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from Bucher Schörling  
No. 3 / February 2007

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**BUCHER**  
schörling



en route



# A busy year



Dear readers,

A glance through the third issue of our customer magazine “en route” shows one thing – we have had a very busy year. In this issue our team covers a wide variety of topics. From particulate filters for diesel engines through to an innovative design for salt spreaders and customised training courses for CitySpider users in China. On page 4 you can read all about the Bucher-Guyer products presented at Öga 06, the Swiss Trade Show for Gardening and Fruit and Vegetable Farming. Read on about the ‘ideal’ weather conditions at the Winter Service demonstration of the new Rolba snow clearance fleet.

Of one thing we can be sure. The year 2007 will be another year full of challenges and opportunities. We look forward to continuing working in partnership with you, our customers. We wish you every success in what promises to be another busy year.

Enjoy reading “en route”!

A handwritten signature in black ink, appearing to read 'A. Koch'. The signature is stylized and fluid.

Alex Koch, Managing Director, Bucher-Guyer AG, Municipal Vehicles, Switzerland

## Brisk business for high-performance special vehicles

Market requirements are continuously changing. Standard vehicles no longer fit the bill and many customers now specify special sweeping vehicles tailored to their individual requirements. The demand for special vehicles continues to be brisk. A case in point is the increasing demand for custom vehicles like the Omnifant 80.

Extreme operating conditions vary from place to place and are not something that can be reduced to a set of standardised features. Vehicles have to be customised accordingly and this is one of the reasons you will seldom see a standard version of the Omnifant 80 sweeper. Close collaboration between the customer and our technical and sales departments ensures that customers get a solution tailored to their individual requirements. The custom solutions are many. For large sweeping jobs, hoppers with a capacity of up to 10 cubic metres are available. Water tanks come in a variety of capacities up to 5,000 litres. There is a complete range of high-pressure washing systems. Grit suction units for major roadwork sites and telescopic front brush systems also

feature in the wide range of optionals available. Our aim is to give the customer a high-quality, cost-effective, top-performing special vehicle.

In 2006 we completed many orders for one-off, special vehicles for markets at home and abroad. One major order included 8 units for a German local authority.

We will be watching this growing market segment very closely.

Klaus Brüggemann, Sales Director,  
Bucher Schörling GmbH, Germany



# New trends at Öga 06, 24<sup>th</sup> Swiss Trade Show for Gardening and Fruit and Vegetable Farming

Öga 06 took place at Oeschberg, Bern from 28<sup>th</sup> to 30<sup>th</sup> June 2006. In an exhibition area of 400 square metres, Bucher-Guyer AG presented an interesting mix of new vehicles and tried-and-tested machines for the municipal and gardening sectors.



The new machines attracting a lot of attention were the Kubota F 3680 outfront mower and the two professional ride-on mowers, the Kubota GR 1600 II and the GR 2100 II. Other favourites included the other Kubota models, the Bucher BU municipal utility vehicle and the compact Bucher CitySpider mini-sweeper.

Most of the interest focussed on a particulate filter for diesel engines and it was here that the show premiered two new developments – a Kubota STV 40 (40 HP) compact tractor fitted with a particulate filter and a Euro IV engine with particulate filter on a Bucher CityKing municipal carrier. This was an opportunity for Bucher-Guyer AG to show its expertise and leadership in this field. The two vehicles are fitted with CRT

(continuously regenerating trap) filter systems which are barely visible from the outside of the vehicle. The Euro IV diesel engine is the latest from VM featuring common rail technology and comes complete with a particulate filter ex-works.

One of the many visitors at the show was the president of Kubota Europe S.A.S, Dr. Satoshi Iida. He took this opportunity to take a closer look at the latest developments and trends in the Swiss market for compact tractors and ride-on mowers.

