

# Connect Newsletter

Aebi Schmidt UK | Spring 2019

**Inside this issue:**

## **Cleared for take off**

Leeds Bradford Airport has taken delivery of one of the first new generation Airport Sprayers in the UK

Go Plant Fleet Services orders new Schmidt Stratos | New Schmidt Multigo | Stansted opts for Street King 660 | and more...



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## Special service offer just £150

If booked before 14th June 2019 you will qualify for our super service offer. Just £150\* per spreader for a full post-season service, health check and spreader condition report. Call now on 01733 363400 to take advantage of this great deal.



## From the Top

**Managing Director, Richard Bryant shares all the latest news from Aebi Schmidt UK**

A warm welcome to our Spring 2019 newsletter in which we hear from a number of our customers about how they achieve outstanding results using our equipment. For example, East Riding of Yorkshire Council has made significant costs savings in its use of salt thanks to a pre-wet approach.

We also hear from Go Plant Fleet Services about why they have just added a number of our Stratos III spreaders to their winter maintenance contract hire fleet, to increase the overall offering to new and existing customers.

And we announce first details of the new Multigo 150 – our new articulated sweeper which enhances our sweeper model line-up

and is sure to prove a big hit with local authorities and other users throughout the country.

Finally, I'd like to draw your attention to our new-look corporate branding and logo which you will see displayed prominently throughout the year.

As from March, we have decided to consolidate our traditional product brands under one corporate group brand, as we believe a strong corporate brand and recognisable product brands will form an essential foundation in our future strategy and business approach.

Please let us know what you think if you get the chance!

Warmest regards,  
**Richard Bryant**, Managing Director

We announce details of the new Multigo 150 – our new articulated sweeper, sure to prove a big hit ...

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# Leeds Bradford bolsters winter maintenance fleet with new generation ASP



Leeds Bradford Airport, the highest in the UK at 680 feet above sea level, has taken delivery of one of the first new generation Airport Sprayers (ASP) in the UK to bolster its winter maintenance fleet.

Now under the ownership of Australian investment house, AMP Capital, Leeds Bradford, which handled more than 4m passengers last year, is about to undergo major investment to its existing infrastructure.

This will include a new arrivals hall, border control, departure lounge and a number of new gates as the airport gears up for expansion under its new owners, who also have major investments in several other UK airports, including Luton and Newcastle.

As part of planned capital expenditure to ensure Leeds Bradford stays open all year round, the airport has now taken delivery of a new Schmidt 24m ASP sprayer de-icer to help tackle the worst of the British winter weather.



The ASP also benefits from intuitive and precise de-icing via the ES control panel in the driver's cabin, providing highly accurate and safe control.



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 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. The ASP also benefits from intuitive and precise de-icing via the ES control panel in the driver's cabin, providing highly accurate and safe control. The graphic colour touch display and turn-click control knobs on the ES make its operation very simple and easy to use.

Richard Duncan, Head of Airfield Services at Leeds Bradford, said: "The ASP has delivered a number of efficiencies for us since it came into operation, including a reduction in the volume of de-icing material we have had to use. Last winter, that was around 160,000 litres while this winter it has been in the order of 50,000 litres – the result of a combination of spraying efficiencies and the much milder winter," he said.

Richard Duncan said that the ASP had proved easy to operate and was popular amongst airport drivers because of its ease of use.

"We had a minor problem initially with one of the arms. But Schmidt engineers responded very quickly and were able to rectify the problem within 24 hours," he added.

The ASP has joined one of Schmidt's new and highly manoeuvrable Compact Jet Sweepers (CJS) on the Leeds Bradford winter maintenance fleet.

The CJS, which was specially developed for clearing snow from airport runways, taxiways and aprons, was delivered last winter just in time to tackle the Beast from the East which caused such chaos across UK airports.

Normally, delivery time would be 16-20 weeks as each new CJS is built from the ground up, but Schmidt was able to source a nearly new, ex-demonstrator model at the company's production facility at St. Blasien in the Southern Black Forest, Germany.

The CJS was then transported from Germany to the edge of the Yorkshire Moors within as short a time as possible, using a combination of road transport and ferry in an epic 36 hour journey.

In all, from order to delivery, the CJS was operational at Leeds Bradford in a total of just 170 hours and played a key role in keeping the airport open during last winter's severe conditions.

"The Aebi Schmidt Group was able to source a CJS for us when we needed it most and it performed brilliantly last winter, allowing us to remain operational during all but the very worst of the conditions," said Richard Duncan.

Mike Moore, Key Account Manager Airport of Aebi Schmidt UK, added: "We are delighted that we have been able to play a role in helping Leeds Bradford develop its winter maintenance fleet and prepare itself for whatever eventuality the British winter can throw at it."

