



EAGLE EYE HIGHLIGHTS >>

	Page
First UK waste contract for Spanish-owned Urbaser	2
Bumper order for Biffa	3
National Recycling Awards 2011	4
Welcome on board	4
1000th Olympus rolls off production line	5
New fleet delivers savings at Hinckley & Bosworth	6
Highland fling	6
Dennis Eagle hits the road	7
Strategic alliance formed with BAE Systems	8
Relationship with Gulliver's goes from strength to strength	10
Hitting the highways with Fiveways	10
First contract win with PHS	11
Riverside flourishes	11
Getting to work in Frederiksberg	12
First DUO for Northern Ireland	12
Narrow your risk	13
Working in the Swedish marketplace	14
Moving things sideways	16
A winning partnership	17
Safety first	18
Update: Euro 6 engine	18
All things Brighton beautiful	19
Benefits package	20
Out and about with Barrie Lindsay	20

Fuelling the future

Budget cuts and the need to make financial savings is currently one of the biggest challenges facing local authorities and private contractors; as a result, vehicle operators are now seeking innovative ways to deliver 'more for less'.

Protecting frontline services is key so what can the refuse collection vehicle industry do to help its customers deliver greater efficiency? At Dennis Eagle, we recognise that fuel is a major cost for our customers. With annual fuel bills averaging £15,000 to £20,000 per vehicle and steeply rising prices showing no sign of abating, this is one area which must be tackled if local authorities are to make savings.

For these reasons, Dennis Eagle has been developing a number of ideas to reduce fuel consumption and is close to

finalising development of a 'fuel saving package'. Dennis Eagle already produces some of the most fuel efficient vehicles in the industry and the fuel saving package, which will be available as an option on all complete Dennis RCVs, will make our vehicles the most fuel efficient in the industry, as well as having the added benefit of reduced noise levels.

When you consider that lowering fuel consumption by just eight per cent could save an average of £210,000 to £280,000 over a 7 year life, based on a fleet of 25

vehicles, the result of improved vehicle efficiency is clear. Factor in the subsequent environmental benefits and carbon emission reductions and it's easy to see why it pays to be green.

Current trials are demonstrating impressive savings and following the final analysis of the results in the next couple of months, Dennis Eagle will be launching this optional package in the near future.

For more information on our fuel saving developments please turn to page 20.

First UK waste contract for Spanish-owned Urbaser



Representatives from Urbaser, Gosport Borough Council, SFS and Dennis Eagle



Urbaser is celebrating success after winning its first refuse collection contract in the UK. The company, a subsidiary of Spanish owned waste management business Urbaser SA, will be carrying out collections on behalf of Gosport Borough Council and has enlisted the help of SFS and Dennis Eagle to meet their RCV requirements.

Urbaser, which already has a contract to carry out street and facilities cleansing in the Gosport area, wanted RCVs which would deliver exceptional performance and reliability. Vehicles will be used to carry out weekly collections of residual and kitchen waste, as well as dry recyclables, from households in and around Gosport. They appointed contract hire company SFS, which approached Dennis Eagle to supply seven RCVs. The vehicles comprise five narrow and two standard Olympus bodies fitted with Terberg split bin

lifts and mounted on Elite 2 rear steer chassis.

Richard Taylor, Sales and Marketing Director at Dennis Eagle, comments: "This is a significant contract success for us on a number of levels notably that Urbaser, who have strong links with our parent company Ros Roca, have chosen our vehicles to spearhead their launch into the UK marketplace. This is the first time that Dennis Eagle vehicles will operate in Gosport, and we are pleased that SFS have chosen us as their supplier. Our two companies have a long history of working together and this will help to cement our relationship further."

The strong working relationship between SFS and Dennis Eagle has been built up over 18 years, meaning the contract hire company was familiar with the build quality and service associated with the refuse collection vehicles. Bob Sweetland,



Mark Pigott – Project Manager – Urbaser Limited and Councillor Graham Burgess – Portfolio Holder Environment – Gosport Borough Council

Managing Director at SFS, explains: "Urbaser wanted vehicles which would be efficient, reliable and represent good value for money. We chose Dennis Eagle as they provided us with the ideal solution to the brief Urbaser had set. In addition, we have worked with Dennis Eagle for many years and have always been impressed with their professionalism."

Bumper order for Biffa



Biffa

Delivering more

Leading integrated waste management company Biffa has recently ordered 90 new vehicles from Dennis Eagle. These include 42 replacement trucks for the commercial sector and 48 new additions to Biffa Municipal's fleet, which have been purchased following recent contract wins.

The commercial waste vehicles will be delivered this year through contract hire companies, with 26 supplied by Riverside and 16 by Prohire. The Olympus OL23 bodies are mounted on Elite 6x4 chassis and feature Beta bin lifts with PMLFT1500 (Legal for Trade) certified underbody weighing systems.

