

Connect Newsletter

Aebi Schmidt UK | Winter edition



Inside this issue:

BANES upgrades winter fleet with Stratos spreaders

Newcastle City renews like for like Swingo fleet

Heathrow relies on Schmidt for clear runway commitment

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 **aebi schmidt**
group



Managing Director, **Richard Bryant**, on gearing up for the winter season with Aebi Schmidt.

A big thank you

A warm welcome to our winter newsletter in which we hear from customers throughout the country about how and why they use our equipment to get the job done.

We hear from long-standing customers such as Newcastle City Council, which has carried out a fleet renewal programme for its fleet of Swingos, replacing 11 five-year-old models with 11 brand new examples of our best-selling compact sweeper.

And from new customers such as Bath and North East Somerset (BANES) Council, which has upgraded its winter maintenance fleet with eight new Stratos III gritters, complete with AutoLogic and the Winter Reporting system.

We have again received excellent support from airports across the country, from the largest in the south, Heathrow, to Glasgow, north of the border, and are delighted to hear how widely they appreciate the job our winter maintenance equipment does for them.

A huge thank you for all the support our customers have shown us in 2019 and we are looking forward to another successful year in 2020.

Richard Bryant
Managing Director.

In this issue

From the Top	02
BANES upgrades winter fleet with Stratos gritters	03
New upgrades for Street King 660	05
BEAR Scotland replaces ageing vehicles with Stratos III	07
Glasgow Airport finds new ASP is up to the challenge	09
Heathrow relies on Schmidt for clear runway commitment	10
London City Airport turns boosts winter resilience fleet	12
Lincolnshire CC ready to take the cold call	13
Newcastle City renews like for like Swingo fleet	14
Peterborough City Council cleans up with Cityjet	15
Uttlesford District Council opts for new Cleango	16
Super service north of the border	17
Talking Technical	19
Worcester City Council turns to Swingo for city clean	20
Guildford Borough Council gives SK660 Thumbs up	21
Aebi Schmidt in the Community	20

BANES upgrades winter fleet with Stratos spreaders

Bath and North East Somerset (BANES) Council has upgraded its winter maintenance fleet with eight new Stratos III gritters from Aebi Schmidt, complete with AutoLogic and the Winter Reporting system.

BANES has opted for seven Mercedes-Benz 18T Arocs 4x4 Stratos III 6m³ gritters and one Mercedes-Benz 26T Arocs 6x6 Stratos III 9m³ gritter for its winter maintenance fleet. The council selected the Schmidt equipment after going out to tender under the TPPL (The Procurement Partnership Limited) framework agreement, and then selecting a

final shortlist of three suppliers, including the incumbent.

However, the quality of the Schmidt machines won the day, and the council opted to outright purchase, rather than lease, the new equipment.

The new gritters will be

operated by VolkerHighways, who are currently working with the council on their Highways Term Maintenance Contract to ensure it meets its statutory duties in terms on keeping the highways and byways snow and ice free throughout the winter months.

The council is responsible for gritting 263 miles across nine different routes out of a total of 683 miles



Bath and North East Somerset covers an area, two thirds of which is green belt, stretching from Bristol and Bath south to the Mendip Hills, and east to the Cotswolds and the Wiltshire border.

The council is responsible for gritting 263 miles across nine different routes out of a total of 683 miles, some 38% of all roads, with a huge variety of adopted surfaces to treat, ranging from the centre of the heritage city of Bath to A class and B-class country roads and even some remote rural roads.

Craig Jackson, BANES' Highway Maintenance and Drainage Manager who led the tender process, said: "We have been very impressed with the build quality of the Schmidt machines, which we specified with the latest Euro6 complaint Mercedes chassis and four and six wheel drive.

"We have already used them on three runs so far this winter, and so far so good. We expect them to be active now right throughout the winter season," he said.

The Stratos III has been deliberately designed with ease of maintenance and low costs in mind. It is easy to wash down and maintenance points are very accessible for greasing. Another

The nerve centre of the spreader is the state-of-the art Evolution Smart (ES) control panel, which monitors the machine at a rate of 2,000 times per belt revolution and makes continual adjustments at 100 times per second to ensure accuracy is maintained.



of its plus points is the accuracy of spreading, and the machine uses a closed loop hydraulic system to operate the conveyor belt and the spinner independently of each other.

The nerve centre of the spreader is the state-of-the art Evolution Smart (ES) control panel, which monitors the machine at a rate of 2,000 times per belt revolution and makes continual

adjustments at 100 times per second to ensure accuracy is maintained. All of the time, these adjustments are fully road speed-related.

The ES control panel also integrates seamlessly with the Schmidt AutoLogic system, an easy to use, automatic spreading system with GPS-guided routing, which BANES has selected for all its new machines.

The GPS navigation guides the spreader driver along the correct route and the spreading settings occur automatically, enabling the driver to fully concentrate on the traffic without being distracted by the spreading process, thus increasing road safety.

"We have found that AutoLogic is not only safer for our drivers as it allows them to concentrate fully on the road, but it also ensures that

the correct route is gritted correctly every time, regardless of who is the driver," said Craig Jackson. BANES has also selected the Schmidt Winter Report, a web-based telematics system which shows the user where the spreader has been and where it is currently spreading in real time. It is fully integrated with the ES control panel, requires no other hardware or software and gives just one point of contact.

Aebi Schmidt has introduced a series of new upgrades for its state-of-the-art truck-mounted Street King 660 sweeper that make further improvements to its already outstanding performance.