"The Aebi Schmidt Group was able to source a CJS for us when we needed it most and it performed brilliantly last winter."

Richard Duncan,  
Head of Airfield Services at  
Leeds Bradford.





# Go Plant Fleet Services orders new Schmidt Stratos III spreaders

**Go Plant Fleet Services has added a number of new Stratos III spreaders to its winter fleet from the Aebi Schmidt Group to strengthen its existing hire fleet and increase its overall offering to new and existing customers.**



Phil Quelch, National Fleet Engineering Director at Go Plant Fleet Services, said: “There is an obvious need for winter maintenance equipment, both for precautionary treatment and snow clearing. We may have

been traditionally known as the ‘operated sweeper hire company’, but we have so much more to offer and this product is important for the company as a whole.”

Phil said he expected Go Plant contract hire customers to take the spreaders for the duration of the winter season, starting in September and returning them in March/April, depending on where in the country they were situated.

The new spreaders will join a further 64 Schmidt spreaders on the Go Plant fleet, which have been added over the last seven years that Go Plant has been ordering vehicles for winter maintenance from the Aebi Schmidt Group.

Phil commented: “We’ve ordered the new spreaders with the ability to supply them in either a dry or pre-wet configuration which is important to winter maintenance customers. The technology available, including Autologic and Winter Report, means we can offer brand new, state-of-the-art equipment that gives our customers peace of mind, plus the flexibility to use different drivers on alternative routes and optimise their available workforce.

“It’s also important to note that the MAN chassis the spreaders are mounted on proved to be competitive, provide long warranties and have a reliable dealer network. During the decision making process the feedback from local authorities running the MAN/Schmidt combination winter maintenance fleet was very positive,” he said.

Phil Quelch continued: “In addition, thanks to Schmidt’s Autologic system, the new equipment can follow pre-planned routes and use only the amount of salt needed for that specific treatment. This helps the environment as well as keeping costs down for our customers – both equally important factors for us at Go Plant Fleet Services.

“At the same time, Winter Report will enable fleet managers to see exactly where the vehicles have been gritting, how much has been used and whether the plough was in use or not, making sure all routes are being treated and giving peace of mind if any issues arise.

“All of this is in-keeping with our policy of only using suppliers meeting our sustainability and environmental standards,” he added. Phil said there were several reasons why Go Plant had such a strong business relationship with the Aebi Schmidt Group.

“To start with, the build quality is good and the factory in Holland is very impressive and shows the quality of the equipment. The R & D and technical support from Holland has been equally impressive.

“Also, the Aebi Schmidt Group’s flexibility around training our engineers to look after the equipment is very useful as this supports the existing Aebi Schmidt Group network of engineers and ensures consistent season-round support.

“At the same time, parts supply and back up is next day latest from their stockholdings in Peterborough and Glasgow. We find the Aebi Schmidt team to be very customer focused and from our experience to date, true to their Total Lifetime Care ethos,” he said.

In addition to the new spreaders, the Aebi Schmidt Group also supplies significant numbers of its Swingo compact sweeper to Go Plant, which currently operates some 79 across the board – 17 on contract hire, 7 on operated hire and a further 55 on short term hire – mostly with local authority customers.

Phil Quelch said: “Lead times have always been favourable with the Swingo, along with the excellent payload and ease of operation. Recycled and recyclable materials are used in the production process which is a plus, and from the point of order, the Aebi Schmidt Group has always been very efficient in order tracking, vehicle registration and accurate delivery timescales.”

Go Plant Fleet Services was formed following the merger of Go Plant and Essential Fleet Services in July 2017. Prior to the merger, both businesses had been trading under various different owners for around 40 years, and private equity firm Endless LLP is now the major shareholder in the business.

Headquartered in Ibstock, Leicestershire, the business operates nationally out of 48 depots and service centres.

There are three core trading divisions: long term hire or contract hire, including maintenance and workshop and fleet management; short-term or spot hire of specialist heavy goods vehicles, predominantly refuse trucks, compact sweepers and seasonal hire of spreaders; and operated hire, primarily truck-mounted and compact sweepers.

Phil Quelch explained: “Through these three trading divisions, we support both public and private sector customers across a number of different sectors, although construction, highways, municipal and local authorities are a large proportion of our customer base.

“Whilst the customer base can differ across each of the trading divisions, it is very much the focus to ensure that we are seen as an experienced provider of fleet solutions for specialist vehicles, and whether the customer need is for a vehicle for a week or seven years, we have the capability and the knowledge to deliver.

“Due to the nature of our business and the services we provide, there is a heavy focus on health, safety and compliance. The business has its own health and safety team and is well placed to advise and implement solutions to ensure our customers are meeting all the required standards,” he said.