Jodie Scott, Category Manager – Group Procurement for Biffa Waste Services Ltd, comments: "Biffa's relationship with Dennis Eagle goes back over 30 years and we also have links with their parent company, Ros Roca, which supplied the technology for our new multi-million pound market leading anaerobic digestion plant in Cannock, Staffordshire. In addition, we've worked with both Riverside and Prohire for a number of years now so we're confident that this arrangement will meet our commercial and operational requirements.

"Our decision to choose Dennis Eagle was based on a number of criteria. From a technical point of view we already have a significant number of their trucks in the fleet therefore our fleet managers and operators are familiar with the vehicles and have a high degree of confidence in them. From a commercial perspective, the total cost of ownership is a key consideration in our final selection and the Dennis Eagle solution represented value for money, particularly in terms of maintenance and residual value."

Biffa Municipal's order for 48 vehicles was placed following contract wins with Winchester City & East Hampshire District and Portsmouth City Councils. This is the first time the company has worked with these councils and the seven year contracts, both of which start on 1 October 2011, will see Biffa

carrying out commingled recycling and alternate weekly residual waste collections for around 100,000 households in the region.

As part of the agreement, Biffa has also appointed Dennis Eagle to provide ongoing maintenance for the fleet. This will include the provision of Dennis Eagle engineers on site to assist with day-to-day maintenance, as well as a breakdown call-out facility.

Roger Edwards, Managing Director of Biffa Municipal, says: "This is our first repair and maintenance contract with Dennis Eagle. We went through a robust tender process and Dennis Eagle came out top in terms of quality, service and value for money."

Richard Taylor, Sales and Marketing Director for Dennis Eagle, adds: "We are delighted to be selected as the supplier for Biffa's commercial waste and recently awarded municipal contracts. Biffa is one of our longest and best established partners and these contracts demonstrate the confidence they have in Dennis Eagle. We are committed to continuing this successful alliance."

National Recycling Awards 2011

Dennis Eagle has been shortlisted in the Vehicle, Plant or Equipment Supplier of the Year category at this year's National Recycling Awards (NRA) for the Olympus RCV.

The NRA were created to reward and support the efforts of local authorities, councils and those in the manufacturing, construction and retail sectors for their support and work in the waste management community. In 2010 the awards brought together almost 600 professionals from a huge range of industries, demonstrating the importance of recycling and waste management achievements across a variety of business sectors.

This year's judges include Gerry Sherwood, Event Director for the Recycling and Waste Management exhibition, Dr Chindarat Taylor, Director of the Resource Efficiency Pathway and Bruce Bratley, Founder of First Mile. The winners will be announced on Thursday 14th July. The ceremony takes place at the London Hilton in Park Lane.

David Williams, Commercial Manager at Dennis Eagle, comments: "We're delighted to be shortlisted for this



year's National Recycling Awards. We look forward to attending the award ceremony next month and hope that we can add to the Olympus' existing awards and accolades."

Welcome on board

We are pleased to welcome four new members to our Board of Directors.

Richard Taylor, Keith Day, Carl Hughes and Robin Holloway have all been promoted from various positions both in and outside the company.

Richard Taylor joined the company in 1990 as Sales Administrator and has progressed through various roles including Marketing Manager and Head of Sales & Marketing. Richard has been promoted to the role of Sales and Marketing Director.

Keith Day, who joined the company in April 2002 as Interim Purchasing Manager, has been promoted to the role of Technical Director with

responsibility for engineering, purchasing and supplier quality.

Carl Hughes has been promoted to Manufacturing and Plant Director. Carl transferred from Jack Allen to Dennis Eagle in 2001 as Business Planning Manager. His new role will include additional responsibility for manufacturing quality, dispatch and product change control.

Robin Holloway is the new Financial Director. Robin has a background in engineering and finance and joined Dennis Eagle in March this year.

Norman Thoday, Managing Director of Dennis Eagle, comments: "Keith, Carl and Richard all have a long history with the company, and Robin is a welcome addition to the team. Their experience will be an asset to the board."



1000th Olympus rolls off production line

In 2009, we launched the Olympus, our first new body design for over eight years. It proved an instant hit with customers and, as a result, we celebrated a significant milestone earlier this year as the 1000th unit rolled off the production line.

The 1000th Olympus was purchased by municipal services provider Noblet. The company currently has over 150 Dennis Eagle vehicles in its fleet and has been a customer for over ten years.

Richard Taylor, Sales and Marketing Director at Dennis Eagle, comments: "The production of our 1000th unit is testament to the success of the Olympus. It has proved popular with our customers and has received a number of industry accolades since its launch, including 'Vehicle of the Year' at last year's Plant and Waste Recycling Awards."

Joining forces for Help for Heroes

Noblet has decided to put the 1000th Olympus to good use by using it to help raise funds for charity. With the help of vehicle branding specialist Agripa, Noblet has created an advertising banner for the vehicle to promote Help for Heroes.