The SK660, which is designed to fit any standard two-axle sweeper chassis, has attracted orders from new and existing customers who have been won over by its stunning array of special features and stand-out USPs, faster working times and lower operating costs.

The new updates are designed to make the sweeper's operation better still and, in many cases, have been made in response to customer requests and operator feedback.

A case in point is the new factory-developed high pressure, lower cost water system, which is run from the Deutz auxiliary engine and produces a flow of 30 litres per minute at 150bar of pressure at the same time as sweeping is being carried out – ideal for tackling tricky clean-up operations.

Another new feature allows the side channel brushes to be fully extended or fully retracted much faster than before through the use of the central joystick – another feature which users have asked for to improve sweeping operations around obstacles or in tight areas.

New upgrades for Street King 660

The SK660's suction nozzle comes fitted with a debris flap which now can be lifted incrementally or opened fully and tilted to tackle larger debris or greater volumes, such as the fallen leaves we are currently experiencing across the country.

The new specification also features two LED sidelights which provide a crescent-shaped arc of illumination and which has proved very popular with councils, contractors and airports who handle clean-up and sweeping operations at night, as they light-up a much wider field of vision. Aebi Schmidt is now rolling out this feature to other items of its equipment, including the popular Swingo compact sweeper and on some airport equipment.

Other upgrades include the Street King's 2.9 litre auxiliary engine, by German precision engineers, Deutz, which has proved to be ultra-reliable and efficient and which drives the fan and other functions.

This now meets the latest EuroMot Stage 5 emissions' standard, giving lower CO2 emissions without impacting performance. At the same time, the design of the auxiliary fuel tank has been optimised to allow for faster refueling.

Aebi Schmidt has also developed a new SK660 demonstrator on an Iveco ML chassis to compliment that which has already been developed using a DAF LF chassis.

The objective is to give potential customers a choice of chassis when ordering the sweeper, and anyone interested in trying out the new version, which is Euro 6 compliant and has a 12-speed automatic gear box, should contact your local sales manager to find out more and book a demonstration.

As before, the SK660 comes complete with Aebi Schmidt's sophisticated ES control panel as part of its standard specification. Through a highly visual 7in touch screen, this is not only easy to use, intuitive and completely flexible, but its simplicity reduces training to a minimum. And thanks to its clever diagnostics capability, it can readily fault-find and report potential problems at the push of a button.

The ES control panel – now standard throughout much of Aebi Schmidt's product line-up – makes the new Street King extremely operator-friendly and continues to evolve and develop as the heartbeat of the machine.



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BEAR Scotland replaces ageing vehicles with Stratos III

BEAR Scotland has opted for the latest Stratos III spreaders from Aebi Schmidt to replace a number of ageing spreaders on its winter maintenance fleet to ensure that it is geared up for every eventuality that the Scottish winter can throw at it.

BEAR Scotland, which has been contracted to maintain motorways and trunk roads throughout the Highlands by Transport Scotland, an agency of the Scottish Government, went out to tender at the start of the year to replace a number of ageing spreaders on its 100-unit winter maintenance fleet.

After going to a final shortlist, BEAR Scotland, which is based in Perth, Scotland and is responsible for managing and maintaining both the North East and North West motorway and trunk road networks, selected 10 pre-wet Stratos III 9m³ spreaders mounted on DAF CF 370 chassis, and supplied by Lothian DAF.

Kevin Parkins, Fleet Manager at BEAR Scotland, commented: "This new order of spreaders from Aebi Schmidt takes the number on our winter fleet to 35 out of a total fleet of 100. Most of them will travel between 20,000 and 30,000km a year depending upon the severity of the winter.

"The majority will be working on the North East network, including routes on the M90 from Perth down to junction 3 at Halbeath and the A90 from Perth to Aberdeen, where the weather can be severe, with another on the M80 from Stepps to Haggs. We also cover Keith to Inverness on the A96," he said.



This new order of spreaders from Aebi Schmidt takes the number on our winter fleet to 35 out of a total fleet of 100. Most of them will travel between 20,000 and 30,000km a year depending upon the severity of the winter.

Parkins explained the thinking behind the choice of chassis to twin with the Stratos III spreaders.

“We opted for DAF chassis because they have a good support network throughout the Highlands. We also have a very good relationship with Donald Kerr, who runs the Aebi Schmidt Scottish service centre in Bellshill - so that gives us good support and back-up for our fleet,” he said.

In line with BEAR Scotland’s contract guidelines, the Stratos III spreaders have been specified with a pre-wet system that mixes salt with brine from appropriate tanks prior to its application.

This makes the salt stick more quickly to the treated surface in addition to accelerating and extending its effect. Since this technique involves hardly any bounce and scatter, it is very cost-effective and environmentally friendly.

Feedback from drivers on the new equipment had been very positive, said Parkins.

“We like the ES control panel which is very easy to use and

gives very accurate spreading,” he said.

One of the key benefits of the Stratos III is its state-of-the-art ES control panel, which really controls everything the machine does. The advanced nature of the system means that not only can the Stratos be controlled in a precise and safe manner, but that the control panel also acts as a diagnostic, calibration and remote access service tool.

Parkins has been fleet manager at BEAR Scotland since 2013 and in that time has seen some very severe winter conditions.

“We never know what the Scottish winter weather is going to throw at us. Last year was a relatively mild winter. But it was only really mild in comparison with the very severe winter we had the year before, when the winter was prolonged by the infamous ‘Beast from the East’

“Who knows what this winter will throw at us? But, we do know that we will be well prepared for every eventuality,” he said.

One of the key benefits of the Stratos III is its state-of-the-art ES control panel, which really controls everything the machine does.