Markus Staubli, Sales Director Switzerland,  
Bucher-Guyer AG, Municipal Vehicles, Switzerland



## Bucher-Guyer AG, Winter service presentation 2006 with Rolba premiere

The traditional Winter Service Presentation in 2006 took place at three sites in Switzerland in collaboration with Reform Schweiz.

Anyone expecting milder weather in March this year was in for a big surprise. Winter made an unexpected return and we were greeted with massive snowfalls on 7<sup>th</sup> March at Schwägalp, on 9<sup>th</sup> March at Gurnigel Passhöhe and on 14<sup>th</sup> March at Col des Mosses. Snow conditions were very good. This provided the impressive backdrop for the presentation of our winter service vehicles and provided a opportunity to put our vehicles through their paces under real operating conditions. Our winter service fleet really was needed on the day.

Our presentation fleet included Kubota compact tractors, the Bucher CityKing and BU utility carriers, Bucher Giletta salt spreaders and the new Rolba R 600-280 snow blower. This was the first time that the latest Rolba development was presented to local authorities. The new Rolba R 600-280 completes the company's range of snow blowers. The compact R 600-280 has a 2.2 metre clearance path, a tight turning circle of just 5 metres and a powerful Mercedes OM 906 LA, 280 HP, 6-cylinder turbo-diesel engine. A package of impressive features which did not escape the attention of those present.

The latest machine is destined to write another chapter in the success story of the Rolba range.

Markus Staubli, Sales Director Switzerland,  
Bucher-Guyer AG, Municipal Vehicles, Switzerland





# New Rolba 600-280

Although the Rolba 600 snowblower had already enjoyed ten years of market success, in 2005 we decided that an overall design review was overdue. The solid Rolba 600 needed more power. Our customer service department advised that market requirements were changing. Our production department was also requesting greater modularity across the Rolba range in order to streamline manufacture.

Development started in February. As a diesel power unit the project team chose the Mercedes OM 906 LA. A decisive factor in this choice was the fact that this engine, renowned for its quality, was already in use on the same Bucher Schörling model range. The cab, engine hood and equipment were completely redesigned and incorporate the latest

production materials used by our future suppliers. Final assembly of the prototype took place in December 2005. After the first field tests on the Pragelpass in February 2006, the Rolba 600-280 was handed over to the Graubünden Canton Public Works Authority for use as a test vehicle. The prototype was tested under the severest conditions and was put to work clearing snow in high mountainous areas. Testing was designed to optimise the design and check its suitability for series production in readiness for service next winter.

The suggestions made by the various drivers operating the vehicle during snow clearance duties on three mountain passes have been incorporated in the series model.

The public works authority operating the snow thrower were impressed by the low fuel consumption figures. Operators found the outstanding manoeuvrability and the high power of the vehicle two very big plus points. The Rolba is now more powerful and features a 280 HP engine with a high torque rating of 1100 Nm. This combined with redesigned version of the tried-and-tested Rolba snow auger-blower unit means that the new thrower can now clear a massive 2,600 tonnes of snow per hour. The outlook looks promising for our customers when the Rolba 600-280 enters service.

Matthias Damman, Snow Removal Product Manager,  
Bucher-Guyer AG, Municipal Vehicles, Switzerland



# UniQa increases flexibility, quality and cost-effectiveness

The UniQa project started in 2005. The project mission was to increase automation in production procedures, standardise production and offer customers higher quality. The focal point of the project was an innovative idea – to design a series that can fit three different feed systems, six drive systems, seven functions and over 70 different optional accessories.

We chose the name “UniQa” to describe the practically unlimited number of combinations that customers can use to build a machine tailored exactly to their individual needs and which is therefore truly unique. Standardising components increases quality levels because it enables series production, makes production more flexible and cuts time to delivery. On a seasonal market like ours this is major factor in competitive advantage.