Help for Heroes is dedicated to helping wounded servicemen and women returning from Afghanistan and Iraq. This charity was chosen because both companies felt it was a worthy cause.

The banner will promote the charity's website and will also urge members of the public to donate £5 by texting HERO to 70900.

Dave Spence, Senior Sales Manager for Noblet, continues: "We're hoping to raise as much as possible for this great cause. I'm a huge believer in giving something back to the community, and we're urging those who can afford it to give what they can, as every little helps."

New fleet delivers savings at Hinckley & Bosworth

When Hinckley and Bosworth Borough Council decided to take a fresh approach to its refuse and recycling service it approached contract hire company SFS to supply nine new vehicles to help it meet its objectives.

Eight Olympus OL19 narrow bodies on Elite 2 6x2 chassis with Terberg Omni-Del Xtra bin lifts and one Twin Pack 50/50 on an Elite 6x4 chassis with Terberg bin lift were requested, as the aim was to help move the waste management team from a source-segregated kerb-side recycling service to a twin-stream model.

The introduction of the Dennis Eagle vehicles has meant that Hinckley and Bosworth residents now have an alternate black bin collection week for general waste and a recycling and composting week for cans, glass, paper, plastics and cardboard.

Mike Brymer, Chief Officer for Hinckley and Bosworth Council, said: "Residents wanted fewer containers and more choice so we decided to move away from a source-segregated system to a dual stream collection. This has meant we've reduced the collection rounds and the number of vehicles required, along with making savings of approximately £250,000."



"The Dennis Eagle vehicles supplied to us by SFS have been welcomed by the community we serve and by the operating crews. They mean we now have a fleet of state-of-the-art and fit for purpose vehicles that incorporate the latest safety and lighting technology, as well as vehicles that can take a greater payload."

Commenting on the order, Dennis Eagle's Regional Sales Manager, Matt Horwell, said: "We are delighted to have worked with SFS again on the fulfilment of this order for Hinckley and Bosworth Council. We're also very happy to hear the council are finding the vehicles are performing above expectations, something we are very proud of here at Dennis Eagle."



L-R: SFS's Dave Sheppard and Hinckley & Bosworth Councilors Martin Cartwright, Bill Crooks and Mike Brymer with Dennis Eagle's Matt Horwell

Highland fling



Dennis Eagle's vehicles are a familiar sight in the Scottish Highlands. The Council's latest order includes four 6x2 mid steer Olympus 21s with Otto Continental bin lifts and one 6x2 rear steer Olympus 16 narrow with Otto Compact bin lift, due to be delivered this month.

The Scottish Highlands cover a huge area, including the Isle of Skye. At nearly 26,000km², the land mass covers one third of Scotland, representing an area 20 per cent larger than Wales and nearly the size of Belgium. As a result, the Council needs to be confident that its vehicles will perform well in a variety of situations, including residential streets as well as more remote areas.

Willie MacPherson, Fleet and Maintenance Manager at Highland Council, comments: "We have used Dennis Eagle vehicles for over 20 years now. Their vehicles are capable of coping with the challenges of the region's terrain, enabling us to deliver an efficient service to even the most remote customers."

Dennis Eagle hits the road

This year we'll be out and about showcasing our vehicles at a number of road shows and exhibitions up and down the country. If you haven't already seen us then why not take a look at the 'dates for your diary' (right) and visit us at one of the events taking place over the coming months?

In May, we appeared at the second Municipal Vehicle Conference and Exhibition at Hopkinsons Fairdeals in Howden. Supported by the Chartered Institute of Waste Management, the event featured exhibitors such as Go Plant, Noblet, Terberg, Firow and Phoenix Vehicle Hire. In addition we attended the APSE fleet, waste and grounds conference held in Aviemore, Scotland, where our vehicles were exhibited to representatives from local authorities all over Scotland.

DATES FOR YOUR DIARY

6 - 7 July 2011: Collett Transport Services Show, Berkeley, Gloucestershire

13 - 14 July 2011: Londonderry Garage, North Yorkshire

13 - 15 September 2011: RWM, Birmingham NEC



Strategic alliance formed with BAE Systems

We're pleased to announce that in April Dennis Eagle and BAE Systems entered into an agreement to work together to integrate a heavy duty hybrid electric propulsion system into one of our low-entry cab vehicles. This is a really exciting project and one we expect will bring with it many environmental benefits associated with lower emissions, reduced fuel consumption and less noise pollution.

To find out more about the strategic alliance and what it means for Dennis Eagle's customers, Eagle Eye spoke to Managing Director Norman Thoday about this newly formed alliance.

Q: How did this strategic alliance come about?

A: This strategic alliance came about from us listening to our customers as well as our ongoing drive to evolve with the marketplace and develop innovative solutions. Many of our customers had mentioned to us the need for an alternative system that could run on more than just fossil fuels so we knew this was something the market wants and needs.

Q: Why did you choose to work with BAE Systems?

