

**apse**

**seminars**

# Scottish Fleet, Waste and Grounds Seminar

23-26 May 2017 Hilton Coylumbridge, Aviemore



Overall seminar sponsor:

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## Event programme

### Tuesday 23rd May

15:00-17:00 Registration and advance exhibition viewing

19:00-22:00 Casual dining at Hilton Coylumbridge for all seminar attendees

22:00 Entertainment

Buses departing from Hilton Coylumbridge to Aviemore Highland Resort (see bus timetable)

### Wednesday 24th May

10:00-10:45 Scotland's largest public sector fleet, waste and grounds services exhibition opens - registration and exhibition viewing

Conference gift sponsored by T.O.M. Vehicle Rental

#### 10:45-12:00 Session One: Transport session

##### **Resolving the Energy problem, reducing Emissions, moving to Sustainable Transport and improving Air Quality**

- A clean strategy for Scotland
- Working together to benefit all
- Speeding up delivery

**Speaker:** Ray Noble, Associate, APSE Solutions, Co-Chair of the DECC Solar Strategy Task Force

##### **Reducing emissions and improving air quality: Scotland's National Low Emission Framework**

- Scotland's vision for low emission zones
- The collaborative approach
- Benefits and barriers, current and future actions

**Speaker:** Drew Hill, Senior Environmental Engineer, Transport Scotland

10:45-12:00 **Waste advisory discussion forum - to debate the latest challenges and opportunities for the sector** (Inverdrue Restaurant)

12:00-13:30 Lunch and exhibition viewing  
Sponsored by Romaquip

#### 13:30-14:35 Session Two: Managing operational change in street services

##### **Demonstrating the impact of change**

- Is your service following the national trend?
- What productivity gains and efficiencies can be expected?
- Quality inspections for streets and green spaces – what are the outcomes?

**Speaker:** Debbie Johns, Head of Performance Networks, APSE

##### **Benchmarking street cleansing in core cities: what lessons can be learnt?**

- What methodology allows you to improve area standards and making efficiencies
- The role of enforcement
- What types of litter are an issue, i.e. coffee cups, fast food?

**Speaker:** Vince Dignam, Business Improvement & Performance Manager and Jim Graham, Assistant Director of Cleansing, City of London

##### **Quantifying improvement in parks and street services under continued budget pressures**

- Quality improvements in the face of anticipated budget reductions
- "Excess performance"
- Developing service management arrangements to engineer cost reductions and quality improvements

**Speaker:** Harry Thomson, Head of Civic and Local Services, Dumfries and Galloway Council

14:35-15:15 Exhibition viewing and refreshments  
Sponsored by Q'Straint

#### 15:15-16:30 Session Three: Waste session

##### **Household Recycling Charter update and communications support**

- Progress in aligning with the Recycling Charter
- Our new communications toolkits



- Future support and opportunities
- Speaker:** Adrian Bond, Programme Manager  
– Recycling, Zero Waste Scotland

### **Our journey from linear waste contracts to contracts which manage risk and share benefits**

- Understanding the challenges of existing models - the risks
- Creating the right leadership and commercial skills for effective contract management - the rewards
- Embedding social, economic and environmental benefits into contracts - the opportunities

**Speaker:** Robert Robb, Assistant Waste Resources Manager (Strategy and Contracts), North Ayrshire Council

### **Slim down with West Lothian - the move to slim bins**

- The rationale and approach to our service change
- The challenges and pitfalls we encountered
- Benefits and results achieved

**Speaker:** David Goodenough, Waste Services Manager, West Lothian Council

15:15-16:30 **Litter Managers Network forum**  
(Inverdrue Restaurant)

16:30-17:30 Exhibition viewing and networking reception (in the Funhouse)  
Sponsored by Hilton Coylumbridge

Buses departing from Hilton Coylumbridge to Aviemore Highland Resort (see bus timetable)

18:30-20:30 Gala buffet dinner in Inverdrue restaurant for all seminar attendees - Sponsored by DAF Trucks

21:00 Whisky tasting (in the Coylumbridge bar)  
Sponsored by Scarab Sweepers

21:00 Beer tasting (in the Coylumbridge lounge)  
Sponsored by Enviro-Clean

22:00 Entertainment - Karaoke

Buses departing from Hilton Coylumbridge to Aviemore Highland Resort (see bus timetable)

## **Thursday 25th May**

09:15-09:45 Exhibition viewing and refreshments

Sponsored by Steril Koni

### **09:45-11:15 Session Four: Transport session**

#### **Responsibilities of fleet managers and latest issues**

**Speaker:** Joan Aitken, Traffic Commissioner for Scotland

#### **Driving to your destination**

- The end game - whose agenda is this?
- The journey - so how do we get there?
- The future state - what are the rewards and challenges?

**Speaker:** Graham Hodgkins, Asset Management Strategist, Fife Council and Matthew Eastwood, Head of Transport, Energy Saving Trust

#### **Lightfoot - How technology can enhance the driving experience**

- Use of data to affect change
- Driving styles and changing the mindset
- Progress and building on the positives

**Speaker:** David Pugh, Fleet Coordinator, Falkirk Council

09:45-11:15 **Litter Managers Network forum**  
(Inverdrue Restaurant)

11:15-11:50 Exhibition viewing and refreshments

### **11:50-12:50 Session Five: Parks, Grounds and Streets session**

#### **Focusing on prevention**

- New resources
- Best practice and guidance
- Planning for the future

**Speaker:** David Barnes, Programme Manager – Litter & Flytipping, Zero Waste Scotland

**Designing with maintenance in mind**

- A few extra pounds and a bit of thought now can make real savings for the long-term
- Why do designers forget about the impact of contours - slopes equal risk and cost
- Public perception of end product often reflects badly on the designer

**Speaker:** Stuart Pryde, Principal Amenity Officer, East Lothian Council

11:50-12:50 **Transport advisory discussion forum - to debate the latest challenges and opportunities for the sector** (Inverdrue Restaurant)

12:50-14:15 Lunch and exhibition viewing  
Sponsored by Sentinel Systems

**14:15-15:30 Session Six: Waste session****Material Quality Regulations – 1 year on**

- Lessons from implementation
- Early indications on quality
- What happens next?

**Speaker:** Gary Walker, Principal Policy Officer and Naomi Ross, Waste Specialist, SEPA

**Challenges & benefits to operating your own MRF**

- Drivers for change to an in-house operation
- Key considerations in making it happen
- Current challenges and future aspirations

**Speaker:** Ross Fenwick, Waste Strategy Coordinator, Falkirk Council

**SWITCH Forum update**

This session will also include an update on the SWITCH Forum, keeping the sector up-to-date on new developments.

**Speaker:** Martin Kingham, Service Manager (Waste Operations), Fife Council

14:15-15:30 **Parks, Grounds & Streets advisory discussion forum - to debate the latest challenges and opportunities for the sector** (Inverdrue Restaurant)

15:30-16:00 Exhibition viewing and refreshments

Buses departing from Hilton Coylumbridge to

Aviemore Highland Resort (see bus timetable)

**19:00-19:30 Pre-dinner drinks reception at Hilton Coylumbridge**

Sponsored by Farid Hillend Engineering

**19:30-onwards Annual Dinner at Hilton Coylumbridge** (smart suit or equivalent) -

Sponsored by FAUN Zoeller

**Striving for Excellence awards**

Sponsored by Zero Waste Scotland, Geesinknorba and Johnston Sweepers

**After-dinner speaker**

John McKelvie

Buses departing from Hilton Coylumbridge to Aviemore Highland Resort (see bus timetable)

**Friday 26th May**

Breakfast and departure

**Venue information**

Hilton Coylumbridge  
Aviemore, Inverness-shire  
PH22 1QN

Onsite parking available  
Check-in time: Approx 3pm  
Check-out time: 11am

## Evening networking opportunities

Delegates and exhibitors are encouraged to take advantage of the seminar's many networking events held after the sessions finish and the exhibition closes each night.

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**APSE Striving for Excellence Awards**  
Winners will be announced at the annual  
dinner on Thursday 25th May

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### Striving for Excellence sponsor (Waste)

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### Big Wednesday Night Dinner

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### Thursday drinks reception

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### Table wine (annual dinner)

Kindly sponsored by CPD (C.P. Davidson & Sons Ltd)



### Wednesday lunch

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**Thursday lunch**

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**Wednesday beer tasting**

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## Speaker profiles



**Joan Aitken**

### **Traffic Commissioner for Scotland**

Joan Aitken has been Traffic Commissioner for Scotland since 2003. She is a solicitor by profession and has worked in local government and private practice. Prior to her appointment as Traffic Commissioner she was Scotland's prisons ombudsman. She has served on the General Dental Council, the Law Society of Scotland and the Scottish Consumer Council as well as sitting as a part time Chairman of Disability Appeals and Employment Tribunals. She has lived and worked in Edinburgh, Fife, Dundee, Aberdeen and the Highlands and is a Glaswegian by birth - that is where she comes from.

She recently completed the Transaid South Africa 300 miles in 5 days cycling challenge.



**Steve Ives**

### **Head of Competitions**

### **Office for Low Emission Vehicles (OLEV)**

Steve is Head of Competitions in the Office for Low Emission Vehicles (OLEV). He joined the team in May 2015 and leads on the £40m Go Ultra Low City Scheme and ULEV taxis and buses policy. Prior to joining OLEV Steve worked as a senior policy advisor within DECC's Household Energy Efficiency team. Within this team he had specific responsibility for the role of local authorities, social housing and communities in delivering energy efficiency measures. Steve has worked within the field of Government policy for over 20 years across a number of Whitehall departments.



**Harry Thomson**

### **Head of Civic and Local Services Dumfries and Galloway Council**

Harry began his career in internal audit with a multinational financial services organisation in the south of England, before rediscovering his soul. He is now rather shocked to find that he has worked for councils in his home area for 25 years. Harry's Transport and Fleet team was Best Service Team at the APSE Service Awards in 2011, and Public Sector Winner at Green Fleet in the same year.

His portfolio of services currently ranges from public conveniences to arts and museums, community safety and resilience to grounds maintenance.



**David Barnes**  
**Programme Manager, Litter & Flytipping**  
**Zero Waste Scotland**

David has 11 years' experience working in the Waste and Resource Management sector and is a Chartered Waste Manager. He has been Programme Manager for the Litter & Flytipping Programme in Zero Waste Scotland since 2014 and has been with Zero Waste Scotland for a total of 6 years, previously working with the Food & Drink sector as part of Resource Efficient Scotland. David was also seconded to Scottish Government in 15/16, taking up the role of Policy Manager with responsibility for litter, resource efficiency, reuse and waste prevention. Prior to joining Zero Waste Scotland, David was the Service Development Officer for Midlothian Council's Waste Management department.



**Adrian Bond**  
**Programme Manager: Recycling**  
**Zero Waste Scotland**

Adrian leads a small team delivering Zero Waste Scotland's recycling programme, with the current focus being on supporting the Household Recycling Charter. He previously worked as a principal consultant for Albion Environmental and before that managed SEPA's National Operations Waste Unit for 12 years. He is a Chartered Waste Manager and a SWITCH ambassador as well as being vice chair of SWITCH's Health and Safety group.



**Debbie Johns**  
**Head of Performance Networks**  
**APSE**

Debbie Johns is the Head of Performance Networks, APSE's UK-wide local government benchmarking service. She has been with APSE since 2000 and previous to this role, was a Principal Advisor for 9 years with responsibility for environmental services; including waste, refuse collection, street cleansing, parks and grounds maintenance and transport. Debbie was the Data and Projects Co-ordinator for the APSE Performance Networks service from 2000-2005. Prior to her employment with APSE, Debbie worked as a Research Officer for Cheshire Constabulary. Debbie graduated in 1997 from the University of Manchester with a Bachelor of Arts with Honours Degree in Economics and Social Studies. She successfully completed her Masters Degree in Management at Manchester Metropolitan University in 2004.



**Martin Kingham**  
**Service Manager (Waste Operations)**  
**Fife Council**

Fife is one of the best performing Council's in Scotland for recycling and Martin's team provides a highly effective waste collection service for over 178,000 households. Martin's experience comes from a background of construction and consultancy roles in both public and private sectors and he has devoted considerable time and effort in developing front line employee competencies since he switched careers to waste management in 2007. As a 'Switch ambassador', Martin is keen to promote the important link between the development and assessment of competence and safer working across the industry.



**Ross Fenwick**  
**Waste Strategy Co-ordinator**  
**Falkirk Council**

From hazardous waste management as a 'WIMFer' in Bedfordshire, to walking in all weathers around Scottish landfill sites as an environmental monitoring and licencing

compliance manager, Ross has been in the waste and resource management sector since 2001.

Ross has worked with Falkirk Council since 2012, responsible for developing waste, recycling and litter prevention initiatives and has been involved in a number of key projects including the first fully implemented extended frequency residual waste collection in the UK.



**Stuart Pryde**  
**Principal Amenity Officer**  
**East Lothian Council**

Stuart's career began at Elmwood and Auchincruive Colleges and public sector employment with Argyll & Bute and Hounslow. Seeking an outdoor role, the post of Technical Assistant at East Lothian was secured as an interim. 31 years on, piloting that same desk for a living prevails.

His currently manages the clean and green / cradle to grave portfolio involving myriad skills not covered at gardening school. Public speaking MAY be included in that list!

Stuart's personal interests overlap the workplace with a love of the outdoors, photography, walking and, with advancing years, an avid spectator in the maroon half of Edinburgh.





**David Goodenough**  
**Recycling & Waste Services Manager**  
**West Lothian Council**

David has worked in the waste sector for the past 14 years with both Perth & Kinross Council and West Lothian. From taking water samples out of landfill sites, through to frontline collections and Recycling Centres he has experienced a wide variety of the challenges facing frontline delivery with some funny tales to tell along the way. He is also involved in SWITCH as an ambassador and gets involved in training and development as an SQA External Verifier.



**Naomi Ross**  
**Waste Specialist**  
**Scottish Environmental Protection Agency**

Naomi has worked for SEPA for 5 years, in the national waste portfolio and is a chartered waste manager. Her current work primarily focusses on delivery of the Recyclate Quality

Regulations, but she also has experience in implementing:

- Recently devolved Scottish landfill tax
- UK ship recycling regulations

And regulation of:

- Zero Waste Regulations
- Waste exports regime
- Producer responsibility regime



**Robert Robb**  
**Assistant Waste Resources Manager**  
**North Ayrshire Council**

Robert is a former Chair of the Waste Managers Network (Scotland) with 28 years' experience within the waste sector having held strategic and management roles with East Ayrshire, West Dunbartonshire and North Ayrshire Councils. In this millennium he has contributed within various forums with CoSLA and been an active member of various Scottish Government Working Groups with the aim of supporting Scotland's zero waste aspirations. Pretending to golf along with writing, walking and family keep him busy outside work.

**David Pugh**  
**Fleet Coordinator**  
**Falkirk Council**

David is currently employed as Fleet Coordinator with Falkirk Council since August 2016 but has been employed as Operational Manager in Frontline Services for 10 years. Procurement and disposal lead within fleet and operationally manage workshop stores admin and compliance teams. Ensuring



and delivering all H+S factors, training and fleet management systems are current and efficient. David previously worked with City of Edinburgh Council in similar role.

**Drew Hill**  
**Senior Environmental Engineer**  
**Transport Scotland**

Drew is a Senior Environmental Engineer responsible for supporting Transport Scotland approach to strategic environmental issues, including Air, Noise, and Climate Change. Currently involved in negotiation and discussion with various stakeholders across the Scottish public and private sector on the National Low Emission Framework (NLEF). This links directly to the Scottish Government commitment to, with the help of local authorities, identify and put in place the first low emission zone by 2018, creating a legacy on which other areas can build.

