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Aebi Schmidt starts partnership with De Lage Landen (DLL)

In order to support its European sales network with tailored financial solutions, Aebi Schmidt Holding AG (ASH) has entered into a pan-European co-operation agreement with De Lage Landen (DLL), a global provider of asset-based financial solutions.

The agreement, effective from 1 June 2014, covers nine countries across Europe - with potential to expand into other European countries. The first focus countries are Spain, Italy, Sweden and the Netherlands.

This co-operation between ASH and DLL will be positioned in the market as **ASH Finance**, representing the additional service offered to Aebi Schmidt's customers in the form of flexible finance solutions and professional advice when it comes to financing.

"Whether it is municipalities, private customers or airports, when it comes to forward-looking solutions to ensure the cleanliness and safety of roads, the Aebi Schmidt Group, with its worldwide unique product, consulting and service know-how, is our customers' partner of choice," says Rudi Rosenkamp, Chief Commercial Officer of the Aebi Schmidt Group. "In addition to that we want to offer our customers complete solutions to make their business easier and from now on this includes financing as well."

"Through ASH Finance, DLL and ASH will be able to offer customers both equipment and financing at the point of sale," added Maja Josifovska, International Program Manager at DLL. "Customers will benefit from tailored flexible payment schemes and an option to bundle service and maintenance with the finance products. In addition, ASH sales members can easily create a finance offer with support of our on-line E-Commerce tool and benefit from fast and simple processing of customer's requests."

This finance program is being launched to Aebi Schmidt LSO sales teams throughout Europe supported by training and marketing initiatives to ensure successful roll-out of the program.

Aebi Schmidt is the leading system provider of innovative technical products for cleaning and clearing all traffic areas as well as mowing green spaces in particularly challenging terrain. Our extensive range of products comprises our own vehicles as well as innovative attachments and demountable devices for individual vehicle equipment. Aebi Schmidt consists of two product divisions, each of them manufacturing high-quality agricultural, municipal and special-purpose vehicles, as well as a central sales division. Our decades of extensive experience make Aebi Schmidt a both reliable and competent partner to customers from all over the world. A service programme perfectly tailored to sophisticated customer needs offers the appropriate solution to nearly any challenge. Our close cooperation with municipal and private customers regularly results in well-regarded innovations which continually set new standards.

Aebi - Headquartered in Burgdorf, Switzerland, Aebi is one of the world leaders in manufacturing vehicles for the safe mechanical cultivation and maintenance of extremely steep slopes and particularly demanding terrain.

Schmidt - With production sites in Germany, Holland and Poland, Schmidt offers one of the most extensive product portfolios worldwide in several lines of business. The complex portfolio is made up of versatile solutions for winter maintenance, summer maintenance as well as airport, vehicle and rail technology.

For further information please contact:

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About De Lage Landen

De Lage Landen, a fully-owned subsidiary of Rabobank, offers asset financing and leasing to equipment manufacturers, dealers and distributors around the world. We focus on a selection of industries: food & agriculture, healthcare, construction, materials handling, transportation & industrial, office technology, clean technology, and mobility.

Customers tell us we're unlike other companies. By specializing we've developed a real understanding of our chosen sectors. And we're flexible enough to adapt to our partners' changing needs. Because we believe that by working together you achieve more. We are a truly networked organization. Acting global while thinking local, so we can give our partners both the quality and efficiency of service we think they deserve.

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