“As a large fleet operator ourselves, we also take time to ensure that we have all the required accreditations and are currently working towards the FORS (Fleet Operator Recognition Scheme) silver standard. The business also has its own accredited training centre that allows us to deliver NVQ qualifications for our sweeper drivers,” he added.



“We find the Aebi Schmidt Group to be very customer focused and from our experience to date, true to their Total Lifetime Care ethos.”

Phil Quelch, National Fleet Engineering Director at Go Plant Fleet Services

# New Multigo enhances sweeper range

**The Aebi Schmidt Group has launched the new compact articulated Multigo 150 sweeper to enhance its sweeper line-up and provide local authorities, contractors and other users with greater choice.**



The new Multigo 150, which at 3.5 tonnes gross vehicle weight can be driven by drivers with a standard Category B driving licence for passenger cars, is ideal for local authorities with a need to meet stringent street cleaning and sweeping responsibilities.

The articulated nature of the Multigo makes it ideal for working around street furniture, such as benches, litter bins and other obstructions, and enables it to get into tight nooks and crannies that other rigid body sweepers might struggle to access.

The new Multigo strengthens the Aebi Schmidt Group's sweeper line-up which includes the Swingo 200, the Cleango 500 and the Street King 660, to provide municipal, airport and other users with a choice of sweeper to tackle every eventuality.

The new multipurpose Multigo 150, which has a controlled hydrostatic 4wd transmission, also comes with a multi-purpose chassis which allows the new sweeper to be adapted to a number of different uses.

For example, if there is a need for winter maintenance, the 1.5m<sup>3</sup> metre hopper can be de-mounted and the front sweeper brushes removed, to be replaced with a snow plough and spreader unit for winter snow clearing duties.

Alternatively, the hopper can be retained but a scrub deck added to provide the ability to comprehensively tackle stains and other spillages on paved areas such as town squares.

Changing attachments and functions of the machine can be done easily and readily, typically in only 5-10 minutes, ensuring an easy and flexible operation all year round.

At the same time, the 67 HP high torque Perkins diesel engine gives a top speed of 40kmh, as well as ensuring it can tackle high performance tasks while maintaining low emission rates.

Meanwhile, an eco-mode function lowers fuel consumption and reduces noise levels which benefits both operating costs and the immediate surroundings - making it a perfect match for cities and residential areas.

Daily maintenance checks are easily made on the Multigo 150, while the long service intervals of 500 hours combine to keep operating costs to a minimum.

Designed to be in action all year round, strong, reliable and trustworthy components are a key part of the build quality with renowned suppliers such as Bosch Rexroth and Perkins ensuring high durability and maximum reliability.

The ergonomically designed cabin provides the operator with a good view of the working area, while the adjustable steering column, the joystick integrated within the arm rest, air conditioning and a fully suspended chassis all combine to ensure the Multigo provides a comfortable working environment.

After passing the toughest testing requirements by an independent committee of medical experts, the seat in the Multigo 150 has received the industry standard AGR certificate to guarantee the operator an ergonomic and back-friendly product.

The Multigo offers light, responsive and easy to use controls which make it a joy to drive, while the easily understood and illustrated control panel provide the operator with a clear overview and good understanding of the functionalities of the joystick.

The screen adapts readily to the chosen attachment and it remembers the last settings for that specific attachment, allowing for quick attachment change and safe operation.

Dominik Kalt, Product Manager Street Cleaning / Sweepers, said: "We had identified a gap in the market but now feel that the new Multigo 150 reinforces and complements our range of sweepers perfectly.

"It is a very flexible and versatile machine that provides local authorities and other users with a host of options for sweeping, cleaning and snow clearing operations while being very easy and ergonomically comfortable for operators to use."



South Cave has a longstanding reputation as one of the country's leading Mercedes-Benz Unimog specialists and has been selling Unimogs for more than 40 years from its base in Brough, East Yorkshire.

An authorised repair centre and Mercedes Benz Special Trucks dealer, SCT won the Unimog Dealer of the Year award in 2018 and there can be few companies that have done more to develop the Unimog range for the UK agricultural market in that time.

At the same time, SCT's relationship with the Aebi Schmidt Group goes back almost 40 years and these days the company supplies Unimogs retro-fitted with Schmidt winter equipment, including snow ploughs, spreaders and snow blowers, to a number of local authorities which have a need for heavy duty winter maintenance.

"These tend to be mainly in Scotland or the Borders where they have more severe winter conditions," says SCT owner and Managing Director, Tony Levitt. (pictured right).

Some of the more extreme conditions can be found in the Highlands region, especially the Cairngorms, where heavy duty specialist equipment is needed to keep some of the passes open in the depths of the severe winters that they experience that far North.