Glasgow Airport finds new ASP is up to the challenge



Glasgow International Airport found a new ASP sprayer de-icer from Aebi Schmidt was vital in helping keep runways and other concrete areas ice-free during some of the worst winter conditions on record.

Who will forget the now infamous ‘Beast from the East’ which saw bitter easterly winds sweep down from the icy depths of Siberia and Scandinavia and leave much of the country ice and snow-bound for several weeks?

At the time up to 45cm of snow fell over one three day period and closed the airport completely for two days.

“These were the worst conditions at Glasgow Airport in living memory and were very challenging for all concerned,” confirmed Louise Hurst, Procurement Manager (Seconded).

Glasgow Airport had taken delivery of a new Schmidt 24m ASP sprayer de-icer just before the bad weather arrived, not realising what a key role it was going to play in keeping the airport operational only a few weeks later.

Designed specifically for keeping runways clear and ice-free, the ASP is available as both a fix-mounted or demountable variant for trucks, operating at speeds of up to

30mph and with maximum spraying widths ranging from 3-30m.

The spray arms deliver de-icing materials of varying strengths, via either double or triple nozzle rows, from tanks with a capacity of up to 20,000 litres, to provide accurate, even distribution and reliable de-icing.

With the ASP, Glasgow also specified Schmidt’s smart AirportLogic GPS-guided spraying control and guidance system, which not only clearly identifies areas which have already been sprayed, thus reducing wastage, but also highlights optimum spreading paths to be as effective as possible.

“The Schmidt sprayer de-icer with the GPS guided control system was key to us being able to keep the airport open and fully operational during the very worst of conditions, and it joined another similar machine we originally ordered in 2009,” added Louise Hurst.

“We were using a de-icing mix of 40gm per square metre as



With the ASP, Glasgow also specified Schmidt’s smart AirportLogic GPS-guided spraying control and guidance system

ground temperatures were down to minus three degrees to ensure all surfaces were thoroughly de-iced and safe to operate from, and that any further snow was quickly melted,” she said.

Part of the AGS Airports Group

that also includes Aberdeen and Southampton Airports, Glasgow handled some 9.7m passengers in 2018, just under the record number of 9.9m in 2017, with more than 98,000 aircraft movements.

Most popular routes were

between Glasgow and London’s three main airports – Heathrow, Gatwick and Stansted – plus routes to Dublin and Amsterdam, available through a number of airlines, including British Airways, easyJet and Loganair.

Heathrow relies on Schmidt for clear runway commitment

Heathrow, the UK's busiest airport with over 80 million passengers and almost 480,000 flights a year, relies on Aebi Schmidt winter equipment to play a key role in helping keep its runways and stands snow and ice-free during the winter season.



The airport adopted the recommendations of the Begg Report in 2010, commissioned by the then British Airports Authority and following the Winter Resilience Enquiry, in targeting the maintenance of snow and ice-free surfaces all year round – and in the nine years since the report was published has tripled the size of its winter maintenance fleet to over 160 pieces of dedicated winter equipment.

As a result, even the infamous Beast from the East in winter season 2017/2018 failed to close the airport, which in normal conditions sees an aircraft landing or taking off every 45 seconds.

So, as one of the world's most important airports, keeping Heathrow fully functional for as long as possible is clearly of paramount importance, especially during the festive period that we are now entering when seasonal passenger numbers inevitably start to increase.

To help meet this objective, the

“By taking this latest ASP, we can effectively do the job of two machines with just the one, improving our efficiency rates, keeping our runway time down to a minimum and maximising the deployment of our resources.”

newest addition to the Heathrow winter maintenance fleet is the latest generation ASP airport sprayer from Aebi Schmidt. The new ASP, which has a mammoth 20,000 litre capacity of de-icing material and a 24m boom width, takes the number of pieces of Aebi Schmidt equipment to over 50 on the Heathrow winter fleet.

Neil Pritchard, Head of Operations Transformation, Planning, Performance and Transformation- Airside and Airport Operations, explained the thinking behind the latest acquisition.



“With a plane taking off or landing every 45 seconds, our aim is always to be as efficient as possible and to minimise the amount of time we spend on our runways – a prerequisite as one of the world's busiest airports.

“By taking this latest ASP,

we can effectively do the job of two machines with just the one, improving our efficiency rates, keeping our runway time down to a minimum and maximising the deployment of our resources,” he said.

Designed specifically for

runways, the ASP combats ice both preventively and curatively using liquid de-icing materials and is available as both fix-mounted and demountable variants for trucks. With operating speeds of almost 30mph. it also offers maximum spraying widths ranging from 3m to 30m.

Neil is a fan of Aebi Schmidt winter equipment for a number of reasons. "It's fit for purpose, technologically advanced, with a simplicity of use and good quality which equals reliability.

"We also have great feedback from our operators about its ease of use and, if we want to add in additional pieces of equipment, the transition is easy with commonality of controls requiring very little in additional operator training – which in turn saves us time and money," he said.

With Heathrow bursting at the

seams and with already over 200 stands, expansion of the airport would seem to be necessity – including the building of a third runway?

Neil is a firm advocate. "Heathrow expansion is set to create tens of thousands of new skilled jobs, boost British exporters by billions and generate the competition and choice that will lower airfares for passengers. This plan gives Britain the springboard to succeed in the world and is the exact boost our country needs now.

"As we are at, or near, capacity at the moment, that increases the emphasis for us to be as efficient

as possible, to make the maximum use of our existing resources, and reduce inefficiency and downtime. So the choice of our equipment is very important," he said.

