areas, verges and open areas and is committed to improve the appearance and function of the city centre's streets and spaces," says Owain Pearce, Fleet Technical Officer at Oxford City Council. He continues: "We believe that a high quality street environment is fundamental to the success of the city as a place where

people want to live, work and visit. An attractive street scene as well as having aesthetic benefits also has social, economic, environmental and safety benefits."



Above the HotJet, and left Aebi Schmidt's new CityJet street cleaner.

**STREETS WILL NEVER STAY CLEAN AND REQUIRE WASHING TO REMOVE STAINS, GRIME AND OTHER MARKS NOT REMOVED BY SWEEPING.**



# Airbus – wings of the world

**Airbus UK has taken delivery of a SNK 55.1 snow plough and a FS90 snow cutter blower to add to its winter fleet. Delivered at the end of 2015, the machines are deployed at the company's facilities in Broughton, North Wales.**



**"WE LIKE THAT THE WHOLE TEAM AT SCHMIDT BELIEVE IN THE PRODUCTS, FROM THE SALES TEAM TO THE WORKERS BUILDING PRODUCT IN THE FACTORY."**



Broughton is one of the two sites in the UK (the other one being Filton, near Bristol) where Airbus aircraft wings are designed, engineered and produced. Airbus in the UK is a world leader in wing design, engineering and manufacturing and is a key centre for the testing and integration of fuel systems and landing gear.

However, the new SNK 55.1 and the FS90 are not the only Aebi Schmidt equipment working at Broughton: "In 2012 we purchased two TJS jet sweepers to replace two units of a different brand. That was followed in 2014 by the first SNK 55.1 snow plough. And that same year we purchased two magnets for FOD detection that were fitted to the rear of both Schmidt sweepers," explains Nick Trueman, Operational Compliance Officer, Aerodrome Management - GWLUA, AIRBUS in the UK.



The SNK 55.1 is a lightweight snow plough with optimum clearing properties, ideal for attachment to tractors and trucks with low payloads. The FS90 snow cutter blower is designed for severe winter service and can be used for clearing high levels of hard, icy snow as well as for removing the side walls of snow left behind by snow ploughs.

It is the sweepers, however, which see the most action at Broughton. "We now have four sweepers, two of which are Schmidt, with the aim of having a minimum of three machines operational at all times," says Nick.

Apart from snow clearing, the Schmidt sweepers are used for removing water and rubber from the

runway all year round. "The runway has to be available all day, from 06:30 to 23:59 for Beluga deliveries supporting wing production," explains Nick referring to the large Beluga planes, the world's most volumetrically cavernous aircraft, able to carry huge cargo loads. The Beluga plane has the widest fuselage of any plane in the world, civil or military, and although it was specifically designed to carry aircraft parts for Airbus, over the years it has been contracted to carry other unusual loads such as whole helicopters and international space station modules.

And how has the Aebi Schmidt equipment performed so far? "We continually assess our snow fleet and how we can improve our equipment. The Schmidt equipment has proved very reliable, with good after sales service and technical back up," says Nick.



## Complete Control with Telematics

**The number of Schmidt's spreaders operating at Somerset County Council that feature the Aebi Schmidt's Winter Report Telematics system has now risen to 13 after the local authority in south west England had it fitted to six more units.**

**AT THE CLICK OF A BUTTON THE COUNCIL IS ABLE TO GENERATE REPORTS ON ITS ENTIRE FLEET OF SCHMIDT SPREADERS.**

"The council took delivery of seven new spreaders in September, in time for the present winter season. All these seven vehicles were fitted with the Schmidt Winter Report Telematics system during their original build. Then the customer asked us to install the system onto six other Schmidt spreaders which they've had since 2013/2014," explains David Harvey, Technical Sales Manager (Winter).