Our spreaders feature three alternative feed systems – belt feed, screw feed and chain feed. Each feed system is a single modular unit containing all the system components. The feed system module is only attached to the hopper in the final stages of assembly. All the other parts in the product series are standardised and identical. This has considerable advantages for the customer. Staff training is more efficient even for fleet operators using different feed systems. The use of standardised parts means that capital outlay for spare part stores are lower.

The design of our spreaders also warrants closer attention. They are good to look at but at the

same time are highly efficient with a much higher spreading capacity than is usual. The new spreading profile reduces the turbulence caused by the vehicle; this improves results especially during salt spreading. Precision spreading is guaranteed with the new EcosWave control unit which features Bluetooth wireless data transmission.

Guido Giletta, CEO of Giletta SpA, Italy



# Safely through the winter with “Bucher Winter Service”

At IFAT 2005, Bucher Schörling introduced the next generation of snow ploughs and spreaders. These products attracted a lot of attention from customers and have met with much success. All our customers know from experience that they can rely on expert sales advice from Bucher. Once they buy a Bucher vehicle, large or small, they know that they can depend on our Customer Assistance Service, anywhere and anytime.

A Bucher service expert is always close at hand. Wherever you are. For every machine. We run regular training and refresher courses for all our products at our production facility in Hannover. Winter service is our top priority.

In Germany we have our own service centres at Weilheim and Bochum. We also have a network of external service agents with long experience in municipal services. In addition to standard services during normal working hours, these agents also operate a 24-hour assistance service. Our central spare parts depot in Germany is at Hannover. Here we store all the spare parts which our customers might require.

We offer a very complete product range which includes snow ploughs and spreaders of all sizes.

Bucher Schörling spreaders are available with hopper sizes from 0.8 m to 11 m. Customers can choose between three feed systems – conveyor belt, feed screw or chain conveyor. These are all designed to operate in the most severe conditions.

If you require sales information about Bucher winter service machinery in Germany you should contact our regional sales manager. Bucher Schörling offers state-of-the-art winter service technology complete with a wide range of optional accessories which include GPS and intelligent navigation systems.

Henning Ansoerge, Product Manager, Winter Service,  
Bucher Schörling GmbH, Hannover, Germany



# P21C: Turkish contract

In September 2005, Bucher Schörling received an order for six P21Compact vehicles for delivery to Istanbul Airport in April 2006.

These compact snowblowers are widely used in combination with towed units and are employed to keep airport areas such as runways and taxing paths fully operational during the winter. The P21 Compact consists of a cleaning unit mounted on a suitable truck base. The P21 Compact version shares many components with the standard P21. The relatively short wheel base combined with rear axle steering (optional) and a short chassis overhang makes the P21Compact ideal for snow clearance on tight bends and difficult spots close to buildings and passenger gangways. The blower unit is mounted in front of the rear axle because this means that the rear wheels will not run over and compact any snow remaining on the road surface. This feature and the availability of an electronic CAN BUS controller are just two of the reasons why airport operators choose our machines.

The Mercedes Actros truck chassis were delivered to our Niederweningen works in early January. Our assembly team set to work immediately and

mounted the power packs, brush units and blowers to the base vehicle in record time.

Once assembled, each P21C unit was thoroughly checked on a test station and subject to a lengthy endurance test.

Later, at the beginning of March, customer acceptance testing was completed successfully at Niederweningen.

In April our customer service team travelled to Turkey to train drivers and service personnel on site in Istanbul. The completion of this order added another six Bucher Schörling snow blowers to the more than 800 already in service world-wide. Our snow blowers keep the runways, aprons and taxing paths of airports around the world free from snow during the winter.

Matthias Damman, Snow Removal Product Manager,  
Bucher-Guyer AG, Municipal Vehicles, Switzerland



# Two new vehicles added to our Swiss Customer Service fleet.

Bucher products are renowned for their high quality and reliability. Sometimes though, things need repairing and this is when our Customer Service Team of 20 expert service technicians take to the road. The service is quick, efficient and mobile.