Also of great importance to Heathrow is the use of clean energy and a reduced carbon footprint. The airport's sustainability strategy – Heathrow 2.0 – commits to a public Ultra Low Emissions Zone to be implemented in 2022, and a special airside Ultra Low Emissions Zone soon after.

Currently there are some 5,000 vehicles operated by both the airport and its suppliers and partners, all of

which have to be registered before they are allowed access.

"We want to go above and beyond our current objectives and move from diesel to all electric vehicles," says Neil Pritchard.

"We are already looking at all-electric Swingo precinct sweepers from Aebi Schmidt, and we currently have over 100 electric vehicles on our own vehicle fleet. We see further significant investment in moving to electric vehicles and equipment over the next five years.

"And we will be working with our partners at Heathrow to support strategies that will enable this to happen," he added.



London City Airport turns to Aebi Schmidt to boost winter resilience fleet



London City Airport, in the heart of the capital's Docklands and less than seven miles from the city centre, has turned to Aebi Schmidt to help boost its winter resilience programme, after being caught out by the 'Beast from the East' nearly two years ago.

The 2017/18 winter season was particularly severe in the UK and, like most airports in the country, London City, which handled more than 4.8 million passenger movements in 2018, was closed for a short period of time.

The Airport, which operates a single 1,500-metre (4,900 ft) long runway, has now taken delivery of a new generation ASP airport sprayer from Aebi Schmidt.

The new ASP, which has a 7,500 litre capacity of de-icing material and a 15m boom width, mounted on a Mercedes-Benz Arocs 1830 4x2 truck, hasn't yet seen active service – but already several operational teams have been thoroughly trained in its use in anticipation of severe weather later this winter.

"While we don't expect to use it in December, the long term forecast is predicting that any bad

weather will hit around late January or early February," said Head of Transportation, Donie Braddick, who is responsible for the procurement of "anything with wheels" at the airport, which is the fifth-busiest by passengers and aircraft movements serving the London area.

The ASP will boost a winter resilience fleet which includes a number of Aebi Schmidt 5.6m TJS (towed jet sweepers) – the first of which was supplied a decade ago but is still going strong. More recent additions include two of Aebi Schmidt's highly acclaimed 6.4m steel airport snowploughs mounted on 430bhp Mercedes-Benz Arocs four wheel drive trucks.

"Aebi Schmidt equipment is industry leading so we are confident that we have gone for the best in a grown-up approach to tackling our winter maintenance issues. So far we have trained over

50 of our staff in its use, using weekly drills and Aebi Schmidt's 'train the trainer' approach," said Donie Braddick.

London City is currently undergoing a five-year, half a billion pound transformation that started in 2018, which includes a new terminal building, eight new standing areas, a parallel taxi-way and other infrastructure developments.

To help keep the development areas free of FOD (foreign objects debris) the Airport has now ordered a new Street King 660 airport specification truck-mounted sweeper from Aebi Schmidt, which is expected to take delivery of next Spring.

"We have previously outsourced all our sweeping requirements to a third party supplier, but wanted to take it back inhouse to give us greater control," said Donie Braddick. "The new Street King



660 will allow us to sweep the airport both airside and landside continuously on a daily basis, and as and when we require it."

The medium-sized Street King 660 is designed to fit any standard two-axle sweeper chassis, and brings an array of special features and stand-out USPs, faster working times and lower operating costs.

It is also extremely operator friendly thanks to Aebi Schmidt's

cutting-edge ES control panel which, through a highly visual 7in touch screen, is not only easy to use, intuitive and completely flexible, but its simplicity reduces training to a minimum.

"We will train our teams in its use using the same methodology we have used for other Aebi Schmidt equipment and expect to have it fully functional by late Spring next year," added Donie Braddick.

Lincolnshire County Council ready for winter

Lincolnshire County Council has turned once again to a combination of Aebi Schmidt Stratos III spreaders and Mercedes-Benz Arocs for one of the toughest jobs in transport – clearing the roads of snow and ice through the winter.

The authority has boosted its fleet in preparation for the onset of the cold season, by taking delivery of four new 26-tonners from Dealer Intercounty Truck & Van.

All Arocs 2635 models, they are powered by 7.7-litre 'straight-six' engines which generate 260 kW (354 hp) and drive both rear axles via Mercedes PowerShift automated manual transmissions.

The new trucks are fitted with Schmidt Stratos III grit hoppers and spreading equipment, as well as mounts for plough blades.

Lincolnshire County Council's gritting fleet now extends to 47 vehicles, approximately two thirds of which are based on Mercedes-Benz chassis. In a break from its previous acquisition method of leasing, however, the authority has purchased its latest trucks.

"While most of our county is quite flat, the Lincolnshire Wolds area of hills and steep valleys is not far from the North Sea and prone to very bad weather conditions in winter," said Darrell Redford,

the Council's Network Resilience Manager.

"We've previously relied on 32-tonne gritters with 10m³ hoppers to keep these roads open. Those trucks employed a 'pre-wet' salt system, which meant they also had to carry heavy liquid tanks.

"We've now switched to an alternative method which entails using salt impregnated with molasses. This helps it stick to the road, and is highly resistant to being blown or washed away. It therefore negates the need for water tanks and means we can put the same size of body on a smaller, 6x4 chassis – which results in a welcome cost saving."

The vehicles are equipped with Schmidt's AutoLogic computer-controlled spreading systems, into which their routes can be programmed in advance. The spreaders then deposit the correct amount of salt onto each section of road automatically. As well as improving efficiency, the fact that this frees up the driver to



concentrate fully on the road and traffic conditions enhances safety.

