

Connect

AEBI

SCHMIDT

PLOUGHING AHEAD

SCHMIDT EQUIPMENT IS POISED
AND READY TO TACKLE THE
WORST OF THE WINTER WEATHER.
WE'RE READY, ARE YOU?



WELCOME



FROM THE TOP

RICHARD BRYANT ON ALL THINGS AEBI SCHMIDT

A BIG THANK YOU



“
**WISHING
ALL OUR
CUSTOMERS
A HAPPY
CHRISTMAS
AND A
PROSPEROUS
2019**”

A warm welcome to our 2018 winter special newsletter in which we hear from our customers about how they get the best from our equipment during some of the worst weather conditions of the year.

We hear from customers such as Staffordshire County Council and Sandwell Council, who have strengthened their winter resilience in preparation for the winter season with new fleets of our Stratos III spreaders.

We have received some excellent support from airports again this year, from the largest – Heathrow – to one of the most northern – Aberdeen – and are heartened to hear how widely they appreciate the job our winter equipment does for them.

For Christmas, we shall be closing for business at 2.00pm on Monday December 24th, re-opening on Thursday 27th. We shall then close again on Monday December 31st at 2.00pm ready to see in the New Year – full details can be found on our back page.

Finally, a huge thank you for all the support our customers have shown us in 2018 and we are looking forward eagerly to another successful year in 2019. May we take this opportunity to wish you all a very merry Christmas and a happy and prosperous New Year!

Warmest regards,

Richard Bryant
Managing Director.





'WINTER WARMER'

DISCOUNT OFFER ON OE SPARE PARTS



Aebi Schmidt UK is making a series of 'winter warmer' incentive offers on key OE parts as an extra 'thank you' to loyal customers over the festive period to make sure they are fully prepared for the winter season.

If ordered before the end of January 2019, there will be an **additional 5% discount** available on a variety of OE parts – all of which are key items in terms of winter maintenance on Schmidt equipment.

Each OE part is tested before delivery and each one guarantees safety, security and longevity. When using Aebi Schmidt OE parts, rapid turnaround is guaranteed, while the online webshop at <https://shop.aebi-schmidt.com> offers customers the opportunity to order OE parts at any time, 365 days a year.

The discount offer, available by quoting 'ASH winter warmers', covers the following OE parts which are available from the online shop or by emailing uk-parts@aebi-schmidt.com

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**DON'T MISS
 OUT ON AN
 EXTRA 5%
 DISCOUNT
 ON PARTS
 ORDERS
 PLACED
 BEFORE
 THE END
 OF JANUARY
 2019**”

Lights

| | |
|--------------------------|-------------------------------------|
| Article Number 1185607-5 | OUT3-working lamp 24V Halogen white |
| Article Number 1109054-3 | Working light Nordic white |
| Article Number 1099183-0 | Working light AcuLED 24v |
| Article Number 1177276-2 | Working light LED Vision Alert |
| Article Number 1109060-5 | 4/5-Working light LED Red |

Sensors

| | |
|---------------------------|------------------------------------|
| Article Number 1257482-2 | Spreading control (SICK) S2 |
| Article Number 1255091-9 | Photocel M18 5m cable |
| Article Number 1259033-2 | IN5 Spreading control (SICK) S3 5m |
| Article Number 18-3440716 | Float-operated switch |
| Article Number 1206585-5 | Spreading control S2 |

Gas spring

| | |
|---------------------------|-----------------------------------|
| Article Number 1184997-6 | Gas spring chute |
| Article Number 18-9420703 | Gas spring RoRo |
| Article Number 18-3333004 | Gas spring 2x AU19 M8 08.1t=10V2a |
| Article Number 18-3330955 | Gas spring (Dosage Valve) – Short |
| Article Number 18-3333001 | Gas spring (Dosage Valve) - Long |

Spreading pattern adjustment

| | |
|---------------------------|---|
| Article Number 18-3450223 | Linear adjustment motor |
| Article Number 18-9700730 | Spreading pattern adjust motor |
| Article Number 18-9703022 | Linear adjusting motor (LA30) 6P 4000mm |
| Article Number 1264491-7 | Linear adjusting motor (LA30) 6P 4600mm |

Wear/consumables

| | |
|---------------------------|--|
| Article Number 18-9263029 | Rubber belt sealing Stratos II |
| Article Number 18-9360097 | Brush 390x30x1.5mm |
| Article Number 18-3733000 | Belt brushing – complete with orange cover |
| Article Number 18-3580180 | Vent cap 3/8" |
| Article Number 18-3130003 | R Clip – (Linch Pin 03,2 02,8) |
| Article Number 18-9173015 | Collar bearing 28/36x22-44x4 bronze |



ABERDEEN KEEPS FLYING

EVEN THROUGH THE COLDEST CONDITIONS



Aberdeen International Airport knows a thing or two about coping with severe winter conditions, being one of the northernmost of all the UK's airports – and it relies largely on Schmidt winter equipment to keep it fully operational throughout the coldest months.