A: We decided BAE Systems was the right partner for this project based on their proven track record and the successful relationship they have with Guilford-based Alexander Dennis, the UK's leading bus and coach manufacturer.

BAE Systems has a huge amount of systems integration experience working with hybrid technology and, although it's a new concept to use hybrid technology within an RCV and the system we'll be

using is different to the one used in buses, BAE System's proven, mature and reliable propulsion and power management technology for commercial hybrid electric propulsion systems has been used in mass transit transportation systems since 2003 and is proven to deliver significant savings.

Q: Tell us a little bit about the system and its benefits

A: The new system is based on parallel hybrid architecture for heavy duty vocational applications. This is different to the one used in buses and is currently being trialled to determine the performance of the technology when it comes to the stop/start nature of RCV rounds.

The main benefit is the on-board electrical system, which works in conjunction with a self propelled diesel hybrid engine. The engine power is equal to a standard 26 tonne RCV – ample for hilly areas. Also, as it is self propelled, it saves a considerable amount of time when dealing with a fleet of vehicles.

Q: What are the benefits to RCV users?

A: Probably the biggest benefit from the driver's perspective is he or she should have a quieter environment when the vehicle is in electric mode, which also makes the ride much smoother and more comfortable. It will also have new advanced fuel-efficient technologies which drivers are always interested in!

The public and crew will also notice a definite reduction in noise. This will be particularly beneficial for night collections which have always been an issue for waste management collections in residential areas of city centres. Further, we expect reduced fuel consumption and the associated lower operating costs.

Q: Do you know how this will impact on emissions, fuel savings, general efficiency etc.?

A: At the moment in terms of emissions it is quite difficult to be specific. However, currently a refuse vehicle can use up to £20,000 on fuel per year and we're hoping to save up to 20 per cent with the new system - although this will vary depending on where the collection route is.

When it comes to general efficiency on the electric motor, it is actually a quicker and smoother vehicle for accelerating away at the start. In general, it is a much more comfortable vehicle to ride in because of linear acceleration and smoother shifting. We'll know more following the completion of the trials currently being undertaken by BAE Systems and the field trials proposed to take place later this year.

Q: How and where will the field trials take place?

A: We will control the field trials and ideally we will be looking for them to take place locally to our Warwick headquarters so we can monitor progress as closely as possible. At the field trials a direct comparison will be made with a normal Euro 5 engine refuse vehicle combination. Any testing we do will put the same crew and the same size and shape refuse body on the same rounds so we can get a direct comparison.

Q: Finally, what does this mean for Dennis Eagle?

A: We're really excited about this strategic alliance and the potential of the hybrid solution we'll be developing together. Dennis Eagle has a long history of innovation and because we operate in such a niche market, innovation has been key to our growth and success.

I strongly believe this product is exactly what the marketplace is currently after, especially with the escalating costs in fuel and the need to operate services in a more environmentally friendly manner.



Norman Thoday finalises the deal with Dr Mike Mekhiche from BAE Systems at the Commercial Vehicle Show

Relationship with Gulliver's goes from strength to strength

Municipal vehicle hire specialist Gulliver's has strengthened its six year relationship with Dennis Eagle by purchasing a further 37 refuse vehicles for its on-going contract with Powys County Council and various other local authority contracts.

Gulliver's chose to continue working with Dennis Eagle after receiving excellent service in the past. Neil Jeremiah, Sales Director for Gulliver's, said: "We originally selected Dennis Eagle because they are the market leader with a refreshing approach to business excellence. However, after working with them for the past six years, we realised that not only are the products reliable, their aftersales and service support naturally kept Gulliver's Truck Hire at the forefront of the vehicle rental industry."

In this most recent order, Gulliver's purchased Elite 2 chassis with Olympus bodies at various capacities from 19m³ to 23m³ and a further five Elite 2 6x4 chassis with 70/30 split Twin Packs. These vehicles have already been put into operation and excellent feedback has been received which is not only down to the reliability of the product supplied by Dennis Eagle but also the product and account management skills of Gulliver's.

Dennis Eagle's Sales and Marketing Director, Richard Taylor, commented: "We share a long-standing relationship with Gulliver's, because we understand their needs and won't let them down. We make sure that the vehicles we deliver are on time and match their operational requirements."



Hitting the highways with Fiveways

Fiveways has ordered 18 new vehicles for its national spot hire fleet. Ranging in specification from 4x2 Olympus 10 narrow vehicles to 26 tonne Olympus 21s, the vehicles are fitted with a combination of Beta trade and Terberg automatic bin lifts. The new RCVs will replace a number of older vehicles in the company's fleet.

The first six vehicles have already arrived, with five of these going straight into service with the London Borough of Greenwich. The remaining 13 vehicles are being delivered later in the year and will be used for hire contracts with Fiveways' customers across the UK.

