

**apse seminars**

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# **APSE Scotland Fleet, Waste and Grounds Seminar 2015**

**26th - 29th May 2015 at Hilton Coylumbridge, Aviemore**



Brochure sponsored by:

**GOODYEAR**





## Welcome!

Thank you for attending this year's APSE Fleet, Waste and Grounds seminar and exhibition. The full event programme is over the page, and please make time to visit our internal and external exhibitions - **Louise McMillan, APSE Principal Advisor**

## Things to note

- Your conference gift can be collected from the Funhouse. Please see your pack for more details.
- Tuesday and Wednesday timeslots for private dining should be booked direct with the hotel reception.
- A table plan will be available for Thursday's annual dinner at the APSE registration desk from Wednesday PM. Please ensure you put your name down to book your place.
- A free ice cream token is included in your pack.

## Evening programme (Thursday 28th May)

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

**19:30** Annual Dinner at Hilton Coylumbridge (Smart suit or equivalent)

### Striving for Excellence Awards

Sponsored by: Zero Waste Scotland and SMA Vehicle Remarketing

For details on how to enter next year's Striving for Excellence Awards, please contact Laura McNab at [Lmcnab@apse.org.uk](mailto:Lmcnab@apse.org.uk) or by phone at 01698 459 051.



# Helping you head towards zero waste

Visit Zero Waste Scotland at Stand 28 to find out about our latest initiatives, including:

**Scotland's Resource Sector Commitment** – sign up to demonstrate support for Scotland's zero waste ambitions.

**Programmes of support** – from major service recycling changes, resource efficiency and practices to support the development of a circular economy, talk to us today.

**Scottish Materials Brokerage Service** – find out about the partnership to create a national brokerage for materials in Scotland.

**Inspiring change for Scotland's  
resource economy**

**[zerowastescotland.org.uk](http://zerowastescotland.org.uk)**

# Event programme

## Tuesday 26th May 2015

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

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

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

## Wednesday 27th May 2015

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10:00-11:15: Registration and exhibition viewing

11:15-12:15: **Session One: 2015 and beyond - A strategic overview**

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**Responsibilities of Fleet Managers and latest issues**

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

**Keynote speaker:-** Derek Mackay MSP, Minister for Transport and Islands, Scottish Government

12:15-13:45: Lunch and exhibition viewing

**Sponsored by Vision Techniques**

13:45-14:45: **Session Two: Moving forward in waste**

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**"Are we there yet?" - A Roadmap from the Zero Waste Plan to a more Circular Economy**

- Waste Regs to the Taskforce
- Seminars to the Streets
- Scanning the horizon

**Speaker:** Gabriella Pieraccini, Head of Zero Waste, Scottish Government

**Walking the tightrope - capacity transition within kerbside refuse**

- Why make the change?
- New service
- Successes and challenges

**Speaker:** Lesley Sugden, Waste Strategy Manager, City of Edinburgh Council

13:30-14:45: **Land Audit Management System Training**

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

14:45-15:30: Exhibition viewing (Tea and coffee)

**Sponsored by Johnston Sweepers**

15:30-16:30: **Session Three: Service development innovations - Sponsored by Goodyear Dunlop**

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**Setting up an MOT testing station**

**Speaker:** Gerry Farrell, Workshop Controller, North Lanarkshire Council

**It's not easy being Green: Improving recycling performance in a challenging financial climate**

**Speaker:** Ian Moffat, Head of Environmental and Commercial Services, Inverclyde Council

**Addressing revenue budget reductions in parks through mobile working**

**Speaker:** Damien Woods, Service Manager, Fife Council

16:30-17:30: Exhibition viewing (Tea and coffee)

**Sponsored by Johnston Sweepers**

16:30-17:30: Drinks reception

**Sponsored by Heil Farid European Company**

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 Interpump Hydraulics (UK) Ltd**

21:30: Whisky tasting

**Sponsored by T.O.M. Vehicle Rental**

21:30: Entertainment - Karaoke

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

## Thursday 28th May 2015

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09:30-10:00: Exhibition viewing (Tea and coffee)

**Sponsored by Johnston Sweepers**

10:00-11:25: **Session Four: Parks and Litter / Flytipping - Sponsored by Tennant**

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**An update on Towards a Litter-Free Scotland: The National Litter Strategy**

- Update on progress, since the strategy launched in June 14
- Planned activities to contribute to strategy delivery in 15/16
- Zero Waste Scotland's role and stakeholder engagement

**Speaker:** David Barnes, Programme Area Manager (Litter and Flytipping), Zero Waste Scotland

**BINtervention - Timed collection windows in Edinburgh**

- How the problem arose
- Research into other cities and Edinburgh's pilots
- Citywide rollout and working with the trade waste carriers

**Speakers:** Karen Reeves, Open Space Strategy Manager and Bobb Turner, Project Officer, City of Edinburgh Council

### **Increasing community involvement within our parks**

- Building strong partnerships
- Inspiring other groups to get involved
- Positive impacts on our parks

**Speaker:** Steven Shaw, Environmental Manager, Aberdeen City Council

10:00-11:25: **Transport advisory discussion forum - to debate the latest challenges and opportunities for the sector**

11:25-12:10: Exhibition viewing (Tea and coffee)

12:10-13:15: **Session Five: Approaches to health and safety, crime and food recycling within waste**

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### **Health and Safety within waste (SWITCH forum)**

- An overview of the Scottish Waste Industry Training, Competence and Health & Safety forum
- Links to WISH forum and highlights of the technical documents available
- Future focus and areas for development, including a new Competency framework for the waste industry

**Speaker:** Adrian Bond, National Operations Waste Unit Manager, SEPA

### **Procurement of waste services: designing out crime**

- Crime risks and issues
- Public procurement opportunities
- Good practice and information sharing

**Speaker:** Willie Wilson, National Operations Waste and Enforcement Manager, SEPA

### **An approach to food and DMR recycling in dense urban areas**

- Establishing the facts - surveying programme
- Meeting the right people - consultation programmes
- Meeting the needs - service provision types

**Speaker:** Janet Wade, Implementation Project Manager, Dundee City Council

13:15-14:45: Lunch and exhibition viewing

**Sponsored by Volkswagen Van Centre Glasgow**

14:45-16:00: **Session Six: Transport changes, challenges and innovations**

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### **The future's bright, the future's Green in Fife**

- World leading hydrogen facility derived from renewable sources
- Europe's largest fleet of hydrogen dual-fuel vehicles
- Benefits for Fife and beyond

**Speakers:** Barbara Whiting, Lead Officer - Renewables and Low Carbon, Fife Council

### **MOT process change and DVSA update**

- Update from DVSA
- Vehicle licence changes - what do you need to know?
- MOT modernisation

**Speaker:** Gordon MacDonald, Head of Enforcement Policy, DVSA

### **Taxi testing and compliance**

- What has to be considered
- Maintaining a high standard of inspection
- Enforcement of the vehicle's licence conditions

**Speaker:** Emil Laiolo, Transport Manager, Glasgow City Council

16:00-16:30: Exhibition viewing

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 FAUN Zoeller (UK) Ltd**

19:30: Annual Dinner at Hilton Coylumbridge (Smart suit or equivalent)

**Sponsored by Dennis Eagle**

Striving for Excellence Awards

**Sponsored by Zero Waste Scotland and SMA Vehicle Remarketing**

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

## **Friday 29th May 2015**

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Breakfast and departure





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## Brigade's Network of Service Partners Provide Quality Installations across Scotland.

Brigade has a network of professional auto electricians across Scotland who provide quality installations and warns that untrained fitters may lead to product failure and unsafe vehicles.

Brigade's Marketing Manager, Emily Hardy says: "We have seen some terrible installations in our industry including cameras mounted upside down, fitters have left exposed cables, cut connectors and taped joints or used scotch locks which eventually leads to wires failing. Holes in body work are often not sealed and this leads to water ingress and rusting. For all of these reasons we use our Business Service Partners to ensure quality installs."

Brigade Business-Service-Partners (BSP's) are a nationwide network of professional auto electricians who provide fitting and repair work for Brigade's onsite service warranties. Each partner is an approved Brigade distributor carefully chosen for their high levels of service and workmanship. In order to meet customer needs the BSPs work side by side and can call on one another to service regions beyond their reach.

In Scotland this is demonstrated to exceptional standards. MTH Auto Services based in Falkirk, Banlaw Systems in South Lanarkshire and Taylors Auto Electrical in Aberdeen all work in partnership to fit Brigade products.



For instance MTH Auto Services provide the use of their workshops for BSP partners where pits are made available to reduce issues associated with inclement weather which may affect the quality of the fit as well as engineers safety.

David Sandilands, MD of Banlaw said: "We specialise purely on vehicle safety systems and have a wealth of knowledge in this area. We also offer rapid on site attendance in the event of system failures where a vehicle has been taken off the road due to health and safety reasons. If a customer calls before midday, we will pull out all the stops to respond on the same day."

Taylor's Auto Electrical provide excellent coverage in the north of Scotland including some of the most remote areas and all three partners have a fleet of mobile engineers.

Emily Hardy explains: "We see the BSP's as an extension of our own engineers. We trust them to fit to the highest standards."

The BSP scheme is important to businesses under increased pressure to cut costs whilst retaining the same high standards. Down time is highly unproductive but through the BSPs, customers have the assurance of a quick response to whatever issues they may be facing.



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**Striving for Excellence Awards - Fleet category**

Kindly sponsored by SMA Vehicle Remarketing



**Conference brochure and conference session**

Kindly sponsored by Goodyear Dunlop



**Delegate flyer**

Kindly sponsored by Brigade Electronics



**Thursday night's annual dinner**

Kindly sponsored by Dennis Eagle



**Wednesday night's dinner**

Kindly sponsored by Interpump Hydraulics (UK) Ltd



**Conference gift**

Kindly sponsored by DAF Trucks



**Thursday's drinks reception**

Kindly sponsored by FAUN Zoeller (UK) Ltd



**Wednesday's lunch**

Kindly sponsored by Vision Techniques



**Thursday's lunch**

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### Conference lanyards

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### Tea and coffee breaks

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### Conference session

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### Conference notepads and pens

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### Ice cream van

Kindly sponsored by Arnold Clark Coachbuilders



APSE would like to thank all of the sponsors of this year's event.

For details on sponsorship for next year's Fleet, Waste and Grounds event, please contact our exhibition coordinator Laura McNab at [Lmcnab@apse.org.uk](mailto:Lmcnab@apse.org.uk) or on 01698 459 051.

# Event Speakers



## **Derek Mackay MSP, Minister for Transport and Islands**

Elected an MSP in May 2011 representing Renfrewshire North & West, Derek was appointed Minister for Local Government and Planning in December 2011, having served on the Finance Committee of the Scottish Parliament and as PLO (Political Liaison Officer) to the Cabinet Secretary for Parliamentary Business & Government Strategy. Following his election as an MSP, he became SNP Business Convenor Chairman of the Party), responsible for chairing Conference, the National Executive and the management and administration of the party. Elected to Renfrewshire Council in 1999 at the age of 21 he was the youngest male Councillor in Scotland at the time. He won three successive ward elections, to become Leader of Renfrewshire Council in May 2007, taking the SNP from opposition to lead the administration for the first time. He became a national figure in local government leading the SNP group at COSLA (Convention of Scottish Local Authorities) 2009-2011.