The man in charge of airside operations is Robert Paterson, who has a winter fleet of 18 vehicles at his disposal plus around 30 operational staff, with management staff back-up when conditions get tough and extra manpower is required.

“Perversely, winter is my favourite time at the airport because it throws up the biggest challenges but ultimately is the most rewarding. I am co-ordinator of snow operations and responsible for all communications between our airlines, stakeholders and our customers.

“That makes me responsible for deciding when the airport can function during the

coldest weather and I manually and visually inspect the runways before announcing when it's safe to fly,” he said.

The bulk of the Aberdeen winter fleet is Schmidt equipment with the latest addition being a used but still fully functional Supra 5001 2.6m snow cutter blower, sourced from Stuttgart Airport with 500 operational hours behind it, replacing a 30 year-old machine that had finally given up the ghost.

“We feel we have the ideal range of equipment to tackle even the severest of winter conditions that we regularly experience up here,” said Robert.

“Our goal here is to be operational 365 days a year and last year we were able to achieve that despite the severity of the winter weather and the Beast from the East,” he said.

“
**THE LATEST
 ADDITION IS A
 SUPRA 5001 2.6M
 SNOW CUTTER
 BLOWER, SOURCED
 FROM STUTTGART
 AIRPORT**”



START **SPREADING** THE NEWS

STAFFORDSHIRE COUNTY COUNCIL CHOOSES STRATOS SPREADERS FOR THE FIRST TIME



Staffordshire County Council has added new Stratos III spreaders to its winter fleet for the first time after the Aebi Schmidt equipment came out top in the council's tender process for nine replacement spreaders.

Staffordshire operates a fleet of 39 spreaders to meet its statutory requirements to keep the council's highways and byways free of snow and ice during the winter months, across its territory of around 1,000 square miles.

But when nine of the fleet came up for renewal at the end of their 10-year working lives, the council went out to tender through the Procurement Partnership (TPPL) framework agreement using a number of criteria – including price, support, warranty, back-up, and lead time – to select the most suitable replacements.

The winning bid came from Aebi Schmidt for its Stratos III spreader, twinned with an

18-ton MAN chassis, which scored highly in all key areas, including the provision of a two year warranty for both the equipment and the vehicle.

Tony Richards, Fleet and Engineering Manager at Staffordshire County Council, commented: "Aebi Schmidt/MAN were able to offer us two years on both the equipment and the vehicle which was exactly what we were looking for in terms of a longer warranty as it provided us with support for two winter seasons," he said.

Councillor Helen Fisher, Highways Chief at Staffordshire County Council (pictured), explained that keeping the county safely on the move over the winter months was a priority and the boost to the gritting fleet would help do just that.



"The new vehicles have all been put through their paces and are standing by ready for action. They're also all fitted with the latest safety and satellite technology to help make sure that drivers can get around safely and that roads get exactly the right amount of grit," she said.

“ AEBI SCHMIDT/MAN WERE ABLE TO OFFER US TWO YEARS WARRANTY ON BOTH THE EQUIPMENT AND THE VEHICLE WHICH WAS EXACTLY WHAT WE WERE LOOKING FOR ”

FLYING HIGH

AEBI SCHMIDT HELPS KEEP HEATHROW FULLY FUNCTIONAL THROUGH THE WORST OF WINTER WEATHER

Even last year's infamous Beast from the East, which started in late February and extended past the middle of March, failed to close Heathrow International Airport, which in normal conditions sees an aircraft landing or taking off every 45 seconds.

During winter events – which normally mean the threat of snow, ice, frost or fog, making sure the airport is operationally safe during these times is typically an around-the-clock effort. Last year, Heathrow handled some 78

million passengers, making it one of the world's busiest airports, so keeping it fully functional for as long as possible is clearly of paramount importance, especially during the festive period that we are entering now when seasonal passenger numbers are on the increase. The man charged with that

responsibility is Winter Operations Manager Colin Jones, who has a fleet of 150 vehicles at his command, plus a further 90 that can be brought in on hire. They are supported by up to 400 personnel, both employed directly and contracted, working 12 hour shifts around the clock to ensure the airport is kept fully operational at all times. As the latest addition to its winter fleet, Continued on next page.