"The double-drive 26-tonne Arocs is the perfect truck for this demanding role," continued Mr Redford. "Salt and machinery are not natural allies, but we know from experience that

Schmidt/Mercedes-Benz gritters are extremely reliable, and are engineered to stand up to the job extremely well.

"They're also very good value in terms of their total cost of ownership – even after a long working life of 10-15 years we

anticipate having no difficulty in selling them on for a good price. Like all local authorities our priority is to achieve the most cost-effective solution for our council tax-payers' money, and when it comes to gritting trucks Mercedes-Benz is our preferred chassis."

Story credit Intercounty Truck & Van

Newcastle City renews like for like Swingo fleet

Newcastle City Council has carried out a fleet renewal programme for its fleet of Swingos, replacing 11 five-year-old models with 11 brand new examples of the best-selling compact sweeper.

The Council went out to tender under the TPPL (The Procurement Partnership Limited) framework agreement in a process that involved not only senior managers and decision-makers, but technicians and drivers as well.

They reviewed models from a number of manufacturers before opting for the Swingo again, replacing the fleet on a like-for-like basis on an outright purchase, five year replacement cycle.

Newcastle City Council fleet manager Peter Morton, who led the tender process and is responsible for a fleet of 750 vehicles, ranging from cars to HGVs, said: "We think the most appropriate way of carrying out a procurement of this nature is to involve everyone from the decision-maker to the end user.

"That way a decision isn't made simply on a cost basis, but is also made from the perspective of the people actually driving and maintaining the machines," he said.

The Swingos attracted a series of positive comments during the

The drivers liked the high and comfortable driving position, the all-round visibility, easy to use controls and the air conditioned cab.

assessment process. Users liked the standard tyres, which made replacement straightforward, and the fact that, in a high maintenance environment, the Swingo was straightforward to maintain by both mechanics and drivers alike.

The drivers liked the high and comfortable driving position, the all-round visibility, easy to use controls and the air conditioned cab. The Swingo also offers high suction power thanks to a hydraulically driven high-performance suction fan which gives a nearly stepless adjustment of the suction power.

With over 6,000 machines delivered worldwide, the Swingo is a firm favourite with local authorities and is powered by the latest Euro 6c diesel engine



to guarantee clean and green sweeping in any location.

Highly versatile, efficient and flexible, with low costs of operation twinned with high performance, the Swingo is ideally suited for cleaning

and sweeping in the modern urban environment, like Newcastle city centre.

For example, the fully adjustable undercarriage allows easy sweeping in typically difficult areas

to access, such as multi-storey car parks and underground car parks, while its compact dimensions ensure it remains manoeuvrable in any tight location, especially around street furniture and other obstacles.

Situated on the banks of the River Tyne and covering an area of 114square kilometres, Newcastle is a university city with a population of around 300,000, with a large diversity of highways, byways, shopping centres and pedestrianised areas.

"Although Newcastle is quite a compact city, being about 10 miles across and six miles wide, we have a variety of different surfaces which we need to keep clean at all times," said Peter Morton.

"These include cobbled areas, tarmac pavements and block-paved squares where larger sweepers would cause damage with their wider tyres. But the size of the Swingo, and its manoeuvrability and flexibility, make it ideal for cleaning and sweeping these areas," he said.

Peterborough City Council cleans up with Cityjet

A state-of-the-art high pressure cleaning machine from Aebi Schmidt UK is currently hitting the streets of Peterborough, helping to keep pavements, streets and walkways looking clean and tidy.

Aragon Direct Services, the new name for Peterborough City Council's trading company which has taken over delivery of key services, has bought a new Cityjet hot jet street washing machine, produced by Peterborough-based Aebi Schmidt.

The machine, which contains no chemicals and uses a high pressure jet of hot water to clean roads, pavements and street furniture, became operational last week.

Councillor Marco Cereste, Peterborough City Council's cabinet member for waste, said: "This type of machine is very effective at cleaning stone and paved surfaces like we have in Cathedral Square. It brings it up almost like new, so I'm looking forward to seeing it in action.

"The fact that the machine is chemical-free means we can be sure that no long-term damage is caused to any of our pedestrianised areas.

"We are fully committed to keeping our streets and public

areas clean, for the wellbeing of our residents, visitors and city's economy. I'm confident this new machine will prove a real asset for us."

The Cityjet, which has a water capacity of 1,240 litres, will be mainly used in pedestrianised areas in the city centre but can be mobilised to other suitable areas if appropriate.

It uses high pressurised jets of hot water - similar to a domestic pressure spray which you might use to clean a patio, but on a larger scale.

David Strachan, Area Sales Manager for Aebi Schmidt UK, said the Cityjet 3000HP was perfect for cleaning away heavy stains and spillages in city centre areas.

"Thanks to its twin diesel boiler, the Cityjet can produce water heated up to 90 degrees and can tackle even heavy duty stains and spills, such as oil and grease, to leave the area clean again - without having to resort to using chemicals of any kind."



The drivers liked the high and comfortable driving position, the all-round visibility, easy to use controls and the air conditioned cab.

Uttlesford District Council opts for new Cleango

Uttlesford District Council in rural Essex has opted for a new Cleango mid-sized sweeper from Aebi Schmidt to help keep the towns and villages under its jurisdiction clean and tidy.

Uttlesford, a local government district covering almost 250 square miles, is uniquely run by a collection of local officials called the Residents of Uttlesford, and has its head office in the market town of Saffron Walden. The district includes London Stansted Airport within its boundaries, which is the area's largest employer.