According to David, the installation of the system on the older vehicles was

carefully coordinated with the council and was carried out at the customer's respective depots. Somerset County Council was looking for a system which would reliably record exactly what had been spread on the road, as well as when this was done. The Winter Maintenance Telematics system can be customised to each customer's individual requirements so the council is able to do this by having web-based access and overview of all its gritting activities.

"The system is our own 'in-house'

platform so we can ensure complete integration of the spreader and the telematics system," says David. He explains that at the click of a button the council is able to generate reports on its entire fleet of Schmidt spreaders. The system also lets the council's personnel view vehicle movement in real time, which improves operator safety. Other features include driver identification, automatic alerts and the ability to build thermal maps as well as to monitor salt stock levels.

# Flintshire ready for the worst winter weather



Residents of Flintshire, in North Wales, can rest assured that their local authority, Flintshire County Council, is well prepared to deal with icy conditions on the roads this season.

Not only has the council taken on 11 Schmidt Stratos spreaders and snow ploughs from Gulliver's Truck Hire for this season, but it has also decided to use Aebi Schmidt's Autologic system.

Flintshire County Council has amalgamated all its winter maintenance operations into one depot (rather than running two as it had previously) and has brought drivers into the operation from other services.

The benefits of Autologic, Aebi Schmidt's route guidance and automated spreading, represent an attractive opportunity to ensure that all routes are completed safely and on schedule. "With roads being so busy these days, the council felt that it was critical to allow their drivers the maximum amount of time possible with their hands on the wheel and not on the spreader controls, as well as the best possible chance to learn the route and not stopping to refer to maps," explains

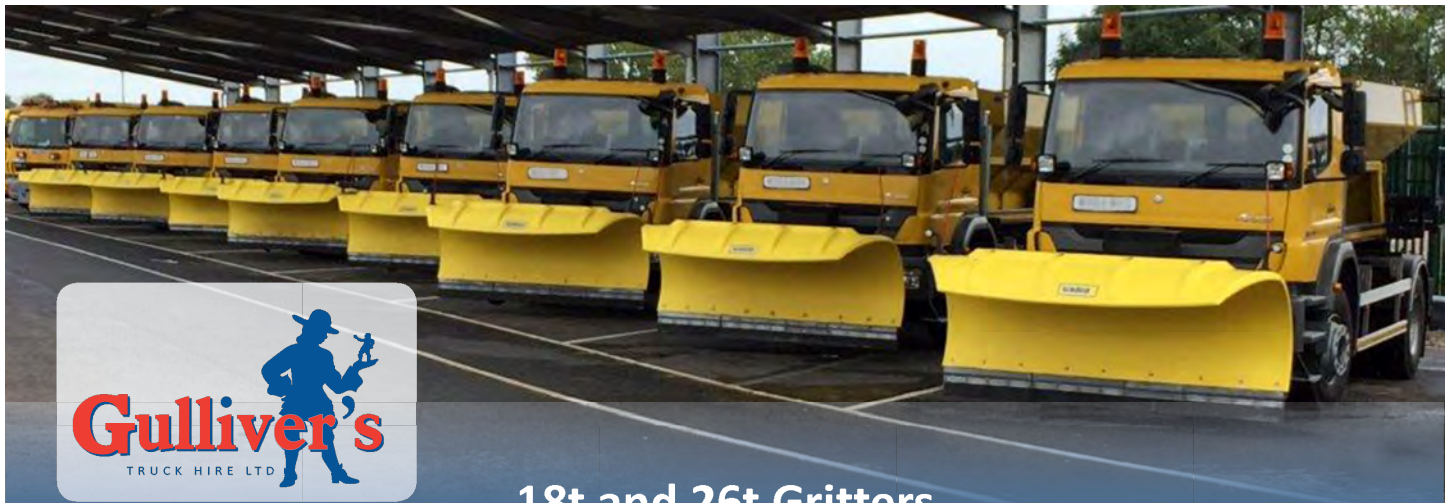
Austin Anderson, Business Development Manager (Winter). According to Austin, the council has also noted a significant reduction in salt consumption since using the Schmidt equipment; around 10 tonnes of salt over each schedule.