Barry Abbott, General Manager for Fiveways, comments: "The majority of

our fleet is made up of Dennis Eagle vehicles and we currently have around 150 in service. We are keen to offer our customers the latest products, enabling them to meet waste and recycling collection demands with ease. The feedback we receive regarding the trucks is positive, with features such as the low entry cab proving popular with operators."

First contract win with PHS



Dennis Eagle has signed a contract to supply PHS, the UK's leading workplace service provider, with 25 new RCVs. This is the first time the two companies have worked together. Delivery of the first RCVs, which feature Olympus 21 bodies fitted with Beta 2 bin lifts and mounted

to Elite 2 6x4 chassis is due to commence next month.

The vehicles will be used for collecting trade waste across the UK. Melvyn Davies, Sales Manager for Dennis Eagle, comments: "PHS has established a strong reputation delivering efficient and reliable services to offices and workplaces throughout the country.

We are delighted that they have chosen to work with us and hope this will be the start of a long and successful partnership."

Lee Herriott, Head of Procurement and Acquisitions at PHS, continues: "We chose Dennis Eagle as they offer the latest in technology and product development. The complete vehicle package best suited our needs and we look forward to enhancing our relationship further, working closely with Melvyn and Richard Taylor to deliver the expected growth plans of PHS Wastetech."



Riverside flourishes

Commercial and municipal vehicle hire specialist Riverside has ordered 52 Dennis Eagle vehicles to be supplied to several different locations around the country.



The order includes seven Olympus bodies for Stockton-on-Tees Borough Council, three vehicles for waste management solutions company Yorwaste, 10 vehicles for Basildon Borough Council, 11 vehicles for Spelthorne Borough Council and 18 vehicles for Riverside's spot hire fleet.

Russell Markstein, Development Director for Riverside, comments: "The contract hire market is thriving as public and private sector companies seek to remain competitive. Dennis Eagle is one of our main suppliers

with a significant number of vehicles in our fleet. We felt they were the ideal company to fulfil these orders as they can tailor the vehicles to fit in with the needs of each customer."

Richard Taylor, Sales and Marketing Director for Dennis Eagle, continues: "We've been working with Riverside for many years now and our strong relationship with them continues to grow as the contract hire market flourishes."

Getting to work in Frederiksberg

On 1 June, Phoenix Denmark supplied the Copenhagen commune of Frederiksberg with 13 Dennis Eagle refuse trucks.

Each of the 13 6x2 rear steer trucks were fitted with bin lifts, manufactured and supplied by Phoenix Denmark. Four of the trucks were complete narrow vehicles, while the remaining nine were standard width.

The vehicles were ordered through Phoenix Denmark, a company which has a strong relationship with Dennis Eagle spanning 20 years. This order is significant for Dennis Eagle as it is the first time its vehicles have been used within the Frederiksberg commune.

In Denmark all of the major cities and towns are split into separate communes where they act individually to source solutions for their everyday needs; including refuse collection. Frederiksberg is one of the wealthiest communes in

Copenhagen, but is also one of the smallest with a population of just 95,029 people.

Andrew Christie, Export Development Manager for Dennis Eagle comments "We're already operating in other communes in Denmark, but we're really excited to see Dennis Eagle refuse trucks operating in Frederiksberg and we look forward to working with Phoenix Denmark to ensure the commune's refuse collection needs are met."



First DUO for Northern Ireland

The first DUO Kerbside unit for Northern Ireland has recently gone into service for Larne Borough Council after it was supplied by Manvik Plant and Hire Ltd. (Northern Ireland).

The vehicle features an Olympus OL16 body fitted with a 3.8m³ Terberg Combi Recycling Pod and OmniDEL bin lift mounted on a 6x4 Elite chassis.

John Connor, Managing Director at Manvik, comments: "This is the first Duo Kerbsider supplied by Manvik in Northern Ireland and I hope it will encourage other local authorities to explore the wide range of recycling vehicles available to them. The council already has six Dennis Eagle vehicles in its fleet so we felt confident that this additional truck would live up to their expectations."

Philip Thompson, Director of Environmental Services for Larne Borough Council, adds: "The new pod has enabled us to enhance our recycling offer. Although we previously had a three



Philip Thompson, Director of Environmental Services for Larne Borough Council and Alan Haire from Manvik (first and second right) with representatives from Larne Borough Council's environmental services and recycling teams

bin system to cover residual waste, garden and food waste and recycling, we were unable to collect glass from the kerbside. However, we have now incorporated a 55 litre insert into blue bins especially for this purpose.

"The recycling pod was funded by the Department of Environment's Rethink Waste fund, the main aim of which is to divert waste from landfill. We have

initially rolled the collection scheme out to around 7,000 households in the area and estimate this will enable us to reduce our waste to landfill by 295 tonnes per year. Initial feedback has been extremely positive and we will be extending the service to the remaining 6,000 households in Larne later this year, enabling us to increase our recycling rate even further."