## **Joan Aitken, Traffic Commissioner for Scotland**

Joan Aitken was the Scottish Prison Complaints Commissioner (Ombudsman) from 1999 until her appointment as a Traffic Commissioner. Joan

has served as a part time chairman of employment tribunals, disability appeal tribunals and child support appeal tribunals in Scotland. As a solicitor she has worked in both private practice and local government. She is a former member of the Council of the Law Society of Scotland and for many years was editor of that Society's Journal. She is a Chartered Fellow of the Institute of Logistics and Transport.



## **Gabby Pieraccini, Head of Zero Waste, Scottish Government**

Gabby was born in Paisley, and studied Physics and Mathematics at the University of Glasgow. She moved to Edinburgh in 1997 to join the then Scottish Office. Since then Gabby has led the development of policy on a range of issues including climate change, fisheries and zero waste, and has been an adviser on budget and constitutional issues throughout her career. Gabby has also been Private Secretary to three Cabinet Ministers: Jack McConnell MSP, Sam Galbraith MSP and most recently John Swinney MSP. Gabby is a lifelong athletics fan, travels to various international championships to follow the sport, and is a regular contributor to athletics commentary on Twitter.



## **Lesley Sugden, Waste Strategy Manager, City of Edinburgh Council**

Lesley is the Waste Strategy Manager for the City of Edinburgh Council. She has over 15 years experience in the resource management sector,

is a PRINCE 2 practitioner and specialises in developing and implementing waste strategies. For the past 14 months Lesley's focus has been project managing the implementation of the new waste and recycling service to over 150 000 householders. Lesley is a keen windsurfer and sailor who, these days, prefers to spend her time on the water in hotter climates rather than the steely grey waters of the Forth.



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

Debbie 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.



**Gerry Farrell, Workshop Controller, North Lanarkshire Council**

Gerry started working with local government as an apprentice HGV Mechanic in Sept 1983 with Strathclyde Regional Council, progressing to full time HGV mechanic (1987) and Chargehand Mechanic in 1993. Gerry transferred to North Lanarkshire Council in 1997 as part of the restructure of the Local Government / Councils to the post of Workshop Reception/Chargehand, further progressing to Supervisor in 2002, and current position of Workshop Controller in 2012. His hobbies include Genealogy and he is the Vice Chairman of Lanarkshire Family History Society.



**Ian Moffat, Head of Environmental & Commercial Services, Inverclyde Council**

Ian is the Head of Environmental & Commercial Services for Inverclyde Council. Ian is responsible for Roads Services, Street Lighting, Waste Management, Fleet Management, Transport, Street Scene, Grounds Maintenance, Burial Grounds, Crematoria, FM Services and Building Maintenance. Ian's career in local government started at Central Region where he was responsible for Fleet and Transport. After reorganisation Ian joined the Senior Management team at East Dunbartonshire Council responsible for integrating 3 local authority DLO's. Ian also has a wealth of experience in the private sector, working at board level and was key in growing a limited company to a national footsie 250 plc, operating over 80 sites throughout the UK and Ireland with an annual turnover over of £360m, delivering £58m profit.





**Damien Woods, Parks, Streets & Open Spaces Service Manager, Fife Council**

Damien is the Parks, Streets & Open Spaces Service Manager for Fife Council. Damien has successfully merged Parks, Grounds and Street Cleaning into one service, reducing 26 Job Profiles down to 5 by making the roles generic and multi-functional. This approach allows for a leaner and fit for purpose service that can address the forthcoming challenges. Fife boasts many accolades for its award winning Parks and attracting tourists, as well as making Fife a great place to live, work, visit and do business.



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

David Barnes is the Programme Area Manager for Litter & Flytipping within Zero Waste Scotland and a Chartered Waste Manager. Areas of responsibility include litter and flytipping, carrier bags, packaging recovery notes and deposit-return. David has been with Zero Waste Scotland for 3 years, previously working with the Food & Drink sector as part of the Resource Efficient Scotland programme. Prior to joining Zero Waste Scotland, David was Marketing & Service Development Officer for Midlothian Council's Waste Management department.



**Karen Reeves, Open Space Strategy Manager, City of Edinburgh Council**

Karen is the Open Space Strategy Manager for the City of Edinburgh Council. This relatively new team was created to bring a strategic overview to the city's street cleansing operations delivered by the Council's Neighbourhood Task Force Teams and lead on projects which will improve street cleansing standards. Current projects include a Zero Waste Scotland project to tackle fly-tipping, street cleansing fleet review and public convenience closures.



**Bobb Turner, Senior Project Officer, City of Edinburgh Council**

Bobb Turner is a Senior Project Officer with the City of Edinburgh Council. He has worked on a series of projects such as City of Edinburgh's Anti-social Behaviour Strategy, the councils approach to the threat of New Psychoactive Substances and more recently coordinating a project to tackle the City's growing commercial bin problem. Bobb's background is in Psychology and he has spent a number of years living and working in Hong Kong and Japan.



**Steven Shaw, Environmental Manager, Aberdeen City Council**

Steven joined Aberdeen City Council in 1996 as an Authorised Officer in the Cleansing – Client Services team. He has progressed through the organisation and was promoted to Area Environment Manager in 2004 and then into his current role of Environmental Manager in 2008. His role includes the strategic and operational responsibility for Street Sweeping, Grounds Maintenance, Parks & Countryside, Arboriculture and Bereavement Services.



**Adrian Bond, National Operations Waste Unit Manager, SEPA**

Adrian has worked in the waste management industry for over twenty years after a brief career in the pharmaceutical industry. He is currently employed as National Operations Waste Unit Manager with SEPA and leads a team of waste management specialists who liaise with the Scottish Government on policy development, advise SEPA's senior management on waste management issues and provide training and guidance to SEPA's regulatory staff. He is currently involved in the redesign of waste management legislation as part of SEPA's regulatory reform process. Adrian is also chair of the health and safety sub-group for SWITCH.



**Willie Wilson, National Operations Waste and Enforcement Manager, SEPA**

Willie started working for SEPA as an Intelligence Specialist in 2008 and has since progressed to the position of National Operations Waste and Enforcement Manager. He was previously a Detective Chief Inspector with Strathclyde Police for over 30 years.



**Janet Wade, Implementation Project Manager, Dundee City Council**

Originally from Motherwell, Janet has lived & worked in various places around the UK before settling in Tayside and taking up a post with Dundee City Council. She has now been with the Authority for 7 years and have been involved in a number of waste projects during this time, most notably the trial of separate food waste collections in 2011 and the creation of a city-wide waste education strategy. Recently seconded to the role of Implementation Project Manager, Janet currently manages the phased rollout of significant changes to waste & recycling collections across Dundee – including the shift from weekly to fortnightly residual collections and the introduction of food waste to flatted properties.



**Barbara Whiting, Lead Officer - Renewables and Low Carbon, Fife Council**

Barbara's focus within Fife is to increase the region's potential to become Scotland's location of choice for Renewable and low carbon business investment and to expand the capacity of the region's business community to compete in this growing sector. She is also responsible for the coordination of East Coast Renewables which is an alliance of Local Authorities across the East Coast of Scotland which aims to maximise the economic impact of the growing renewable and low carbon sectors.



**Gordon Macdonald, Vehicle Product Manager, DVSA**

Gordon has been involved in commercial vehicle enforcement for the last 30 years, having begun his Civil Service career as an AO in the Scottish Traffic Area Office's enforcement office in 1985. In 1991 his enforcement experience was extended further when he became a Traffic Examiner within the Vehicle Inspectorate. Following this, he spent six years as a Senior Traffic Examiner managing a team of Traffic Examiners and Bus Compliance Officers covering Fife, Central and Lothian & Borders. In 2004 Gordon moved across to VOSA's HQ based Policy Unit, managing the organisation's ANPR and ANPR/WIMS Project. This project introduced a radical new approach to targeting overloaded vehicles, instantaneously comparing live

weights to technical data. He became an Enforcement Policy Manager in 2006, before becoming Vehicle Product Manager at the start of 2013.



**Emil Laiolo, Transport Manager, Glasgow City Council**

Emil started his career with BT fleet and progressed from apprentice mechanic to depot manager within 9 years. He moved to Glasgow City Council 1994 as Service Manager and progressed to Transport Manager thereafter. Emil was educated at Strathclyde University, Glasgow and attained a post graduate Diploma in Local Government Management. Today he is responsible for all motor transport activities, this includes vehicle & plant maintenance, vehicle & plant procurement, alternative vehicle technologies, taxi testing & enforcement, fuel supply infrastructure, school & social work bus transport, supplier service contracts, operator licence compliance.



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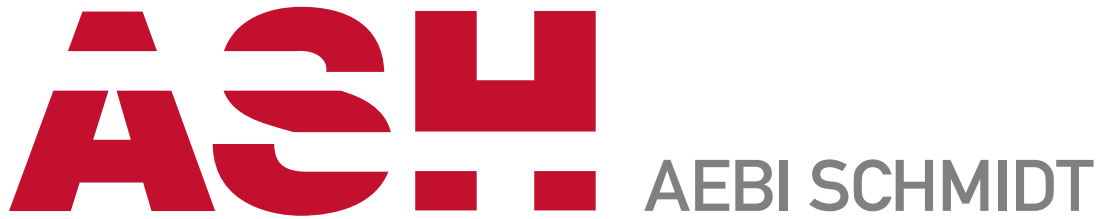


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Alex Inglis & Co. Ltd are exhibiting under the new ownership of  
**NRG Fleet Services Ltd**

NRG Fleet is the group holding company for Riverside Truck Rental, Direct Tyre Management, Noblet Municipal Services and Alex Inglis, operating companies within the group.

Alex Inglis will soon be sharing the large modern workshop and paintshop facility at Bellshill with Riverside Truck Rental and Noblet Municipal.

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At APSE this year we are exhibiting our Drive by Wire devices for fuel saving and safety. Savings in fuel also offer a reduction in emissions which makes a contribution towards air quality. Reverse speed limiting is popular and reduces the impact of accidents when going backwards!

Autokontrol manufacture the Romatic Automatic Grease Lubrication system described by one national operator as being "the most reliable on the market and the cheapest to maintain".

Please collect our customer fuel saving figurers from our stand.



**Bott** is a market leading manufacturer of in-vehicle racking systems. We have over 80 years of industry experience and are the partner of choice for many of Scotland's Local Authorities. High quality and excellence service come as standard when you choose Bott.

A new lightweight in-vehicle modular racking system is now available for the Scottish Market. Bott Vario, the result of a three year multi million pound development programme, offers industry leading functionality, coupled with sleek modern aesthetics. Bott Vario's flexibility means that it can be easily installed into any vehicle and it is suited to a vast range of industry sectors. In addition to Vario, Bott has also released another new range - Bott Uno. This range has been designed to offer a robust and affordable alternative to traditional wooden racking systems. Uno is constructed from a durable steel design, comes with a comprehensive range of accessories and is competitively priced. We have previously completed work for many of Scotland's local Authorities including, Glasgow City Council, Falkirk Council, Aberdeen City Council, Perth and Kinross Council, Renfrewshire Council, Highland Council and Fife Council.