Flintshire County Council has a total of 9,000 tonnes of salt stored and a team of gritters on standby, ready to take to the local roads. Furthermore, the drivers are all now fully trained in winter maintenance. The team covers

12 priority-one routes across the county, gritting 45% of Flintshire's roads, one of the highest percentages in Wales.

This new deal strengthens the relationship between Aebi Schmidt, Gullivers Truck Hire and the Welsh council. The company has been closely working with the council in order to programme all the routes into the Autologic system, varying spread dosages and familiarising the team with how to get the best out of the system.

**THE COUNCIL HAS ALSO NOTED A SIGNIFICANT REDUCTION IN SALT CONSUMPTION SINCE USING THE SCHMIDT EQUIPMENT; AROUND 10 TONNES OF SALT OVER EACH SCHEDULE.**



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# On yer bikes in South Gloucestershire



**A Traxos attachable spreader was acquired by South Gloucestershire Council, in South West England, in order to treat its cycling road network with salt, make it safer and encourage more people to get on their bikes.**



**THE TRAXOS' INGENUOUS SELF-LOADING FEATURE ALLOWS THE OPERATOR TO SIMPLY LOWER THE HOPPER THROUGH 90° AND REVERSE INTO THE SALT PILE.**

The attachable spreader, which was purchased via TH White, the council's agricultural supplier, is specifically designed for de-icing smaller municipal areas. Also, it can be attached to tractors quickly and is easy to use. The council took delivery of the 1.2m<sup>3</sup> Traxos in December, when Aebi Schmidt carried out commissioning of the machine, which included conducting certificated operator training as well as a calibration to the customer's specific salt.

Following the Government's recent

investment into the Cycle City Ambition Grant programme in order to boost levels of cycling, South Gloucestershire Council was looking for a professional solution to treat its own cycling network. This solution needed to be tractor-mounted, proven, accurate, of high quality and have the capability of being calibrated. The council also required the driver to be able to load the hopper with salt and control all operations from the cab.

"During the evaluation process carried out by TH White on our behalf,

the Schmidt Traxos salt spreader was identified as the most suitable machine," says Simon Spedding, StreetCare Design & Operations Manager at South Gloucestershire Council.

David Harvey, Technical Sales Manager (Winter) at Aebi Schmidt explains how the Traxos' ingenious self-loading feature, which allows the operator to simply lower the hopper through 90° and reverse into the salt pile, as well as the cab mounted CX control panel, provide full control, just at the touch of a button.

In addition to carrying out an axle load calculation, Aebi Schmidt also undertook analysis of the route lengths in consultation with the council, based on the required spreading width and dosage in order to determine the optimum size of the spreader.

David says: "We're committed to supporting our customers through Total Lifetime Care (TLC), with robust and professional solutions."

## 21st Century winter maintenance

**Tayside Contracts has updated its winter maintenance fleet with the addition of a state-of-the-art Schmidt Supra 4002 snow cutter blower.**

The purchase of the latest generation Schmidt Supra 4002 is part of a record £2.5 million investment programme by Tayside in new vehicles and plant for the 2015/2016 season.

The new machine has been designed specifically for regions with large accumulations of snow and has been improved all-round. For instance, the new reversible clearing head drive is

now directly integrated, eliminating the need for a drive shaft. The clearing head is powered mechanically via a two-speed gearbox.

Worthy of mention is also the articulated steering and intelligent power drive transmission that ensures a consistent clearing capacity. The Supra 4002 can cut 3,500 tonnes of snow per hour, which it can throw a distance of up to 40 metres with a cutting speed of up to 40kph.

The Supra 4002 for Tayside Contracts also comes with a route guidance system that allows the machine to follow a pre-programmed route. This is a key feature, especially in white-out conditions, as the system memorises not only the route but also the edge of the road, thereby helping the driver and providing extra safety.