The Council operates a street cleansing fleet of nine machines in a total fleet of 80 different vehicles, ranging from light commercial to lights goods vehicles.

It already operates two of Aebi Schmidt's extremely popular Swingo compact sweepers, but wanted a sweeper that was mid-way between a precinct sweeper and a channel sweeper to tackle some of the tricky cleaning jobs it faced.

The answer lay in the new mid-size Cleango 500 sweeper which combines the holding capacity of a large mounted sweeper, with a 5m³ hopper, and the flexibility of an agile and nimble compact sweeper.

Now available with a Euro

6c compliant diesel engine and offering speeds of up to 40mph, this high-performance sweeper is ideal for cleaning roads in towns and industrial areas – and the perfect solution for tackling Uttlesford's cleaning challenges.

Uttlesford Fleet Manager Danny Johnson explained: "After reviewing the payloads and gross vehicle weight of a number of sweepers, and carrying out a value assessment with Dave Strachan, our area sales manager, we decided to go for the Cleango 500."

It has proved to be a good decision.

"In the three months we have been operating the Cleango, we have had very good feedback from our operators about its performance, payload and drivability, along with its manoeuvrability, comfort and excellent all-round visibility," said Danny Johnson.

The Cleango is ideal for tackling big cleaning jobs with its high performance suction fan which, combined with a suction nozzle

width of 670 mm and a debris flap, means it is perfect for picking up larger debris.

At the same time, a towed disc brush system takes up little space underneath the cabin and is attached in front of the front axle, while the flexible brooms enable different sweeping ranges and readily adapt to individual street conditions.

In terms of providing driver comfort, the cabin is specially mounted and sound-proofed to reduce noise and vibration, while comfortable all-round glazing ensures high visibility of the work and traffic area.

Add to this an ergonomically designed driver seat, modern heating and air conditioning system, a height and tilt-adjustable steering column, and a user-friendly menu control via a central display, and it's little wonder that the Cleango

has won praise from the Uttlesford operators.

Dave Strachan, Area Sales Manager, added: "The Cleango has an increased working cycle due to

its larger hopper, which means it spends more time working and less dead time travelling to be emptied and which, in turn, gives increased efficiency and productivity."



The Cleango is ideal for tackling big cleaning jobs with its high performance suction fan which, combined with a suction nozzle width of 670 mm and a debris flap, means it is perfect for picking up larger debris.

Super service north of the border

Aebi Schmidt provides a dedicated customer support and service offering to its many Scottish customers. We talk to Service Manager Scotland, Donald Kerr, about the outstanding service that he and his team offer to customers north of the Border.

Can you tell us more about the Scottish parts and service centre?

For our many customers in Scotland, we operate a dedicated parts and service centre near Glasgow, with a service manager, assistant service manager and six

mobile engineers. Our objective, as it is with customers throughout the British Isles, is always to provide our Scottish customers with outstanding, instant and exemplary customer support.

Situated in Bellshill, just outside Glasgow, and with easy access to the main motorways, our service and parts centre is ideally located to service the whole of Scotland

and the North of England in the fastest possible time and with the maximum level of service.

The service centre provides customers throughout Scotland with rapid delivery and ready access to key parts, and carries around half a million pounds worth of parts at any one time.

From this central location, we can easily supply parts or provide servicing for our extensive portfolio of winter maintenance and road

sweeping machines, with a team of six field-based service engineers always on call to look after customers' requirements.

Located on an industrial estate which is home to most of the major truck manufacturers that Aebi Schmidt works with, such as Mercedes-Benz and DAF, this makes it easier to carry out chassis conversions and fit gritter bodies more readily on site.

The service centre regularly carries out this kind of work and is currently handling around 10 or 11 conversions a year on behalf of municipal customers.

Who are your main customers north of the Border?

We provide quality, efficient and reliable machines to service the summer and winter needs of our many customers across key markets, including local councils and authorities, international airports and corporate customers.

In Scotland, we work with 32 local authorities plus contractors such as Balfour Beatty, Bear Scotland, Amey and Transport for Scotland, providing summer and winter maintenance equipment and we have relationships stretching back many years with most of them.



The service centre provides customers throughout Scotland with rapid delivery and ready access to key parts, and carries around half a million pounds worth of parts at any one time.

We also work with all of Scotland's major airports. These include, Aberdeen International, Glasgow International, Glasgow Prestwick, Edinburgh International, Highlands and Islands based in Inverness, along with two MOD bases at RAF Lossiemouth and RAF Leuchars.

And we can meet their service and parts requirements faster and more easily thanks to the location of the service centre and its easy access to most of the major arterial routes.

How do you ensure you provide great service to customers throughout the year?

In even the worst of winter conditions, our fleet of factory-trained service engineers can quickly reach even the most remote of Scottish customers, while their well equipped mobile service units, with a stock of the most commonly needed parts, are on call around the clock.

The use of GPS satellite navigation allows the service engineer nearest the customer to be the first responder and routed to the exact spot where they are needed - whatever the weather and the prevailing road conditions.

Our Scottish customers have

seen a number of key benefits thanks to our centrally-located service centre, while our team of field-based mobile engineers puts us in a unique position to be able to respond quickly to all our customers' needs.

We aim to deliver a first-time fix every time. It's all part of going the extra mile on the customer's behalf and we aim to provide our customers with long-term clearing and sweeping solutions to allow them to work more effectively and economically.

Tell us more about your approach to customer service?

We pride ourselves on our ability to deliver a dedicated service that focuses on their individual requirements. And when it comes to providing a first rate customer support service, we interact with our customers directly, and not through third parties, if they have an issue.