Brigade Electronics will be displaying their affordable radar system at APSE this year. Backsense™ radar obstacle detection system, built by Brigade helps to reduce collisions in tough working environments. It offers a controlled beam pattern that ensures targeted detection with fewer false alerts than alternative radar systems. Available in 3 fixed length models and a fully configurable version for bespoke detection zones of up to 30m length.

Brigade will also be displaying Backeye®360 Select, an intelligent camera monitor system that assists low speed manoeuvring by providing the driver with a real-time surround view of the vehicle in a single image. Other products include Backchat real speech warning alarms and Sidescan® ultrasonic obstacle detection systems used in specifications such as CLOCS, FORS and Crossrail.

In addition to quality products Brigade offers outstanding installation service through its BSP network. Brigade Business-Service-Partners (BSP's) are a nationwide network of professional auto electricians who provide fitting and repair work for Brigade's onsite service warranties. Each partner is an approved Brigade distributor carefully chosen for their high levels of service and workmanship. In order to meet customer needs the BSPs work side by side and can call on one another to service regions beyond their reach.

The BSP scheme is important to many businesses and councils in Scotland who are under increased pressure to cut costs whilst retaining the same high standards. Down time is highly unproductive but through the BSPs, customers have the assurance of a quick response to whatever issues they may be facing.

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



**BURNT TREE**  
● ● ● ● ● ● ●  
**Vehicle Rental**

For 30 years, whether it's vans, trucks or specialist accessible vehicles, Burnt Tree has become renowned for delivering flexible commercial vehicle services, backed by expert knowledge and attention to detail.

It's something customers have come to rely on and trust. It's something they don't want to see changing.

Today, we believe that whilst some things are special in their own right, they're even better when put together with others that enhance and improve the overall experience.

By becoming part of Enterprise, Burnt Tree customers will not only continue to benefit from the products and services they know and love, but they'll also get access to a total transport solution, delivered by a business that is recognised the world over for its commitment to achieving total customer satisfaction at every level.

Whether it's a car for an hour or a fleet of accessible vehicles on 5-year Contract Hire no-one is better placed to serve your needs.

To learn more about the difference Burnt Tree and Enterprise can make to your organisation call 01743 457600.



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

Our core business activity is the development and production of non standard / bespoke vehicles and trailers from relatively straight forward conversions to complex units incorporating advance technology, electronics and equipment to a number of high profile Organisations to whom confidentiality and security are of paramount importance. Listed among our client portfolio are Babcock International Group companies, UK Police Forces, UK Fire and Rescue Services, Ministry of Defence, National Health Services, Government Departments and Local Authorities.

For more than 6 years Cebotec has held the contract for the maintenance, repair and refurbishment service throughout Scotland to the NHS Mobile Mammography Service. This service operates and is managed internally using our in house mobile engineering service

Cebotec Ltd owns and operates a fleet of non standard vehicles for hire that have been converted and adapted to meet the flexible demands of our diverse client base throughout the UK. Major clients for hire services are to Babcock International Group companies, Police, Community Safety Service providers, Local Authorities and associated bodies.

# CIVICA

## **Civica Tranman fleet software**

### **Save over £80,000 on your fleet operating costs**

Faced with the challenge of sustaining high level service delivery while achieving cost savings? The latest developments to Civica's Tranman fleet software deliver a real return on investment and can help you transform the way you work.

- **Improve workshop productivity with touch screens** – be one of the first to see our new Windows 8 touchscreens
- **Save money with integration and interfaces** - electronic interfaces to service providers can drastically reduce administration time and effort, prevent double entry of data and increase visibility of key fleet data
- **Improve visibility with Dashboards** - simple traffic light system highlights key areas needing attention
- **Reduce administration with automated emails** - communicate quickly and easily with drivers, customers and suppliers
- **Make your operation paperless with Document & Image Storage** - fast and simple solution to view and store images and documents against database records

A leading supplier of fleet management systems, Civica has a proven track record for enabling fleet managers to achieve cost savings and utilisation benefits through improved management information and efficient data capture. With more than 25 years experience, Civica's Tranman customers include over 100 local authority and government agency customers, 90% of UK police forces, 40% of fire brigades and over 100 large private sector organisations.

For more information or to arrange a Civica Fleet Process Review, please call us on 01454 874002 or email [tranman@civica.co.uk](mailto:tranman@civica.co.uk)



Cogent Passenger Seating was established in April 1996 in Swansea and following nearly two decades of growth, as is evidenced by many satisfied customers, is continuing to expand into new markets.

Investing heavily in a programme of expansion, including plant and equipment as well as recruiting additional personnel, Cogent is spearheading the drive for lighter, more comfortable seats which have the merit of being robust and environmentally friendly.

Well established within industry niche areas, Cogent is currently targeting additional markets for its wide and diverse range of practical and installer/user friendly seats. In short whatever your requirement Cogent will have a product to suit and is more than happy to work with customers in virtual partnership to deliver both a unique experience and product.

We believe we are the manufacturer of the lightest seats in the market. Therefore if weight is an issue in any of your projects come and talk to us at APSE.



Continental will be presenting a camera-based all-around surveillance system for commercial vehicles. The system allows risk-free maneuvering and electronic viewing of vehicle blind spots plus improved safety for the driver, vehicle and other road users. The camera system also enhances the efficiency of the vehicle operation by resulting in a lower risk of damage, vehicle downtime, reduced repair costs and insurance claims.

The heart of Continental ProViu 360 consists of four micro cameras mounted on the outside of the vehicle, which thanks to fisheye lenses and high resolution cameras provide a 360 view. As in a television director's control room, an electronic control unit merges these four digital, high-resolution camera images on a display automatically optimized for contrast and brightness in the cockpit giving the driver a bird's eye view of the vehicle. Live, in real time, and at the push of a button and from different angles, Continental provides an all-round view.

Wall projections, corners of buildings, vehicles and cyclists are immediately visible, and the driver can maneuver safely in critical situations such as dense city traffic, narrow loading ramps or bus stop bays.

**For more information please visit the Continental Stand.**



C.P. Davidson & Sons Ltd an ISO 9001 registered company has been in the Davidson Family since 1956. During the course of the years the business has built up an enviable reputation in the maintenance, refurbishment and supply of municipal equipment, most notably refuse collection vehicles. With an extensive fleet of vehicles on hire to both the public and private sectors, CPD also handles over 600 pieces of equipment nationwide on contract maintenance.

CPD pride themselves on being able to offer all owners and operators of light or heavy commercial vehicles a solution to their business needs, offering a broad range of services including; the sale of new and used equipment and vehicles, contract hire, fixed price maintenance, spot hire, parts supply and adhoc maintenance.

CPD are the manufacturers of Telstar Winter Maintenance Equipment, and sole agents in the UK for sales, service and parts for Titan and SEMAT refuse bodies, as well as other refuse collection solutions between 7.5 and 32 tonnes.

CPD offer unrivalled after sales, support and training for all their products with a number of territory based engineers and an extremely confident parts department.

As well as holding spares in stock for Telstar, Titan and Semat, CPD carry a comprehensive range of parts for all light and heavy commercial vehicles including a large array of workshop consumables. Operating from 11 separate locations strategically located around the UK, including Scotland and the Isle of Man, CPD are able to react to any customer demand in a very short space of time.



## **Specialist Vehicle Tracking & Driver Behaviour Solutions**

### **Industry Leader**

Ctrack provides a wide range of vehicle and personal tracking, fleet management, satellite navigation, workflow, mobile job planning, in-vehicle cameras and security tools with cost effective and scalable solutions that offer a unique combination of flexibility, reliability and functionality that are utilised by many Local Authorities and Utility Companies throughout the UK.

With more than 800,000 systems fitted in 56 countries across five continents, Ctrack is the most comprehensive industry service provider worldwide.

Ctrack in the UK and Ireland are divisions of DigiCore Holdings, a global company listed on the Johannesburg Stock Exchange. Founded in the 1990s, DigiCore specialises in the research, development, manufacturing, sales and support of technologically advanced fleet management, telematics and tracking solutions.

We design and manufacture all telematics hardware, firmware and software in-house in a dedicated



research and development facility. This ensures Ctrack has complete autonomy over all aspects of our tracking solutions to deliver a range of innovative features and functionality that meet the precise business and operational requirements of our customers.

### **Specialist Support**

We provide end-to-end support that expertly manages every aspect of the vehicle tracking solution. Useful training and a national network of specialist service engineers ensure that any system is quickly installed and fully operational without disruption, whilst a help desk provides ongoing day-to-day support.

### **Why Ctrack?**

- Global leader in vehicle tracking and telematics
- Regional operating structure with local support
- Industry-leading expertise built over 25 years of trading
- Financially secure and profitable
- 800,000 fleet systems deployed worldwide
- Operating in 56 countries including 15 in Europe
- In-house research and development



### **DAF offers products for every application.**

Whether it's recycling vehicles, road sweepers, skip loaders, refuse collectors or gully emptiers, DAF Trucks can offer public sector operators a range of trucks chassis to meet all of their needs.

Every DAF sold in the UK is built in a world-class facility at Leyland, in Lancashire. All light and medium weight trucks, including the award-winning LF Series, are designed and developed at that site. This results in trucks that are class-leading in terms of reliability, durability, fuel economy and low whole vehicle life costs. The Leyland plant is a "Zero to Landfill" facility.

DAF Trucks have been the UK market leader for the past eighteen years and always endeavour to exceed your expectations as you would expect from a World Class truck manufacturer.

We work closely with the leading Municipal bodybuilders to achieve a properly engineered solution for your needs, and we are the only major truck manufacturer still building trucks in Britain, today. At Leyland we also build a range of Box and Curtain-sided bodies, providing a Whole Vehicle Type Approval solution for users of such equipment.

With over 100,000 DAFs in service in the UK the company recognises the importance of good service support, which is always close at hand through a national network of over 130 DAF dealers able to provide out of hours servicing to suit operational needs.

Through DAF MultiSupport, tailored repair and maintenance packages are available on a fixed price per kilometre basis and customers can choose the level of services that best suit their financial or operational circumstances. The result is better visibility and predictability of costs, which can be particularly helpful to public sector bodies working to a rigidly fixed budget timetable.



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 Equipment (UK) Ltd, based in Witney, Oxfordshire. 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..

DEL offers 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



Dennis Eagle have a wealth of experience in manufacturing Refuse Collection Vehicles; especially since we've been doing it from the turn of the twentieth century!

We can supply a complete recycling or refuse collection vehicle, manufactured here in the Midlands by a marvellous team of dedicated and skilled people.

If you'd like the 'Dennis Eagle Experience' please contact us on 01926 458500 or visit our website [www.dennis-eagle.co.uk](http://www.dennis-eagle.co.uk)

# ECON

## **THE NEW 3m<sup>3</sup> Econ QCB SPREADER / TIPPER / HOT BOX LAUNCHED**

APSE 2015 will see the launch of the new 3m<sup>3</sup> QCB system, suitable for fitting to 12/14 tonne chassis

cabs, offering a payload of 5 tonne, providing a range of quick change bodies for highways operations.