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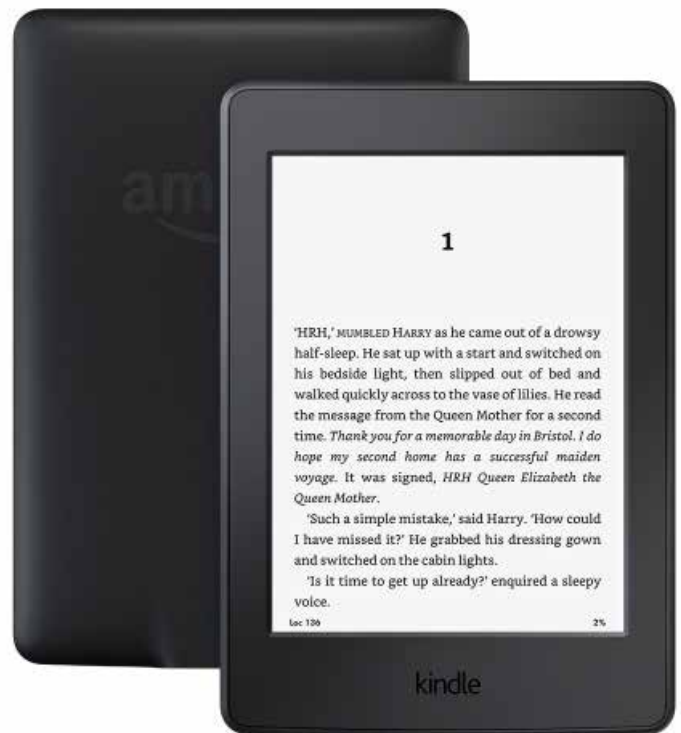
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- Essential Fleet Services Ltd
- Etesia UK Ltd
- EVM Direct Ltd
- FAUN Zoeller (UK) Ltd
- Fleet Auto Bodies Ltd
- Ford (Inside Track)
- FUELlink Systems Ltd
- Geesinknorba
- Groeneveld Lubrication Solutions/MTH Group Ltd
- Hankook Tire
- HIAB (Logan Inglis Ltd)
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- Koller Engineering Ltd
- Lothian Vehicle Bodybuilders Ltd
- Macpac Refuse Bodies Ltd
- Man Truck and Bus UK Ltd
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- Mercedes-Benz Commercial Vehicles Aberdeen
- Mercedes-Benz Trucks UK Ltd
- Michelin Tyre Plc
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- MV Commercial
- Nilfisk Group
- NRG Fleet Services Ltd
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- Penny Hydraulics Ltd
- Phoenix Seating
- Q'Straint
- Rescroft Ltd
- Romaquip Ltd
- Saja Service Centre UK
- Scarab Sweepers
- Scot JCB
- Sentinel Systems Ltd
- Sortimo International Ltd
- Stanford Coachworks Ltd
- Steril UK Ltd
- Stock Sweepers Ltd
- TBC Conversions
- Terberg Matec UK
- Terra Firma
- Thainstone Specialist Auctions
- T.O.M. Vehicle Rental
- UK Container Maintenance
- Unwin
- Vauxhall Motors (TRO Group Ltd)
- Volvo Truck and Bus Centre North & Scotland
- VPG Onboard Weighing
- Vtec Solutions Ltd
- Western Commercial
- Whale Tankers Ltd
- Wilsons Auctions
- Zero Waste Scotland



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Contact A. M. Phillip Trucktech Ltd, Forfar: Tel: 01307 474000, Edinburgh: Tel: 01506 865000. [www.amphillip.co.uk](http://www.amphillip.co.uk)



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For over 50 years AMF Bruns has been the leading supplier in Europe for durable lightweight components & equipment for Accessible minibuses & WAV's. AMF Bruns offers safe tested flexible solutions for most makes & models.

#### Complete

The basis of AMF Bruns solutions is formed by an innovative & modular product range. AMF Bruns work closely with vehicle manufacturers & importers & enjoys on going access to up to date & accurate technical data. Thus our lifts & Smartfloor always fit properly & with training can be installed easily. As well as the award winning range of AL1 taillifts & Smartfloor AMF Bruns manufacture & supply, Protektor wheelchair & occupant restraints, Smartseat M1 seating solutions, Electric side steps, Manual folding ramps & conversion Smartkits.

#### Safety first

AMF Bruns considers the safety of wheelchair occupants of paramount importance. This safety is key in all product & safety innovations. AMF Bruns have invested in an in house test centre that is designed for research & approval testing. Smartfloors are M1 certified according to UN/ECE R14, R16 & R17. The Protektor range of wheelchair restraints comply with all international standards, the DIN 75078, 1 & 2 as well as the ISO 10542 standard.

#### The leading edge

AMF Bruns are the first company who can provide in vehicle testing documentation for many of our manufactured products.

AMF-Bruns UK Ltd.  
Unit 3, Parkway Four  
Longbridge Road  
Trafford Park

Manchester  
M17 1SN  
T: 0161.872.7951  
F: 0161.872.7952

## **Arnold Clark** COACHBUILDERS

Arnold Clark Coachbuilders has been a vital part of the Arnold Clark Group for almost 35 years. Over the years, this specialist coach-building facility has grown with the business, evolving to meet the industry and customer demand. It has recently relocated to a dedicated, five-acre, purpose-built facility in East Kilbride.

The impressive new site offers 40,000 sq ft of heated manufacturing workspace. It's amply equipped, with a commercial paint oven, CNC machine area and an abundance of secure vehicle storage and parking. There's even a vehicle collection and delivery service that services the rest of the UK. They're able to tackle all types of bodybuilding, commercial vehicle refurbishment, woodlining and repair work.

The Arnold Clark coachbuilders' highly skilled staff can build any vehicle from start to finish on site, and can also discuss any bespoke vehicle conversions or commissions as required. Their 3D CAD drawing facility can even design and create a digital preview of your ideas before any work begins.

The company is fully compliant with EU legislation and has Full European Type Approval for the Ford Transit range. This means they can self-certify their body designs and issue certificates of conformity. Working closely with the Vehicle Certification Agency (VCA), the site has been granted Type Approval and Conformity of Production (CoP) along with ISO 9001.

Although recognised for their quality craftsmanship, innovation and consistent attention to detail, Arnold Clark coachbuilders keep their solutions flexible, with your budget in mind.

Give them a ring to discuss your requirements today.

Arnold Clark Coachbuilders, 1 Peel Park Place,  
East Kilbride G74 5LW  
Tel: 01355 204290 Fax: 01355 590758  
ArnoldClark.com/Coachbuilders



"The one stop fleet solution..."

Auto Electrical Services UK Ltd has been in business for over 30 years, growing steadily and formed from multiple sector businesses that combined to create a one-stop-shop for the requirements of any growing fleet-led company. Minimising time off the road for your business vehicles as all services are available under one roof! Ok, that's a lie... We have two roofs in Bellshill...

We can deliver quality results with ease. Each of our sectors have time-served industry professionals ready to service your fleet needs. We also offer our clients a 24-hour, 365 days a year electrical backup service.

A small selection of the products and services we supply to our clients are detailed below:

#### Auto Electrical Services:

Batteries | Rotating Electrics | Alternators  
| Starters | Alarms & Security |  
GPS Tracking | Multi Media | Camera Systems  
| Diagnostics | Telematics | Servicing | Refurb

#### Auto Mechanical Services:

MOT (class 4, 5 & 7) | Winter/Summer  
Servicing | Breakdowns | Tyres  
Diagnostics | General Repair |  
Exhausts | Suspension | Clutches

#### Proline Vehicle Conversion:

Custom Fitting | Lining | Tailored  
Design | Beacon Bars & Lighting |  
Ladder Deployment | Towbars | Phone Kits

I Safety & Security Upgrades I Welfare Units

Graphics, Livery & Printing:

Fleet Graphics & Livery I  
Design & Branding I Chevrons  
Trademarking I Signage I Printing  
I Websites Exhibition Material

Spill Maintenance:

Pads & Rolls I Wheeled Spill Kits Accessories

Plant & Construction:

Diagnostics I Servicing I  
Breakdown Parts I Refurbishments

Learn more about how we can help you by visiting our website or arranging a meeting to discuss your needs. We look forward to speaking with you at APSE.

WWW.THEAES.CO.UK TEL: 01698 747 137



B&B Contracts is a family run business formed in 1989 by Scot Barr and is situated in Lanark, Scotland. We specialise in supplying Oiletto hotboxes and refuse vehicles for hire or purchase. All our vehicles are high-spec at very competitive rates, with a guarantee of an excellent backup service and efficient after sales. We are currently the UK agent for Oiletto. These asphalt containers are the most cost efficient and ideal method for repair of road surfaces after work carried out for installation of services or small repairs i.e. pothole filling & repatching roads. They ensure minimum waste of materials as there is no loss in temperature, it can also be kept at the correct temperature overnight using gas heating system. We have several different sizes available depending on what the needs of the customer are, single or twin chambers, dedicated or demountable units. Our

workshop services can manufacture Hotboxes for the specific customer requirements, we also refurbish and alter all makes of Hotboxes from 1tonne up to 20tonne and can be demount or fully dedicated to a specific vehicle. All our hotboxes have Hardox augers as standard (better for the granite type stone which is used in Scotland). We also supply an excellent back up service in sales, service and rental. We are currently demonstrating MacPac refuse vehicles, these are mobile compactors which carry out quickly and effectively the many tasks which are uneconomical or too difficult for standard collection units. They can be hand loaded from either side or fitted with hydraulic lifts for emptying wheelie bins. They are ideal units for jobs such as domestic pick ups in confined spaces, long journeys with few pick ups, industrial complexes etc. We have a strict policy on the maintenance of our vehicles and pride ourselves in offering a first class service in hire and sales and believe that we are one of the best hotbox companies in the United Kingdom.



BCA is the UK's market leader in automotive services, working with OEMs, fleet operators and dealers to provide the backbone of the UK's automotive supply chain. From technical and logistics services for new vehicles, refurbishment, storage and logistics for the growing used sector and the core remarketing and auction operation, BCA offers the economies of scale and diversity of services to meet the needs of an impressive portfolio of customers.

As the UK and Europe's largest vehicle marketplace, BCA helps dealers with a complete range of vehicle buying and selling services. No-one offers a greater selection and diversity of stock or more ways to source and buy, which is why BCA is the first choice for light commercial vehicle dealers, used-vehicle traders, franchise dealers, independent dealers and car supermarkets.



BCA offers the widest range of commercial vehicles through a comprehensive remarketing programme. The company's network offers nationwide coverage in the very best facilities – as well as full digital access via BCA Live Online and e-Auctions, which is supported with a range of complementary services. These include collection and delivery, valeting, SMART Repair, Bodyshop, BCA Video Appraisals and Autograde, while BCA Assured powered by the AA helps build buyer confidence.

BCA sets the pace for online sales offering a choice of routes to market with BCA Live Online, Bid Now, Buy Now, and e-Auction giving customers the opportunity to buy and sell 24/7, 365 days a year. BCA Auction View, a sophisticated search engine, brings sellers and buyers together in the digital space.

BCA's range of services and remarketing channels make it easy for our customers to conduct their business with us.



Operating from its site in Cumbernauld, Lanarkshire Bott provide value for money, legally compliant and innovative vehicle conversions, delivered on time, every time. Approved contractors through a number of procurement frameworks.

We are in spirit a local company dedicated to the highest standards of customer service and business integrity. Our equipment is designed & manufactured in the UK with support from our European group.

For over 35 years Bott have delivered innovation, quality, service and value for money in the specialist in-vehicle conversion industry. Our valued staff have a wealth of experience constantly updated on all industry

legislation, new materials and cutting edge applications, especially in the field of on-board power. The Bott group invest in manufacturing technology that has successfully reduced our energy consumption and increased our recycling.

Customers and clients often have needs that are specific to them. Having previously completed work for Fife Council, Cumbria county council, South Ayrshire council, Renfrewshire council and Grampian Housing we have standard specifications for most requirements which can be modified to suit any individual requirements or alternatively we can offer our bespoke design service.

At Bott we are committed to delivering peace of mind through key account managers, as well as the very best solution for your business. The standard three year warranty proves how confident Bott is that conversions will withstand demanding environments and the test of time, whilst continuing to add real value to your business.



Boughton Engineering, Britain's longest established designer and manufacturer of hook loaders, skip loaders and close coupled trailers for the waste and municipal services industries, attends the APSE Fleet, Waste & Grounds Seminar with an inside stand.

Boughton's ubiquitous hook loader continues to command a market leading position in the sector, not least on account of its design simplicity, proven strength and durability, reliability, ease of maintenance, Kwikcova® auto-sheeter and genuine OE parts support. Operators – from small two-vehicle fleets, through the larger own account firms, to the major hire fleets, all say the same thing ... Leave it alone; don't change it; it works; it doesn't break and it will do the job for years with very

little more than routine maintenance.

Now four years after its introduction, Boughton's Power-Reach® skip loader has cemented its own strong position in the market – both with private operators and the major hire fleets. The PR18 variant is available in two bed lengths – the standard 3520mm or a 600mm longer version. In addition, the Power-Reach® range has been extended – initially with a smaller and lighter weight PR12, designed for operation at 12 tonnes GVW, with further variants planned. Virtually all Power-Reach units are factory fitted with Boughton's patented Intacova® integrated auto-sheeter system.

Boughton has a strategic partnership with McNeilus of the US, through which it will return of its Front End Loader (FEL) to the UK market. Boughton Engineering is owned Skan Group Holdings and recently won the prestigious GBCC Award for 'Excellence in Manufacturing'.

For further information contact:

Media & Group Corporate Affairs:  
Adrian Graves, Adrian Graves Organisation Limited  
Telephone: +44 (0) 1284 787438; Mobile: +44 (0) 7860 311858; E-mail: [adrian@adriangraves.org](mailto:adrian@adriangraves.org)

Boughton Engineering contact for further information:

Steve Price, Group Sales & Marketing Director  
Balliol Business Park, Wobaston Road,  
Wolverhampton, WV9 5EU  
Telephone: +44 (0) 1902 623430  
E-mail: [steve.price@boughtonengineering.com](mailto:steve.price@boughtonengineering.com)  
Website: [www.boughtonengineering.com](http://www.boughtonengineering.com)



Brigade Electronics is a market leading supplier of safety devices, with solutions to suit all commercial vehicle and industry types.

Brigade will be displaying their mobile digital recording (MDR) systems at the APSE seminar this year. Now with 3G capabilities the system allows operators remote access to live and recorded footage and other real-time vehicle information such as speed and location.

Brigade can also offer a fully managed and hosted 3G service solution to support the new MDR range. Immediate access to data is invaluable; in the event of an incident, to refute claims, assess which party is culpable and reassure drivers in the event of an emergency.

Alongside this, Brigade will demonstrate Backeye®360, an intelligent camera monitor system designed to assist low speed manoeuvrability by providing the driver with a real-time surround view of the vehicle in a single image, effectively eliminating blind spots.

The Brigade team will be on hand to discuss their new leasing scheme, which enables fleet operators to spread the cost of vehicle safety devices, as well as other products prime for application on local authority vehicles, such as Backsense®, Brigade's affordable radar obstacle detection system, bbs-tek® White Sound reversing alarms and Sidescan® ultrasonic obstacle detection systems used in specifications such as CLOCS, FORS and Crossrail.

In addition to quality products, Brigade offers an outstanding installation service through its nationwide Business-Service-Partners (BSP's), a network of professional auto electricians who provide fitting and repair work for Brigade's onsite service warranties.

For more information visit our stand or call 01322 420300.

[www.brigade-electronics.com](http://www.brigade-electronics.com)



**CONVERSIONS**  
a cartwright group company

Cartwright Conversions is the specialist van conversion division of the Cartwright Group,

market leaders in truck trailer design and manufacture.

The Cartwright Conversions team based near Doncaster, South Yorkshire specialise in the design and manufacture of light commercial vehicle conversions including ambulances, mobility vehicles, welfare vans, exhibition units and racking vans for engineers and tradesmen.

With efficiency and safety of the operative very much at the forefront of our minds, we work with you to design the best solution for the job and support our quotations with computer generated images so you know exactly what you are getting. We deliver a one stop shop from initial enquiry to our unrivalled aftersales support.