Narrow your risk

According to statistics from the Health and Safety Executive (HSE), 530 major injuries to employees in the waste and recycling sector were reported in 2009/10. While this represents a fall of 10 per cent on the previous year, it is still an alarmingly high figure which must be dramatically reduced.

As an industry which relies on heavy machinery, vehicles and manual workers to carry out a multitude of operations there are inevitable hazards associated with working in the sector. However, as a refuse collection vehicle manufacturer, Dennis Eagle is continually working to enhance the safety of its vehicles to reduce risks for collection crews, other road users, cyclists and pedestrians.

Our low entry cab was first introduced in 2003. As well as helping to reduce the risk of musculoskeletal injuries for crews it features a wide windscreen area to give better visibility for the driver. All our cabs also have bright red seatbelts, making it considerably easier to see from a distance whether they are being worn. However, despite these safety features, operators must not be complacent.

Local authorities and waste management companies have a key role to play in ensuring the safety of both employees and the general public. For



example, scheduling collection services within certain time restrictions can help to minimise the number of pedestrians in the area during the collection process. Choosing the right size and specification of vehicles with regard to geography and road width is also vitally important.

In narrow streets or built-up areas with double-parked cars, for instance, our narrow vehicles can help to make the job of collection easier and safer. At 30cm narrower than our standard models, they make it easier to negotiate obstructions and also offer more

clearance for manoeuvring, reducing the need to reverse. Reversing manoeuvres are a major cause of accidents and fatalities in the industry, so measures to improve safety in such scenarios are a welcome move. At Dennis Eagle, we are currently working with industry leading health and safety equipment specialists to develop technology to aid drivers in the detection of cyclists and pedestrians. Such developments will offer enhanced protection and safety and will be an important step towards improving standards across the industry.



Working in the Swedish marketplace

As the leading supplier of RCVs Dennis Eagle vehicles can be spotted throughout the world and one country where you will regularly see a Dennis Eagle vehicle in operation is Sweden. We spoke to Andrew Christie, Export Development Manager, about the differences between the UK and Swedish marketplaces and what changes have to be made to the vehicles so they can operate overseas:

“One thing that is very apparent when you start working in Sweden is that waste management is operated quite differently than in the UK. Instead of a local authority overseeing their entire region, either in-house or by sub-contracting it out to a third party, in Sweden a different contractor can service one street or commune as it is known there, while another will look after the following street.

“Each commune has a committee that decides on which provider will serve their region, meaning that waste collection could be on a Wednesday for one street and on a Thursday for the next.

“The size of contractors varies too, from one-man operations to large private contractors such as Ragn Sells, which is the largest private waste collection and disposal company in Sweden. This means order sizes range

from one vehicle to multiple vehicles. This variation in order is not as common in the UK as generally orders are for five vehicles or more.

“When an order comes in, the specification varies in chassis length and body size, cab requirements and equipment fitted. This is not uncommon in the UK marketplace, but the major difference, apart from the cab having to be left-hand drive and the safety information needing to be displayed in Swedish, is the equipment fitted.



“Although a Swedish cab may look the same as a UK version there are a number of variations that are required to meet the exacting safety standards in Sweden which are much higher than the European norms. Pretty much everything is heated, from the seats and wing mirrors to the windscreen. There are additional heaters and all of this is automated so it is kept at a regular temperature and, as with any work vehicle in Sweden, lumbar support is fitted as standard.

“Most of the RCVs ordered from Swedish companies need to be versatile and able to perform multiple functions. This is why it’s not uncommon for them to be fitted with a bin lift and a winch operation. This also means the controls we fit are very different to the ones fitted in the UK as we put the buttons and ‘joystick’ controls on a panel design so the winch and bin lift can be operated using just one panel.

“The winch is fitted because RCVs are expected to empty skips as they are commonly used by an entire street. Once full, the contractor will empty the skip, along with the weekly waste collection.

“In the past 18 months, Dennis Eagle has supplied 10 vehicles to Renova, the largest publically owned waste disposal company in Sweden. This order was a mix of Dennis Elite 6x2 and 4x2 chassis with the majority of them being rear-steers, including a number with a winch operation fitted.

“One other thing which is quite apparent with Swedish orders is that most are rear-steer vehicles. The main reason for this is they perform better in icy conditions, which is very important in a country that experiences long winters and needs to keep operating during these harsh conditions.

This is also why all RCVs we supply are fitted with heavy duty batteries and come with jack plugs as standard so when a vehicle does need to be jump started they don’t need to use jump leads, making the whole process easier to perform.

“Finally, I think one of the biggest differences is how advanced the Swedish are when it comes to recycling and how they manage waste collection. Their recycling systems are very different to the UK and they are also looking into alternative ways of collecting waste. One of the most intriguing systems, which they have in place in a number of city centres, is an underground waste disposal system. This is a fascinating approach and one which we have been eagerly learning about as it could definitely be a system for the future.”



Moving things sideways

The HS Speedliner side-loading collection system, available exclusively from Dennis Eagle, is an exciting new way to collect waste and one which looks set to revolutionise the waste management industry.