Econ has already funded a number of successful small series type approvals, on some of the most popular range of highway chassis, covering a range of highways bodies offered for sale, this enables Econ Engineering to have full control over its time sensitive delivery dates.

Building on the success of our Hire Fleet, we are pleased to confirm, existing hire customers are re-tendering at the end of a five year contract have chosen Econ to supply the front line spreaders for a further five years. Econ's Hire Fleet currently stands at 425 spreading vehicles.

Econ have increased their service cover in Scotland, with Kevin Boggie joining our mobile service team, he had previously worked in the service department for a truck dealership. Kevin is covering the South East of Scotland and operates from a fully equipped service vehicle, this increases Econ's specialist winter service team to three in Scotland.



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.





Fairways GM was established in 2004 and is widely regarded as the machinery and service supplier of choice to Scotland's ground care industry. As a family firm, we have an overriding commitment to customer service and we work with many of Scotland's leading golf courses and most innovative local authorities.

We are the sole Scottish dealer for Ransomes Jacobsen and supply the complete range of Ransomes and Jacobsen equipment, including E-Z-GO, Cushman, Iseki, Turfco, Smithco and Ryan. Other brands in our portfolio include Kawasaki, BobCat, SCAG and Hako. Supporting our sales team is an industry-leading service and parts offering, with five depots across the country, a fleet of maintenance vans covering Scotland and a responsive parts service.

We are delighted to be participating in this year's APSE Scotland Fleet, Waste and Grounds Seminar 2015. Come and see a selection of equipment at the Fairways GM Stand, including an Iseki TG Tractor, Epoke gritter and a Lewis plough, as well as an Electric Mega Truck and a Hako sweeper. The team will be delighted to give you an introduction to the versatility, robustness and functionality of our product range.

As Fairways GM enters its second decade, our ethos remains the same - to deliver a world class customer experience, with the best possible range of products backed up with an exceptional parts and service offering. We look forward to working with you, so for further information on any of our products, or to arrange a trial, contact Commercial Sales Manager Richard Fairnie on 07901 337258 or at [richard.fairnie@fairwaysgm.co.uk](mailto:richard.fairnie@fairwaysgm.co.uk).



#### **FAUN Zoeller - Europe's Number One**

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 46 Factories in 16 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 12 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.

This year we will be attending the RWM exhibition on 15th -17th September at the NEC in Birmingham where we will be unveiling our latest range of innovative products to the market.

FAUN Zoeller are fully committed to engaging and exceeding the needs and requirements of our customers.



Visit the Freight Transport Association (FTA), the UK's leading transport association with over 14,500 members.

As the voice of the industry we have been campaigning for and supporting our members for over 125 years across a range of modes and sectors.

FTA understands the needs of Local Authorities and offers a range of comprehensive services specifically designed for this sector. From membership and fleet management to training and compliance advice, FTA has the solution.

Amongst a wide range of benefits FTA members have access to the online Public Authority Transport Network (PATN) which has been established to allow operators of municipal vehicles to exchange information, ideas, problems and solutions from the comfort of their own desks.

At the event today you can find out more about:

- FTA's new cutting edge tachograph analysis software **Visionfta** - set to become home to all of FTA's customer software solutions
- The popular Van Excellence scheme designed to raise industry standards and recognise excellence amongst van operators
- The new Driver CPC Consortium - a cost effective way of training large numbers of drivers

We look forward to welcoming you to the FTA stand.

[www.fta.co.uk](http://www.fta.co.uk)  
[@newsfromfta](https://twitter.com/newsfromfta)



# GEESINKNORBA

Geesinknorba is a leading provider of refuse collection vehicles and waste compactors. We manufacture a wide range of vehicle bodies for different applications as well as bin-lifting equipment to operate with them. Our bodies are fully compatible with all major 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 way in providing practical solutions for the waste and recycling industry.

Our new GPM IV series of vehicles are robust, highly efficient, designed for the requirements of the 21st century and our award-winning hybrid vehicles offer excellent fuel saving, low-emissions and low-noise solutions for operators.

Geesinknorba's outstanding 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.

Such is our faith in the quality of our products that all bodies and lifts are available with a full five-year warranty and the option of our cost-effective and innovative "Q5" five-year insurance-backed warranty plan.

Our TraceWaste monitoring system can be fitted to vehicles to provide the most complete telematics and vehicle management solution in the industry enabling further major savings through increased efficiency and operator management.

Our team, including Geesinknorba's Regional Business Manager for Scotland and the North-East of England Colin McMorine, will be delighted to see you at the APSE event.



As one of the world's largest tyre companies, Goodyear employs 69,000 people and manufactures its products in 51 facilities in 22 countries around the world. Its two Innovation Centres in Akron, Ohio and Colmar-Berg, Luxembourg strive to develop state-of-the-art products and services that set the technology and performance standard for the industry.

Goodyear's range of tyres for commercial vehicles, buses and coaches includes more than 400 different tyres covering in excess of 55 sizes, all focused on helping fleets lower their total cost of ownership. Many of the world's leading commercial vehicle manufacturers fit tyres from Goodyear as standard, including DAF, Iveco, MAN, Mercedes-Benz, Renault Trucks, Scania and Volvo. Goodyear also supplies tyres to all major trailer manufacturers.

With its TruckForce service network that includes ServiceLine, a 24h roadside assistance, FleetOnlineSolutions, its internet management system and Goodyear Retread Technologies, Goodyear provides one of the broadest ranges of dedicated services in the industry.

Goodyear is passionate about the industry and works hard to understand each customer and provide the right tyre solution for their needs. In the face of growing pressures, Goodyear has a track record



of working with public bodies and lowering their total cost of ownership.

For more information on Goodyear and its products, visit them on their stand or at [www.goodyear.co.uk/truck](http://www.goodyear.co.uk/truck)



Gulliver's are specialists in Municipal vehicle hire and we are pleased to be returning to the APSE conference once again this year. We have an extensive fleet of specialist equipment including sweepers, RCV's, tippers, gritters, water division, skips and hooks to name a few.

Gulliver's was established 55 years ago; with the municipal division forming in 2002. We're a family run company, with strong principles backed by knowledgeable dedicated staff and high quality vehicles. Investment in 2014 of £86 million included vehicles from leading marques Dennis Eagle, DAF, NTM and Scarab.

With a comprehensive fleet of over 5,000 late registration General and Municipal vehicles, our reputation for service excellence and added value, can be provided from any one of our national service centres. Each of our depots has its own team of mechanics offering 24/7 365 breakdown cover, ensuring we're ready to work for your business.

Vehicles can be tailored to clients' individual specifications for either long term or contract hire agreements, where service excellence and added value comes as standard. In addition we have a spot rental support fleet to bolster contracts and cultivate new business.

We would be delighted to meet you and discuss your specific vehicle requirements. Our strength is listening first and then providing a bespoke solution tailored to your individual operation.

[www.gullivers.co.uk](http://www.gullivers.co.uk)      National Hotline: 0870 850 9990



Hankook Tire is one of the world's largest and fastest growing tyre makers for innovative, high-quality and high-performance radial tyres for passenger cars, light trucks, SUVs, RVs, trucks, and buses as well as motorsports (circuit racing/rallies).

Aspiring to bring consumers the utmost excellence in quality and driving satisfaction, Hankook Tire continuously invests in research and development maintaining five global R&D centres located in Korea, Germany, USA, China and Japan. Bespoke tyre solutions for the European markets as well as Original Equipment requirements of leading car manufacturers, are developed in the company's regional Technical Centre in Hanover/Germany. Production is taking place in the state-of-the-art European production site in Rácalmás/Hungary which was inaugurated in June 2007 and is continuously being expanded. Currently more than 3,200 employees produce approximately 14 million tyres a year for passenger cars, SUVs and light trucks. Upon completion of the latest

production unit in 2014/15 the factory's production capacity will increase up to 19 million tyres per year.

Hankook tyres are sold directly through a network of retailers across the UK. Hankook products are fitted as original equipment by many of the world's leading vehicle manufacturers including Audi, BMW, Chevrolet, Daihatsu, Ford, Hyundai, Kia, Mercedes-Benz, Mini, Mitsubishi, Renault, Skoda, Ssangyong, Vauxhall and Volkswagen.

For more information please visit [www.hankooktyres.co.uk](http://www.hankooktyres.co.uk).



Heil Farid European Company 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. It has been another very exciting and successful year for Heil and Farid branded products in both the UK and across European markets. Recognised for product quality and service worldwide Heil Farid, 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.

Additionally, Heil Farid continues to develop products with specific missions in mind. Investment in these product missions is continuing at pace. This will allow us to provide exactly what our customers want today and into the future, and at the same time improve market penetration in the UK and across Europe.

With this in mind, we are proud to be exhibiting the very latest PowerLink body mounted onto an environmentally friendly "Euro 6" Mercedes Econic.

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

To get a better understanding of how Heil and Farid 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.heilfarideu.com](http://www.heilfarideu.com)



### **ISS – Innovating Not Importing**

Innovative Safety Systems Ltd (ISS) is a one-stop vehicle safety and efficiency technology equipment provider encompassing design, manufacture, supply, maintenance and service. Products include reverse camera systems, vehicle CCTV, fuel saving devices, vehicle-tracking systems, LED lighting and warning beacons.

ISS' latest innovation - Cyclear™ is taking the market place by storm and is being installed on waste and recycling fleets across the country. A Cyclist Warning Display System, Cyclear took four years of research and development and is the first system of its kind to be designed specifically for HGV's. The system engages both cyclists and drivers, placing equal responsibility for the avoidance of accidents. It comprises two elements: an illuminated sign and speaker to alert cyclists that a vehicle is turning left; and an optional sequencing sensor, which alerts the driver when a cyclist is approaching. Proven to be an effective and reliable safety device that is user friendly and with a build quality that is superior to its competitors Cyclear is very popular with crews.

As well as fitting equipment to vehicles ISS assists customers in the retrieval of information and data for monitoring purposes. ISS' LANlink system enables operators to have recorded footage downloaded immediately by WiFi as vehicles return to depots. The system also sends an automatic daily health report for each camera and recording device alerting the operator about any faults immediately. Reliable, low maintenance and on-cost free LANlink is becoming widespread among vehicle operators.

ISS is looking forward to meeting visitors and demonstrating its products at the APSE Fleet Waste & Grounds Seminar, Aviemore.

For further information about ISS visit [www.iss-international.co.uk](http://www.iss-international.co.uk) or tel: 02476 442 699



**INTERPUMP HYDRAULICS UK LTD, - HYDROCAR UK**, is an established UK part of the global hydraulic component producer INTERPUMP HYDRAULICS (IPH). The Interpump Group is the world's largest manufacturer of power take offs and is a leading manufacturer of hydraulic pumps, control valves and other hydraulic components used by a wide OEM customer base.

Using the Hydrocar & Muncie PTO brands as a sound footing, IPH UK now offers the UK market a manufacturing outlet for components selected by major OEMs.