With over forty dedicated work bays, two hundred secure parking spaces and some of the industry's leading engineers and technicians on board, we are confident in our ability to provide the highest level of quality and service at a highly competitive price.



Cebotec Ltd is located in Falkirk close to the motorway network within company owned premises with in excess of 20000ft<sup>2</sup> of workshop space divided into coach building, fabrication, auto electrical, shop fitting and a finishing /pre-delivery inspection section. Offices, stores and board room support the administration, management and day to day functions of the business.

Historically, Cebotec's core activity has been the production of non standard / bespoke commercial vehicles and trailers on behalf of a wide and diverse range of clients. We have increased our business and offer, via our hire department, a fleet of converted vehicles that are available for short and long term hire. It is important to know that all vehicles produced

for both elements of our business are to the same high standards to ensure reliability and durability in service all at reasonable costs.

Currently our vehicles are operated by Organisations that include Local Authorities, Police, Fire and Rescue, National Health Services, Mountain Rescue, Corporate businesses and Utility companies. The aforementioned is not conclusive but is shown to demonstrate the extent of our portfolio of major clients.

It is with pleasure that we will be attending 2017 APSE exhibition and conference and if possible I would welcome the opportunity to meet you and discuss where Cebotec can assist with your current or future fleet requirements.

David Lapsley  
Managing Director

# CIVICA

Transforming the way you work

Civica Tranman Fleet Management Software

Manage cost and utilisation of your high-value fleet more effectively

Now more than ever, fleet managers must demonstrate that all vehicles are managed properly to maximise productivity and make their operation more efficient, whilst ensuring all vehicles are compliant and road-worthy.

Civica provides vehicle and mobile asset management solutions that, deliver cost and utilisation benefits for operators of essential and high-value fleets.

Our Tranman fleet management software has a proven track record for enabling fleet managers to achieve:

- Reduced fleet and whole life operating costs
- Improved accident and risk management
- Better control over fuel usage
- Increased workshop productivity

- Improved management information and data capture
- Minimised vehicle repair downtime and
- Reduced administration costs

The latest developments to Civica's Tranman fleet software deliver a real return on investment and can help you transform the way you work. Talk to us about:

- Release 9
- eForms
- Touchscreen
- Dynamic Alerts

We have a proven track record with more than 30 years of experience, our customers include 90% of UK police forces, 40% of fire brigades, over 100 large private sector organisations and over 100 local authority and government agency customers.

For more information about the benefits of Civica Tranman, visit Adam and Alex during the event, call us on 0117 924 2703 or email [tranman@civica.co.uk](mailto:tranman@civica.co.uk)



Clark Commercials have long been associated with Volkswagen Commercial Vehicles across the East Coast of Scotland and are part of the John Clark Motor Group with Commercials dealerships in Edinburgh, Aberdeen and Dundee. All dealerships provide full sales, service, parts, MOTs and Van rental facilities. At our Volkswagen dealership in Kirkcaldy we also have commercial servicing and MOTs.

Clark Commercials specialise in fleet and municipal business and have a dedicated and experienced team to provide a correct solution to the transport requirements of Scottish Local Authorities and other large fleet customers.

Along with Volkswagen, Clark Commercials

have added Nissan, Renault, Peugeot and Dacia so there really is no better choice for customers.



As industry-leading connected fleet specialists, CMS provide proven and expert technologies to the waste and fleet industries. We design products that push up performance, drive down your risk and integrate with other suppliers' products.

True integration is at the forefront of our product development. The OWL (Optimised Waste & Logistics) roadshows that we run bring together key industry figures and suppliers to debate current hot topics.

A recent partnership initiative, Get Connected, sees CMS partner with other vehicle specialists to add an extensive range of camera technology, crash investigation and vehicle weighing options to our range of integrated products.

Established in the early 1990s, CMS have become public sector experts. Oxford City Council chose us when they wanted bespoke and fully integrated mapping and tracking, driver behaviours and in-cab devices. This resulted in significant cost savings and a 20% reduction in accidents. It has also brought Oxford City brought many awards. Long-standing customer Corby Borough Council turned to CMS when they wanted to add electric vans to their fleet and Middlesbrough Council use our technology on their vans, mowers, sweepers and refuse collection vehicles. CMS technology can be embedded during vehicle manufacture. For example Dennis Eagle's Dennis Connect is a CMS product and used by many Scottish Councils. We offer an extensive range of e-learning videos to help you manage all aspects of driver performance and ensure your compliance. These cost-effective bite-sized videos can also be tailored to your needs.



Come and visit us at our stand to find how we can help you save money and ensure compliance.

www.supatrak.com  
Tel: 01793 487488

## CONTENUR

For over 30 years, CONTENUR has manufactured waste container systems for urban environments – plastic, metal and underground refuse systems. Today we are a leading global supplier with markets in over 30 countries. We are committed to delivering innovative products and services that are designed to improve the use and collection of waste containers. We continue to develop new products that are not only smart, flexible and blend in with modern urban environments but also reflect today's requirements for urban waste management. Come and see us at the exhibition or visit [www.contenur.co.uk](http://www.contenur.co.uk) for more information.



CPD, the municipal vehicle specialists, has been in operation since 1956 and has built up an enviable reputation in the supply, refurbishment and maintenance of municipal equipment. Most notably refuse collection vehicles with an extensive fleet of vehicles on hire to both the public and private sectors.



Ctrack are one of the world's largest telematics (vehicle tracking) companies, with around 1,200,000 units deployed in over 50 countries across 5 continents. Ctrack in the UK are

a division of Ctrack, an Insee go company (NASDAQ: INSG), and have been established in the telematics market for over 30 years offering the widest range of solutions available in the UK telematics market place.

Over 3,000 customers in the UK use our telematics systems every day to help reduce costs, increase productivity, improve vehicle security, manage legislative compliance, enhance customer services and reduce their carbon footprint.

We offer solutions for every type of vehicle and fleet - Insurance partnerships to reduce premium costs - Proven and reliable hardware and software with quick and easy to use interfaces - On-going investment in research & development focused on delivering value for our customers.

Ctrack has significant experience of successfully delivering Enterprise wide tracking solutions to UK Service Organisations, Local Authorities, Water Utilities, Government, Emergency Services and Blue Chip Companies.

Our UK Head Office is based in Leeds, West Yorkshire and our national network of account managers and engineers ensure we provide National Coverage with local support.



**A PACCAR COMPANY**

DAF Trucks manufactures vehicles here in the UK to suit a broad range of municipal and utility applications from 7.5t GVW up to 44t GCW. The LF Range is the ideal 2 axle rigid for urban and rural applications from refuse collection, to gulley suckers and skip loaders. Exceptional manoeuvrability and easy cab access make it ideal for operation in the tightest situations. The CF Range is the versatile all-rounder with rigid, tractor and drawbar configurations to suit both on road and on/off road use. The XF is ideal for applications where maximum cab space is required and for heavy duty and

specialist applications such as heavy haulage.

DAF Trucks are backed up by the UK's largest network of dealers offering round the clock parts and service support including the unrivalled DAFaid roadside assistance service which is dedicated to maximising vehicle uptime and availability. DAF Dealers provide customers with a comprehensive range of services including finance packages from PACCAR Financial, DAF MultiSupport repair and maintenance and DAF Telematics enabling fleets to maximise productivity and minimise operating costs.

DAF Trucks Ltd  
Eastern Bypass  
Thame  
OX9 3FB



Driven by continued growth in waste recycling over the past decade DEL have developed a range of tail lift and bin lift equipment designed to meet a variety of operational requirements.

DEL manufacture in the UK a range of tail lifts from 250kg to 1500kg and bin lift equipment which will operate with standard wheeled containers from 120 – 1100L capacity, either fitted to new build vehicles or retro-fitted to existing vehicles to enhance their operational functions.

DEL have been working with the leading refuse vehicle manufacturers to develop a system for the collection of domestic food waste from either a plastic caddy bin or in starch sacks. The DEL 'WB150-1372' lift has been specifically designed to be integrated into the RCV (Refuse Collection Vehicle) with the food waste collected in a front mounted 'pod' which when loaded is normally tipped to the offside to be emptied into a suitable container for treatment. The 'WB150-1372' bin

lift features a fully automatic hydraulic roof which opens as the bin is lifted and closes once the empty bin is lowered, offering an efficient collection method.

DEL offer a comprehensive operator training programme designed to meet the operational health and safety requirements, in addition to maintenance and safe inspection systems as part of the LOLER (Lifting Operations and Lifting Equipment Regulations 1998) regulations, including a load test.

DEL are a Cargotec company and are the leading UK manufacturer for commercial vehicle goods lifts, including column lifts and tuck-under lifts from 250 to 1500kg SWL in addition to cantilever and retractable tail lifts.

They are able to offer a versatile product range able to meet most individual operational requirements supported by the largest number of independent service agents in the UK.



Dennis Eagle is one of the world's most established manufacturers of refuse collection vehicles. With an engineering heritage that dates back to the turn of the 20th century, it has a reputation for supplying quality products that meet the highest expectations in terms of performance, cost and delivery. This is backed up by industry-leading customer service, provided by the largest aftersales and support structure within the sector.

The company offers complete vehicle solutions, producing refuse collection bodies, chassis and bin lifts. Today, it manufactures over 1,000 units per year for UK local authorities and private sector contractors. In addition, it has a continually expanding customer base overseas, including in continental Europe, Scandinavia, China, Australia and the U.S.A.

Dennis Eagle is part of Terberg-Ros Roca Group, a leading international supplier of collection systems committed to the

continued development of innovative solutions for the waste and recycling market. The Group was formed in 2016 following the merger of Dennis Eagle's Spanish parent company, Ros Roca Environment, with Terberg Environmental, a wholly-owned subsidiary of Netherlands-based Terberg Group.

For more information, please call +44(0)1926 458500 or visit [www.dennis-eagle.co.uk](http://www.dennis-eagle.co.uk).



Durite, Experts in Vehicle Safety and Telematics  
"The trusted quality brand for professionals"

Durite is the UK's leading brand in auto electricals, serving the commercial and general vehicle markets. They supply high quality parts to CV workshops, coachbuilders, repair shops, vehicle conversion specialists, fleets, and municipal authorities; through factors and distributors. Today, the brand is synonymous with quality products and outstanding customer service.

As a FORS Associate Supplier, Durite offers expert CCTV kits, Telematics and Vehicle safety equipment designed to help customers build their Bronze, Silver and Gold memberships.

Durite Business Development Manager, Justin Normansell commented: "We recognise the increased demand from end-users to fleets to improve road safety and this has become a core focus for our business.

"FORS is at the forefront of road safety. With our knowledge of the market requirements, we have aligned our product development activity to the FORS criteria to ensure our customers operate using only the best-performing products and services."

Durite have considerably expanded their already extensive range of Vehicle safety and Telematics. The Durite telematics offering is a prime example. It uses the latest technology in CCTV equipment, GPS tracking and telecommunication to provide real time

visibility of any vehicles and trailers wherever they are, 24/7.

"We have seen great developments here at Durite, and the show gives us the opportunity to catch up with existing and meet potential customers. We look forward to welcoming you to the Durite stand."

Visit [www.durite.co.uk](http://www.durite.co.uk) to find out more about Durite.

#### Durite Contacts

Justin Normansell  
Business Development Manager  
[justin.normansell@durite.co.uk](mailto:justin.normansell@durite.co.uk)

Veronique Vanoli  
Marketing manager  
[veronique.vanoli@durite.co.uk](mailto:veronique.vanoli@durite.co.uk)



Eberspächer, the market leading manufacturer of independent vehicle Heating, Air conditioning, Climate control and Handwash systems will again be exhibiting at APSE Show

Their Airtronic and Hydronic range of air and water heating systems offer the operator a complete heating solution for all sizes of Welfare, Minibus, Ambulance, Commercial vehicles and other Special Vehicle applications. These well-proven, diesel-fuelled heaters provide rapid warm up, high output and quiet operation

Their product range includes UK manufactured internally mounted air conditioning and climate control units to suit Welfare, Minibus, Ambulance and Police vehicle applications. A range of roof top 24v and 230v air con systems are available for commercial vehicles and other special applications. Both Richard How and Mark Bryan will be available on their stand at the show to discuss your specific

vehicle requirements in more detail.

Eberspacher products are fitted to many Council, Welfare, Utility and Emergency vehicles throughout the UK. All systems now come with a comprehensive 3 year warranty and is supported through the Total Life Care hotline backed up by a nationwide Dealer network.

The Handiwash system is designed for those people who come into contact with unhygienic conditions or hazardous fluids or substances. The unit has the lowest power consumption and largest capacity of any products on the market, is maintenance free and available in both 12v and 24v. Now available for vehicles with the new Smart charging alternators

For further information, please contact

Richard How mobile 07720 425690 email [Richard.how@eberspaecher.com](mailto:Richard.how@eberspaecher.com)

Mark Bryan mobile 07768 763945 email [Mark.bryan@eberspaecher.com](mailto:Mark.bryan@eberspaecher.com)

Eberspacher (UK) Tel 01425 480151 [enquiries@eberspaecher.com](mailto:enquiries@eberspaecher.com)

[www.eberspacher.com](http://www.eberspacher.com)

# ECON

APSE 2017 will see a new face on the Stand, with David Carswell, representing Econ for the 1st time. We would like to take this opportunity to place on record our thanks to David Holywell for over 30 years of outstanding service and wish him a long and happy retirement.

Visitors to the stand will be able to hear about the brine trial Econ has been assisting Transport Scotland with on their North East Scotland Unit. Econ has fitted the 10,000 litre sprayer, mounted on it's QCB system, with 4G controller and thrower nozzles and the trial has now been extended to cover an entire route.

The show will also feature the updated axle driven 2m<sup>3</sup> trailer spreader, entirely self contained the spreader can be towed by a Landrover or equivalent.

In conjunction with Exactrak we have launched "SPARGO with Navtrak". This will automate the SPARGO controls to allow any driver to select a predefined route and drive with the aid of voice activated navigation instructions. The system will automatically start salting, change width, asymmetry values and turn off salting against the agreed route card. There is the option of a conformance validation and archiving service, whereby the routes are checked by a specialist in route design and then stored for upto 20 year's so the customer has full traceability of their route over the year's in the event of an accident and/or claim.



Ecosse Signs specialise in vehicle livery for all types of cars and commercial vehicles. From a small car derived van such as a Ford Fiesta or Vauxhall Astra, to the standard Transit Panel Van, Mercedes Long Wheel Base Panel Vans or 7.5t Box Vans and Trucks. Supplier's of Chapter 8 Chevron Kits, Highway Maintenance Boards and Traffic Signs. Our expertise allows us to offer our customers a wide range to choose from.

Our highly skilled production team will guide you from the early stages of the design process, through to the preparation, production and finally: the installation of your graphics or signs. We know that corporate image is very important, and we strive to give you the perfect portrayal of your company the way you want it.

We are proudly one of the leading companies in supplying vehicle graphics, vehicle wraps, for one van or a new fleet of vehicles, we can



also provide Health and Safety signs which can be produced bespoke with your company logo. Manufacturers of high quality Road Traffic Signs, internal or externally illuminated signage for your depot or office. Business cards to Banner's we will take you from design concept through to the finished product. A one stop shop for all you livery and sign requirements.

As all our customer needs are unique, we pride our reputation working closely with our customers striving to provide a personalised customer service

Branding Scotland, One sign at a time.

## EE FLEET ENGINES

EE Fleet Engines offers the very best quality reconditioned engines for sale with a guaranteed 12 months unlimited mileage warranty.

All EE Fleet engines are reconditioned fully and checked in detail by our highly skilled, experienced engineers. All engines are sourced responsibly, disassembled, cleaned, assessed and rebuilt with new components including bearings, oil seals, and gaskets.

By carrying out each process in-house, including precision machine work we provide guaranteed reliability when we deliver or fit any type of engine - secured with a full years warranty with no mileage restrictions.