This innovative new approach brings with it many benefits including a reduction in environmental impact, improved safety for operators and cost savings, without lost productivity and efficiency. It achieves all this by operating in a different way to conventional refuse collection vehicles and brings additional flexibility to the management of waste collection.

This revolutionary system allows bodies to be demounted when full and replaced with new ones while out on collection, saving time and road miles as there is no need to return to the depot or disposal site. Up to two bodies at a time can then be transported to the refuse site at a more convenient time, reducing collection delays.

The other advantage of the side-loading system is that a maximum of two operators are needed per vehicle and this can be reduced to just one when full training has been completed. By using a side-loading arm it reduces the amount of contact operators have with the lifting and packing mechanism, minimising the risk of accidents.

One council that has already seen the benefits from adopting the most advanced side-loading system currently available on the market is Horsham District Council. Head of Operational Services, Ian Jopling, comments: "The key issue is operational flexibility. We can now work the hours we want to work rather than being dictated by the opening and closing times of the disposal and transfer facilities.

"In addition, we have reduced our mileage and carbon footprint while increasing safety and operational efficiency. The system has delivered everything we wanted it to and we're very pleased with it."



Since the introduction of the new fleet in August 2010, Horsham has already seen significant savings and benefits. These include a 20 per cent reduction in mileage, a 67 per cent reduction in slips, trips and falls and a 28 per cent reduction in musculoskeletal injuries.

They have also seen a reduction in the number of missed bin collections, with equipment damage and complaints down by 50 per cent, residual waste tonnages cut by around 33 per cent and recycling ratios up to 56 per cent and still rising.

If you would like to find out more about the Speedliner and how it could work for you, then email info@dennis-eagle.co.uk to request your free demonstration DVD.



Roger Smee (L) and Ian Jopling (R) collect the award from former boxing world champion John Conteh

A winning partnership

Dennis Eagle and Horsham District Council have just won the Waste Fleet of the Year Award at this year's Plant and Waste Recycling Awards for the HS Speedliner fleet introduced to the district in 2009. This exciting award is recognition of Horsham's forward thinking approach to waste management and for the early adoption of the innovative HS Speedliner side loading system.

The aim of the award category was to recognise the local authority and vehicle supplier that has invested in a specialist vehicle fleet to increase

efficiency and collection capacity, thus ensuring an efficient service to the community.

When asked about the win, Roger Smee, Dennis Eagle's Regional Sales Manager, who accepted the award said: "We are delighted to have won this joint award with Horsham District Council. It's testament to the hard work and vision of Horsham who realised the benefits and savings this revolutionary system could give them, along with the team at Dennis Eagle who helped ensure the smooth transition from the old system."



Safety first

Dennis Eagle is committed to delivering continual improvements across its business, ensuring it always works to the highest possible standards. One area of utmost importance is the safety of employees and contractors when working on refuse vehicles. In 2009, we embarked on designing and developing an access platform that would assist maintenance staff working in the hopper area of a refuse collection vehicle, including above the bin lift and roof area – both areas being notoriously difficult to access.

The task was taken on by our Leeds service centre and Paul Wilson was instrumental in the success of the project from the design stage to the end product with assistance from internal departments, including engineering, health and safety and service.

The platform has been made to measure and fits neatly into the back of any Dennis Eagle refuse truck hopper, creating a secure platform where the replacement of heavier items such as hydraulic rams can be performed safely, along with general maintenance activities.



Following its successful pilot in Leeds and County Durham, it is now being used in nine Dennis Eagle service sites, as well as the production factory in Warwick. It has also been sold to eight customers including North East Lincolnshire Council, which is extremely pleased with the performance of the platform.

Danny Mills, Garage Supervisor for North East Lincolnshire Council, comments: "We purchased a platform after one of our managers saw it at Dennis Eagle's innovation show – Prodrive in 2010. He was impressed with its design and its ability to help prevent accidents.

"We've been using it for a year now and find it very useful, not only to perform maintenance around the hopper area but also to complete any work at height around the vehicle. It has also helped make the garage a safer place to work in, which is great for me and my team."

If you are interested in finding out more about the platform please contact Alan Holdsworth at Leeds Service Centre on 0113 224 4330 or e-mail alan.holdsworth@dennis-eagle.co.uk.

Update: Euro 6 engine

After 31 December 2013 all new registrations of heavy goods vehicles must have a Euro 6 engine fitted. Engine developers have been busy preparing for this milestone, and Dennis Eagle has been working with our suppliers to define the engine specification.

The introduction of the Euro 6 engine will see an extensive reduction in emissions of nitrogen oxides (NOx) and particulates (PM). NOx must be reduced by 77 per cent and particulate emissions must be halved from Euro 5 standards.

For Dennis Eagle the launch of this new engine is a welcome advancement but one which comes with challenges, due to its higher cooling requirement and the inclusion of additional exhaust treatment system especially the diesel particulate filter.