Thanks to the synergies between the many brands in the 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. Offering such components as hot shift, constant mesh, pneumatic, power take-offs, gear pumps, piston pumps, control valves, cab controls, split shafts and tanks.

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)

We would be delighted to take your call on 01384 292861 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**



# ISUZU

Isuzu Truck (UK) Ltd is a wholly-owned subsidiary of Isuzu Motors Ltd Japan supplying 4x2 commercial vehicles throughout England, Wales and Scotland at 3.5, 5.5, 6.5, 7.5, 11.00 and 12 tonnes GVW. The 3.5t products have the option of Euro 5b+ emission levels engines and means they don't require the AdBlue SCR additive. All other vehicles are at Euro VI levels utilising EGR as well as SCR technologies. ITUK has built a reputation for providing excellent customer service by providing a unique customer service programme known as Isuzu CARE. Isuzu's CARE programme is recognised as industry-leading and ITUK has won many awards for this innovation. With around 50 dealers nationwide ITUK provides vehicles that stand up to the job with service and back-up that's second to none. At 7.5 tonnes the Isuzu 'Urban' N75.150 offers more body/payload potential than any other vehicle in its class. At 3.5 tonnes the 'Grafter' range has a reputation for being almost virtually indestructible. Isuzu is renowned for building reliable and durable vehicles but nonetheless all Isuzu truck products come with a 3-year unlimited mileage warranty. With the support of specialist bodybuilders ITUK currently supplies vehicles to over 200 local authorities and is particularly proud that many of these are in Scotland.

Web Site: [www.isuzutruck.co.uk](http://www.isuzutruck.co.uk) Email: [info@isuzutruck.co.uk](mailto:info@isuzutruck.co.uk) Telephone: 01707 282930

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

Over the years Cuthbertsons have exhibited the full range of winter maintenance equipment, this year we step out the box with, not only a new product, but with a full new concept in winter maintenance equipment. Enter the MPB-6

Our take on the multi purpose body concept is to utilise 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-6 opens many avenues of use by its design. 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 back doors like a normal tipper or, if material needs to be output in controlled quantities, this can be done to either side of the vehicle. We have been in discussions with authorities up and down the country and they can envisage 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)**



## About Johnston Sweepers

### Generations of engineering innovation

**Founded in 1904, Johnston Sweepers is a world leading manufacturer of outdoor surface cleansing equipment. With the Head Office in Dorking, Surrey and over 200 distributors worldwide, Johnston Sweepers is 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.

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 (EMS), 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.

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

### Contact

For more information please contact

Johnston Sweepers Ltd, Curtis Road, Dorking, Surrey RH4 1XF

Phone: 01306 884722

Email: [enquiries@johnstonsweepers.com](mailto:enquiries@johnstonsweepers.com)

Web: [www.johnstonsweepers.co.uk](http://www.johnstonsweepers.co.uk)



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

Kia ended 2014 in the UK new car market with yet another record performance - delivering 77,525 cars to customers during the year. So to maintain our momentum our dealer network have been busy

investing in better facilities and services for our customers.

Recently we have had major enhancements to our core Picanto and Rio ranges plus an update of Venga. Later in the year we will see exciting developments in the Cee'd range and an all-new Optima, so we are confident that our growth will continue.

The Soul EV, Kia's first 100% electric vehicle in the UK market has made fantastic positive press since its launch at the end of 2014 and has started to appear on fleets up and down the country. With industry leading range and warranty, this is certainly a car worth considering for your greener fleet. Kia's 2014 total sales of 77,525 was up 7.54 per cent on the 2013 total of 72,090. The retail sales total of 41,545 was up by more than 10% over 2013 and our performance in the fleet sector was also up - with 35,980 vehicles sold - an increase of 4.5% 2013.

Please come and see us on the Kia external stand. 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.

Kia Fleet Scotland contact is Lorraine Mitchell.

Mobile: 07887 453 708 E-Mail: [lmitchell@kia.co.uk](mailto:lmitchell@kia.co.uk)

## LOGAN *inglis* Ltd



### **Logan Inglis: Bespoke Vehicle Engineering.**

Logan Inglis is virtually unique in terms of its capabilities with regard to delivering purpose-specific, custom designed and individually built commercial vehicle solutions. Logan Inglis have got a range of standard mounting bodies, ranging from 3.5 to 32 Tonne, which they can supply to their customers, but even these "standard" bodies will often be specifically tailored to suit a customer's particular requirements. 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 work-load.

On top of their core vehicle engineering skills however, Logan Inglis also offers a huge range of other options. Through their commercial relationship with HIAB, they provide both the HIAB range of truck mounted cranes and the MULTILIFT products: Hooklifts and Skiploaders.

HIAB of course needs little introduction. The HIAB product portfolio provides the right solution for moving, hoisting, loading and unloading products, equipment or raw materials – efficiently and safely. The product line contains a complete offering for loading and delivering goods: demountables, forestry and recycling cranes, loader cranes, tail lifts, and truck-mounted forklifts. Logan Inglis offer customers optimum load handling solutions tailored to match their specific loading and materials handling needs.

The HIAB MULTILIFT product range has become a global leader thanks to their excellent reliability and productivity. The core idea behind demountables is of course that one truck can perform different tasks by using different body and container types. Thanks to the wide selection of features and options, the MULTILIFT products, combined with Logan Inglis' engineering expertise, truly allows their products to meet the customers' application and operating environment needs.

One of the key issues with running any commercial vehicle these days is making sure that the operator doesn't fall foul of VOSA (Or indeed the DVSA, from April 1st.) and the OCRS system, particularly with regard to vehicle loading. Any vehicle can be subject to inadvertent overloading, but a tipper or flatbed with its own loading system, such as a HIAB rear-mounted crane, is particularly susceptible to potential overloading issues. That is why Logan Inglis now install VWS vehicle weighing systems on a high percentage of their new deliveries. General Sales Manager Robert Graham explains, "We try to provide a complete one-stop-shop solution to our customers, an approach which has seen



us growing very dramatically over the past few years. Many of our customers are worried about the dangers, and expense, of being caught with an overloaded vehicle and so, many of them are specifying that a weight monitoring system should be installed as part of the build process. It is pretty well standard on the vehicles we build for our many municipal customers for example."

With regard to municipal operations, Logan Inglis also supply the Garwood range of refuse collection vehicles (RCVs) with a complete range of bin lifts and accessories, and, more particularly, can provide completely unique, highly specialised bodies to deliver some of the very specific waste and materials handling demands that are arising from the drive towards higher rates of recycling and lower operational costs within municipal and general service fleets.

Robert Graham continues. "There are three things which are driving the market at the moment. Operational efficiency, green issues, and compliance. We work very closely with our customers to make sure that the equipment we deliver to them are the optimum specification to meet all their requirements. We also offer elevated platforms, tail-lifts, specialised lighting requirements and almost anything our customers might require. The key thing is though that we understand just how important our products are to our customers, and we are absolutely committed to supporting them 24/7; here at our depot, at the customers' premises or in the field. We pledge to provide not just top quality products, but the necessary 'after-care' to guarantee their effectiveness."

**Whole Vehicle Homologation** is on everyone's lips these day's with many not knowing just when **IVA** applications will stabilize and at what time frame. Never short on recognizing an opportunity, Logan Inglis in conjunction with HIAB / MULTILIFT parent **CARGOTEC**, have an on going **EWVTA** (European Whole Vehicle Type Approval) program for their complete range of products. This program removes the requirement for Logan Inglis to take vehicles off-site for test, offering greater control and independence over the **IVA** program.



Now more than ever the public sector needs Masternaut, as we understand the daily challenges that companies face - the need to improve efficiencies and reduce costs are pivotal in improving overall operations.

As Europe's largest telematics solutions provider our modular fleet solutions can help unlock the potential. Our SaaS-based Mobile Resource Management (MRM) application suite provides businesses of all sizes with solutions to help them achieve greater operational efficiencies through; a lowering of vehicle fuel consumption, effective tracking of assets, productivity increases in workforce, reduced vehicle wear and tear, improved management of driver behaviour, and a reduction in CO2 emissions that enables customers and partners to achieve greater operational efficiencies and cost savings.

With our extensive knowledge of the public sector, we have developed solutions specifically to help optimise fleet performance and the service delivery process by automating the management of assets and mobile workers in the field. Masternaut uses 24 hour live location data for advanced tracking of vehicles, personnel and assets; improving fleet management, safeguarding lone workers and protecting vulnerable assets.

Through combined technologies, Masternaut provides multiple business benefits to enable more efficient scheduling of field-based staff, improved response times to customers, control risk and compliance through real-time business optimisation and a reduction in costs by minimising journey distances and fuel consumption.

Masternaut is Europe's largest provider of telematics solutions. With more than 10,000 customers, in 32 countries, Masternaut has multiple offices and partners throughout Europe, North America, South America and Asia. Visit **[www.masternaut.com](http://www.masternaut.com)** for further information.



Mellor is one of the industry's oldest established and leading accessible coach builders, a business that has consistently inspired the loyalty of customers across the UK for over 45 years.

Rochdale-based Mellor Coachcraft employs 70 staff, building in excess of 180 vehicles a year. It's focused on meeting exacting requirements needs of the local authority and CTA market. Mellor is ISO 9001: 2008 accredited, ensuring the highest standard of construction and is happy to carryout repairs and refurbishment work to vehicles of any age.

Customer service is paramount to Mellor and the dedicated after sales team aim to arrange dispatch of spare parts to customers within 24 hours of ordering to limit vehicle down-time.

Each Mellor vehicle is custom built to suit customer's individual requirements. Innovative design and engineering has enabled Mellor Coachcraft to achieve full Vehicle Type Approval on all its range, including the Fiat Low Floor Accessible Community bus and the 16 seat Mercedes Benz Sprinter.

The most recent additions to the Mellor family are the Tucana and Orion range, all of which offer a completely flat floor with a wide range of seating and internal layouts. The Orion Lite offers greater operational flexibility with a GVW of just 4250Kg therefore eliminating driving licence restrictions and associated costs.

With the addition of these vehicles to the product range, Mellor amply demonstrates the company's specialist expertise in the manufacture of truly accessible vehicles and their commitment to the growth of the company.

Mellor products are built and finished to the most exacting standards by a company that is the acknowledged market leader in the supply of accessible vehicles with the best whole-of-life costs in the industry. Mellor is an excellent choice for discerning local authorities and other user groups across the country.



**Mercedes-Benz**  
Trucks you can trust

Mercedes-Benz – 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.

**Emergency Brake Assist & Lane Departure Warning are now Standard on Econic for added safety.**

The Arocs is tackling over the heavy duty winter work from Axor and Actros proving efficient and dependable and offers an excellent choice for other applications including hook loaders from 18t to 32t rigids.

We will be exhibiting the Arocs 1824A 4x4 complete with Econ bodywork.

EuroVI Unimog will feature prominently at Aviemore. "go anywhere" 4x4 ability combined with new engines and features shared with other Mercedes trucks. Two vehicles will be displayed, one equipped for winter maintenance and the second with grass cutting equipment and a crash cushion. Illustrating the flexibility of Unimog.