“
HEATHROW HAS TAKEN DELIVERY OF AEBI SCHMIDT'S LATEST SUPRA 4002 2.6M WIDE SNOW CUTTER BLOWER...
”



FLYING HIGH

Heathrow has just taken delivery of Schmidt's latest Supra 4002 2.6m wide snow cutter blower to provide back-up to the existing Supra 5002 that it already has on the fleet. Aebi Schmidt has supplied around 25% of the winter fleet at Heathrow over the last 15 years or more.

The Supra 4002 is Aebi Schmidt's latest generation snow cutter blower which has been designed specifically for handling large amounts of snow. The self-propelled machine is equipped with articulated steering and intelligent power drive transmission to ensure a consistent clearing capacity and is capable of ejecting snow up to a distance of 40 metres.

At Heathrow, the Supra has proved ideal for clearing windrows – those banks of snow created by snow ploughs clearing stands and taxiways and pushing the snow systematically to one side. But with its large blowing capacity of up to 3,500 tons per hour, the Supra soon makes short work of them.



“Last year’s Beast from the East created conditions that we hadn’t seen for a number of years,” said Colin Jones.

“We saw several bouts of extreme wintry weather, which is unprecedented for us here at Heathrow and our teams were working around the clock. Keeping colleagues warm, fed and watered became a major priority,” he said.

“
**OUR FIRST
LINE OF
DEFENCE
IS OUR
SCHMIDT
DE-ICERS**”

Jones said that the airport’s first recourse in any major winter event was to turn to the de-icing vehicles on the fleet.

“Our first line of defence is our Schmidt de-icers and we have three main types of machine – the ASP 20,000 litre 45m, the ASP 20,000 litre 24m and the ASP 8,000 litre 15m de-icers.

“Once we have notification from our on-site meteorologist from the Met Office of a major winter event, we make all necessary preparations, including sweeping the runways of moisture, before deploying the de-icers, usually around four hours before the event to give the material time to work,” says Colin.

With the Schmidt sprayer/de-icer series, liquid de-icing materials can be distributed all over the ground surfaces at exactly the right dosage, which is of fundamental importance for airports in making sure the optimum amount of material is deployed.

“We will have to wait and see what this winter brings us. But we are gearing up for all eventualities,” says Colin.

Heathrow

GOLDEN OLDIE

POWYS COUNTY COUNCIL SNOW BLOWER REACHES 51 YEARS OLD – AND COUNTING!



There can't be many older pieces of Schmidt winter equipment being operated around the UK than one of the three snow blowers employed every winter by Powys County Council, which has astonishingly just passed its 51st birthday.

Powys County Council bought its first snow blower, SMX 105F, in 1967, making it the grand old age of 51 – and still going strong. Apart from the occasional spare part, the blower is fully functional and in tip-top order.

The other two Schmidt snow blowers on the Powys fleet are relative youngsters by comparison – one, XFOB 827T bought in 1978, is 40-years-old and the other, ANY 280T acquired in 1980, a mere baby of 38. That gives a grand total of 129 operational years between them!

Powys operates its oldest snow blower out of its Kirkumsfield Depot, alongside the



38-year-old blower, and both are fully deployed every winter, clearing highways and byways of soft snow in the locality.

The other snow blower, the 40 year-old, operates out of the Powys depot on Ffrwdgrech Industrial Estate in Brecon – where it fulfils a similar role, tackling snow that can often be as much as 4m deep.

Graham Evans, Workshop Manager at Powys County Council, said the machines' longevity was testimony to the quality of their manufacture in the first place.

“We haven't had to do anything to them mechanically at all really and have never had to touch the engines. They will be out again this winter doing the same jobs they've been doing for us for the last 50 years,” he said.

If you have any pieces of fully functioning Schmidt equipment older than the Powys snow blowers, then we'd love to hear from you!

TRUE GRIT

SANDWELL COUNCIL OPTS FOR NEW GRITTER FLEET FROM AEBI SCHMIDT

West Midlands-based Sandwell Metropolitan Borough Council has invested in a fleet of nine Stratos III gritters from Aebi Schmidt to tackle whatever conditions the coming winter throws at them.