Although we are a large company, we adopt a small family approach with all our customers to provide them with outstanding customer service.

During the first 12 months of operation, all Aebi Schmidt products are covered by a comprehensive warranty because, while we have



Although we are a large company, we adopt a small family approach with all our customers to provide them with outstanding customer service.

every confidence in our products, there are occasions where a repair may be required.

We undertake to repair or replace any faulty parts completely free of charge, while we also provide our customers with a 24-hour emergency technical support hotline.

At the heart of our service commitment to our customers is

Total Lifetime Care (TLC) - a unique sales and service programme that offers a long lasting commitment to customer care, designed to help our customers maximise the operational life of their equipment and provide exceptional value for money and complete peace of mind at the same time.

Our dedicated team of fully trained in-house support staff

ensures that all our customers' sales and service needs are met to the highest standards, and our mobile engineers can tackle any problem on the ground as it arises.

Our philosophy is to provide our customers with the very best levels of customer service which goes hand in hand with the quality and reliability of the equipment we supply.



Talking Technical

UK Technical Sales Manager, David Harvey, takes a look at how the latest telematics technology can help operators work faster and smarter.

"Aebi Schmidt Telematics provides you with smart information to allow you to operate in a much smarter way. Now you can track, log and report on the performance and operation of your fleet using the latest GPS technology and on-board diagnostics for really smart results.

Telematics is the technology of sending, receiving and storing information relating to remote objects, such as gritters, sweepers and runway cleaners, to optimise the performance of your fleet.

Up-to-the minute mobile data is converted into practical and useful management information to provide intelligent feedback that is quick, easy and transparent to use. As a result, customers can switch quickly and smoothly from planning activities to monitoring their implementation or reporting on performance.

There are a number of telematics modules available:

Schmidt Winter Report Telematics: One click shows you

all the salting activities quickly and clearly from your spreader fleet to ensure that all routes have been accurately treated. Live monitoring of activities as they're carried out show exactly what is being put onto the roads in their exact locations with detailed reports on all salt consumption.

Schmidt Airport Report: This provides a real-time overview of all airport support activities so that you always know exactly where your de-icing and sweeper vehicles are located and you can respond quickly and flexibly to emergencies. The report provides immediate access to information on your consumption of anti-freeze compounds and your proof of execution is always available online.

Schmidt Infra & Green Report: This module is divided into two stand-alone applications. Infra & Green Report Street Sweeping shows you quickly and clearly where your sweepers are and what they are doing at any given moment.

Infra & Green Report Monitoring gives you an insight into the actual quality of your public spaces. All measurements are immediately accessible after they are recorded, and clear and transparent reports update you on the performance achieved and where improvements are possible.

AutoLogic

AutoLogic is Aebi Schmidt's highly acclaimed, state-of-the-art and easy-to-use automatic spreading system, which utilises GPS-guided navigational routing to guide the spreader driver along the route with the spreading settings occurring automatically. It is rare now for our Stratos spreaders to be specified without this system.

AutoLogic enables the driver to fully concentrate on the prevailing traffic conditions without being distracted by the spreading process, thus increasing road safety. Full integration with Aebi Schmidt's ES control panel makes its use very uncomplicated and



Thanks to the GPS technology, the AutoLogic system is able to accurately recreate dosage and spread rates to ensure the optimal amount of salt is spread, thus maximising the effectiveness of treatments and reducing wastage.

straightforward for the driver.

The route is driven once to collect the settings for spreading and the route data is fed into the ES control panel. At the start of the next spreading application, the driver selects the route and follows the directions, so that

lack of previous route knowledge no longer poses a problem when assigning drivers.

AutoLogic provides optimal spreading settings, flexibility in staff deployment and allows even the most complex routes to be perfectly spread.

Worcester City Council turns to Swingo for city clean

Worcester City Council is employing three brand new Euro 6-compliant Swingo 200+ compact sweepers from Aebi Schmidt to keep the city spick and span for its millions of visitors.

Worcester is a major tourist attraction with more than three million visitors a year visiting the city to see the world-renowned cathedral, the river Severn flowing through its centre, the sporting facilities that include country cricket, rugby and horse racing, and the quality shopping on offer.

With so many visitors a year, keeping the city – especially the pedestrianised centre – looking clean and tidy is one of the City Council's top priorities.

Replacing an existing fleet of compact sweepers, the new Swingos are being used on a daily basis by the city's Street Scene team and join an existing machine the Council has used for the last two years, taking Worcester's fleet of Swingos to four.

The Council ordered the new Swingos after evaluating them through a formal procurement process.

Operating every day, the Street Scene team's first shift begins at

5.00am in the city centre. By the time most visitors have arrived, this area will already have been thoroughly swept and cleaned with the Swingos.

After the initial early morning shift, on Mondays-Fridays the Swingos go to work in the wider area of the city centre and the outlying areas of Worcester.

The Council's initial Swingo, which has been used since 2016, was ordered with an optional scrub deck, and Environmental Operations Manager (Waste & Fleet) Kevin McFeeley specified an interchangeable scrubbing deck as an option for one of the new machines as well.

Kevin said: "The Swingo can easily be converted from a sweeper to a scrubber with the use of the optional scrubbing deck. This is very simple to do and can be easily changed by one man.

"We have found the scrubber to be invaluable to clean up after the late night revelers in the city



and to get rid of whatever they leave behind, and decided to specify one of the new machines with a scrub deck as well, in order to double our cleaning power."

The drivers like the comfort and air conditioning of the ergonomically-designed Swingo cabs, the tight turning circle, and the Swingos' ability to clean up

anything, anywhere.