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 sub 65min 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.



Mitchell Powersystems specialise in the comprehensive parts supply and product support for automatic transmissions, diesel engines and driveline products for the waste and refuse industry.

Celebrating their centenary year, Allison Transmission has been supported for 60 of those years by Mitchells, as the sole UK distributor. In addition, Mitchell's portfolio of products also consists of Parker Chelsea PTO, Volvo Penta, JCB, FPT, Dana Spicer, MTU/Detroit Diesel and Funk. 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 a vast Genuine Parts Facility, our highly 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 Service Centres across the UK, we ensure our customers receive first class quality Product Support and Aftersales Service, wherever and whenever it is needed.

An ISO 9001:2008 Quality and ISO 14001:2004 Environmental Accredited Company, we pride ourselves in offering optimum levels of support for new product sales, parts and service support.

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





MTH Autoservices Ltd are the distributor for all Groeneveld products in Scotland and North of England.

This year MTH and Groeneveld, whom are a global manufacturer of Automatic greasing systems and transport efficiency products, have teamed up. By doing so, this will highlight the benefits of the products and cost savings on road vehicles and construction equipment.

Groeneveld are manufacturers of Automatic Greasing Systems, Oilmaster, Levelmaster, Greensight and Speedlimiters. Operating from 35 countries worldwide, they are OEM to all vehicle, trailer, bus, construction and port equipment manufacturers.

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

Groeneveld will be showing the advantages of their Original Equipment systems : Single Line, Twin, Oilmaster and Greensight which is fitted by leading manufacturers worldwide and the UK.

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.

MTH are at the forefront in promoting the latest technology, which includes the new Groeneveld Eco Plus Greasing system.

Please visit our stand where we are demonstrating the advantages of LED Lighting, Oilmaster, Single Line, Greensight and Eco Plus, which helps achieve a lower carbon footprint.

MTH - 01324 633676 / 07768 652211  
Groeneveld - 01509 600033 / 07500 090759

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

YOUR EFFICIENCY IS OUR CHALLENGE



**The benefits of flexible hire from Northgate**

**We know your vehicles are mission critical. For you to deliver your service and keep promises to your customers.**

**Northgate Vehicle Hire make it our mission to ensure your fleet never lets you down.**

### **We get vehicles to you quicker**

With a growing network of 75 branches around the UK and more than 55,000 vehicles from the UK's leading manufacturers means we can get you vehicles quicker than any other LCV supplier.

If you are based within 25 miles of a Northgate Vehicle Hire branch we can guarantee you a vehicle from our core fleet in as little as 4 hours.

### **We keep you on the road longer**

Don't worry about downtime. Our partnership with the AA means that in the unlikely event of a breakdown, we attend within 45 minutes and fix 82% by the roadside.

With all breakdowns we aim to get you back on the road within 2 ½ hours and we guarantee we will never leave you stranded.

### **We are specialists in light commercial vehicle supply and management**

With over 30 years' supplying and managing light commercial vehicles, our experience has driven us to set the benchmark for vehicle rental quality in the UK.

The average age of our LCV fleet is only 22 months and our 'Rentable Standards' are unique and more extensive than even the main industry bodies recommend.

Contact your local New Business Manager to find out more.



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.

Key features of our products include lightweight construction improving fuel efficiency, bonded glazing enhancing structural strength, detachable panels for ease of maintenance, narrow width vehicles providing greater vehicle stability / maneuverability and front glazing design that provides excellent driver visibility.

Nu-Track takes great pride in personally dealing with customers, from initial enquiry stage, to assisting with key decisions, build progress updates and finally delivering a completed vehicle, fit for purpose. Nu-Track consider it important that, a vehicle, once completed, remains in service, therefore we strive to offer a prompt after sales service, which ensures the vehicle is "on the road" when required.

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.

In November 2012 the Company was acquired by Jeff Wright who owns 100% of the share capital of Wrightbus Limited, which is one of the largest bus designers and manufacturers in Europe. Wrightbus supplies vehicles to major transport conglomerates in the UK, such as First Group, Arriva and Go-Ahead, and having designed and developed the bus, was recently awarded the prestigious contract to supply 600 new route master vehicles to Transport for London.

For more information about Nu-Track, visit our stand today, telephone 028 94 469550 or email [enquiries@nu-track.co.uk](mailto:enquiries@nu-track.co.uk) we look forward to receiving your enquiries.



The leading UK vehicle converters, O&H Vehicle Conversions, will be exhibiting their Mobile Welfare Unit and the CM Mission, 16 seater low floor Minibus, at this year's APSE.

#### **Mobile Welfare Vehicles - Efficient, robust and versatile**

The O&H Welfare vehicle is perfectly designed to provide welfare facilities for your transient workforce based even in the most isolated areas. The 8 seater (7 passengers and 1 driver) welfare conversion features ABS Moulded Saloon Panels and a non-slip fully seated durable rear compartment. This area is ideal for heavy-duty use and can be jet-washed clean if necessary. Your crew can benefit from the conversions toilet, washing and canteen facilities which include a 2.5 litre water boiler, hot and cold running water, wrist to elbow sink, microwave, 15L compressor driven travelbox fridge, first aid kit, hand gel dispensers and a fully functioning environmentally friendly toilet which collects and disposes of all waste hygienically.

#### **Lightweight Minibus - Compact, economical and highly sustainable**

The wheelchair accessible minibus is ideally suited for passenger transport. Its lightweight composite sandwich monocoque body is shock resistant, fire resistant, 100% corrosion free and lighter than traditional materials. The body material requires no maintenance, other than regular cleaning and if damaged it is easier to repair than traditional materials. The body material can be recycled and re-used for various industrial applications.

For more information please contact Lorna Fleck on 07913 434045, email [lfleck@oh-vehicleconversions.co.uk](mailto:lfleck@oh-vehicleconversions.co.uk) or visit [www.oh-vehicleconversions.co.uk](http://www.oh-vehicleconversions.co.uk)



Penny Hydraulics is a UK manufacturer of award winning vehicle mounted lifting equipment. The PH Crane range has recently been introduced to meet the needs of the 3 ½ to 7 ½ tonne UK commercial vehicle market. The fully hydraulic range offers over 470 lightweight, user-friendly and innovative models between 0,5 and 5 tm lifting capacity with boom reaches up to 6.83 metres.

Other products include the SwingLift range of cranes, starting with capacities of 100kg and bespoke boom lengths to suit small car-derived vans up to models with over four metres boom reach and capacities of over 2000kg.



Penny Hydraulics also manufacture GridLifts designed for installation on highways maintenance vehicles such as gully tankers, to lift heavy covers for efficient gully cleaning and loading platforms with capacities up to 250kg which are used by local authorities across Europe.

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



Peugeot has a reinvigorated range of high quality products and services that provide and combine a refined design with great attention to detail and a unique driving experience, delivering the satisfaction and emotion identifiable with every Peugeot product.

The Peugeot model range includes the hugely versatile 2008 urban Crossover and the multi-award winning New 308, available in Hatchback and SW estate body styles. New 308 offers a dynamic driving experience, excellent fuel economy and exceptionally low CO<sub>2</sub> emissions starting from just 82g/km. The 308 SW adds class-leading practicality to the mix with CO<sub>2</sub> starting from 85g/km. For city car practicality the New 108 is hard to beat, with CO<sub>2</sub> from just 95g/km. Available in 3 or 5-door versions and even a cabrio TOP! 3-door.

This year sees the launch of both New 208 and the New Partner van. Partner Electric combines the best-selling van's great features with an electric drive train to minimise your company's carbon footprint, while bringing impressive cost savings and practicality. This van can do 106 miles on full charge, with a top speed of 68 mph. Unlike its competitors the battery price is included and the vehicle features a rapid charge capability. And that all-important load volume is up to 3.3m<sup>3</sup> with a load length of 1.8m, providing a payload of up to 636kg. The New Partner Electric really is the new benchmark for electric vans.

For more information on the Peugeot range call our Fleet team on 0800 9548781 or visit [www.business.peugeot.co.uk](http://www.business.peugeot.co.uk)



Phoenix Seating is delighted to again be exhibiting at the APSE fleet seminar this year.

Phoenix has seen incredible growth over the last twelve months which has only strengthened their recognised position leading the way in design and innovation in the UK passenger seating market.

This year Phoenix will have their demonstration vehicle on display in which they will be showing some of the most popular seats for people to see and try.

So come and visit Sue and Sara on their vehicle outside at which will hopefully be another successful exhibition.



For over 25 years, Q'Straint has remained focused on one mission: To develop the most innovative solutions that advance the safety and effectiveness of wheelchair passenger travel. 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 2015 exhibition, Q'Straint 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'Straint'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'Straint Double Inertia Occupant Belt takes comfort and protection to a whole new level.

Please visit [QStraint.com](http://QStraint.com) for more information.



### **Seating Innovations driven by Engineering Excellence**

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 it to introduce a series of innovative and original products.

Their current range includes the CT Lite and CT Ultralite, both lightweight, compact seats with a

stylish grabrest incorporated. The increasingly popular CT Space now offers greater flexibility for accessible vehicles and allows wheelchair access without the need to remove seats. All CT range seats are suitable for M2/M3 category vehicles.

The Winga and Plica seats offer tip and fold solutions for both minibuses and smaller WAV models and are suitable for M1 category vehicles.

Rescroft's Technical Department is well respected and they are the only UK manufacturer to have a VCA accredited seat belt anchorage test rig capable of testing seats and vehicles to the European standards.

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)**



APSE 2015 will be one of the first opportunities for customers' anywhere in the world to view Scarab's brand new products; the M25H and M65T along with the current Azura MC200 compact.

Having evolved many times over the past 30 years, the Minor M25H has now been completely redesigned and restyled. The spacious new cab has a more ergonomic layout and is significantly quieter, while the totally new chassis has improved ride and turning circle. All these improvements, along with longer servicing intervals and better fuel economy add up to a significant improvement over the out going model, regarded by many as the 'best small sweeper in the world'.

At the other end of the scale is the M65T, succeeding our biggest selling model, the M6 in the UK and European markets. Still offering extraordinary value to customers' seeking a robust high performance vehicle without excessive complexity, our latest version expands on that by extending service intervals, better performance and economy and all without the need for adblue too!

On the winter side we will be showing a range of our Epoke towed spreaders, With the current budget restraints and the new legislation on tractors there has never been a better time to consider utilising these existing assets to bolster your winter service provision.

So, for an insight into what's best in the world of sweeping and gritting, visit us and get genuine advice and information on our comprehensive range, be it for spring, summer, autumn or winter.



Sentinel Systems Ltd, one of the leading companies in commercial vehicle safety and camera solutions, is expanding its services in Scotland and has appointed an experienced Sales Manager to



exclusively support the Scottish market.

The Cirencester-based company has appointed Marshall Fleming as Sales Manager for Scotland and the North East in response to the increase in demand for vehicle and pedestrian protection in the north of the UK. Marshall will be responsible for all company sales and service activity within the area and will be permanently based in the region to ensure that all customer activity is prioritised, thus delivering a high level of customer care.