# Spotlight on South Cave Tractors

**Established member of the Aebi national dealer network is East Yorkshire based South Cave Tractors (SCT) which now supplies much of the Aebi Schmidt Group's range for both winter and summer maintenance.**

One of the most challenging is the Bealach na Bà, an historic and quite famous pass rising to more than 2,000 feet through the mountains of the Applecross peninsula. Tight hairpins and precipitous drops mean that it is a challenging enough route to cross in summer but it can be treacherous in the depths of winter.

"We provide the equipment that keeps the pass clear in winter, probably one of the most demanding pieces of terrain our equipment has to tackle," says Tony Levitt.

Levitt joined the company as an engineer in his mid-twenties and, now in his mid-fifties, is the current owner of the business, having acquired it from the previous owners some 13 years ago. In that time the company has grown from three to 11 employees and is now one of only four Unimog dealers in the country.

SCT joined the Aebi dealer network around two years ago looking after the Yorkshire and North Lincolnshire region, although it had been a supplier of winter maintenance equipment for several years before that.

"The Aebi summer maintenance equipment, such as the TT range, is high quality, specialist equipment that fits the profile of our company as a specialist supplier very well," says Tony Levitt.

"It is top quality, reliable and backed by a good support and parts network if anything should go wrong, which is important as support and back up at a local level is vitally important," he said.

Levitt finds that many of his existing winter maintenance contractors also have a need for specialist summer equipment for tackling tricky, steep terrain work and the two often go hand-in-hand.

"These are typically organisations like the Environment Agency and Water Authorities who have a requirement for cutting steep-sided river banks and reservoirs for which the Aebi range is ideal.

"Similarly, local authorities and Tier One and Tier Two highway contractors also have a need for cutting steep-sided motorway embankments for which the Aebi TT tractor mowers are perfect. We are very happy with our working relationship with the Aebi Schmidt Group and see it continuing for many years to come," he says.





## Dublin Airport selects Schmidt snow ploughs to strengthen winter fleet

To keep the airport fully operational 24/7 365 days a year, Dublin Airport operates an extensive winter maintenance fleet that includes six jet sweepers, four de-icers, two glycol recovery vehicles, two snow blowers and a number of snow ploughs including five KL-Vs, all provided by Schmidt, part of the Aebi Schmidt Group and its main supplier.

The combination was sufficient to keep Dublin, one of Europe's fastest growing airports with over 30 million passengers last year, open and fully operational throughout the winter. The KL-V snow plough was one of the stars of the show during the severe conditions that Dublin Airport faced when Storm Emma

hit last March. And during a review of operational needs for this coming winter by the airport's winter maintenance and procurement team, the decision was taken to strengthen its presence on the winter fleet.

The KL-V wedge snow plough can be attached to a wide array of multifunctional vehicles, Unimogs, tractors, fork-lifts and trucks, and at Dublin Airport it has been fitted to 27 New Holland tractors, part of a hired fleet brought in to cope with seasonal demand.

Dublin Airport has specified the KL-V 32, which as the largest of the KL-V range has a clearing width from

2300mm to 3440mm and is ideal for clearing snow quickly and efficiently. The plough consists of two blade wings which can be used as a wedge, V-form or one-sided snow plough, making them perfect for tackling a variety of snow clearing tasks. They are constructed to achieve optimal snow ejection in different levels of snow and can easily handle difficult areas such as cul-de-sacs, runways, aprons and stands.

They also offer silent operation as a shock absorber mounted between the cutting edge, the blade and the swing device cuts down on noise and ensures the smooth running of the plough. At the same time, an automatic

**Dublin Airport has taken delivery of 27 new KL-V wedge snow ploughs from the Aebi Schmidt Group to help strengthen its winter fleet following its experience last winter when the infamous 'Beast from the East' produced some of the worst weather conditions in living memory.**

deviation system guarantees safe driving over obstacles without any damage to the plough itself.

Odhran McCann, Airfield Delivery Manager at Dublin Airport, explained the thinking behind the new snow plough order. "Last winter we managed to remain open and fully operational at all times. But we were at full stretch at times and we felt that we needed to reinforce our winter fleet in anticipation of a similar snow event this winter.

"The Schmidt KL-V snowploughs are ideal for the job and we've now added 27 to the winter fleet to make sure we've got all bases covered. We have a lot of confidence in Schmidt equipment

and recently added Schmidt's Street King 660 and the Swingo compact sweeper to both our air and landside operations, to keep levels of FOD under control and the airport clean and tidy," he added.