EE Fleet engines is focused on the reduction of V.O.R ( Vehicle off road) time. With our 50 strong highly skilled engineers working from our 60'000 Sq Ft plant, we include the FULL JOB (removal and fitting of engine from vehicle's) option, giving you peace of mind to expect nothing but perfection under the one roof.

All Vehicle types, LGVs, HGVs, Trucks and Marine Engines all brought back to their former glory the greener way.  
[www.eefleetengines.co.uk](http://www.eefleetengines.co.uk)

Office - 0141 432 0477

Direct - 07722 316 371 (Steven Lambert)

## ENVIRO-CLEAN

Enviro-Clean (Scotland) Ltd is a privately owned company formed in 1997 by the current MD and sole owner, Jim McLuskey. The company has grown into Scotland's principal contractor within the drainage and watercourse maintenance industry.

They provide their specialist plant and support services across Scotland to support all local authorities and public organisations to maintain and inspect culverts, drains, ditches as well as pumping stations, outfalls and treatment plants.

The company operates a modern diverse fleet of commercial vehicles, comprising of Recycler's, Disab's and High Volume Liquid Ring Suction Units, D:Max Mobile Screening & Treatment Plant, Vactors, Mainline Digital CCTV Vehicles, HP Water Jetter Unit's, Fresh Water Tankers and Tipper & Plant Hire.

There is new plant arriving regularly, and the most recent is a UK first. The Wiedemann Super 1000 Sputnik, is a large volume recycler which has a HD CCTV system integrated in to the jetting nozzle. This minimises the amount of vehicles and persons on site when cleaning drains and culverts and allows the system to be surveyed as it's cleaned. The camera also combines with a fully steerable hose which allows it to turn in the pipe and travel along lateral connections.

Enviro-Clean has invested heavily in plant and in their workforce to ensure that the services offered are performed by a modern reliable fleet and well-trained, experienced personnel to maximise efficiencies and reduce downtime, whilst delivering a safe working approach to their projects at all times.

Check out our web site [www.evcs.com](http://www.evcs.com)



Contract Hire | Maintenance | Rental

Essential Fleet Services provide specialist vehicle contract hire, fleet management, daily rental and outsourced maintenance to over 40 local authorities and a range of corporate organisations in the utilities, construction, rail, highways and waste industries. For over 40 years we have delivered safe, compliant and cost effective specialist fleet solutions to our customers.

Our unique service is delivered through our national infrastructure, including 15 in-house service centres and a partner network of over 60 approved depots. Our distinctive heritage, has helped us to become the largest provider of specialist vehicle fleet management to the local authority market in the UK.

Helping you to get the most from your fleet and adapt to changing operational needs

Working with approximately 10% of the UK's councils Essential Fleet Services provide a model that works in partnership with our customers to achieve innovative funding and maintenance solutions.

Our competitive contract hire funding solutions for LCV's, LGV's, RCV's and Specialist Vehicles, provide a solution that allow councils to make the best use of the funding available to it, locking in long term competitive interest rates. Essential have unrivalled buying power that's reflected in market leading contract hire rentals.

Also available to councils are our rental solutions, with access to over 200 different vehicle types and 150k assets, and workshop management service where we can TUPE council staff or provide a managed solution.

For more information visit [essentialfleet.co.uk](http://essentialfleet.co.uk), call 0800 004 2224 or speak to Ed or Steve during the event.



Etesia will be bringing their range of Environmentally-friendly Pellenc battery-powered tools and Oeliatec hot water weed removal system to APSE Scotland Fleet, Waste and Grounds seminar 2017.

Pellenc has based its success on a policy of continuous innovation and the integration of environmental requirements that make it a leading player in the equipment and tools industry for the maintenance of green spaces and urban cleanliness. By using Pellenc tools it possible to eliminate direct emission of greenhouse gases and significantly reduce noise. It thus meets the users' requirements for comfort and sustainability while offering excellent cost efficiency. Tools within the range include pedestrian mowers, chainsaws, hedgecutters, brushcutters and grass trimmers, leaf blower and pruners ensuring there is a tool for any green space requirement.

New to the UK for 2017 is the Oeliatec range of hot water weed removal system. Hot water weed control requires fewer treatments, no additives to kill weeds and cost's significantly less in comparison to other alternatives.

All Oeliatec weed control machines kill weeds with 100% hot water by delivering an efficient low pressure treatment at temperatures of up to 120C. This destroys the cellular structure of the weed to kill off the plant, which is worn down further by each treatment to eventually kill the root, along with moss and algae which can also be removed at the same time.

For further information, please contact Etesia on 01295 680 120 or visit [www.etesia.co.uk](http://www.etesia.co.uk)



Established in 2009, EVM's success is built on core values of creativity, commitment and

enthusiasm, keeping customers' desires at the heart of everything.

EVM manufacture bespoke Mercedes-Benz Sprinter minibus and minicoach from 8 to 22 seats in low and high floor variants and accessible options.

Our focus remains to exceed the expectations in the innovation and production of quality products. Our state of the art manufacturing facilities in Kilbeggan Co. Westmeath enable us to have in-house major production processes and ensure tight quality control, cost effectivity and the ability to be flexible with customer requirements.

We are constantly investing in the latest technology and business techniques to make us stand out from the competition. Combined with an excellent workforce, emphasis on quality and short lead times ensures we remain at the leading edge of our industry.

We take a concept from design to reality through the latest design software and state of the art manufacturing facility. We are now taking EVM to the next level, building partnerships that will enable us to provide a complete package across Ireland, the UK and Europe.



FAUN Zoeller is very proud to be associated with the APSE Organisation and is delighted to be and exhibiting at this year's APSE Aviemore seminar.

FAUN Zoeller UK is a wholly owned subsidiary of the KIRCHHOFF Group, with factories across Europe, Asia, America and the Pacific Rim. The Group produce automotive parts, tools and mobility equipment as well as refuse collection bodies, lifters and road sweepers. Now with over 50 Factories in 20 countries over 3 continents the company has grown from the original needle company started in 1785!

The technology and experience from the

automotive sector has now been transferred to RCV production and our investment in new robotic engineering is at the forefront of the design and manufacture of the products. This now ensures that each body conforms to EN standards across the range and all of our products have a superior build quality and consistency that this technology ensures.

FAUN Zoeller aims to offer a first class sales and service provision and ensure that all of our products are renowned for quality and innovation. With UK service depots maintaining over 650 vehicles and 14 fully equipped, qualified field service engineers we ensure that investing in our product is not just for today... but the whole life of the vehicle.

FAUN Zoeller are fully committed to engaging and exceeding the needs and requirements of our customers and we look forward to meeting with you at the show.



Bespoke Tippers, Dropside, Specialist Vehicle Bodies and Fabrication Services

Providers of Specialist Truck Bodies for Industry

This is what we do:

We produce specialist Truck bodies for industry.

Lightweight or Heavy duty bodies.

4 types of tipper.

Truck bodies 3.5 tons to 18 tons.

We Build Luton Bodies, Tippers, Drop Sided vehicles, Chipper type vehicles.

Curtain sided vehicles, Flat Bed, Beavertail, Recovery vehicles,

We supply Galvanized cages, Tail Lifts, Cranes and Hoists, roll on type bodies,

Refuse Lifts for vehicles up to 7.5 ton, Tool

Pods to cab height, Secure tool boxes.  
Fleet Auto Bodies are VCA approved for N1 N2  
Type approval.

We fabricate and manufacture bodies from  
our site.

Secure compound close to motorway network.  
Manufactures deliver direct to our compound.  
Looking to the future.

Fleet Auto Bodies are committed to producing  
lighter robust Bodies for industry, Built with  
quality in mind manufactured and supplied as  
a British product, LETS FLY THE FLAG.

Unit 7 Wharfedale Road  
Euroway Industrial Estate  
Bradford  
West Yorkshire  
BD4 6SG  
Phone: 01274 681177  
Fax: 01274 419943  
sales@fleettip.co.uk



## Go Further

Accelerating the development of new  
products that customers want and value is a  
key component of the One Ford plan. From  
fun-to-drive, fuel-efficient cars to versatile,  
capable utility vehicles and tough, durable  
vans and chassis cabs that work harder and  
last longer, Ford offers a full line of high-  
quality products with global appeal.

Ford are looking forward to exhibiting at  
the APSE Scotland Fleet, Waste and Grounds  
Seminar 2017. Come and visit us on our stand  
and find out more about Ford and our vehicles.  
We look forward to welcoming you.



FUELLink Systems are specialist providers of  
fuel infrastructure equipment with a varied  
list of clients that include Local Authorities,

Passenger Transport Companies, Emergency  
Services, Haulage Companies, Rail Supply  
Companies, Marinas and Commercial  
Seaports.

As part of our commitment to providing the  
best solutions for our customers we became  
a manufacturer of industry leading fuel  
management systems, developed a non-spill  
fuelling device (specific to the Bus Industry)  
and recently the addition of our latest product  
VINIE.

This ground breaking recent development  
gives the customer Automatic Vehicle  
Identification (AVI) sent by Bluetooth directly  
to the Fuel Management System. There is also  
the added option of odometer readings and  
vehicle fuel tank levels transferred while the  
vehicle is being identified. This vehicle data is  
taken directly from the internal CAN offering  
100% accurate information at the point and  
time of fuelling. This modern approach also  
eradicates the risk of human error affecting  
odometer entries, and combined with the  
use of Bluetooth identification, eliminates the  
possibility of misfuelling. Another benefit to  
using VINIE with our fuel management system  
is the reduction of the vehicle fuelling time by  
an average of 45 seconds, this obviously has  
an impact on the fleet as a whole. The Fuel  
Management System can also be fitted to  
ancillary equipment such as controlled entry  
gates which when used in conjunction with  
VINIE would provide an automatic and secure  
entry system to depots/sites.

Contact: Robbie MacInnes Sales Manager  
T: 01698 841888  
E: sales@fuellinksystems.com  
W: www.fuellinksystems.com



Geesinknorba is a leading provider of  
refuse collection vehicles. We manufacture  
a wide range of vehicle bodies for different  
applications as well as bin-lifting equipment  
to operate with them. Our RCV bodies are fully  
compatible with each other and with chassis,



bin lifts and related products from other manufacturers.

The company's track record in innovation is second to none and we continue to lead the industry in providing practical waste and recycling solutions.

Our GPM IV series of vehicles – known as the New Vulture – are one of the most popular vehicles in the UK, renowned for being safe, robust, highly efficient and designed for all the requirements of the 21st century. They come in a range of sizes as well as multiple-chambered combi-split vehicles enabling different waste and recycling fractions to be collected simultaneously.

They can also be fitted with our award-winning hybrid technology which offers excellent fuel saving, low-emissions and low-noise.

We also produce narrowtrack vehicles and smaller vehicles, both of which are increasingly popular for collections in urban environments with tight streets and restricted access.

Geesinknorba's lifts are industry-leading performers and, when used with our bodies, provide our customers with a one-stop shop for the business end of their vehicles.

Our team, including Colin McMorine – Geesinknorba's Regional Business Manager for Scotland, Northern England and Northern Ireland, will be delighted to see you at Aviemore where we will be showing off one of our GPM IV combi-split vehicles and co-sponsoring the APSE Scotland Striving for Excellence Awards.



Groeneveld, are a global manufacturer of transport efficiency systems, which includes, Automated greasing systems, Oilmaster, Levelmaster, Fluid Master, Greensight obstacle detection systems, Speedlimiters and IT Solutions.

With locations in over 40 countries worldwide, manufacturing plants in Italy and Israel, Groeneveld manufacture Original Equipment and aftermarket systems for refuse vehicles, municipal vehicles, construction equipment, ports and agriculture around the world.

From our extensive location in Shepshed, we look after manufacturing plants, dealers and end users in the UK, supported by our own engineers and distributors.

MTH Group, have been a Groeneveld accredited distributor, for over 15 years looking after business in Scotland and Northern England. MTH specialise in the on and off road market for Groeneveld in the UK.

MTH are specialists in all aspects of Auto Electrical Engineering, Air Conditioning, Servicing. Automatic Lubrication for Vehicles, Plant, Industrial and on site installations and repairs.

MTH supply and install Municipal Truck Lock to Local Authorities, which holds the parking brake, allowing the driver to leave his cab. If tampered with the Air Horns will activate as a warning; and has been endorsed by Dennis Eagle.

No obligation trials are available on Automated Greasing Systems for refuse vehicles, hookloaders, skiploaders, sweepers and plant to assess the benefits.

Please visit our stand to discover the advantages of Groeneveld and MTH products, which helps achieve a lower carbon footprint.

Groeneveld - 01509 600033 / Derek MacPherson 07500 090759

MTH - 01324 633676 / Brian Brown 07768 652211

[www.groeneveld-group.com](http://www.groeneveld-group.com)

[www.Mthgroup.uk](http://www.Mthgroup.uk)

YOUR EFFICIENCY IS OUR CHALLENGE



Hankook Tire is one of the global top 5 mass producers of tyres. The company manufactures innovative, award winning radial tyres for passenger cars, light trucks, SUVs, RVs, trucks and buses as well as motorsports for circuit racing and rallies.

Hankook continues to invest in research and development in order to offer customers the highest level of quality and technological excellence. With five development centres and seven large scale factories around the world, the company develops and produces tyre solutions specially tailored to the requirements and needs of regional markets. Bespoke tyre solutions are developed for the European market in Hankook's technical centre in Hanover, Germany. Production then takes place in the state-of-the-art manufacturing site in Rácalmás/Hungary; this factory was inaugurated in June 2007 and is continually expanding with more than 3,000 employees and the production of 19 million tyres a year for passenger cars, SUVs and light trucks.

Hankook's European headquarters are located in Neu-Isenburg, Germany. The manufacturer also operates subsidiaries in Germany, UK, France, Italy, Spain, the Netherlands, Hungary, Czech Republic, Russia, Turkey, Sweden and Poland. For other local markets, Hankook products are sold directly through regional distributors. The company employs more than 22,000 people worldwide and sells products in over 180 countries, including leading car manufacturers who utilise Hankook's premium quality for original equipment. Approximately 30 percent of the company's global sales are generated within the European and CIS-Region.



Logan Inglis: Built to PERFORM

As standard bearer for Hiab products in Scotland, Logan Inglis fully embraces the Built to Perform ideology which is embedded in Hiab products and services – its Hiab's brand promise!

The Hiab brand promise puts the focus on what Hiab deliver to you in Scotland, supported by Logan Inglis, and on what makes us different from our competitors. The promise puts together two simple, yet vital things and in doing so, like our equipment, it becomes more than the sum of its parts.

BUILT...

HIAB produce high-quality machines that we are proud of. They choose the right materials and they design for robustness, versatility and safety. Hiab have done so for 70 years and it is in their DNA. They deliver genuine quality!

We have MULTILIFT a global leader in Demountables thanks to its excellent reliability and productivity. MULTILIFT products, combined with Logan Inglis' engineering expertise, truly allows their products to meet the customers' application and operating needs.

We then have the clever yet extremely safe products like the HIAB Crane with every solution for moving, hoisting, loading and unloading products – efficiently and safely.

In support of these great products, Logan Inglis have got a range of standard mounting bodies - Drop side, fixed side, all steel, aluminium or anti-corrosion, you give them the specification and Logan Inglis will build you the body you need to match your workload.

...TO PERFORM

Our load handling products provide outstanding performance, day in and day out. They give you the means to work faster, better and longer – but with less effort and strain. Everything about them is designed with you and your challenges in mind. That said, any vehicle can be subject to inadvertent overloading and that is why Logan Inglis now install VWS vehicle weighing systems on the majority of their new deliveries.

Logan Inglis and Hiab care that you succeed, and we deliver on our promise so that you can deliver on yours.



Farid Hillend Engineering Limited, part of the Farid European Group one of Europe's fastest growing refuse collection and recycling vehicle producers, is delighted to support APSE again this year.

Renowned for product quality and service worldwide Farid Hillend Engineering, by utilising modern technology and dedicated human resource, provides comprehensive sales and service solutions to the ever-changing waste collection sectors of the waste management industry.