Five operators from Tayside Contracts have been trained on the new machine, which will help keep the roads

within Tayside, and in particular the A93 road to the Glenshee Ski Centre, open during periods of inclement weather.

This area of Scotland is not new for Schmidt equipment. In fact, the new machine replaces a 1986 Schmidt VF5 snow cutter blower which will be retained as a back-up unit. An even older Schmidt snow cutter blower, a 1977 model which has been working there for decades, is now for sale.

Tayside Contracts also ordered two spreaders featuring the Schmidt Autologic system; the hands free spreading system that also provides route guidance.

"The new Schmidt equipment is part of Tayside Contracts' commitment to delivering an effective and efficient winter service to the local communities," said Bob Ritchie, Transport Services Manager at Tayside Contracts, as quoted in Transport News recently.



# Maintaining the longest road network in Scotland



**Aebi Schmidt has delivered a total of eight spreaders and ploughs to the Highland Council in Scotland in time for the present winter season. The product mix includes 6cu and 9cu, both permanently mounted and with RoRo demount.**

Highland - a council area in the Scottish Highlands - is the largest local government area in the United Kingdom, covering an area of 26,484 square km (10,225 square miles) - which is 11.4% of the total size of Great Britain and is 20% larger than Wales.

The great size of this area of spectacular scenery also means that Highland Council has the longest road network of any council in Scotland. With this comes the challenge of winter road maintenance - in fact, 6,774 km of roads.

The council's winter service runs from 1 October 2015 until 30 April 2016. With an average cost of £5 million year, it involves 215 staff, an average of 50,000 tonnes/year of salt, 108 gritters, 48 footpath tractors and one snow cutter.

"Highland Council has one of the largest winter fleets of any council in the UK with our 108 frontline gritters available during the core months of winter," explains John MacLennan, Community Services, Road & Transport at Highland Council. He continues: "Along with the longest road network of any council in Scotland we also have the most rural and least populated (an area the size of Belgium but with only 225,000 people). As a result, our winter service is delivered through a network of 40 main and local depots. Depot sizes vary, the largest, in Inverness, may launch up to 20 gritters, whereas more remote local depots may encompass a single gritter. All our newly purchased equipment is being used on frontline duties with locations spread as far as Fort William on the west coast to Nairn on the east."

Two of the Schmidt gritters used on frontline duties feature Autologic, the spreading system with GPS navigation that guides the driver along the route while the spreading process happens automatically. The system enhances driver safety as there is no distraction by the spreading process and the driver can concentrate fully on



the traffic. "Having Autologic in two of the spreaders gives Highland the perfect opportunity to trial the system before committing to more," says David Carswell, Area Sales Manager Scotland & Republic of Ireland.

The new spreaders were acquired to replace old stock. So why did Highland Council decide to go with Aebi Schmidt? "We were impressed by the standard of equipment and backup service offered by the company and we had also received favourable feedback from other users," says John.

He adds: "On asking for formal quotations for Schmidt equipment we found them to be extremely competitive so we placed an initial order for the eight new units. Now, during this winter season 2015/16, we're evaluating the equipment's reliability. So far both the equipment and backup service have met our requirements. Regarding our initial order, all the equipment was delivered on time and to our required specification."

David says: "We've had a very successful winter season with Highland Council and we're ready to support them in their commitment to provide an excellent winter road maintenance service."

**THE AUTOLOGIC SYSTEM ENHANCES DRIVER SAFETY AS THERE IS NO DISTRACTION BY THE SPREADING PROCESS AND THE DRIVER CAN CONCENTRATE FULLY ON THE TRAFFIC.**

**Stop Press! In addition to the spreaders and snow plough orders for road winter maintenance described above, Highland Council has now taken delivery of a Euro6 Swingo compact sweeper to cover the city of Inverness.**

Inverness is one of Scotland's seven cities and is located in Scotland's northeast coast, south of the Highlands, on the banks of the River Ness. Nearby is Loch Ness, the 23-mile-long freshwater lake, which according to legend harbours the Loch Ness Monster. The ruined medieval Urquhart Castle overlooks the loch.