Mike Moore, Key Account Manager Airport of Aebi Schmidt UK, commented: "Dublin Airport has been a Aebi Schmidt Group customer for more than a dozen years and we are delighted they have chosen the KL-V snow ploughs. We are completely confident in their ability to do the job and feel they will make a major contribution in strengthening the Dublin winter fleet still further."



## East Riding of Yorkshire Council sees significant salt use saving

The East Riding of Yorkshire Council (ERYC) has seen significant salt use savings over the last 15 years. During this period all of the council's fleet of spreaders have been renewed with Schmidt's Stratos II and III spreaders, equipped with pre-wet treatment capacity and auto-salt systems to best tackle its statutory winter obligations.



The Council runs a fleet of 21 9m<sup>3</sup> vehicles and has just ordered a batch of 5 new Stratos III 9m<sup>3</sup> spreaders mounted on Renault chassis to replace existing equipment that has come up for replacement and will shortly be de-fleeted.

The Council again specified that the new spreaders come fitted with a fully automated smart spreading system, as it now relies on these systems as a key part of its winter operational delivery procedures.

The East Riding of Yorkshire covers an area from the Humber up to the outskirts of the city of York, and from the North Sea across to the Vale of York – in total around 930 square miles.

It's a large territory and the Council is responsible for some 4,000km of defined roadways, around 1,280km of which it treats on a precautionary basis – to prevent the formation of ice and

snow – and 480km on a secondary basis, when forecasts predict freezing temperatures beyond mid-day.

The East Riding is a complex area with a variety of different terrains and topographies. These include the Yorkshire Wolds, a chain of low-lying hills that stretch along the spine of the region, with an area of challenging coastline from Flamborough Head down to Spurn Point, and a number of urban areas that include the towns of Bridlington, Beverley and Goole with a total population of more than 330,000.

These bring a variety of challenges and the man responsible for running the Council's winter maintenance program is Senior Engineer, Ivan McMaster, who explained the thinking behind the Council's approach to tackling the worst of winter conditions.

"We specify all our spreaders with automatic salting systems because this gives us greater operational delivery

control and flexibility. When I first become involved in the ERYC's winter operations in the early 2000s, we were using around 205-210 tonnes of dry salt on a full call-out.

"Now we are using around 115 tonnes per full call-out with no great change in the areas that we cover and little reduction in the intensity of our treatment delivery. We have been very happy with the use of Schmidt's Autologic automated salting system and have adopted it as a key part of our winter service delivery for the last seven or eight years," he said.

The GPS-guided Autologic system ensures the optimal amount of salt, either dry or pre-wet, is spread along programmed routes which include the prevailing road widths to enable the correct dosage, spreading width and symmetry to be used.

At the same time, the use of GPS-guided navigation makes driving

the pre-set routes much safer for the spreader drivers, as any change in spread rates or deviations in route can be automatically and seamlessly completed so that they can concentrate safely on the road ahead.

For ERYC, a key part of its successful winter maintenance program has been a switch from dry salt to pre-wetted treatments, using a brine solution mix that reduces loss of salt fines, increases the ability of the treatment to adhere to the roadways being treated and provides a faster thawing effect.

However, this means there is a need for the production of high volumes of brine solution. To enable this, the Council utilises Schmidt's S3000 salt solution production stations, feeding high volume brine tank farms at its Winter Service depots, to produce and store the necessary quantities of brine – around five million litres will be utilised over an average winter season.

"We treat in line with national best practice guidelines, and the lower consumption of salt allows not only for savings in headline costs, but the reduced consumption means less damage is caused to the environment, which is important from a sustainability point of view," says Ivan McMaster.

Winter 2019 has been friendlier than its predecessor when the infamous Beast from the East stretched many Councils' resources to the limit.

"To date we have needed to deliver 30% less treatments than in an average season and delivered 50% less treatments utilising around 50% less salt this winter than last as, apart from one major weather incident, conditions have been much milder.

"But with the combination of equipment and technology that we have in place, we are confident that we can tackle whatever the British winter can throw at us," he said.

# Northumberland County Council finds Swingo ‘ticks all the boxes’

**So says Ray Wealleans, Neighbourhood Services Area Manager-South East, who is responsible for street cleaning, grounds maintenance services and refuse collection in the Ashington and Blyth areas of the county.**

The northernmost county of England, Northumberland borders Cumbria to the west, County Durham and Tyne and Wear to the south and the Scottish Borders to the north, with some 64 miles of North Sea coastline. It is the least densely populated county in England, with only 62 people per square kilometer.

The new outright purchased Swingo is based at the Council’s Stakeford depot and is used exclusively in Ashington, one of the region’s most populated towns, for a variety of duties, including street cleansing, sweeping, dispersing spillages and cleaning graffiti.