David Paulson, Managing Director of Sentinel said, "We are very pleased to have Marshall join our company as he brings with him over 30 years' experience working in sectors such as vehicle and RCV manufacturing and sales and service to both municipal and private sector customers.

Commenting on his new position, Marshall Fleming said "I am excited to be joining a market leading company like Sentinel. Their safety and innovative camera products are of a high standard in both quality and reliability, backed up with a first class service and installation team and I look forward to being part of a team that develops and produces equipment that can save people's lives."

Contact Marshall Fleming on 07852 545842 or by emailing [marshall@reversewithsafety.com](mailto:marshall@reversewithsafety.com)



### **Shaunsoft Ltd – CTX Transport Management Software**

Shaunsoft will have the latest version of their transport management software CTX on show at this year's APSE Aviemore event. CTX is used by a wide range of transport providers, including local authorities and community transport projects to organise and plan community, education and social services transport.

Whether you use your own fleet or contract your runs out to external operators, CTX enables you to manage the whole process within one application.

Manage education transport through the whole process, use CTX to validate pupil entitlement, generate travel passes for mainstream transport or micro manage ASN\SEN runs. Use CTX to monitor your contracts, validate invoices and produce your key reports on every aspect of your transport operations.

Monitor the day to day management of your operators, drivers and passenger assistants (theirs and yours) and of course your service users, passengers, organisations and pupils.

It's not possible to describe CTX in detail in a few paragraphs. If you're attending the event then please come along to our stand for a quick run through or arrange for us to give you a full demonstration at your offices.

Email: [shaun@shaunsoft.com](mailto:shaun@shaunsoft.com) Telephone: 01768 779988 Web: [www.shaunsoft.com](http://www.shaunsoft.com)



## **Remarketing Excellence for Vehicles & Plant**

Excellence and innovation are at the heart of the SMA Vehicle Remarketing approach to facilitating vehicle and plant remarketing. We are here to help our customers.

Our unique portfolio of products and services has been developed around the needs of our buyer and vendor customers. It is an approach that is led from the very top. The business may have grown, but the value of face-to-face feedback remains core to our approach. Customers are very likely to meet a member of our senior leadership team at one of the many auctions we run each month, seeking their views and ideas on improvements that could be made.

SMA offers a UK wide network of auction centres and an industry leading digital remarketing service. Additional support goes beyond simple remarketing to include fleet manager support and a full vehicle preparation and remedial repair service. There is a real business-wide pride across the company in being able to provide a total customer support package.

In addition to industry leading expertise on the remarketing of cars and LCVs, we have in-depth resources focused upon the remarketing of the full range of commercial vehicles, plant and machinery. It is expertise that customers rely upon to optimise sales value and conversion levels. From preparation to worldwide marketing, from secure storage to transportation, at SMA we can provide a totally tailored solution.

For help and information call Gary Bryden on 07801 383806 or email at [gary.bryden@smag.co.uk](mailto:gary.bryden@smag.co.uk).

We are always delighted to help.

[www.sma-group.co.uk](http://www.sma-group.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 world's No.1 commercial vehicle lift specialists, have a range of lifts to meet all your workshop requirements.

The lifts are all hydraulic in operation and offer excellent price to performance ratio, all our lifts are manufactured to meet the highest safety standards enabling them to be sold all over the world.

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

Telephone 01604 662049 Fax 01604 662014 Email [lifts@stertiluk.com](mailto:lifts@stertiluk.com) Web [www.stertiluk.com](http://www.stertiluk.com)



TBC Conversions is one of the market leading conversion companies operating across the UK and ROI, specialising in wheelchair accessible vehicles and minibus conversions. The company has been operating since 2005 and has established 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 the specialist conversion market with bespoke vehicles.

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

TBC Conversions has an expansive customer base within both the Public and Private sectors, including Community Transport Groups, Local Authorities, Education Boards and Health Trusts, Fire and Rescue Service and Utility Companies. This strong customer base has been established and maintained through our commitment to customers with excellent working relations from point of order to vehicle delivery, meeting with the needs of the customer and our high standard of after sales care.

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

For further information, please visit our stand at this event; I look forward to meeting you.

Contact: Joanne Campbell

Mobile: 07766 417676

Email: [joanne@tbc-conversions.co.uk](mailto:joanne@tbc-conversions.co.uk)



### **Tennant - Changing How the World Cleans**

Tennant Company is a recognized leader in designing, manufacturing and marketing solutions that help create a cleaner, safer, healthier world. With a vision to become a global leader in chemical-free cleaning and other technologies, Tennant creates innovative solutions that are changing the way the world cleans.

Tennant Company is a recognized leader of revolutionary cleaning equipment and technologies. Focused on cleaning more of our customer's spaces more effectively, we are passionate about developing innovative and sustainable solutions to help our customers address their indoor and outdoor cleaning challenges. Our suite of water-based cleaning technologies is redefining the way the world cleans. We're also setting the benchmark for sustainable outdoor cleaning by creating products that help to eliminate emissions and reduce noise pollution.

Tennant products include equipment used to maintain indoor and outdoor surfaces, as well as TennantTrue® financing solutions, equipment parts, service, and maintenance to help ensure superior cleaning performance from your Tennant machines. Products are marketed under the Tennant®, Nobles®, Green Machines®, Orbio® and Alfa brands.

### **Green Machines®**

Joining Tennant Company in 2008, the Green Machines brand of outdoor sweepers reflects the pride you take in your city or public space, allowing your patrons, guests, and citizens to simply relax and enjoy the outdoors.

### **Tennant®**

The Tennant product brand helps you be a leader in creating healthy, safe and attractive environments for the people and places in your care.



*Manufacturer of environmental equipment*

Terberg Matec UK Ltd. manufacture and supply safe, robust and innovative eco-technology to meet the changing requirements of today's waste and recycling markets.

We offer superb bin lifts, weighing and RFID, collection bodies for dry recyclables and food waste, compact sweepers and telescopic handlers, all of which are manufactured to the highest standards using advanced technology and components in factories across Europe.

We pride ourselves on what we believe to be one of the best service and after-sales offerings with unsurpassed coverage in the UK.

Rigorous testing, careful design and world class manufacturing techniques ensure that our products are of a consistent high quality. Terberg Matec has established divisional operations in the UK,



Belgium, France, the Netherlands and Poland together with an extensive and growing network of distributors worldwide.

Terberg Matec is the environmental division of the global Terberg Group, a family owned group which today employs over 1000 people worldwide.

Throughout our growth we have retained the characteristics of what is still very much a family business for over 140 years over which we have continued to invest heavily in research and development, in understanding customer requirements and in recruiting the right people to keep Terberg Matec (and the Terberg Group) at the leading edge of our markets.

Terberg Matec UK Ltd. was established in 1990 and we have since become firmly established as a leading supplier of equipment and solutions throughout the UK supplying local authorities, private contractors and leasing organisations.



### **MAKING CUSTOMERS SMILE SINCE 1991**

We are the best kept secret in the Van, Truck and Trailer Rental 'T.O.M Vehicle Rental', and over the last 25 years we have grown from a MOT Station to become the nationwide "COMMERCIAL ONE STOP SHOP".

We currently run a fleet of over 9,000 commercial vehicles within our expanding depot network. We also look after some of the UK's largest fleets managing over 12,000 vehicles throughout the UK and are dealing with 5 times more customers today than we were 4 years ago.

At T.O.M. we believe great vehicles and great service are great for business and we are committed to delivering excellent service and raising the standard. By continuing to invest in our infrastructure allows us to make sure that our team are fully equipped to satisfy all your needs.

At T.O.M. we do it all. We build our own commercial vehicle bodies, we kit our commercial vehicles and livery vehicles all to your exact specifications in house.

With 3 Mercedes-Benz Truck and Van Dealerships and 3 Citroen Car and Van dealerships our growth and performance hasn't gone unnoticed as early this year we were voted in the London Stock Exchange list for one of the 'Top 1,000 Companies to inspire Britain' for the second year running.

We are continuing to make it happen nationwide so for all your commercial vehicle needs come speak to T.O.M.

Flexible Rental | Contract Hire | Daily Rental | Trucks | Trailers | 4x4s | Cars | Specialists

01236 749 889

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



**BUS LTD.**  
INNOVATION BY DESIGN

Treka Bus will be exhibiting at APSE this year.

An example of the iconic Treka T16 wheelchair accessible minibus built for Dawson Rentals will be on showing the bus area on stand 63. This vehicle will include the latest design saloon interior produced at the company's all new fibreglass factory, the all new saloon heater warning system and the latest easy to use passenger lift handles from PLS. safety is a major feature of these vehicles and they will be fitted with the Treka Safe camera and sensor system and Treka's unique portable door safe.

The vehicle has been built on the Mercedes Sprinter platform complete with the 7 speed automatic transmission, and come with the Treka Bus industry leading 7 year warranty.

Following the acquisition of a new factory dedicated to the manufacture of fibreglass, and a complete overhaul of the production processes at the main bus assembly facility production has increased to 6 of these iconic vehicles every week.

In a further drive to improve the safety of passengers, pedestrians and cyclists, Treka Bus will fit a free of charge side view camera to all vehicles delivered in 2015 when a reverse camera is ordered.



Triscan Systems is synonymous with excellence in Fuel Management & our expertise can be traced back to 1984. Using our own patented technology, our innovative approach ensures that we continually deliver the very best fuelling solutions for our customers.

Meeting customers needs means more than simply supplying the equipment, so we work closely with our fuel management industry partners to ensure that we are constantly up-to-date with changes to regulations and industry needs.

We have a proven track record for helping fleet managers control and even reduce their fuel costs. Our Source to Exhaust™ range offers the complete solution to onsite fuel management. Whether you are looking for a fuel management system, bunded fuel tank, fuel pumps, web-based software, electronic tank gauging or comprehensive support, you can rest assured that Triscan Systems can deliver.

Recently Triscan Systems acquired the respected Datatrack Fuel Systems that held a strong position in the market place for over 20 years, particularly within the rail industry, this has allowed us to expand our already extensive product range and form The Triscan Group.

The Triscan Group stands apart from others, due to the unparalleled support services that we are able to provide. Our experienced service centre staff are just a phone call away 7 days a week, from 6am to 10pm.

For more information or a free health check of your existing equipment, then please contact us today on 0845 225 3100 or visit our website [www.thetriscangroup.com](http://www.thetriscangroup.com).



**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 Safety Systems is the leading name in wheelchair restraint and occupant safety solutions. Unwin continue to introduce, innovate, design and engineer systems whilst being at the forefront of international safety standards.

Unwin are now able to offer convertors a complete new package for your accessible transportation needs.

New products and services and a new look mark Unwin's integration within the same corporate group as Sweden's Autoadapt and the US-based BraunAbility and Bruno Independent Living Aids. Unwin's complete range of safe and reliable products for wheelchair accessible vehicles now includes:

- BraunAbility wheelchair lifts
- FEAL ramps
- Revar doors
- Unwin's wheelchair tie-down and occupant restraint systems
- Innotrax flooring
- Seat fixtures
- Plus a new 24/7 breakdown-repairs service for BraunAbility lifts (Freephone 0800 054 2045).