A thriving city, Inverness

boasts a number of historic buildings, especially the 19th-century, pink crenellated Inverness Castle, which sits on a hill above the city and is lavishly decorated with flowers.

As befits a city, Highland Council allocates a great amount of resources to street cleaning and litter picking in the seven Inverness wards. These include the deployment of staff and

equipment in order to improve the quality of street cleansing, mainly in the city centre streets.

Highland Council's new Swingo sweeper features the economical turbo diesel Euro6 engine with SCR and AdBlue, which provides significant fuel savings.

Highland Council chose the Swingo following rigorous testing and demonstration.



# Aebi Schmidt airport update



WE RECEIVED THE NEW TJS SWEEPERS AND THE WSP SPRAYER RIGHT ON TIME. WE REALLY APPRECIATE THE EFFORTS OF THE TEAM AT AEBI SCHMIDT TO MEET OUR CHALLENGING TIMELINE.

## Dublin



**Aebi Schmidt's high level of service and ability to meet tight deadlines was recently proven when it delivered two TJS 630 sweepers and a WSP 6,000 litre de-icer to Dublin Airport.**

"Despite the fact that we had a very tight deadline, we received the new TJS sweepers and the WSP sprayer right on time. We really appreciate the efforts of the team at Aebi Schmidt to meet our challenging timeline," said Ian Devine, Head of Asset Care – Airfield, at Dublin Airport.

The TJS sweepers are used for efficient removal of snow from runways, taxiways and aprons. The tremendous capacity of these jet sweepers comes to the forefront when restoring safe conditions on traffic surfaces has to be done as quickly as possible.

The WSP was developed for the de-icing of airport aprons. Its spray and projection nozzles guarantee highly accurate distribution of the de-icing liquid. The maximum spraying width is 20 metres.

"Thankfully we have not used the TJS 630 in anger so far this winter but we are delighted to have bolstered our snow-clearing fleet with the two additional vehicles," said Ian. He continues: "The WSP sprayer has been used actively over the winter season and to date is performing exceptionally well. We are delighted with the equipment, the service level and the after sales support from all the team at Aebi Schmidt."

Dublin Airport, which is owned and managed by daa Plc, is not only Ireland's busiest airport but it is also amongst the ten busiest airports in Europe. In December last year, the airport broke its previous record for the number of passengers processed in a single year with more than 23.5 million passengers.



## Heathrow



**Heathrow Airport has taken delivery of a new Aebi Schmidt ASP 15 sprayer to use for de-icing its taxiways and runways.**

"This sprayer is one of many ground de-icing and snow clearance vehicles operated by Heathrow Airport and demonstrates Heathrow's commitment to continuous improvement," says Darren Smith, Heathrow's Fleet Standards and Delivery Manager.

He continues: "Achieving our vision to give passengers the best airport service in the world, relies on airlines being able to operate in all weather conditions and this new addition to our fleet allows us to help them do this."

The machine's triple row spraying nozzle configuration ensures a highly accurate dosage of the de-icing liquid and has a maximum spraying width of 15 metres. It also features a 10,000 litre capacity tank.

"This sprayer for Heathrow Airport also

features the latest generation control panel, which makes it more intuitive and user friendly for the operator," says Mike Moore, International Key Account Manager at Aebi Schmidt.

Delivered towards the end of last year, the new ASP has replaced another Schmidt machine delivered over 10 years ago.

Heathrow is one of the busiest airports in the world. Nearly 75 million passengers travelled through Heathrow in 2015, an increase of 2.2% on 2014 and the airport's highest ever number of annual passengers.

Heathrow was recognised by passengers as the "Best Airport in Western Europe" in the Skytrax Global Airport Awards and awarded "Airport of the Year" in the Independent's Travel Awards.