The Council decided to opt for Schmidt’s compact sweeper following a series of trials when it was thoroughly put through its paces and all the equipment extensively tested.

“We have been impressed with the Swingo right from the start,” said Ray Wealleans, “after a series of demonstrations which showed it to be a very impressive piece of equipment.

“We liked the manoeuvrability, the small turning circle, the ergonomically-

designed cab with full air conditioning which will be a boon in the warmer months. Yes, you can say it ticked all our boxes.”

The Swingo is deployed in a completely urban environment and has set routes that it works daily, including housing estates and other built up areas.

“Ashington is one of the biggest towns in the region with a population of around 28,000 and the Swingo works here exclusively, street cleaning and sweeping both kerbside and pavement-side.

“We particularly like the wanderhose which allows us to get into awkward areas and is useful for dealing with spillages. Other benefits have been the comfortable driving position, easy to operate and well laid out controls and the comfort of the cab,” says Ray Wealleans.

The Swingo is operated by council operator, Dave Forshaw, who also trains other operators to use the equipment when he is on holiday, with a total team of three trained staff who can utilise the full potential of the Swingo.



“Dave has been full of praise for the Swingo and says it always cleans completely in just one pass. There is no need to go around and do it again, which is great in terms of saving time and money,” said Ray Wealleans.

The County Council is based in Morpeth and it looks as if another Swingo may

soon be joining the fleet at the Coopies Lane depot in Morpeth.

“Our colleagues there asked to trial our machine with very favourable results, so that it looks like we might be doubling our Swingo fleet before long,” he says.

# Stansted opts for Street King 660 to keep FOD under control

FOD (Foreign Object Debris) can be a major safety issue for any airport, not least one as busy as London Stansted which has just had a record year with 28m passengers, its highest ever and up 8% year-on-year.



Modern aircraft develop huge amounts of thrust and as a result draw up vast amounts of air capable of carrying quite heavy objects with it. That means keeping stands as clean as possible as any foreign matter drawn into aircraft engines can only spell major problems.

To tackle the issue at London Stansted, the airport turned to Aebi Schmidt's medium-sized truck-mounted Street King 660 sweeper to keep FOD under control airside, as well as keeping car parks and other landside areas, including its 20km of airport roadways, spick and span.

The Street King 660 is designed to fit any standard two-axle sweeper chassis, and has already 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.

It is also extremely operator friendly thanks to the Aebi Schmidt Group'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.

According to George Lipington, Airside Operations Duty Manager, the SK660 has proved a hit with Stansted's Airside Operations Officers, multi-

skilled operations and safety experts, as well as hitting sweeping targets for both airside and landside.

"The team love it, it's very easy to drive and to operate, thanks to the ES control panel," he said.

"The key to the use of any efficient equipment is its simplicity of use and how easily personnel and equipment can interact. If the equipment is too complicated then the personnel's focus in the task is diminished and risk increases. The SK660 removes that risk by virtue of its ease of operation," he said.

Lipington explained that aircraft and passenger safety was of paramount importance, and therefore keeping FOD at bay was absolutely essential.

"Having clean runways and stands is vital to the safe operation of any airport – and that is our number one concern. We are now using the SK660 on 12 hour shifts to ensure a minimum of 80 hours' sweeping per month to ensure we meet that objective," he said.

London Stansted Airport recorded its busiest ever year in 2018 and, as well as the record number of passengers for the year, saw over two million passengers pass through the airport in December alone, up 10.3% on the same month last year and the busiest December on record at Stansted.

The record-breaking performance helped maintain Stansted's position as the fastest growing major airport in the UK and one of the top five fastest growing large airports in Europe. The airport now serves 200 destinations across 40 countries, and offers more scheduled connections to Europe than any other airport in the world apart from Munich.

During the year, Stansted welcomed six new airlines, including the world-leading Emirates offering a daily service to Dubai and 150 convenient onward connections, and also saw many of its airline partners increase capacity and choice of destinations, particularly Ryanair and Jet2.com. The airport is currently undergoing a major airport transformation project with the construction phase of a new arrivals building taking place later this spring.

Ken O' Toole, CEO of London Stansted commented: "We are confident we will continue to grow passenger numbers and provide even more choice of airlines and destinations, including building on our work to secure more long-haul services to destinations across China, India and the USA.

"We have built real momentum behind our vision for Stansted and, given the strong economic performance of our region, our available runway capacity and investment in new facilities, the airport's future is very bright," he said.



"The team love it, it's very easy to drive and to operate, thanks to the ES control panel."

George Lipington, Airside Operations Duty Manager, Stansted Airport.