With a recognised depth of manufacturing experience and knowledge of RCV user requirements that is second to none, Farid Hillend Engineering is fully committed to continuing to provide its premier class of product (PowerLink, TwinTrak, Big Bite – rear loaders and Euro Half Pack – front loaders from its manufacturing plant in Scotland and the full Farid family range from its European plants, which are mounted and assembled in Scotland) and customer service on which its reputation is founded.

We are proud to be exhibiting a Micro XHD, 7m capacity, 6t payload RCV featuring a one piece fully sealed body suitable for food waste, domestic refuse, glass or general recycling.

As always our emphasis continues to be on customer need and satisfaction with vehicles built to exacting customer specification and exemplary after-sales service.

To get a better understanding of how Farid Hillend Engineering refuse and recycling vehicles can be of benefit to you, and for an update on our comprehensive product range, please visit us at APSE - you will be made most welcome. Or, take a look at our website: [www.hillendeng.com](http://www.hillendeng.com)

Farid Hillend Engineering Limited  
Taxi Way, Hillend Industrial Estate  
Dunfermline  
Fife  
KY11 9ES

Tel: +44 (0) 1383 823625  
Email: [sales@hillendeng.com](mailto:sales@hillendeng.com)  
Web: <http://www.hillendeng.com>



A Total Vehicle Safety Solutions Provider

Innovative Safety Systems Ltd (ISS) is a complete vehicle safety solutions provider. Not only does ISS supply, install and service superior safety technology anywhere in the UK, it also designs, tests and builds bespoke products to meet customers' needs.

The ISS product portfolio includes reverse camera systems, vehicle CCTV, Hard Disk Recording systems, reverse radar and remote footage download systems.

The company is also responsible for Cyclear®, a Cyclist Warning Display System designed specifically for HGV's and now part of the standard specification on waste and recycling vehicles for major operators such as Serco, Biffa and Amey.

At this year's APSE ISS is launching a new

member of the 'clear' family – Reaclear – a revolutionary system designed specifically to eliminate accidents caused during reversing manoeuvres by ensuring that every reverse manoeuvre is 'authorised' before it occurs. The new technology promises to revolutionise the way reversing is carried out in the waste and recycling sector, and has the capacity to prevent reversing accidents from happening.

The reversing assistant carries a hand-held device, which also acts as a two-way radio, and once it is safe to manoeuvre he or she presses the transmit button. This lets the driver know that it is safe to reverse. If the vehicle is reversed without first receiving a signal, an alarm sounds in the cab and LED warning lights start to flash. A message is also sent to transport office in the event it is an 'unauthorised' manoeuvre and the transport manager can then decide if the event is allowable or if it requires further action.

For more information about ISS and to watch Cycleclear and Reaclear in action visit [www.iss-international.co.uk](http://www.iss-international.co.uk) or tel: 02476 442699.



The Interpump Group is not only the world's largest manufacturer of Power Take Offs used by a wide OEM customer base but also one of the major manufacturer of Hydraulic Pumps, Cylinders, Hose & Fittings and Directional Control Valves in addition to a wide range of other hydraulic components.

Using the Hydrocar PTO brand as a sound footing, IPH UK has established a firm foothold in the UK market offering full service and aftercare to our customers for our global operation.

Thanks to the synergies between the many brands in the IPH group, Interpump Hydraulics can claim a leading role in the manufacture and distribution of components into the

markets for mobile on- and off- highway vehicles, with particular attention being given to the Refuse, FIRE, and Recovery industries.

In order to review these products at your leisure we would recommend that you visit our website at [www.hydrocaruk.com](http://www.hydrocaruk.com)

Richard will be at the APSE aviemore seminar to personal meet with you, or we would be delighted to take your call on 01384 292861 or [sales@interpumphydraulicsuk.com](mailto:sales@interpumphydraulicsuk.com) to discuss your system needs and to offer you access to a wealth of knowledge and experience from the Interpump Hydraulics Group.

Let us solve your hydraulic equipment requirements



Established in 1996, Isuzu Truck UK has built a reputation for delivering hardworking commercial vehicles and excellent standards of customer care. Owned and supported by Isuzu Motors Japan, the world's largest commercial vehicle diesel engine manufacturer, ITUK supplies vehicles at 3.5, 5.5, 6.5, 7.5, 11 and 12 tonnes to customers throughout the United Kingdom.

With over 50 dealers nationwide and an impressive 3-year unlimited mileage warranty across the entire truck range, ITUK values customer satisfaction and vehicle reliability above all else. The company's dedication to customer service is further enhanced by its award-winning CARE programme, which is totally unique within the commercial vehicle industry.



# IVECO

Your partner for sustainable transport

IVECO, a brand of CNH Industrial, will display vehicles from across its light commercial vehicle and truck ranges at APSE 2017, to showcase their suitability for the local authority fleet market.

The Daily range – voted ‘Best Light Truck’ at the 2017 Fleet World Honours – will be represented by a Daily Natural Power running on compressed natural gas (CNG). The Natural Power engine stands out for having been developed on a diesel-engine platform, meaning that it delivers diesel like performance in terms of power, torque and response. It will feature alongside a go-anywhere Daily 4x4, which is built to tackle the most challenging off-road missions.

They will be joined by a trio of truck models all featuring IVECO’s patented HI-SCR engine technology, which is simple, reliable, lightweight and, above all, regenerates the DPF without vehicle downtime or driver intervention. IVECO’s solution to Euro VI is also perfect for the low-speed environment and frequent stop/start nature of many municipal missions, standing out for meeting emissions levels with a single emissions control system.

Trucks on display will include a Eurocargo road sweeper and a Eurocargo refuse collection vehicle – two specialist sectors where IVECO sees significant opportunities for the award-winning Eurocargo range to grow market share.

Completing the line-up on display will be a Trakker 8x4 hookloader, which offers local authorities a strong chassis for the on/off-road market, which has proven its durability in the world-famous Dakar rally in South America.



jaama  
fleet, leasing and rental software specialists

Jaama is the industry’s leading fleet, leasing and hire management software innovator. Its multi-award winning, web based Key2 Management system is a totally integrated vehicle, asset, driver and workshop management solution covering all aspects from acquisition to disposal of vehicles, plant and asset related equipment.

As a certified Microsoft Gold® development partner, Jaama use the latest technology to provide its world-wide customer base with cost control, improved integration, operational and administrative efficiencies, simplified management reporting and legislative compliance. In addition, Jaama consider the safety and security of its customers’ data to be of the utmost importance and have achieved ISO 27001:2013 certification, giving its customers the assurance that their data is protected by an independently audited and certified best practice approach.

Jaama, in partnership with its vehicle and asset fleet customers, is focused on promoting best practice, raising industry standards and providing practical solutions to ensure fleet operators meet their health and safety responsibilities under compliance regulations.

This commitment is demonstrated by Jaama partnering the Freight Transport Association’s Van Excellence scheme and becoming the first fleet software company to attain associate membership of the Fleet Operator Recognition Scheme (FORS) - a voluntary scheme aimed at raising the quality of fleet operations to levels compliant with a national standard.

Providing vehicle and driver management software systems to a wide range of public and private sector car and commercial vehicle fleets Jaama managing director Martin Evans said: “Local authority fleet operators need class leading software that copes with the

complexities of the operation. Key2 is proven to help control costs, ensure legislative compliance, optimise fleet performance, reduce risk and significantly improve operating efficiencies."

Key2 fleet management interfaces with existing software systems used by finance, HR and procurement departments and with third party systems including the DVLA enabling customers to carry out online business transactions such as instant driver licence, tacho and CPC validation checks.

Major Jaama customers include: DHL, Essex County Council, Interserve, Lothian NHS Trust, Luton Borough Council, Oxford City Council, Stirling Council, Scottish Water, City of London Police, South Central Ambulance and British Transport Police.

Tel: 0844 8484 333

Email: [enquiries@jaama.co.uk](mailto:enquiries@jaama.co.uk)

Website: [www.jaama.co.uk](http://www.jaama.co.uk)

*James A.*  
**Cuthbertson**  
*Limited*

Over the years Cuthbertsons have exhibited the full range of winter maintenance equipment, this year we welcome the return to our stand, the Multi Purpose Body.

The multi purpose body concept utilises walking floor technology and a separate belt discharge system which, in conjunction with a clean sweep system, ensures 100% product discharge. What we are looking at here then is a tipper body which doesn't need to tip to eject its cargo and therefore has no issue in restricted headroom areas or on soft ground where overbalancing would be an issue. Health and safety also wins in that, by utilizing the clean sweep system, the operator never needs to enter the body.

The MPB opens many avenues of use by its design. Firstly size is no restriction and 26 tonne versions are already in operation. Secondly by using the walking floor and a totally separate belt-driven feeder system

the operator can choose whether to feed the demountable spreading system mounted on the off side of the vehicle, discharge out the rear hydraulic door like a normal tipper or, if material needs to be output in controlled quantities, this can be done to either side of the vehicle. Discussions with authorities up and down the country reveal many different applications; ideas which range from on-site filling of sand bags for flood defences, to pot-hole repair, gully treatments and specialist materials handling.

What this means is that this new unit is designed to be a full-function winter spreader, but it can also cover a huge variety of other tasks throughout the year, with no more than a turn of a handle.

For more information contact:-

Raymond Reid on 01899 22 00 20 or visit [www.jamescuthbertson.co.uk](http://www.jamescuthbertson.co.uk)

James A Cuthbertson Limited  
Station Road  
Biggar  
ML12 6DQ



Generations of engineering innovation

Founded in 1904, Johnston Sweepers is the market leader in Municipal and Construction Sweeping equipment in the UK. With the manufacturing plant in Surrey and over 200 distributors worldwide, Johnston Sweepers is also a major global business which as a result gives us stability and access to major financial backing. Johnston's global reach provides us with unique insight and knowledge, experience gained in a range of international environments that we can use to provide even better sweeping solutions for our customers.

Our production site in Dorking manufactures a wide range of municipal and contractor cleansing vehicles from the 4 tonnes GVM Compact series to chassis mounted units in excess of 18 tonnes GVM. State-of-

the-art engineering design facilities and manufacturing techniques ensure that our product range continues to be an industry quality leader.

We will also be representing Bucher Municipal, manufacturer of efficient and environmental friendly winter equipment. Bucher Municipal stands out as a reliable partner for snow removal and de-icing due to innovative products, quality and service competence.

Johnston Sweepers is also the first manufacturer in the industry to achieve ISO 9001 reinforcing our commitment to ongoing excellence in quality and performance. In 2008 Johnston Sweepers increased our commitment to the environment by achieving ISO 14001 the international standard for Environmental Management Systems. Again the first company in the industry to do so and in 2009 achieved BS OHSAS 18001 for Occupational Health & Safety completing the suite of standards. In 2015 Johnston Sweepers also achieved ISO 50001 Energy Management to comply with all necessary requirements.

From streets of New York and London to Paris, Sydney and Moscow, thousands of Johnston machines are hard at work – underlining our position as the first choice for those who appreciate outstanding performance, reliability and value.

For more information please contact  
Johnston Sweepers Ltd, Curtis Road, Dorking,  
Surrey RH4 1XF  
Phone: 01306 884722  
Email: enquiries@johnstonsweepers.com  
Web: www.johnstonsweepers.co.uk



Kerr & Smith (Glasgow) Ltd are a family business now in its 43rd year, run by Chester Smith (MD) and his wife, Jacqueline. The site at Baillieston in Glasgow was purpose built and has been open since 1999 and employs 60 staff.

With fantastic links from the M8, M73 and M74 we are ideally placed to support our customer needs.

We sell, service and maintain the full range of IVECO Trucks and Vans from 3.5T to over 44T covering all wheelbase's, pay loads, and chassis styles. We work closely with the best known body builders throughout the UK to ensure we can supply the right vehicle for your needs, whether it's off the shelf or bespoke.

We provide Parts and Servicing for all makes of vehicle. Our Glasgow site offers MOT testing from Class 4 through to HGV (Including Hazardous Good's) at our own ATF lane. Our parts department is open 7 days a week and provides delivery services throughout the West of Scotland. We are completely committed to Customer Service, understanding and meeting the needs of our Customers.

Should the worst happen, we provide 24hr breakdown and recovery services with a 15 strong recovery fleet, able to recover and transport anything from a motorcycle to a fully loaded 44t Unit and trailer.

Please feel free to visit us or call at [www.kerrandsmith.co.uk](http://www.kerrandsmith.co.uk) 0141 773 3999



## The Power to Surprise

Kia Motors UK is pleased to support APSE once again as a key date on our annual event calendar. It also offers both procurement and transport managers the opportunity to do model comparisons between manufacturers and we believe that our products compare favourably, both on paper, on the road and with your drivers.

Kia ended 2016 in the UK new car market with yet another record performance - delivering

unit-growth into a challenging market, with sales in excess of 89,000 cars.

Launches such as the Sportage and All-New Niro as well as updates to the Optima and introduction of All-New Optima SW contributed to our growth.

2017 is already proving a busy year for us too. With the launch of the All-New Picanto and All-New Rio and 3 new products to follow in the second half of the year - All-New Optima Sportswagon PHEV, All-New Niro PHEV and an exciting new model addition to the range. The new cars will offer new technology, fresh looks and benefit from reduced emissions to make a very compelling case to choose Kia for your fleet.

The Sportage has won many awards since its launch last year and continues to be the car of choice for many fleets. Kia Motors UK continues to offer great value, great products and great after-sales. Care-3 service packs offer great value on servicing pricing and are offered on fleet and retail cars along with the industry-leading 7 Year Warranty for peace of mind.

Please come and see us on the Kia external stand. We have an All-New Niro and All-New Rio for you to see and can tell you about the All-New Picanto launched on 1st May! (Especially if it's raining – we're under cover!) We would be happy to answer any questions you may have. The running costs are favourable and we are confident the line-up works well within the public sector business needs.



Koller Engineering Ltd are specialists in the design and manufacture of wheelchair accessible vehicle products.

Koller are leaders in this specialised market and have a comprehensive portfolio of products including;

- Wheelchair Restraints and Wheelchair Occupant Restraints
- Floor Rails
- Removable mini-bus type Seat Fixings
- Lightweight, Portable Ramps
- Associated products

The company is recognised for its attention to safety, quality and customer satisfaction and is fully ISO 9001 compliant and is recognised as a Motability 'First Class Supplier'.

Before products are placed on the market, they are tested to the latest stringent safety standards. Often this is in conjunction with major seat and wheelchair manufacturers and vehicle converters. This testing programme provides customers and potential customers with the assurance that they are purchasing products of the highest standard.

What makes Koller stand ahead of the competition is its ability to provide a personalised service, designing products from the ground up. With many of the products made in-house, Koller can work to individual specifications making items bespoke to meet customers' needs.

Koller's extensive product range is designed to make life safer and easier for accessible travel. Products are constructed to meet the demanding and changing needs of users, the variety of situations in which the products are used and the growing diversity in wheelchair design. Safety is the foremost consideration in all product design, with ease of operator use and occupant comfort also of paramount importance.

[www.koller.co.uk](http://www.koller.co.uk)



Lothian Vehicle Bodybuilders Ltd is a family



owned business which has been operating in Central Scotland since 1993. With Gordon Nisbet as the Managing Director, the Company has gone from strength to strength and has recently moved to a new purpose built facility within easy reach of the M8 and M9 motorway network.

LVB specialise in the 3.5 - 26 tonne market building vehicle bodies to a wide variety of specifications including:

- Tippers
- Dropsides
- Box vans & Lutons
- Beavertails
- Curtainsiders
- Panel van conversions
- Municipal bodies for grounds maintenance, litter picking and bulky uplifts

Additional equipment such as cranes and tail lifts are readily available. The Company also has a new custom-built paint facility which ensures an excellent quality finish on every body.