To ensure that our experts get to you every time we have now added 4 x 4 vehicles to our service fleet. This means that our customers can rely on a safe, rapid service when it matters, even in the depths of winter.

## Full service and maintenance contracts

As part of our ongoing commitments to customers with full service and maintenance contracts we have upgraded the equipment of our mobile workshops. Mobile workshops are based on Peugeot Boxer vehicles and are used by our service personnel to perform complex service operations quickly and efficiently directly at customer sites.

## Winter service emergency hotline

From November to March Bucher provides an emergency hotline for users of winter service vehicles. Our hotline service provides immediate

technical support and advice. Where necessary you can also request on-site assistance from one of our service technicians. This is also the number to call for our spare parts service. Especially urgent spare parts can be picked up or despatched during weekends.

## On-site advice

Our service fleet means that we can provide advice on-site, too. Just telephone our Customer Service department to book a visit to your site.

Hans-Peter Wetli, Manager After Sales, Bucher-Guyer AG, Municipal Vehicles, Switzerland



# Product Manager Municipal Vehicles



My job as product manager is to develop our successful range of compact sweepers. It is my job to act as a go-between between the customer, the marketing department and the

company's product development department. It is my responsibility to translate market needs into reality and ensure that customers get the

machines that they need. At the same time I also have to meet the company's cost and profitability targets. Our developments have to stand the test of time and must comply with local regulations, too. These are the daily challenges that, along with my colleagues, I gladly accept.

Daniel Bieli, Product Manager, Municipal Vehicles,  
Bucher-Guyer AG, Switzerland

## Ready for the challenges of the future

### Coming changes in export sales at Bucher Schörling

We want to be in a position to meet the market challenges in the medium- and long-term periods, too. We intend building on our marketing successes and to continue to support our business partners in the best possible way. We are convinced that we need to organise our sales effort to ensure that we can take full advantage of the market opportunities in the future.

The first stage of reorganisation was launched on 1<sup>st</sup> October 2006 when all Bucher Schörling export sales activities were brought together in a single department under the management of Vincenzo Napolitano. This will ensure that strategic targets can be pursued more intensively across all parts of the organisation.

One of the big challenges we face immediately is the recruitment and integration into the organisation of new sales staff. From September 2006 to January 2007 our sales team will be strengthened with the arrival of three new export sales managers. At the same time we will be checking the sales administration department under Peter Elsasser to assess how departmental organisation can be optimised and at what points it might need strengthening.

We want to use the coming months to take a close look at the progress made. Our aim for next year is to have an effective organisation that provides our partners with an efficient and expert service.

We are glad to be working towards these goals and look forwarding to giving you a progress report in the next issued of "en route".



Vincenzo Napolitano,  
Director,  
Sales & Marketing,  
Bucher Schörling, Bucher-  
Guyer AG, Switzerland

# CitySpider for China

In November 2005 the Beijing City Authority invited tenders for the supply of 45 compact sweepers for its "Beijing Sanitation Bureau". Anyone wishing to tender first had to undergo a rigorous qualification procedure. Companies were only allowed to tender after they had completed a thoroughgoing appraisal by the "Beijing Sanitation Institute".

Six foreign companies and five Chinese firms passed the qualification procedure and were allowed to submit their tenders. After assessment the contract was awarded to two Chinese suppliers and ... Bucher-Guyer.

The CitySpiders were shipped to the port of Tianjin in two forty-foot containers. Here they were loaded onto trucks and despatched to the customer in Beijing City. On arrival at the Chinese capital, the CitySpiders were distributed to three district waste disposal authorities.

In April 2006 users and technicians were trained on-site in Beijing by our specialists Daniel Aeberli

from Switzerland and David Li from Beijing. Five women and eight men took part in the training programme which lasted a week.

Viktor Kunz, Managing Director,  
Bucher Schörling Korea Ltd., Korea

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