# Leicestershire County Council and Aebi Schmidt in route optimisation exercise

**Leicestershire County Council and the Aebi Schmidt Group are working together in a series of route optimisation exercises on roads across the county involving the Autologic smart spreading solution.**

To evaluate the efficiency of the Autologic system, Leicestershire County Council purchased three brand new Stratos III 9m<sup>3</sup> dry spreaders, fitted on DAF 6x4 chassis, all specified with Autologic, the Aebi Schmidt Group's state-of-the-art, easy-to-use automatic spreading system with GPS-guided navigational routing.

And to extend the exercise across the Council's winter maintenance fleet, a modified version of Autologic was also retro-fitted onto the Authority's existing but older fleet of spreaders that did not have the system.

A survey was then undertaken to map defined routes within the county to capture the required co-ordinates which were then fed into the new and retro-fitted systems across the fleet.

Thanks to its 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.

Such is the accuracy of Autologic that it provides optimal spreading settings and allows even the most complex routes to be perfectly spread with no prior knowledge of the route. To further maximise the efficiency of the system, the Aebi Schmidt Group also retro-fitted its telematics platform to 20 of the Council's existing



spreader so that it was possible to track the fleet online and in real time.

The vehicles were fitted with GPS and data controllers which enabled the transfer of data to the data hosting server to allow the swift evaluation of all the vehicles, while the activity data was then tracked on a map of the area.

Tom Vesty, Highways Works Manager at the Council, said: "We did have some initial teething issues installing the software on to our older spreaders because this was the first time this has been done, but we worked together with Aebi Schmidt to test the routes and find solutions.

"There are some real advantages for us in having Autologic. Before, we used to have to send out a second driver purely for map reading on the 17 routes we cover. Now, thanks to Autologic, anyone can drive the routes and, if any of our regular drivers are on holiday or off sick, we can use a contingency driver safe in the knowledge that anyone can now



jump into the cab and drive the route perfectly.

"That not only means the drivers are safer because they don't have to concentrate on the route but only on the road conditions, but it gives us a more accurate measurement of the salt we use."

Vesty said the results of the exercise would allow the Highways department to make the case for further Stratos III spreaders, fitted with Autologic, to be added to the Leicestershire fleet in the future.

"So far everything has worked very well and we have been very pleased with the outcome of the exercise to date," he added.

# Aebi Schmidt UK sales and customer service team are geared up to meet all needs!

Aebi Schmidt UK operates an expert sales and customer service team to look after the whole of the UK and Northern Ireland, providing outstanding support, expert guidance and detailed product knowledge to its many customers throughout the country.



## Meet the team



**Diane Curran,**  
Area Sales Manager,  
Scotland, Northern  
Ireland and the  
North East

My role involves building long lasting and trustworthy relationships with customers, listening to their needs and challenges, and providing tailored solutions to meet their operational requirements.

**T: 07970 125 206**



**Nigel Armstrong,**  
Area Sales Manager,  
North of England

I am the main point of contact for customers in the North West of the UK across to County Durham, handling new sales, support for existing sales and customer service in my region.

**T: 07970 125 238**



**David Strachan,**  
Area Sales Manager,  
South East of England

I look after customers from the Midlands and East Anglia down to the Solent and up to Reading and the outskirts of London, and try and offer an honest, tailored analytical approach to all my customers' requirements.

**T: 07870 267 209**



**Paul Pudney,**  
Area Sales Manager,  
South West of England  
and Wales

I'm the company's main point of contact for local authorities and contractors in the South West of the country for all Aebi Schmidt Group summer and winter equipment.

**T: 07584 235 184**



**Martin Foster,**  
Key Account Manager,  
UK

I provide support, new product awareness and customer assistance and guidance to our key account customers across the UK, covering all aspects of our summer and winter ranges.

**T: 07799 071 612**



**Mike Moore,**  
Key Account Manager,  
Airport

I work closely with our many airport customers to develop good customer relations and service, knowhow and consultancy regarding our extensive range of airport equipment throughout the UK, the Netherlands, Norway and Sweden.

**T: 07748 931 762**



**David Harvey,**  
Technical Sales  
Manager

My role is to provide technical support to our customers and our sales team throughout the UK to ensure that we deliver on our outstanding product proposition.

**T: 07970 125 210**



## Aebi Schmidt UK in Great British Spring Clean



A 10-strong team from across the Aebi Schmidt business, plus a Swingo compact sweeper, took part in the Great British Spring Clean on a typical cold and blustery Spring day.

Operating in the Orton Southgate area of Peterborough, not far from the company's head office, the crew collected more than 20 sacks of assorted litter, including a microwave oven, oil containers, bottles and various other discarded items.

Customer Support Manager and organiser Kat Daunt, voted the day a success. "Working in the waste industry as we do, we naturally wanted to be involved in this fantastic national initiative. Thank you to all staff who took part, including our Demo Driver Adrian Birks who operated the Swingo."