LVB understand the market they are in and realise that customers are looking for value for money, particularly in the current economic climate. We believe our highly skilled workforce and use of premium materials ensures our customers receive a first-class product at a competitive price which will also stand the test of time. The quantity of repeat business from existing customers is testament to the Company's attention to detail and willingness to go the extra mile to ensure the customer receives exactly what is required.



'One Solution for both food waste collection and general waste collection'

Lightweight but robust the Macpac refuse body can be fitted to almost any commercial

chassis up to 18 tonnes. Capable of lifting wheeled containers from 120 litres to 1280 litres this allows the collection of trade waste bins as well as domestic units - the versatile Macpac is the ideal solution for local authorities and private waste companies alike. Possibilities and combinations are endless, twin lift as standard, single lifts, fully enclosed sealed hopper ideal for food waste collection along with separate pods and front hatch side door for black bag collections - easy to maintain its not surprising many of the original Macpacs are still in operation today 0 a lifespan of 12 years or longer is not at all unusual. The Macpac refuse body is available in body different sizes ranging from 6.5m<sup>3</sup> to 22m<sup>3</sup>, by running a lightweight vehicle like the Macpac it is possible to save significantly on fuel costs and by maximising payload it is also possible to reduce the number of transport movements and quite possibly, to reduce fleet size.

[www.macpacrefusebodies.co.uk](http://www.macpacrefusebodies.co.uk)



MAN Truck & Bus offers a comprehensive range of commercial vehicles, buses, coaches and industrial engines to operators and companies in the UK. We are proud to be part of the well respected MAN Group, an organisation committed to quality engineering and technological excellence at all times.

Here at MAN Truck & Bus UK our aim is to be recognised as the most reliable road transport service provider by our customers and business partners. We can achieve this through a clear understanding of our customers' needs that will be satisfied by focussing on our innovative principal of uptime and unique fleet management program.

MAN's standard truck product range starts

with the 7.5tonne TGL, includes the medium weight TGM and then goes up to the 44 tonne TGS and TGX trucks. MAN also offer specialist transport solutions for demanding functions such as emergency services or military applications. Also available in the UK are our two bus products the CitySmart and the EcoCity, the EcoCity runs on compressed natural gas and has been awarded low carbon emission status. Finally to complete the product range, Neoplan luxury coaches are the ultimate in passenger quality and luxury.

# mellor

At Mellor Coachcraft we are extremely proud of our heritage, we draw on our rich history for knowledge and expertise to help us design and manufacture innovative products for the future.

The Mellor of today is proactive and forward thinking, backed by a wealth of experience from our past we strive to create new and innovate vehicles that we believe set a standard to which others aspire. Vehicles such as the Strata, Maxima, Orion and Tucana are all revolutionary, providing our customers with real choice AND real value.

As we look to the future we see exciting times ahead. Embracing new technology such as electric –drive and creating a range of size appropriate vehicles for markets both at home and overseas are just two areas where existing standards are being challenged by exciting new opportunities.

So with a nod to the past, and a hint of the exciting challenges yet to come we stay focussed on today. Ensuring we deliver the most innovative, the best value and the best quality vehicles we possibly can, remaining committed to the needs of our customers. Following the launch of 3 new models last year, 2017 so far has not disappointed with more products added to the portfolio. The Orion E – the world's first low-floor fully electric bus, and the Strata HF, sister to the ground-

breaking Strata bus. The Strata HF, based on the Mercedes Sprinter, is fully accessible with a passenger lift at the rear and is configurable for 16 or 19 seats and up to 7 wheelchairs. This new bus promises to deliver flexibility, efficiency and quality that is best in class to Local Authorities and user groups across the UK.

Mellor Coachcraft  
Miall Street  
Rochdale  
OL11 1HY

01706 860610  
info@mellor-coachcraft.co.uk  
www.mellor-coachcraft.co.uk



Mercedes-Benz Trucks – supporting you in Scotland.

Econic is a popular choice for refuse collection throughout Scotland and is valued for good fuel economy, excellent reliability and great cab comfort. EuroVI models feature new more efficient engines, chassis shared with our new truck ranges and feature all of the values they have become respected for. It's low level cab and large windows lend themselves to other pedestrian and cycle friendly City applications. A higher performing Emergency Brake Assist system is now Standard on Econic for added safety.

The Arocs has established itself as the heavy duty winter workhorse proving efficient and dependable and offering an excellent choice for other applications including hook loaders from 18t to 32t rigids.

The FUSO Canter HEV diesel electric hybrid is now running in Municipal fleets and offering fuel and CO2 savings of +20%. Fuso Canter is

available from 3.5t to 7.5t with day and crew cabs and a 6.5t 4x4 version.

EuroVI Unimog has proven "go anywhere" 4x4 ability combined with new engines and features shared with other Mercedes trucks.

Mercedes-Benz Commercial Vehicles, including Canter, are supported in Scotland by nine sites with long opening hours for the availability of parts and service. S24h vans operating in Scotland, some are 4x4 Sprinter to cope with the worst weather, have a 60min average response time for roadside assistance.

For help with any aspects of the Mercedes range please contact your local Dealer or Philip Chance of Mercedes-Benz UK Ltd on 07785 247724.



Michelin offers one of the most extensive commercial vehicle tyre ranges on the market, with a wide selection of fitments for all commercial vehicles, including buses, coaches and trucks.

Above all else, Michelin tyres stand out for offering excellent total value of ownership. This is demonstrated via a wealth of product advantages including increased tyre life and durability, greater opportunity to regroove, higher acceptance rates for retreading, improved fuel economy, reduced downtime and, particularly in bad weather, enhanced mobility and safety.

Michelin also has the largest team of dedicated truck account managers on the road, supporting customers on a daily basis – including some of the country's most prominent public sector fleets. It's their job to ensure operators maximise the value of their tyres, and provide any assistance required.

This can involve helping to define tyre management policies, providing bespoke

pressure recommendations, reporting on tyre trials and sharing management information which tells a fleet how its tyres are performing. It's all part of the service to ensure customers can enjoy the maximum value, and multiple lives, from every new Michelin tyre they buy.



Minibus Options are industry-leading custom-built minibus specialists.

The company was started in 1986 by Steve Moore.

Over the years our company has gone from strength to strength to become acknowledged as the best in our field of expertise

Our customers include Community Transport, Local Authority, Charities, NHS, Nursing Homes, Schools, Youth Groups and Religious Institutions.

We work as trusted advisors and accredited converters for leading UK leasing companies and international motor Manufacturers.

Our customers come back time and again because of our level of customer care, our attention to detail and our expertise in both designing and building specialist passenger vehicles.

When it comes to designing vehicles we start with a blank piece of paper and listen carefully to a customer's requirement.

What sets apart is our ability to translate the customers needs into physical product which meets operational requirements and adheres to the most up-to-date legal construction standard

We are backed up by a team of dedicated support staff and the factory floor filled with skilled vehicle converters, some with decades of hands-on experience building some of the best custom-built minibuses in the UK.

If you have a requirement for a new minibus either now or in the coming years please get in touch. We are the experts and we are here to help.

Sales Director fred.james@minibusoptions.co.uk / 07720 678 122



Mitchell Powersystems specialise in the comprehensive parts supply and product support for automatic transmissions, diesel engines and driveline products supporting the Fleet, waste and grounds industries.

Allison Transmission has been supported by Mitchells for over 60 years, as the sole UK distributor. Mitchell's portfolio of products also consists of Interpump Hydraulic's MUNCIE and HYDROCAR PTOs; Diesel Engines from Volvo Penta, Kubota, JCB, FPT and MTU/ Detroit Diesel and Dana Spicer axles and Transmissions.

To satisfy the specific lubrication requirements of many of our partner OEMs, we have a partnership with Shell UK Oil Products for speciality on and off-highway transmission and engine oils.

Supported by an Extensive Genuine Parts Facility, our Factory Trained Workshop and Field Service Engineers are on-hand to provide full product support, from diagnostics, to refit of remanufactured equipment. In conjunction with our nationally located Service Centres, we pride ourselves to be an ISO 9001:2008 Quality and ISO 14001:2004 Environmental Accredited Company, ensuring our customers receive first class quality New Product Sales and Aftermarket Solutions, wherever and whenever it is needed.

We welcome the opportunity to meet you on our stand to provide an insight into the full range of products, services and our operational capabilities.



With over 40 years of experience within the waste industry, MOBA offers a fully modular concept from both vehicle hardware and software solutions required by trade and municipal waste collection operations. Ranging from sophisticated bin weighing and RFID hardware to state of the art In-cab devices offering routing and order management to a fully modular software suite. Our technology provides councils and waste contractors with complete transparency of their waste collection process, enabling them to improve performance and efficiency, with the possibility of implement charging schemes to manage and facilitate the controlled and efficient disposal of industrial and household waste.

Our systems are uniquely modular, fully Weights & Measures Approved and supplied with assurance of more than 200 projects already implemented over recent years, with some seven million waste bins weighed, identified and finally managed with our MAWIS waste software. MOBA UK's two main operations are supported by an unrivalled team of field based engineers to ensure complete customer service and satisfaction at all times. This dedicated service fully supported by an extended two year warranty on all weighing and RFID hardware providing reduced whole life costs to vehicles and systems.

As part of MOBA's expanding portfolio of products we are presenting the new LF split lifter offering the user a true intrinsically safe vertical split-lifter, with full customer diagnostics, minimal overall weight and fully prepared for all types of weighing and RFID systems as standard, this new lifter provides a complete solution for your current or future collection requirements.





With several depots and in-house fabrication facilities located across the UK, MV Commercial is a leading supplier of purpose built vehicles for hire, purchase or rent to buy. Our diverse fleet includes an extensive range of ready to go commercial vehicles, including tippers and grabs, hook and skip loaders, as well as a full range of rigid, tractor units and specialist trailers.

MV Commercial is proud to be the UK's number one supplier of original build crane trucks, with one of the widest ranges of crane, chassis and body combinations available. Our manufacturer independence and flexibility combined with unique industry insight position us as your industry's commercial vehicle partner.



The Nilfisk Group is one of the largest global manufacturers of professional cleaning equipment.

The Nilfisk Outdoor Division offers a range of utility machines suitable for use 365 days a year. The Park and City Ranger models are truly multi-functional; sold with up to 13 different attachments the units can be used all year for green maintenance, winter maintenance and road sweeping tasks. They are ideally suited to the municipal, grounds maintenance segment as customers increasingly seeking single source solutions and are looking to benefit from the financial savings that come with multi-function machines. Nilfisk is the one stop shop for all local authority cleaning requirements.

Nilfisk have dedicated sales and service support teams working nationwide. Our directly employed sales team, including

trained demonstrators, now totals 30 heads plus our service network is one of the largest in the UK.

For more information contact Nick Breed on 07931 752507 or visit our stand.

[www.nilfisk.co.uk](http://www.nilfisk.co.uk)

Tel: 01768 868995



FLEET SERVICES LTD



RIVERSIDE TRUCK RENTAL LTD



DIRECT TYRE MANAGEMENT LTD



ALEX INGLIS SCOTLAND LTD

NRG Fleet Services are a fully integrated vehicle and plant fleet management company, operating across a broad variety of industry sectors. With a network of 21 depots located throughout the United Kingdom, we have the ability to manage any asset, and the in-house expertise to deliver bespoke solutions to each of our customers. Our service is further enhanced due to the combination of our high quality solutions and our close working account management style.

NRG Fleet Services continues to grow through investment and acquisitions, and we have invested in over £25,000,000 to expand our spot hire fleet in 2017. All of the new vehicles are FORS and CLOCS compliant, to enable our customers to stay safer and greener.

We believe in providing a friendly, efficient and professional service to all our customers. We are unique in our industry as we own the companies that provide the service, from tyres to workshops. We offer a 24/7/365 days a year customer service centre, to ensure no queries are left unanswered.

Our customer's vehicles can be managed online, through our industry leading IT Systems. These are developed and managed in-house, allowing us to respond quickly

to changing environments and customer's needs.

NRG Fleet Services' Bellshill Depot is fully equipped and staffed to support the maintenance of mixed commercial and municipal vehicle fleets, as well as being utilised as a hire facility, providing parking and maintenance of our Hire Fleet.

Visit our internal stand and meet Denis Burns, Graham Dempster, & Liam Wolfe.



Nu-Track design and manufacture specialist vehicles including wheelchair accessible coachbuilt buses / minibus conversions, school buses and courtesy coaches, providing vehicles, to specific requirements of each individual customer, using high quality materials, whilst remaining within customer budget.

Nu-Track works closely with each customer, not only through the life of the build, but also remains in contact throughout the life of the product. This policy has helped Nu-Track develop a steady "repeating" customer base throughout the UK Local Authority market.

The Company has ISO 9001: 2008 accreditation, VCA Conformity of Production and currently produces vehicles to Individual Vehicle Approval (IVA). Nu-Track was one of the first companies in the UK to achieve ECE Regulation 66 (02) with an alloy super structure.

Over the last 18 months Nu-Track have taken steps to strengthen our product range, which now includes low floor/low entry vehicles to suit 16 and 33 seated passengers (City Dash and Nu-Vibe). We have also produced new 22 and 34 seat step entry vehicles (City Lift and Pulse), all of which are built to suit customers

exact requirements.

For more information about Nu-Track, visit our stand today, telephone Thom on 07740 796491 or telephone direct on 02894 469550. We can also be contacted by email at the following addresses [thom@nu-track.co.uk](mailto:thom@nu-track.co.uk) , [robert@nu-track.co.uk](mailto:robert@nu-track.co.uk) or [lindsay@nu-track.co.uk](mailto:lindsay@nu-track.co.uk) . We look forward to receiving your enquiries.



PALFINGER Tail Lifts & Passenger Lifts is one of the world's top centres of engineering expertise for tail lift and passenger lift innovation, with sales and after-sales presence in all continents across the globe. Our manufacturing plants are based in Welwyn Garden City-UK, Bremen-Germany, plus two other production sites in the United States.

We were the inventors of the tail lift in the UK in 1948 and have since then, launched cutting-edge products that solve our Customers' everyday lifting challenges.

Our lifts are present in varied industries, from public mobility; fast-moving consumer goods; farming; to lifts for the car racing industry.

Our first passenger lift hit the market in 1966, making a huge impact within the mobility sector. In 1973 we were at the industry forefront creating the UK's first network of service agents, providing high levels of after sales care 24 hours a day, 365 days a year. Today we offer a Worldwide Service Network of over 1,500 agents, in a "global network with local expertise".

Forward thinking, we were also the first to offer an all-aluminium lift in 1998 (RQ518/RQ1008) and the revolutionary rear-frame lift (RQR518), helping operators to increase vehicle payload and reduce fuel consumption.

Our success is built on continuous investment in the development of our employees, equipment, systems and processes, and more

importantly, on a deep understanding of our Customers' needs which helps us design the safest and most reliable products on the market with outstanding cost-efficiency.

[www.palfinger.com](http://www.palfinger.com).



Penny Hydraulics is a UK manufacturer of award-winning vehicle mounted lifting equipment.

Our range of ultra-lightweight SwingLift electric cranes are suitable for both van and pick-up installations for wide range of applications including utilities, deliveries & highways. Our customer base includes; British Telecom, Royal Mail, Eurovia, Anglian Water, Morrisons Utility Services, Severn Trent & Balfour Beatty.

Our latest crane range, PH Cranes, incorporate full hydraulic control for even the lightest units. Hydraulic control prevents the need to access the bed of the vehicle and helps ensure smooth and precise load handling, with reduced risk of the sudden and unexpected movements that can cause accidents to users and bystanders.

Penny Hydraulics also manufacture GridLifts which are designed for installation on highways maintenance vehicles such as gully tankers, to lift heavy covers for efficient gully cleaning. Hydraulic loading platforms are also available, with capacities up to 500kg.

Penny Hydraulics carries out all the functions of a fully integrated company with design, manufacturing, installation, training and service capacities. All products are manufactured to stringent European quality and safety standards at our purpose-built UK facility.