# The future of aviation is green



**How Aebi Schmidt's 'green' biogas TJS-C can help airports reduce their carbon footprint. Aviation emissions is big news right now. Accordingly, in its quest to become the UK's most sustainable airport with the lowest carbon emission by 2025, Gatwick Airport has recently appointed a carbon expert to help realise this ambition.**

According to recent press coverage, Simon Sturgis and his agency, Sturgis Carbon Profiling (SCP), will publish a roadmap later this year that will show how future construction at Gatwick, including its planned second runway, are fully sustainable and will generate the lowest carbon footprint possible. The construction plans associated with Gatwick's second runway will be closely inspected to ensure there is minimal carbon impact.

Gatwick Airport has already pledged to cut its carbon footprint by half by 2020 compared to that in 1990 – a target the Government has set for the country to reach by 2025.

As part of this commitment, the airport will begin a phased implementation of economic incentives to encourage the use of electric cars and vans. This is part of a longer term initiative to transition to an all-electric fleet on its apron.

## The world's first biogas towed jet sweeper – TJS-C

Snow clearing machines are vital to keep airports open in winter. They are made for fast, effective and intensive



cleaning of runways, taxiways, aprons and supply roads thanks to their high working speed and manoeuvrability. But they are huge machines and collectively emit a significant part of an airport fleet's emissions.

On the other hand, biofuels play a key role in the aviation industry's roadmap for lower emissions. And biofuels is a key feature of the Aebi Schmidt's green TJS-C, the world's first biogas towed jet sweeper.

Powered by Volvo engines fuelled by a mixture of biogas and biodiesel, the green TJS does not differ in power from other TJS machines operating with a conventional Volvo engine. It is equipped with an efficient airport snow

plough which produces snow and ice-free surfaces. The patented hydraulically powered sweeping unit is located under the supporting frame and can be locked lengthwise for transport. The blower unit generates a class-leading lateral air flow over the complete width, which efficiently blows the snow away from the runway. Furthermore, the TJS-C can operate without refuelling for up to 10 hours and is capable of working in difficult weather conditions over longer periods. Depending on snow quantity and height the machine can work at a speed of up to 50 km/h.

"This machine is large in size but environmentally friendly, innovative and exclusive to Aebi Schmidt," says Mike Moore, International Key Account Manager. Mike explains that the biogas green TJS-C is currently only available for the Schmidt TJS-C/Volvo dumper truck, however, the company is open to consider other truck manufacturers for similar projects.



**THE TJS-C CAN OPERATE WITHOUT REFUELLING FOR UP TO 10 HOURS AND IS CAPABLE OF WORKING IN DIFFICULT WEATHER CONDITIONS OVER LONGER PERIODS.**



## Swedish Pioneer

Swedish national airport operator Swedavia knows about lower aviation emissions all too well. The company, which operates 10 of the country's largest and busiest airports, aims to make all of them carbon-neutral by 2020.

This significant and ambitious initiative was behind the collaboration between the airport operator, Volvo and Aebi Schmidt to come up with the development of the green TJS-C. It started in 2010 when

Swedavia wanted to replace all its towed jet sweepers with environmentally friendly machines that run on biogas and found that they were not available in the market.

The development process involved years of research and experimentation between the parties but finally the first green TJS-C machines were delivered to Swedavia in 2014. "Currently, the company operates 59 machines, 13 of which are biogas," says Mike, adding that a further eight biogas jet sweepers are currently on order for delivery

in the summer this year.

To start with, Swedavia used biodiesel only and after one full winter season (2014-2015) of working with the carbon-neutral towed jet sweepers at three of the ten airports, the company reported a reduction of at least 20% in fossil carbon dioxide emissions. This winter season (2015-2016), Swedavia is using both biogas and biodiesel and according to a recent article in Airside International, the operator expects to reduce emissions by 60-80% for snow clearing.