# Harrogate Borough Council doubles Swingo fleet

**Harrogate Borough Council has been so impressed with the Swingo compact sweeper it ordered five years ago that, following a street cleansing operations review, it has now purchased another of the Aebi Schmidt Group's popular machines to cover street cleansing duties.**

The street cleansing review identified new sweeping routes that larger sweepers could not access but the smaller, highly manoeuvrable Swingo has proved perfect for the job.

The Harrogate Borough Council district covers over 1,300 square km, including the major towns of Harrogate itself, Ripon and Knaresborough, with a total population of 160,000 and extending as far east as the outskirts of York and across to Nidderdale, an area of outstanding natural beauty.

The Swingos will be used in the famous spa town of Harrogate where the council is based and its surrounding districts, to keep pavements and roadways in the area spick and span and as clean as possible.

One key area within Harrogate is the famous Stray, a 200-acre area of connected parkland in the town centre which was created in 1778 to link most of Harrogate's springs in one protected area - a major part of the town's attractions which draws tourists from far and wide to sample the many Georgian spas and the wide



**"The Swingo is operated on daily shifts of more than seven hours, five days a week."**

pedestrianised shopping areas in the centre of the town.

Harrogate is also an important exhibition and conference location and the International Conference Centre is the third largest fully integrated conference and exhibition centre in the UK, and one of the largest in Europe, bringing in over £150 million to the local economy every year and attracting over 350,000 business visitors annually.

It is therefore essential that the town looks its best and the Swingo is used extensively for roadway and footpath cleaning and sweeping.

The man responsible for procuring and maintaining the Swingo is Transport Manager, Parks and Environmental Services, Nick Clegg-Brearton, who looks after a fleet of 170 vehicles and additional plant equipment, from pool cars to heavy goods vehicles, refuse collection vehicles and sweepers.

"We like the Swingo because it has been 100% reliable, with only minimal downtime. Our operators love it because it is very easy to operate, is very comfortable to work in and, compared to other sweepers of a similar size, has tremendous suction power.

"The motor transport workshop maintenance staff also love it because, although it is a fairly complex piece of equipment, it is very easy to work on and maintain," he said.

The Swingo is operated on daily shifts of more than seven hours, five days a week and the transport department has just completed the training of up to six operatives, including parks staff, to be able to operate the machine.

"We have also been very impressed with the Aebi Schmidt Group's customer service and support, and they have a very fast call-out and turn around on parts, even to the extent of providing us with stand-in parts until new ones can be sourced," added Nick Clegg-Brearton.



# Talking Technical

**UK Technical Sales Manager, David Harvey, turns his attention to the innovative Autologic system which has turned out to be one of the jewels in the Schmidt winter crown.**

It is very rare these days for our customers not to order a Schmidt spreader without Autologic as an integral part of the specification because of the many benefits that this GPS-aided system can bring.

So why is Autologic so popular and what are its main features and benefits?

Autologic was first developed in the 1990s and has since evolved into a state-of-the-art, easy to use automatic spreading system with GPS-guided navigational routing that guides the spreader driver along the route with the spreading settings occurring automatically.

This 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 our ES control panel makes its use very uncomplicated and 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. And when confronted by road blocks or detours, the system visually guides the driver back to the correct route. 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.

A major benefit of the system is cost savings that can be achieved from the reduction in levels of salt being used, and some of our customers are reporting six-figure annual savings from reducing the amount of salt they need to use due to Autologic.

Many are finding that there can be considerable savings in raw material costs from spreading exactly the right density levels of salt so that waste is kept to a minimum and optimum efficiency is achieved.

There are also some sound environmental benefits from only spreading the exact amount of salt required to meet the desired objective. Salt, as we know, is corrosive and can be harmful to the environment. It can readily wash into water courses and cause damage to aquatic life and its usage should be kept to absolute minimum levels – and no more.

### **To summarise some of the Autologic benefits:**

- Higher level of road safety because the driver is free to concentrate on driving.
- Optimal spreading settings.
- Flexibility in staff deployment as route knowledge is not required by the driver.
- Complex routes are perfectly spread.



- Off and on route recognition, whereby the driver is visually guided back to the right route when confronted with road blocks and detours.
- When combined with our ThermoLogic system, the dosage setting can be based on the road temperature measured.

As with all of our products, development is ongoing and future initiatives in the pipeline revolve

around the ability to send routes remotely from laptop to spreader, having initially created them in the RouteCreator PC application within the Autologic system. Timing as yet is still uncertain – so please watch this space!

If you would like to find out more about the benefits of the Autologic system, please give us a ring on the office number 01733 363395.

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