# PHOENIX

## SEATING LIMITED

At Phoenix Seating we are dedicated to providing quality passenger seating to a comprehensive marketplace throughout both the public and private sectors. Recognised as one of the UK's leading passenger seat manufacturers, we pride ourselves on continually developing innovative designs and advances in our seating ranges to ensure they provide a solution for all your passenger and commercial vehicle seating requirements.

Utilising many years of experience in the passenger vehicle seating market alongside excellent attention to detail and high level of customer service, we understand the importance of consulting with customers in order to guarantee their requirements are met with the design, manufacture and delivery of our products, of which all meet the stringent criteria of industry standards and legislations.

With a complete series of seating ranges from an all-round practical seat, a space saving solution tip and turn seat, a shuffling seat and a luxury seat; Phoenix will have a passenger seat to fulfil any vehicle requirement and usability whilst providing strength, safety, comfort and style.

Here at Phoenix Seating, it is our mission to provide quality passenger vehicle seating products, pushing innovative technologies and methodologies to further continue to provide the very best innovative luxury, practical and functional passenger seating to our customers and the wider automotive market.



For 30 years, Q'Strain has remained focused on one mission: To develop the world's most effective wheelchair passenger safety solutions for public and private transportation. Our reputation as a global leader is the result of making transportation safety and customer needs the highest priority. We are committed to continued product leadership and innovation; with having the most exhaustive and comprehensive research and testing programs in place we have played a key role in developing regional and international safety standards for more than two decades. Today, our dedicated diverse global staff serves customers in more than 50 countries throughout North and South America, Europe, Australasia, Asia, the Middle East and Africa.

At the APSE 2017 exhibition, Q'Strain will be showcasing its line of heavy duty QRT retractors alongside the new Double Inertia Occupant Belt (DIR), designed to safely secure wheelchair passengers in accessible minibuses.

Designed and dynamically sled tested to handle loads of up to 200kg and up to 150kg respectively, Q'Strain's QRT 550E and QRT 350E retractors are built to safely securing today's heaviest wheelchairs.

The new Double Inertia Occupant restraint solution caters for three-point occupant securement environments and also for cases where accessible minibuses do not have a third point attachment location or cant rail in which to install a traditional third point occupant belt. With its heavy duty performance in an ergonomic, passenger-friendly design, the Q'Strain Double Inertia Occupant Belt takes comfort and protection to a whole new level.

For more information, please visit [QStrain.com](http://QStrain.com).



Rescroft Ltd is the UK's leading designer and manufacturer of passenger seats for the local authority sector and specialises in the seating requirements for wheelchair accessible vehicles. The company also supplies seating for public service vehicles, ambulances and a variety of other vehicles.

Established in 1976, Rescroft has a strong engineering base with a continuous research and development programme that has enabled them to introduce a series of innovative and original products.

On site, they have a VCA accredited seat belt anchorage test rig capable of testing seats and vehicles to the latest European standards.

Products on show this year will include the CT Lite and CT Space, both fully compliant for M2/M3 category vehicles, the Nevis high back seat which is suitable for M1 and M2 conversions and one of their tip and fold seats which offer solutions for both minibuses and smaller M1 category WAV type vehicles.

Alison Prince, Willie Holmes and Neil Widdowfield look forward to meeting you during the conference.

For more information contact: [www.rescroft.com](http://www.rescroft.com)

Rescroft Ltd, 20 Oxleasow Road, East Moons Moat Redditch B98 ORE.

Telephone: 01527 521300, Fax: 01527 521301, Email [enquiries@rescroft.com](mailto:enquiries@rescroft.com)



Syngefield Industrial Estate, Birr, Co Offaly  
Tel: 057 9120836 Fax: 057 9121084

Email: [info@romaquip.com](mailto:info@romaquip.com)

Web: [www.romaquip.com](http://www.romaquip.com)



Romaquip, home of the Kerb-Side sort recycling machine. Market Leaders and the vehicle of choice in this sector for Councils and Private Waste Management Companies that offer Kerb-Side sort collections. We have achieved our position as market leaders and gained this reputation based on quality, constantly evolving design and innovate technical enhancements. This coupled with competitive pricing, affordability and the lowest maintenance costs over the life of the vehicle make us unbeatable and the "go to" manufacturer of choice.

Visit us at our stand number 11 and see our brand new demonstrator or visit us online at [www.romaquip.com](http://www.romaquip.com)



The Sajas-Group is a Family-Owned Brush manufacturing Company from Finland, with 75 years' experience producing Environmentally Friendly brushes for all industry sectors including Road Sweeping.

An ISO 9001 accredited company, producing its own brush filament FINALON™, ensuring our brushes perform better and lasting longer than any of our competitor's offerings.

The SAJA® product range offers our customers High Quality Road Sweeping Brushes for all types of Road Sweepers. We are also able to manufacture Road Sweeping Brushes to deal our customers special daily sweep requirements providing a very unique service for our customers changing needs.

Saja-Group, also produce the Revolutionary TURBOLINE® Brush system which can easily deal with all Seasonal Conditions, road sweeping operations come up against. Winters very hard conditions, Spring, Summer and the leaf falling conditions of Autumn. TURBOLINE® provides a far superior sweep removing all debris, weeds and vegetation in gutters, pavements, and precinct areas. Whatever the grime, TURBOLINE® can deal with it very easily.

Using our Brushes will also help our customers to achieve a safer, cleaner, greener and healthier environment for everyone.



Scarab Sweepers will be exhibiting at this year's show some recent machines sold to Scottish local authority customers. Our range-topping high performance Scarab Magnum Hydrostatic sweeper with High Speed Suction, 7.2 cubic metre hopper capacity and 1800 litres water capacity is shown mounted to a 15t chassis providing exceptional payload and greater day-to-day productivity.

At the smaller end of the truck mounted range the new Scarab M25H Hydrostatic sweeper with its 2.2 cubic metre hopper capacity and unique widesweep and channel brush configuration coupled with dual front brushes make this machine uniquely versatile at tackling work a compact sweeper and also a larger truck mounted sweeper can achieve. It's all possible with this high performance all-rounder.

Also on display will be the Scarab Merlin XP 7.5t GVW Hydrostatic sweeper which offers operators all of the functionality, durability and performance of a 15t sweeper in a format that allows greater flexibility for authorities where limited driving licence qualifications are an issue.

Scarab Sweepers offer British built products that are manufactured in Kent and fully supported throughout Scotland from our recently expanded Falkirk Sales and Service Centre. We are wholly focussed on providing affordable, durable machines to meet our customer's requirements and the strength in depth of our after sales support, maintenance and know-how means greater reliability, lower overall maintenance costs and extended lifespan.

The Scarab team will be on hand throughout the duration of the event to assist with any

questions or enquiries you may have.

## JCB SCOT JCB

Scot JCB is one of the largest JCB distributors in the world, operating from a network of depots across Scotland and the North of England. We supply and service construction, agriculture, groundcare and industrial machinery produced by industry leading manufacturers like JCB, Atlas Copco, Compair, Kioti, and Norton Clipper. Working in partnership with our customers, we provide award winning, unrivalled support throughout the life of the machine, maintaining its optimum performance and output, and ensuring a high residual value when the time comes for it to be replacement.

### Unrivalled Parts and Service Support for your Machinery

A world-beating range of equipment deserves the backing of class-leading service support and we have over 90 factory trained mobile service engineers, working from 12 local depots, who are dedicated to excellence, ensuring we have some of the fastest breakdown response times in the industry, allowing us to get you and your machine back working again quicker. All our engineers are trained in mechanical, hydraulic and electronic systems with the ability to diagnose and repair your machine quickly, reducing downtime and cost and receive frequent regular training from JCB in the latest maintenance and repair developments and techniques.

At Scot JCB we carry a large stock of genuine JCB parts and lubricants, all readily available courtesy of the longest opening hours in the business, and backed by express deliveries from JCB's UK worlds part centre. In addition to our comprehensive range of competitively priced consumables, lubricants, wear parts, attachments and more, we also provide a wide range of sophisticated safety, security and tracking devices.



Sentinel Systems is one of the leaders in commercial vehicle safety and camera solutions. The company, based in Cirencester, has over 30 years of experience in creating and supplying safety systems to leading companies in many sectors, including the major logistic fleets, supermarkets, refuse disposal, bulk tankers, courier vans, buses, trailer builders and motorised caravan manufacturers.

The company's most popular products include its Bike Hotspot system, designed to detect cyclists riding up the nearside of commercial vehicles, which won innovation awards on its launch; its 360° SurroundView camera solutions; and radar and ultrasonic derivatives of its patented Safetystop™ reversing systems, which are offered with autobraking or LED alerter options.

Sentinel Systems also offers a breadth of camera and recording solutions which are proving to be increasingly popular in combatting vehicle fraud and crash-for-cash claims, as well as helping operators with driver training and, most important of all, helping them protect vulnerable road users.

Their solutions range from standard reversing cameras with in-cab monitors through to sophisticated multi-camera systems. All are available with up to 50 days' recording, combining high-resolution images with intuitive video analysis software and the opportunity to monitor vehicle operations remotely.

It is Sentinel's aim to help eliminate risks associated with large vehicles operating in congested areas. The company also offers maintenance and emergency servicing for all its customers, so that no matter what the

product or who supplied it, the company will send out an engineer to fix the problem.

## Sortimo®

### Van Racking Solutions

Sortimo are the world leaders in Van Racking and offer a comprehensive range of vehicle installations and storage solutions. Sortimo International Ltd head office is based in Warrington but work through-out Europe with 'Station Partners' offering support at a regional level. Sortimo offer complete project management for our customer from design to delivery of the vehicle and can install anything that is required to be fitted inside, outside or underneath a vehicle. Sortimo are the only company with the confidence to Crash test loaded racking systems up to 880kg, exceeding the European standard 25 fold.

Sortimo prides itself on being one of the lightest racking systems on the market. By using our Globelyst aluminium Space-Frame technique, we offer a weight saving system with greater flexibility and strength, which obviously has a lot of benefits for our customers. Not only can our equipment improve the storage efficiency of your van by up to 50%, the weight saving qualities also mean a bigger payload for your operation and a reduction in fuel costs!

We also have the Type Approval / N1 Enhancement Scheme for N1 Vehicles. This is verified by the Vehicle Certification Agency (VCA) which is the designated UK national authority for approving new road vehicles. Vehicle Type Approval is the confirmation that production samples of a design will meet specified performance standards. Sortimo remains focused on all its customers offering an overnight installation of one vehicle or a complete solution for the fleet operators.



## Stanford Coachworks

Stanford Coachworks are a conversions specialist based in Stanford-le-Hope, Essex. We supply a wide range of conversions for various sectors including: wheelchair accessible minibuses, luxury coaches and minibuses, blue light ambulance and PTS vehicles.

At Stanford Coachworks we have established a reputation for conversions which are second to none. Our aim is to provide you with a vehicle which more than delivers: it will be built to your transport needs using our extensive knowledge and experience of vehicle conversions. This is a detailed process which starts with the initial planning stage through to the design and build. Every aspect of this process undergoes strict quality control and testing followed by a thorough inspection. The result is a vehicle which combines luxury with state of the art craftsmanship and at an affordable price. This is what makes Stanford Coachworks stand out from our competitors.

The issue of safety is something which we take very seriously at Stanford Coachworks. All our vehicles are designed and built to ISO standards and are thoroughly tested to ensure they are safe and durable. We also provide both IVA Certification and Type Approval Certification with every vehicle we produce.

We combine traditional skills with the latest development in technology and always to the highest safety standards. This ensures that we supply a vehicle which is instantly recognisable as a 'Stanford Coach' or minibus. This is our personal guarantee to our customers; the Stanford Distinction.



STERTIL UK LTD  
Stertil House, Unit A  
Brackmills Business Park  
Caswell Road  
Northampton  
NN4 7PW

Telephone 01604 662049

Email [lifts@sterdil.co.uk](mailto:lifts@sterdil.co.uk)  
Web [www.stertil.co.uk](http://www.stertil.co.uk)

#### Stertil Koni THE COMPLETE RANGE

Stertil Koni manufacture top of the range 2-post, 4-post, In-ground, Skylift, Mobile column lifts and Washbay vehicle lifts.

Stertil Koni the worlds No 1 Commercial vehicle lift specialists offer in their range a lift to meet all your workshop and washbay lifting requirements.

The lifts are all hydraulic in operation and offer excellent price to performance ratio, all our lifts are manufactured to meet the world's highest safety standards.

All Stertil lifts sold in the UK are installed and maintained by our own Garage Equipment Association accredited and factory trained garage equipment engineers.



Stock Sweepers is a leading manufacturer of heavy duty truck-mounted road sweepers.

The S6400 and S8400 road sweepers bring new standards of cost, practicality and reliability to road sweeping and street cleaning. They are both fitted with a wide range of high standard, innovative applications. Examples include the patent-granted Tempest™ leaf blower system, overhead suction boom,

high-pressure washing system, adjustable sideways positioning and simultaneous side brush operation. They also include 1400-litres of on-board water storage in the S6400, and 2000-litres in the S8400.

Stock Sweepers' most recent innovation is the ground-breaking hydrogen-injection technology featuring in their auxiliary engines.

Jeff Stock, Founder and Managing Director of Stock Sweepers, explains: "Research at the University of Sheffield has indicated that equipping the sweeper's auxiliary engine with an autonomous hydrogen electrolyser would significantly reduce the vehicle's overall engine emissions and particulate matter. This series of tests has also shown a very positive impact on fuel savings. So, for the last two and half years we have been working with specialist engineers to create a system which we believe is truly ground breaking."

"Hydrogen burns up to eight times faster than conventional vehicle fuel, and it has the potential of up to 30% fuel saving on sweeping operations, accompanied by a very significant drop in emissions. As with everything we do, we also expect this system to be completely reliable, delivering savings across the board and helping our customers to protect the environment too."



TBC Conversions is one of the market leading conversion companies operating across the UK, specialising in wheelchair accessible vehicles and minibus conversions. Established in 2005 the company has secured a reputation for quality and reliability, converting each vehicle with intelligence, empathy and care.

TBC Conversions, have three distinct divisions: TBC Taxi and Bus Conversions: serving the accessible taxi and minibus conversion market.



TBC Mobility Conversions: serving the mobility and wheelchair accessible vehicle market.

TBC Specialist Conversions: serving a range of utility markets with bespoke vehicle conversions.

TBC Conversions secured European Community Whole Vehicle Type Approval (ECWVTA) on their range of VW Crafter and Mercedes Sprinter minibus conversions ensuring that vehicles have undergone the highest level of safety testing. We are Approved Vehicle Convertors for VW, Mercedes, Renault, Vauxhall, Citroen, Peugeot, Ford and Fiat. The Company was also the first conversion company in the UK to obtain ECWVTA on the VW Caddy Maxi Life wheelchair accessible vehicle.

TBC Conversions have a network of local commercial dealerships in place throughout the UK ensuring complete vehicle support. TBC Conversions offer a full 3-year "bumper to bumper" warranty on all minibus conversions.

This year, TBC Conversions have current model VW Crafter LWB Maxi available with a range of conversion types. The specification includes front entrance door, manual / electric cantilever step, rear saloon heating, fully tracked flat floor, 16 rear saloon seats / 6 wheelchair positions and inboard / underfloor passenger lifts. You Spec It, We Build It. For more information or a minibus brochure, please visit our stand at this event; I look forward to meeting you.

Contact: Joanne Campbell  
 Mobile: 07766 417676  
 Tel: 0800 999 5090  
 Email: joanne@tbcconversions.com  
 www.tbcconversions.com



Terberg Matec UK manufacture and supply robust and innovative eco-technology to

meet the changing requirements of today's waste and recycling markets.

Our product range includes efficient low voltage electric and hydraulic bin lifts, weighing and RFID equipment, specialist collection bodies for dry recyclables and food waste collection bodies for use in domestic and commercial collection operations.

Terberg solutions are manufactured to the highest standards using advanced technology and components in factories across Europe with many products manufactured here in the UK. Rigorous testing, careful design and world class manufacturing techniques ensure that the solutions offered are always of a consistently high quality.