Back in the UK, Gatwick Airport's significant commitment to carbon reduction sees the airport take the leadership in this area. As carbon emission analysis expert Simon Sturgis recently quoted in the industry press: "I am very excited at the scale and commitment of Gatwick's carbon reduction ambitions. Their plans are significant, imaginative and ground breaking and the leadership they are showing has the potential to be game changing for carbon reduction across the UK."



# Success for Aebi Schmidt and Double A

**AEBI SCHMIDT PRODUCTS FIT WELL WITH DOUBLE A'S PHILOSOPHY OF SUPPLYING QUALITY PRODUCTS BACKED BY A QUALITY AFTERSALES SERVICE.**

**It's a win-win for agricultural amenity products north of the border. Eight Aebi CC66 walk-behind banks mowers were recently purchased by Land Engineering, one of the leading names in public realm environmental improvement work, stonework and grounds maintenance in Scotland.**

The new machines help increase Land Engineering's fleet of Aebi units and feature a new load regulation ADC system, uprated 23HP twin cylinder engine, Carroy heavy duty flail mowers and dual wheels.

Furthermore, Falkirk Council also in Scotland, has acquired an Aebi Terratrac TT211 72HP banks tractor complete with full air-conditioned cab, front and rear hydraulics, tilt seat and crab steering.

Both orders were successfully achieved by Double A, one of the largest turf dealerships in the UK and Aebi Schmidt's official dealer for Scotland since 2002.

"Our products fit well with Double A's philosophy of supplying quality products backed by a quality aftersales service. The team there, headed by

Managing Director Sandy Armit and Commercial Sales Manager Hugh Ramsay, has sold machines to many customers including local authorities, contractors and private customers," says



David Carswell, Aebi Schmidt's Area Sales Manager Scotland & Republic of Ireland.

"Aebi Schmidt provides us and our customers with unique high quality products, primarily for the maintenance of banks but also for general maintenance of turf and amenity areas," says Double A Managing

Director Sandy Armit. He adds: "The quality and versatility of the Terratrac tractors and the CC series of walk-behind tool carriers have been well proven over the years through the many hours of work these products have put in for demanding customers throughout Scotland".

Double A, which is solely focused on supplying and servicing the turf industry, celebrates 20 years in business in 2016. This focus paid off in 2011 when the company was the overall winner of the 'UK Professional Turfcare Dealer of the Year' Award by the Service Dealer Magazine in association with the AEA and Lucas Fettes. The panel said of Double A: "The company is a highly professional operation with excellent management and total commitment to after-sales support".



Double A's workshop facility at their headquarters in Cupar, Scotland



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# Aftersales excellence and better training



**Aebi Schmidt has recently launched two important internal initiatives in order to improve efficiency in the workplace and its service to customers: the ASEA Project and the Master Technicians Project.**

ASEA stands for Aebi Schmidt Excellence in Aftersales and it is based on the Toyota Production System (TPS) and Lean Manufacturing principle.

TPS organises manufacturing and logistics and includes interaction with suppliers and customers. The driving force behind TPS is the elimination of waste aimed at ever improving quality, cost, productivity, safety and morale. The result is greater satisfaction for the customers, employees and investors.

Starting last year, the project has been rolled out in two stages: The first part consisted of a detailed presentation about the basis of the philosophy to the management group in Aftersales. Part two then saw these managers pass the information to their respective teams.

The practical implementation of the project started in January this year so ASEA is now up and running. The



company is now identifying areas of improvement and evaluating the next steps through the PDCA process: Plan, Do, Check and Act. Paul Bradshaw, Aftersales Manager at Aebi Schmidt says: "The overall idea behind this project is that by identifying improvements in the workplace and process flow, both the company and the customers will benefit from greater efficiency."