The new outright purchased fleet replaces an aging contract hired fleet and includes three 4x4 gritters, which will be more effective in hilly areas around the borough this winter, while the gritter bodies themselves are fitted on Mercedes Arocs chassis.

Sandwell Council has also specified that the new gritters come fitted with Aebi Schmidt's automated GPS-guided spreading system, AutoLogic, and its Winter Report tracking software to ensure they were at the very forefront of gritting technology.

The new fleet is also fitted with Schmidt SNK blade ploughs, which are quick and easy to fit and remove and are easily controlled via a dashboard joystick for raising and lowering. When not in use, the new single blade ploughs can be stored safely and then quickly fitted when and where required.

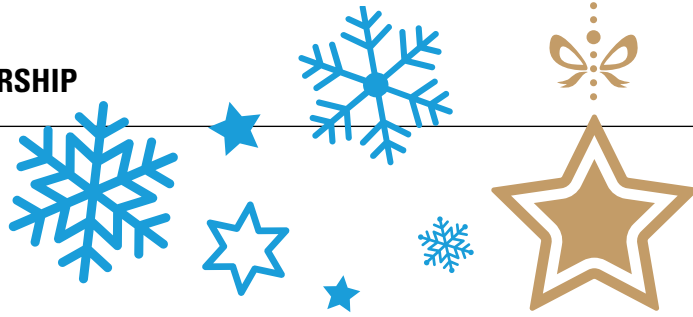
"As a local authority, I would say we're now in possession of some of the best winter equipment available on the UK market today and, thanks to the technology and reliability of Schmidt, we are confident this will help ensure we continue to treat our roads with efficiency and precision," said Amy Harhoff, Director of Regeneration and Growth, at Sandwell Council.

The new winter fleet, which can treat Sandwell's roads with more than 55 tonnes



Continued on next page.

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TRUE GRIT

of salt every time they leave the depot, has already been put into use with a colder than usual October and will ensure the Council meets the requirements set out in its Winter Services Plan and the recommendations within the Code of Practice for Highway Maintenance to achieve a "well-maintained highway infrastructure".

Amy Harhoff said that specification of both AutoLogic and Winter Report had been integral to the new fleet order.

"AutoLogic has saved the authority money in the past and we are certain will continue to do so in the future, as it enables us to use salt economically and effectively, benefitting us during a time of increased budget pressure as well as the environment.

"The system ensures the optimal amount of salt is spread by having programmed routes which have measured the borough's exact road widths to enable the correct



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dosage, spreading width and symmetry, so that we spread the right amount of grit automatically.

"The use of GPS-guided and programmed navigation also makes driving the route much safer for our drivers, while any change in spread rates is automatically and seamlessly completed so that they can concentrate on the road ahead. This has proven valuable in the past in spells of particularly severe weather.

"We have also subscribed to Winter Report tracking software, which will not only allow us to monitor vehicles online but will also highlight areas where there has been a problem. It will also help us to robustly

defend potential claims against the council, as we will be in a position where we can clearly say when, where and what our gritters were doing," she added.

The new gritters have proved very popular with Sandwell's drivers as they find the cab layout and instruments quick, reliable and easy to use.

"Our new fleet will ensure our residents and visitors to the borough continue to receive the best possible service we can provide, and they can also rest assured that the council has a reliable and modern fleet that is capable of dealing with the various winter scenarios we may face," added Amy.

AEBI**SCHMIDT**Brands of **ASH**

Season's greetings

Christmas 2018

Parts and service department opening hours

| | | |
|----------------------------|------------------------------|--------------------------|
| Monday 24th until 2.00pm | Last orders up until 1.30pm. | TNT collection at 2.00pm |
| Tuesday 25th December | CLOSED | |
| Wednesday 26th December | CLOSED | |
| Thursday 27th until 4.00pm | Last orders up until 2.30pm. | TNT collection at 3.00pm |
| Friday 28th until 4.00pm | Last orders up until 2.30pm. | TNT collection at 3.00pm |
| Monday 31st until 2.00pm | Last orders up until 1.30pm. | TNT collection at 2.00pm |
| Tuesday 1st January 2019 | CLOSED | |

Re-open for business Wednesday 2nd January 2019. 7:30am to 5:00pm (standard opening hours).

For out of hours assistance please contact the service desk on [01733 363395](tel:01733363395).

Please note that our **Glasgow Service Centre (0141 423 6002)** will be open as shown except that it re-opens on Thursday 3rd January 2019 at 07.30 due to Wednesday 2nd being a Public Holiday in Scotland.