Terberg Matec UK pride themselves on what they believe to be one of the best service and after-sales offerings available with unsurpassed UK coverage.

The Terberg Matec division has established operations in the UK, Belgium, France, the Netherlands and Poland with an extensive and growing distributor network around the globe and are an integral part of the UK-based Terberg Ros Roca Group, created by the merger of Terberg Environmental and Ros Roca Environment.

The Terberg Ros Roca Group gives a stronger, wider experienced team with a truly global reach, yet still offers a team focussed more than ever on your local requirements for all solutions relating to waste and recycling collections.

[www.terbergmatec.com](http://www.terbergmatec.com)



Terra Firma are the Scottish Agents for Vale Engineering winter maintenance equipment.

Quickly becoming recognised as one of the best brands available in the UK for winter maintenance equipment our units are proving very popular with local authorities and contractors alike we currently have some of the biggest Scottish local authorities using Vale winter equipment.

As an example the MS250 has the capacity to apply 20grams of salt at 1metre wide for 15km before refilling is required.

All our salt spreaders incorporate the Vale Pozi Feed auger system unique to our product. This allows our units to cope with wet or dry brown or white salt sand or grit.

Comprising of sealed nylon bearings our units do not require daily or weekly maintenance saving on labour and downtime. Easy to set up and operate all our units come with 18 speed settings on both the spreading disc and the Pozi-Feed auger system.

The product range includes tractor mounted salt spreaders from 250kg to 2000kg capacity. Towed salt spreaders with capacities from 400kg to 7000kg.

Our snowploughs are available in 1.3m to 3.0m wide versions. Compacts are excellent for clearing snow from footpaths, cycle ways and car parks. They have built-in spring break back – a must unless you want to damage the blade/ tractor or operator. Supplied as standard with basic back frame and installation instructions for end-user fitting.

Bespoke snowploughs can be supplied please ask for details.

We look forward to seeing you at the APSE seminar.



Thainstone Specialist Auctions (TSA) - part of the ANM Group - is highly experienced in offering professional and detailed valuation, sales and appraisal services for industrial plant, machinery, vehicles and business assets throughout Scotland and the whole of the UK.

At TSA, we make it our mission to respond quickly and efficiently to our clients' requirements and have knowledge, experience and expertise in marketing and disposal all types of assets including vehicles, contractors' plant and fabrication and engineering equipment. TSA does not act as a dealer thus removing any potential conflicts of interest making you, the customer our priority.

Regular auctions are held for cars, commercial and 4x4 vehicles in addition to a number of off-site auctions of assets from liquidators, administrators, private sellers and business retirement.

The team also holds a large-scale auction of vehicles, plant, machinery and equipment eight times per year attracting more than 3,000 buyers from all over the UK to its headquarters at Thainstone Centre in Inverurie. These auctions include HGV's, LGV's, 4x4's, excavators, contractor's plant, agricultural tractors and implements and a wide range of construction equipment. Customers can also bid from the comfort of their own home through the live and online bidding system – i-bidder.

With a sound reputation established throughout the UK, TSA is perfectly placed to assist companies, local authorities,

government bodies, insolvency practitioners and finance houses in the realisation of assets through live and webcast auction, private treaty and tender sales.

www.tsaauctions.co.uk



TOM Vehicle Rental is much more than just a rental company, whatever your vehicle requirements we have a solution to meet your needs.

Whether it's a car or 4x4 for a day, a fleet of vans or trucks long-term or a specialist vehicle built to your exact specifications we can help - from small cars and vans to tractor units and trailers and everything in between including refrigerated vehicles, boxes, curtains, dropsides, tippers and tipper grabs; TOM offers the widest range of vehicles of any UK hire company.

It's not our goal to become the biggest operator in our market, our focus is on quality of service and customer satisfaction. We aim to deliver quality vehicles which are fit for our customers' business needs together with game-changing customer service and aftersales without exception via our in-house 24/7 Fleet Management support service.

Our commitment to doing things differently and going the extra mile as often as required has seen us grow our rental fleet to over 12,500 vehicles, serving the requirements of a diverse range of customers, from small start-up businesses to major blue chip corporations as well as local authorities and health services across the UK.

Developing excellent business partnerships with our customers across various industry sectors from food and drink distribution to construction, to logistics to pharmaceutical to traffic management, we have the expertise and fleet on hand to provide the right vehicles

you require and the ability to kit-out and brand vehicles to your exact specification

We currently have locations in Glasgow, Aberdeen, Ayr, Dundee, Edinburgh, Inverness, Manchester, Castleford, Nottingham, London and Birmingham and more to come in 2017.



UKCM recognises that Waste Companies and Local Authorities have huge volumes of capital and resources wasted by being tied up in waste and recycling containers in need of repair. With a capacity to refurbish over 75,000 containers per annum and an unrivalled 99.1% refurbishment percentage, UKCM's main objective is to give their customers these valuable assets back. As a result, UKCM has saved Local Authorities and Waste Companies over £50million in the last five years. Established in 1998, UKCM are the UK's largest family owned container repair & refurbishment company completely dedicated in the refurbishment of all types of waste and recycling containers. UKCM is the only UK based container refurbishment company to offer mobile & factory repairs & refurbishments to all sizes of waste containers on a national basis. Our business is not to sell new containers but to Repair, Refurbish and Recycle your containers back to life, so that your most valuable assets reach their full working potential.



Unwin, an Autoadapt company, is a part of a worldwide safe mobility solutions group with Autoadapt, BraunAbility, Bruno Independent Living Aids and Foca-Braun, offering innovative solutions for the improvement of

safe, independent living for wheelchair users.

Trusted across the world by passengers, their carers and safety professionals, the group delivers crash-tested solutions to maximise accessibility for all.

Unwin makes numerous market-leading products designed to improve the safety of wheelchair-users, including restraints, flooring and anchorage systems, seat-locking fixtures, electric docking devices and headrests.

Customers can purchase bespoke solutions from a wide range of products including lifts, flooring systems, safety restraints and seat fixtures. Unwin's capability in dynamic testing complements Autoadapt's similar competence in static testing to offer customers a unique breadth of support.

In addition, Unwin Ramps provides a wide range of lightweight, robust and easy-to-use fixed and portable ramps for loading and unloading, suitable for all markets.

Visit [www.unwinsafety.com](http://www.unwinsafety.com) for more information.



## VAUXHALL

At the Vauxhall stand, you'll receive a warm and friendly welcome from our knowledgeable team. We know that every fleet has its own individual requirements. That's why we'll be at APSE Scotland Fleet, Waste and Grounds Seminar to offer our help and support to you with our extensive range of fleet solutions.

We're excited to introduce you to the New Insignia Grand Sport model on our stand this year. Boasting premium innovations, protective safety technology and a luxurious cabin, New Insignia is much more than a car. It's your corner office with a view and your

guardian angel thanks to a host of intelligent standard features.

We'd also love to hear about your transportation requirements. Our diverse range of Light and Heavy Commercial Vehicles includes factory conversions tailored to your fleet.

To find out more about how we can help you reduce Whole Life Costs, exceed driver expectations and keep your fleet connected visit our award winning website at [www.vauxhallfleet.co.uk](http://www.vauxhallfleet.co.uk) today. We look forward to seeing you in Aviemore.



Volvo Truck and Bus Centre North & Scotland have twelve dealerships, located across Scotland and the North of England. In addition, we offer a Used Truck Sales Centre and dedicated Municipal Sales department.

Today's transport operations need more than superior vehicles and this is why we are committed to working with all our customers to deliver Total Transport Solutions that help you deal with whatever challenges you face and to help maximise profitability from your vehicles.

#### New Truck Sales

- Vehicle range: FH16, FH, FM, FMX, FE, FL
- Advice on the most suitable vehicle specification for your needs.
- Detailed information on weight distribution, vehicle performance, economy and whole life cost.
- Flexible portfolio of financial services and



- bespoke maintenance packages
- Up to date knowledge of legislation
- Fuel Management Service – reduce fuel consumption by up to 10%

#### Aftersales Services & Features

24hour, 7 day operation - 365 days per year

- Volvo qualified Technicians & state of the art facilities
- On-site MOT preparation
- 9 DVSA Authorised ATF Lanes across the region in 2017
- Fully equipped service vehicles for breakdown support and off-site service support
- All makes and Trailer repair & maintenance
- Vehicle recovery and accident repair

#### All Makes Parts/Consumables

We have the ability and expertise to offer truck, trailer and coach components for all your vehicle requirements. All supplied through the Volvo national distribution system.

- 93% of all parts requirements are supplied from stock with an astounding 99% availability within 24 hours
- 20 plus dedicated delivery vehicles provide twice daily deliveries direct to your door
- Genuine parts to ensure the highest level of performance
- Comprehensive replacement Parts warranty



VPG Onboard Weighing, a brand of Vishay Precision Group, Inc. (VPG), offers a number of patented payload optimisation and overload protection systems to help operators avoid OCRS violations and fines, including the TruckWeigh® system for larger capacity vehicles up to 60 tonnes and the VanWeigh® system for twin-axle vehicles up to 7.5 tonnes. VPG Onboard Weighing also offers the

1300 VUE360 BulkWeigh and WasteWeigh Systems, which feature full integration with the onboard weighing system and offer video data recording capabilities and support for up to eight cameras to provide drivers with a 360° view.

VPG Onboard Weighing has been manufacturing vehicle weighing systems since 1985. In addition to our above mentioned next generation systems we are still market leader of load-cell-based weighing solutions for trade-certified systems. With our in-house production facilities we deliver both standard products and bespoke solutions made to customer specifications. A commitment to customer support includes a highly experienced service staff, including on-site support for customers in the UK; specially-tailored training courses on a variety of systems; and service contracts and extended warranties to help reduce maintenance costs.

In the UK VPG Onboard Weighing is doing business as VPG Systems UK Ltd., formerly doing business as Vishay PM Onboard Ltd.

VPG Onboard Weighing

Airdale House

Canal Road

Bradford

BD2 1AG

Website: [www.vpgonboard.com](http://www.vpgonboard.com)

Email: [obw.uk@vpgsensors.com](mailto:obw.uk@vpgsensors.com)

Phone: 01274771177

Fax: 01274781178



Vtec is the UK's leading provider of TomTom Telematics. We work with some of the best fleets in the country. We have seen the huge role that telematics can play in improving fleet productivity. However, the reality is many businesses become frustrated that the potential is not being reached. The day to day, gets in the way and plans aren't put in place to manage the big wins going forward.

Working in partnership with a FLEETiQ Fleet

Performance Expert, there are many areas that can be addressed. Such as: Risk & Compliance, Fuel Consumption, Fleet Utilisation, Route Optimisation, Health and Safety, Vehicle Maintenance and Driver Behaviour.


We work WITH you to create a roadmap to successfully measure, manage and improve your fleet, and transform your fleet data into business results.

Sound like FLEETiQ could be for you? Pop over and see us at APSE 2017 and meet the Fleet Performance Experts or arrange a meeting with them at [info@vtecsolutions.co.uk](mailto:info@vtecsolutions.co.uk)

## Western Commercial.

For Truck & Van - Sales, Service and Parts.

Dundee | Edinburgh | Bellshill | Glasgow  
[www.westerncommercial.co.uk](http://www.westerncommercial.co.uk)


Mercedes-Benz

Part of the Eastern Western Motor Group (Est.1927), Western Commercial Mercedes-Benz - Van Dealer of the Year 2014 - have over 40 years of experience, and offer the best range of Mercedes-Benz Commercial Vehicles in Scotland. As well as the full range of Mercedes-Benz trucks and vans, including the Citan, Vito, Sprinter, Actros, Arocs, Antos, Atego, Econic, Unimog and the Fuso Canter we also have an extensive range of Mercedes-Benz Approved Used commercial vehicles.

Western Commercial can provide you with the complete commercial vehicle service for your business; with 24 hour servicing at our Bellshill and Broxburn sites plus extended opening hours at our Govan and Dundee sites, over 1000 years of technical experience, in-house MOT lanes, ATF Lanes, Tacho testing, Trailer Sevicng, TruckCam and a parts stock of over £1m and 24hr helpline we are here to keep your downtime to a minimum.

For more information visit:

[www.westerncommercial.co.uk](http://www.westerncommercial.co.uk)



Whale Tankers, the specialist manufacturer to the waste and cleaning industries, is a regular supporter of APSE and will once again be at Aviemore this year to showcase its latest products and services and to continue the company's strong links with its loyal Scottish customer base.

The Scottish market has always been an important market for Whale and through continuous investment the market is supported by a team of dedicated engineers and salesman who live and work in Scotland.

Innovation and product development is key to the required level of support Whale is proud to offer and Whale continues to introduce many new enhanced features across its product range. Focusing on operator safety and controls, these new developments have been designed to deliver an overall increase in performance benefits through safe operation and compliance with legislation. Whale personnel will be on hand to discuss and promote these features to visitors at APSE.

Whale's Sales Manager for Scotland, Alan Steel, will be on hand to handle enquires for new vehicles, parts, service and training courses.

WHALE TANKERS LIMITED  
Ravenshaw, Solihull  
West Midlands  
B91 2SU  
Tel: 0121 704 5700  
[whalemail@whale.co.uk](mailto:whalemail@whale.co.uk)  
[www.whale.co.uk](http://www.whale.co.uk)



Wilson's Auctions, a family owned business was formed in 1936 by William J Wilson. Now directed by his son Ian Wilson the company has grown to become the largest independent Auction Company in the UK and Ireland with sites in the Scotland, England, Wales, South and Northern Ireland.

Wilson's Auctions is once again very proud to be associated with the APSE Organisation and is delighted to be sponsoring the Delegate Flyer at the APSE Scotland Fleet, Waste and Ground Services Seminar 2017.

Working in partnership with both the public and private sectors, Wilson's Auctions provide a vital remarketing service that would cover every department within the Local Authority.

We hold around 150 auctions a month, which include:-

- Plant and Machinery
- Tools
- HGV
- LCV
- Cars
- Bikes
- Property
- Leisure
- Police/Proceeds of Crime
- Catering
- Boats
- Caravans

Our years of experience dealing with Local Authorities gives us an excellent understanding of 'Best Value' and we are constantly achieving high residual values on vehicles and well above reserves on Plant and Machinery, this combined with quick net returns ensures the Authorities are achieving

### 'Best Value'

With our new acquisitions we now have Wilson's Auctions Newcastle and Wilson's Auctions Maidstone giving us the best geographical coverage of any auction house in the country.

Being ideally situated in every Country with dedicated Commercial Managers in each branch we believe we can deliver a professional and profitable opportunity for asset disposal to every Local Authority.

We continually benchmark our performance on a company wide basis to obtain reference points for measuring the performance of our core business processes in order to adopt best practice in the delivery of our services and the achievement of our goal of sustainable business improvement and we have just been awarded Deloitte Platinum Best Managed Company 2017.

For further information please contact:

Bob Chambers

07833-776677

[bobchambers@wilsonsauctions.com](mailto:bobchambers@wilsonsauctions.com)



Zero Waste Scotland exists to create a society where resources are valued and nothing is wasted. We're funded to support delivery of the Scottish Government's circular economy strategy and the EU's Europe 2020 growth strategy. Our goal is to help Scotland reap the environmental, economic and social benefits of making best use of the world's limited natural resources. Find out more at [zerowastescotland.org.uk](http://zerowastescotland.org.uk).

# Valuing resources, inspiring change

## Exciting new litter and flytipping resources available

Almost 250 million visible items are littered each year and there are at least 61,000 incidents of flytipping; nearly 170 incidents of flytipping per day. Zero Waste Scotland have developed some new and exciting litter and flytipping resources to help you tackle this problem in your area.

- Free of charge
- Ready to download and start using
- Resources include posters, vinyls, press ads and pavement stencils
- Tried and tested resources
- Customisable to suit your local authority requirements
- Access the resources by visiting [zerowastescotland.org.uk/litter-flytipping/](http://zerowastescotland.org.uk/litter-flytipping/)