## Master Technicians

The company's other initiative involves the Master Technicians. Four field engineers have now been trained to enhance the company's training support both to customers and the company's own team members. "We plan to extend the Master technician role into the workshop areas as they could become mentors to our apprentices. In fact, we intend taking one or possibly two apprentices from the 2015/16 group," says Paul.

Continuing with the internal changes, the workshop team has been restructured and now includes a Team Leader, Tony Walsham, who will be responsible for closer day-to-day control within the workshop in terms of project management. Tony's appointment has freed up time for Glenn Smith (Wolfie), Workshop Supervisor, to concentrate on higher level project management.

**THE COMPANY'S OTHER INITIATIVE INVOLVES THE MASTER TECHNICIANS. FOUR FIELD ENGINEERS HAVE NOW BEEN TRAINED TO ENHANCE THE COMPANY'S TRAINING SUPPORT.**



*Team Leader, Tony Walsham*



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SERVICE

# The name's Bond... Lorraine Bond

**Lorraine celebrates 40 years of supreme efforts, commitment and loyalty with Aebi Schmidt. We would like to say congratulations, well done and a big thank you to Lorraine Bond who has achieved a remarkable 40 years of service with our company. We look forward to working with Lorraine for many years to come.**



**"IT'S BEEN A PRIVILEGE WORKING HERE. I WANT TO THANK ALL MY COLLEAGUES AND SUPERVISORS FOR THEIR SUPPORT AND FRIENDSHIP THROUGHOUT THE YEARS."**

Lorraine joined the Service Department of Melford Engineering on 22nd March 1976. Since then she has held many job positions in our business as it has developed, first as Schmidt Manufacturing and Equipment and most recently as Aebi Schmidt UK.

Paul Squires, Finance Controller says: "Lorraine has a remarkable memory of Schmidt people and events over five decades and we hope she continues to be a friend and a colleague for many years to come. Well done, Lorraine!"

In Lorraine's own words, here are some of the milestones she remembers:

"In June 1980 the company name changed to Schmidt Manufacturing and Equipment (UK) Ltd and we had a new office working out of the old railway station building!

"In 1984 the company won the Design Council Award, which was presented to us by HRH the Duke of Edinburgh.

"In March 1992 I met the Queen at Buckingham Palace. The occasion was to collect the award for Export and Technology for 1991. It was a lovely day and a great honour to be presented with the award in recognition of our company's achievements.



"In May 1993 the company name changed again, this time to Schmidt UK Ltd.

"In 1995 the company moved to Peterborough from Sutton and my position within the Finance Department changed to Sales Ledger Controller.

"Towards the end of 1999 and beginning of 2000, the manufacturing operations moved to Germany and here in the UK we concentrated our efforts on sales and distribution.

"In January 2009 the company name changed to Aebi Schmidt UK Ltd following the merger in 2007 of the Aebi Group from Switzerland and the Schmidt Group from Germany.

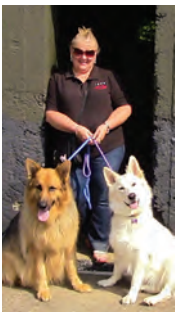
"I think over the years our company has changed a lot, and for the better. We've grown. My position within the Finance Department has expanded and I'm now a Sales

Ledger/Credit Controller/Payroll Officer. I enjoy working here; it has been constant, secure and rewarding. The most satisfying thing about it is to know that my job is appreciated. Also, the fact that I've made lots of friends; some have left but we still keep in touch.

"At weekends I love spending time in my touring caravan with my husband Steve and our lovely German Shepherd dogs, Deuce and Bella.

"I also enjoy going to car shows and fairs throughout the year. We have a 1956 Chevrolet and a 1934 Hot Rod. They were completely built by my husband Steve (with a little help from me!).

"It's been a privilege working here. I want to thank all my colleagues and supervisors for their support and friendship throughout the years. I enjoy working here and I'm not ready for retirement quite yet!"



## Your contacts at Aebi Schmidt



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### Aftersales Manager

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### Area Sales Managers Schmidt Products

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