Our highly experienced engineering team is looking forward to reconfiguring the layout of our RCVs to accommodate these new features and work is well on the way to producing a first prototype.

All things Brighton beautiful

Last month Dennis Eagle engineer Stephen Gosling and his family embarked on the annual Historic Commercial Vehicle Society run from London to Brighton.

Along with his father and brother, Stephen started building the 93 year old Dennis army lorry from an incomplete kit of parts in 2000, and has spent the last ten years searching for parts and reassembling the vintage vehicle.

In order to create a fully functioning vehicle Stephen had to source some of the missing parts from some unusual places. The chassis frame had been found supporting a mezzanine floor in Huddersfield, the engine came from a lock up in Bradford, the gearbox from a scrapyard in Leeds, the wheels from a farm in Cambridgeshire and the steering box from just north of London. A lot of parts were missing so, with no new spares available, Stephen and his father resorted to crafting new parts in their garden shed workshop.



After starting the engine for the first time, Stephen and family took the decision to enter the annual Brighton run and had just six months to build an entirely new body, which was not finished until the night before the event was due to start. Before the run, the vehicle had been driven for just one mile. However, it managed to complete the Crystal Palace to Brighton trip in just five and a half hours, cruising at speeds of up to 18 miles per hour.

The vintage Dennis touched down in Brighton at 12.55pm, where Stephen and his family were greeted by John Dennis, the grandson of one of the founding



Dennis brothers. They were also rewarded with a trophy for the best Dennis to complete the run. The Dennis is now safely back in its garage in Devon and Steve is contemplating his next project, which will be a Thornycroft lorry of 1917.



Benefits package

As highlighted by our cover story, helping our customers to deliver greater efficiency is at the forefront of Dennis Eagle's strategy and we are continually striving to fine tune our vehicles so they provide the best possible performance.

Our engineering team has been working hard over recent months evaluating methods to make our vehicles more energy efficient and deliver added benefits for our customers. Current trials represent the next phase of this activity and will be an important step forward in determining exactly what features the 'fuel saving package' will contain when it is launched to the market.

The potential changes will not be immediately apparent to operators of vehicles fitted with this pack. However, they will involve modifications to both the hydraulic system to maximise efficiency, optimisation of the engine management system, reduced engine load on the transmission and a dynamic throttle control that will help to reduce excessive revving which, when combined, will offer significant reductions in fuel consumption across the range as well as lower noise levels.

Mick Friend, General Sales Manager for Dennis Eagle, comments: "initial trials of the fuel saving package which have been completed in a number of different locations are extremely encouraging. To achieve these savings we have looked at all areas of the body and chassis which combined achieve some impressive savings. With the increasing cost of fuel and mounting pressure on vehicle operators to make savings, we believe that this package will offer a real reduction in fuel usage and therefore cost, as well as the benefit to the environment. We are now analysing the results to determine what features will be included in the final package when it is launched to the market in the next couple of months."



Out and about with Barrie Lindsay

As Chief Engineer for Dennis Eagle, Barrie Lindsay plays a key role in the development and progress of the capabilities of the vehicles it produces. We sat down with him to find out what his role entails.

How long have you worked at Dennis Eagle?

I joined Dennis Eagle in 2007 as the Chief Engineer.

Tell us a little bit about one of the most enjoyable parts of your job

One of the best parts of my job is being involved in a variety of projects. One of the most memorable and satisfying was leading the project team for the urban vehicle project to secure additional funding from the Technology Strategy Board (TSB).

Tell us a little bit about the project?

The aim of the project is to develop a product which will deliver carbon savings to the UK. This is a collaborative project with three other organisations – MTL, Magnomatics and MIRA and it has been very interesting to be involved in.

What was the process to gaining funding?

In total 26 projects initially applied for the funding from TSB, with only

12 being shortlisted to present in front of a panel of 15 senior engineers and members of the Governments Technology Strategy Board. From the 12 shortlisted only four or five receive funding, so it's quite an intense process to go through.

How was the presentation?

It was great. We were preparing for three weeks beforehand and Dennis Eagle took the lead on the day. It made me very proud to represent the business in such a prestigious arena and be seen as a real contender, especially as this is not an area we are normally recognised in.

Did you win the funding?

Yes we did! We had to wait a couple of months to find out but all of our hard work paid off. We now have the funding available to us to investigate the concept developed by the urban vehicle project team and achieve our objective of delivering a solution by 2013.



COMMENTS AND FEEDBACK

We hope you have enjoyed this edition of Eagle Eye, however should you have any comments please do not hesitate to contact:

Dennis Eagle Limited
Heathcote Way, Heathcote Industrial Estate,
Warwick CV34 6TE.

Tel: +44 (0)1926 458500 Fax: +44 (0)1926 316550

Email: sales@dennis-eagle.co.uk

www.dennis-eagle.co.uk