Nicholas Cox and Dave Drummond from the city sweeping team and Karl Rolf from general street scene operation have been trained in the use and maintenance of the Swingos, and are now using them to make a real difference in the city centre. Ron Davies from the city centre team has also

become the City Council's in-house trainer.

Street Scene Manager Mark Baylis said: "The addition to our fleet of these three Swingo machines means our city centre sweeping crews have tools at their disposal to deliver excellent services to the visitors and residents of Worcester."

Guildford Borough Council gives SK660 Thumbs up

Guildford Borough Council has found that a recently-delivered Street King 660 truck-mounted sweeper is perfect for tackling the heavy duty cleaning and sweeping jobs it faces, especially during the leaf-fall season, one of the busiest times of the year.

The Council bought the Street King 660 earlier this year to replace an existing road sweeper, following an evaluation process which saw several rival machines trialled and then rejected.

Guildford BC Fleet Manager Andy Mintrum, who is responsible for a fleet of 200 road-registered vehicles, including everything from motor bikes to 26 tonne dustcarts, said: "We wanted a medium-size sweeper that was manoeuvrable, operator friendly and capable of tackling the jobs we were going to throw at it. The Street King has ticked all our boxes.

"Our team love it, it's very easy to drive and to operate, and it has certainly proved man enough to tackle the cleaning and sweeping jobs in the town centre and the outlying areas of the Borough that we are responsible for," he added.

The Street King is designed to fit any standard two-axle sweeper chassis – in this case, Guildford selected a Euro 6 compliant DAF chassis – and boasts a stunning

array of special features and stand-out USPs, giving faster working times and lower operating costs.

It is also very operator friendly thanks to Aebi Schmidt's cutting-edge ES control panel which, through a highly visual 7in touch screen, is not only easy to use, intuitive and completely flexible, but its simplicity reduces training to a minimum.

Guildford Borough Council sweeper driver, Jason Hitchcock, said the machine had proved perfect to tackle both the town centre and the narrow country lanes that the Council faced due to its relative compactness.

"We start a typical shift with two hours from 5.00-7.00am in the town centre, and then tackle some of the outlying areas for the rest of the shift up to around 1.30pm, going out as far as the Borough boundary.

"We've found it ideal for the job, and its size has been perfect for some of the country lanes in our area. It has been very well thought out, everything is set



out exactly where you want it to be and is a real pleasure to drive. It also has excellent suction performance and is very easy to maintain. We think it's a real winner," he said.

Richard Bryant, Managing Director of Aebi Schmidt UK, said: "It's great news that Guildford Borough Council rates the Street

King so highly and, like many of our customers, has found it to be the perfect tool for the job – especially during a heavy leaf fall season as we are experiencing now.

"The Street King has a compact, flexible design, high hopper capacity, clean engine technology and superb driver

comfort which make it as easy to operate as possible from a driver point of view.

"Not only that, but it sweeps faster, misses less, works longer and allows the operator to drive faster, making it the perfect partner for tackling the heavy duty sweeping and cleaning jobs that the Council faces," he said.

Aebi Schmidt backs Christmas Tree Appeal

Aebi Schmidt once again backed the 2019 Rotary Club of Stamford St Martin's Christmas Tree Appeal to provide Christmas presents and cash donations to needy and disadvantaged children in the local community.

Last year's Appeal saw around 1,100 presents and significant cash donations donated from a variety of businesses and individuals, collected and delivered to a variety of organisations, including Peterborough Family Action, Stamford Homestart, Downs Syndrome, Boston Pilgrim Hospital, The Rudolf Appeal and Peterborough Prison - Mother & Baby Unit.

Aebi Schmidt has been backing the Appeal for the last 10 years, and this year staff were invited to spend between £5 and £10 on presents for the children, gift wrap them and deliver them to the Rotary Club organisers ready for distribution to help spread a little Christmas cheer.

"Without the kindness and generosity of local businesses to Peterborough, many disadvantaged children would have received very little or nothing at all on Christmas Day," said Wes Cripps, Parts Supervisor at Aebi Schmidt, who helped organise the Appeal, we are delighted to once again support this fantastic cause.



Rotary Club of
Stamford St Martin's



Winners of 'name the gritter' competition

A big thank you to the staff and pupils of Underbank Primary School in South Lanarkshire who helped the team at the Amey M8DBFO (Design, Build, Finance, Operate) unit name three of their new gritter fleet just in time for the end of Winter 2018/19 and ready for Winter 2019/20.

As a major supplier of the company's winter service vehicles, Aebi Schmidt assisted with the competition by donating a number of prizes for the winners - including toy gritters badged

with their winning name.

The winning names were: The Grittist Snowman, Little Snow Fleet and Snow Trooper.

Amey Highway Operatives Darren McAdam and Kenny McColm spent time answering the children's questions and showing them the vehicle.

Even tackling tricky subjects like how does salt work, and why does my dad always toot the horn at you because you drive slowly...? received very diplomatic answers and were a credit to Amey.

It was a tough competition to judge and further thanks are owed to the members of the Amey M8DBFO team who took time out to pick the winning entries.

And in a late announcement – Aebi Schmidt will again be providing prizes for a new series of gritter competitions that Amey will be running across its various Scottish contracts competition this winter. So the message to all the schools taking part is: "get your thinking caps on!"

The winning names were: The Grittist Snowman, Little Snow Fleet and Snow Trooper.



Pupils from Underbank Primary School picked the names for three of the Schmidt gritters from the Amey winter fleet.

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