BraunAbility lifts now being supplied direct by Unwin include the stacking platforms Vista and Vista Split for professional use and the Century XT series for consumer use. All of BraunAbility's lifts meant for public use are fully automatic and are operated by an attendant using the standard handheld control.

Tailboard ramps manufactured by FEAL in Sweden are the best quality on the market, with unique features including a surface treatment that provides excellent grip. Its cat's-tongue design makes loading and unloading simple and safe.

But this year will be the first time that Unwin Safety Systems is exhibiting its new complete range of

lifts, ramps, doors, restraint systems, floors and seat fixtures. So there's also a newly-tweaked Unwin logo, reflecting a new era of worldwide safe mobility solutions.



With the increasing demand from fleet operators to reduce their vehicles' carbon footprint – and operating costs – Vauxhall has invested heavily in cutting emissions and improving fuel economy. Examples include British-built New Vivaro, recently awarded 'Medium Van of the Year' by WhatVan? magazine. It offers both short and long-wheelbase versions and GVWs of 2700 and 2900kg. With engines up to 140PS available – the ecoFLEX variants can return an incredible 47.9mpg (combined) with CO2 emissions from just 155g/km. Since its launch back in mid-2014, New Vivaro has gone from strength to strength meaning Vauxhall has recently introduced a second shift at its Luton production facility, recruiting 250 additional staff.

For lighter duties, there's the car-derived New Corsavan which features a revitalised exterior design, high-class interior and an enhanced chassis. With a class-leading payload of 571kg the new van is, in every respect, an impressive replacement for its award-winning predecessor and also includes advanced new infotainment, comfort and convenience features. It is also equipped with an impressive array of Euro 6 compliant engines, offering economy up to 83.1mpg and CO2 emissions as low as 90g/km.

Also on show will be Combo Crew Van. Combo boasts payloads of up to 1 tonne, has amongst the biggest loadspace areas in its class and can deliver up to 58.9mpg with CO2 as low as just 126g/km. A choice of both petrol and diesel engines is complimented by a choice of wheelbases and roof lengths.

For more information email [vauxhallfleet@vauxhall.co.uk](mailto:vauxhallfleet@vauxhall.co.uk) or call 0870 010 0651 today.



Versalift®, the world's largest manufacturer of van and truck mounted platforms, and the first choice of UK local authorities, major contractors, utilities and leading telecom companies.

We provide an extensive range of van and truck mounted products that solve many operational challenges. From compact, simple to use platforms on light vehicles to fully insulated off-road machines with material handling capacity, Versalift® can provide the right machines for all applications and budgets. Fully compliant with EC Whole Vehicle Type Approval and with a comprehensive list of optional extras available, our vehicles are built with the complete solution in mind. We can even build bespoke units to your requirements!

With over £2m worth of parts stockholding available, our aim is to get you back operational quickly, with next day delivery service available to most UK mainland addresses. Our team of field based Versalift® trained service engineers, managed from our call centre in Kettering, **aims** to deliver a prompt and effective repair / inspection service.



Versalift® **understands** 'time is money', and **believes** your productivity is a measure of the success of our products.



Vision Techniques have been delivering vehicle safety solutions for over 25 years, providing customers with vehicle safety and security innovation alongside superb customer service and a dedicated installation team.

This year we're demonstrating two brand new systems to reduce the risk of accidents and unnecessary incidents.

'VT BrakeSafe' will prevent vehicle roll-away by automatically applying the brake if a driver leaves a vehicle without applying it, introducing an automatic safety function that can save lives and prevent vehicle damage.

'VT TurnAware' is the latest cyclist safety product to join our best-selling 'VT TurnSafe' range. This camera and monitor system uses a form of video analytics that detects light, movement and speed to recognise approaching hazards and warn the driver of their presence.

**If you'd like to know more please contact VISION TECHNIQUES on 01254 679717, email us on [info@vision-techniques.com](mailto:info@vision-techniques.com) or visit our website at [www.vision-techniques.com](http://www.vision-techniques.com)**



## Volkswagen Van Centre Edinburgh

Volkswagen Van Centre (Edinburgh) is a well established agent for Volkswagen Commercial Vehicles and is part of The John Clark Group Motor Group of car and commercial vehicle dealerships located in Edinburgh, Fife, Dundee and Aberdeen.

The Group has franchises for Volkswagen passenger cars & commercial vehicles, Nissan passenger cars & commercial vehicles. Land Rover, Jaguar, Audi, BMW, Mini, SEAT and, Skoda.

All our commercial vehicles dealerships have the facility to provide full aftersales backup along with service, parts, MOT and car & van rental.

In addition to this John Clark Leasing is able to offer a tailored finance proposal.

Volkswagen Van Centre (Edinburgh) is an accredited supplier under the Scotland Excel framework which specialises in fleet and municipal business and has a dedicated and experienced team to provide a solution to the transport requirements of Scottish Local Authorities and other large fleet operators.



**The best of everything - the Volvo V40 D4 offers power, economy and safety, making it the perfect choice for company car drivers.**

The Volvo V40 D4 R-Design ends compromise. Combining performance - 190hp with class-leading fuel economy- 74.3combined mpg and low emissions - 99g/km CO2. Topped off with state-of-the-art technology, and an endorsement from Euro NCAP as the safest car ever tested.

There's more than a little Scandinavian charisma about the V40. Everything is exactly where you want it, from the illuminated gear lever to the heater controls. And minimising distractions for the driver, it's possible to control most features without taking your hands off the steering wheel, or your eyes away from the road.

Take Blind Spot Information System (BLIS) as an example of safety credentials, providing a visual warning when a car enters your blind spot, to delay overtaking until clear. Adaptive cruise control maintains a constant distance from the car in front, making long stretches of motorway driving much less tiring for the driver, enhancing the safety of all road users.

City Safety technology helps drivers avoid taking unnecessary risks, preventing collisions in busy traffic, & by also detecting obstacles that lie ahead, warning the driver accordingly. And if it doesn't look as if you're going to stop, City Safety brings the car to a halt.

**Arriving in 2015 All- New Volvo XC90 with T8 Twin Engine hybrid from 59g/km CO2 for 400hp. Find out more at [www.volvocars.co.uk](http://www.volvocars.co.uk) or call the Volvo Car Business Centre on 0345 600 4027.**



Volvo Truck and Bus Centre North & Scotland have twelve dealerships, located in: Aberdeen, Ayr, Blyth, Carlisle, Edinburgh, Glasgow East, Glasgow West, Inverness, Lancaster, Perth, Teesside and Washington. 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**

24 hour, 7 day operation - 365 days per year

- Volvo qualified Technicians & state of the art facilities
- On-site MOT preparation
- 6 DVSA Authorised AFT Lanes across the region in 2015
- 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)  
Phone: 01274771177

Email: [obw.uk@vpgsensors.com](mailto:obw.uk@vpgsensors.com)  
Fax: 01274781178



Do you want a telematics system that saves you money, makes your fleet more efficient; both in time and on fuel, and that can be controlled simply and easily, even from your smart phone?

Sounds good doesn't it? Well, we at Vtec Solutions are the leading provider of the UK's award winning telematics system, brought to you by Tom Tom Telematics.

The system, known as WORKSmart offers a fully integrated and efficient fleet management solution. This smart system drives major savings across all areas of your fleet operation. This is a state of the art, real time solution that is easy to use, with smart reporting technology that allows you to easily demonstrate time and cost savings from day one.

TomTom Telematics are the market leaders in Europe, and with over 450,000 vehicles fitted, we have an abundance of case studies to demonstrate just how much this system can change the way you operate.


So don't fall behind, get ahead and start thinking of how you'll spend that extra budget you've saved on another area!

[www.vtecsolutions.co.uk](http://www.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 1 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 Sevinging, 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) or 0843 357 2843





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 Tankers will be using this year's show to exhibit a new Medium Volume Combination Tank on a 18 tonne GVW DAF chassis.

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)



Wilsons 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

Wilsons Auctions is once again very proud to be associated with the APSE Organisation and is delighted to be attending the APSE Scotland Fleet, Waste and Ground Services Seminar 2015.

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

Wilsons Auctions conduct auctions of Industrial Plant, Construction Machinery, Agricultural Equipment, Ground Maintenance Equipment, Cars, Light Commercial, HGV's and Property. We hold around 76 Car and Commercial Vehicle auctions a month, 7 Large Plant and Machinery auctions a month and 18 Property auctions per year throughout the UK and Ireland.

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'

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.

For further information please contact Bob Chambers 07833-776677 [bobchambers@wilsonsauctions.com](mailto:bobchambers@wilsonsauctions.com)



### **Zero Waste Scotland – Inspiring Change in Scotland's Resource Economy**

Zero Waste Scotland is funded by the Scottish Government to support the delivery of its Zero Waste Plan and other low carbon policy priorities. It works with businesses, individuals, local authorities and communities to help them reduce waste, recycle more and use resources sustainably.

We have a dedicated team providing support to local authorities to help with everything from implementing service changes and compliance with new legislation, to designing public engagement programmes – and a large range of support services and funding available to help achieve a range of benefits. Additionally, our other programme areas also offer opportunities for local authorities, and we urge local authority representatives to work with us across a range of priorities.

Resource Efficient Scotland is a programme delivered by Zero Waste Scotland. It offers a one-stop-shop support service to help Scottish organisations reduce energy, water and raw material costs by being more resource efficient. Local authorities and businesses have the potential to create significant environmental and economic benefits for their organisation by driving forward resource efficient business practices. For example, the circular economy offers local government the opportunity to make significant financial benefit through the procurement of circular services that can deliver cost efficiencies and the reduction of revenue costs.

Innovation for a circular economy is key area of work for Zero Waste Scotland. Local authorities and businesses all have a key role to play in helping Scotland move towards a circular economy. There are obvious opportunities to save money through a more circular service and changes to procurement, as well as the potential for job creation and upskilling of staff. Circular practices can be instilled into the way councils manage street lighting, libraries and vehicles, to name a few.

For general information about Zero Waste Scotland, please visit [www.zerowastescotland.org.uk](http://www.zerowastescotland.org.uk). Follow us on Twitter @ZeroWasteScot and @ResourceScot and join in the discussion at the Zero Waste Scotland and Resource Efficient Scotland groups on LinkedIn.

## Notes

[illegible]





# Delivering more mileage. You, everything else.



## *The KMAX range*

**Delivers up to 35% more mileage compared to its predecessor\***

Now there's a tyre that gets greater mileage without compromising on other tyre attributes. The KMax range incorporates KMax Technology, featuring IntelliMax Rib and IntelliMax Tread for longer tyre life. Ask your partners at Goodyear about the tyre that delivers everything, so that your fleet can do the same. Learn more at [www.goodyear.co.uk/truck](http://www.goodyear.co.uk/truck)



\* Comparative tests made by Goodyear Innovation Centre Luxembourg on size 315/80R22.5 between July 2011 and June 2013 show that new Goodyear KMAX S and KMAX D steer and drive tyres offer an improvement in mileage potential of up to 30% and 35% respectively vs. Goodyear RHS II and RHD II+ tyres.