



## Major manufacturing licence agreement signed with India

Headline news within this edition of Eagle Eye centres on the success that our Export Division continues to enjoy on the global stage. And this time around it centres on yet another rapidly developing world economy, India.

You see earlier this year, our export team finalised the details of a major manufacturing licence agreement involving the supply of our industry leading Phoenix 2 refuse collection vehicle body range and bin lifts to India.

Under the terms of the agreement drawn up with Hyva (India) Pvt. Ltd – a wholly owned subsidiary of Netherlands-based Hyva Holding b.v – we are now in the process of supplying body and bin lift components manufactured at our Warwick production facility in kit form for final assembly in Navi Mumbai, India.

What's more, having already successfully field tested two Phoenix 2 general compaction bodies that were ordered and delivered last year, Hyva India has agreed to allocate 1100 sq metres of production space to support the project at a new manufacturing facility that has been established in Mahape, Navi Mumbai. Production is currently on schedule, with Hyva India looking to produce some 200 bodies by the end of the year.

Comments, Derek Flynn, our General Manager - Export, said: "The importance of this latest export agreement should not be underestimated. It is the result of five years hard work that our export team has put into the project, and one that will enable us to further develop the Dennis Eagle business into a leading international and globally recognised brand."

He added: "I would like to extend my thanks to UK Trade & Investment's commercial team at the British High Commission who assisted us in



Following the signing of the agreement that will see Dennis Eagle supply its Phoenix 2 body range and bin lifts to Hyva (India) Pvt. Ltd are, from left to right, Derek Flynn, our General Manager – Export and Mike Molesworth, Chief Executive with Mr Sudhir Prabhu, Managing Director of Hyva India.

establishing contacts within India. It was also through UK Trade & Investment's Export Market Research Scheme, delivered through the British Chambers of Commerce, that we were successful in determining the significant potential for growth in waste collection and compaction equipment within India."

In addition, UK Trade & Investment – the Government department that supports British companies seeking to develop their export business - has supported Dennis Eagle on a trade mission to India and helped the company make further key contacts in the market on an inward visit from India to the UK.

Dennis Eagle also received support from a professional export consultant through UK Trade & Investment's Middle Market programme, which is aimed at firms with previous experience of exporting that are looking to develop sales in new markets.

Currently responsible for manufacturing some 800 tipper trucks per month, Hyva India will supply Dennis Eagle's standard and narrow width Phoenix 2 general

compaction body and bin lifts to OEMs including Tata Motors Limited, Volvo India Limited, Ashok Leyland and Eicher Motors.

### EAGLE EYE HIGHLIGHTS >>

	Page
New Duo Recycling Option Debuts at CV Show	2
You can't 'BETA' Dennis Bin Lift, or even a Europa come to think of it!	3
Additional changes to Elite 2 cab and chassis	4
Steering a route into New Zealand	5
Wear your seat belt... for safety's sake!	5
A warm welcome to WCR's new owners PFB	6
Twin Packs set to 'Clean Up' in Birmingham	7
50/50 Twin Pack is a 100% Success	8
Sales sizzle in Scotland	8
FOCSA takes delivery of first Dennis Eagle RCVS	9
Getting to know each other first hand	10
Soaring back into Stockport	11
Kier change from kerbside to compaction at Corby	12
Smiles all round!	13
Playing dual role with SFS on new North East contract	14
A grand day out	14
CV Show 2007 – A real eye opener	15
Marathon man achieves his mission	16

# New Duo recycling option debuts at CV Show

Taking centre stage at this year's CV Show was our showstopping Duo recycling body – the first of its kind within the UK waste management industry to be developed specifically for kitchen waste. The result of a joint development programme between ourselves and Terberg Matec UK Limited, this latest RCV features a four cubic metre top-loading pod located immediately behind the cab.

In order to maximise payloads whilst withstanding the corrosive properties associated with kitchen waste, the recycling pod container has been constructed from lightweight aluminium, is fully sealed and comes suspended in a robust steel framework. In addition to facilitating ease of cleaning, the fully sealed feature alone means that the unit could, in effect, carry pure liquids without danger of leakage.

Designed to discharge its load into containers such as a skip or other suitable vessels, loading occurs to the vehicle's nearside. Kitchen waste can be discharged into the recycling pod using either the purpose-designed, 270 litre collection trough that sits alongside the main body compartment, or into wheeled bins up to 240 litres that are then hoisted by the bin clamp feature fitted to the trough unit prior to top-loading.

To facilitate the ease with which waste is then transferred to additional collection containers at the point of discharge, offloading occurs to the vehicle's offside. Indeed the

recycling pod container has been innovatively designed to pivot about an offset point that serves to create both a high and wide discharge arc.

As well as being designed to specifically accommodate kitchen waste, equal attention has been paid to ensure that the combined RCV operates to maximum effect in terms of both efficiency and payload. With this in mind, and based on calculations made in relation to the anticipated fill rates of the recycling pod, the new Duo comes equipped with our Phoenix 2 12 general compaction bodywork. By combining the P2 12 body with the 4 cubic metre recycling unit, the rate with which body compartments are expected to fill are anticipated to be closely aligned.

Equipped with the Elite 6 X 4 chassis featuring Elite 2 driver plus three cab, this latest RCV is powered by the Volvo D7E, 7 litre, 290/213 hp/kW in-line six diesel engine.

Commenting on the development and launch of the kitchen waste RCV, Norman Thoday, Managing Director of Commercial Operations stated: "With an increasing number of local authority operators looking to separate kitchen waste into its own stream, we decided to develop a product specifically for this aspect of the recycling process. In terms of the end result, then everyone involved with the project is extremely pleased with the end product. What's more, it certainly attracted the attention of many private and public sector operators who took the time to visit us at the show."

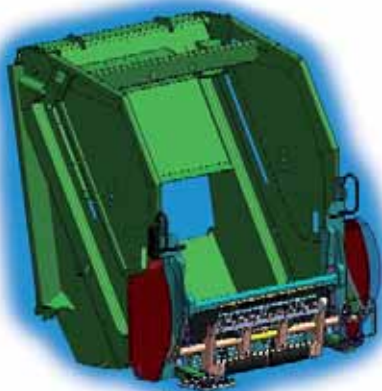


*The Duo body, which is suspended within a robust steel framework, has been designed to innovatively pivot about an offset point to create a high and wide discharge arc.*

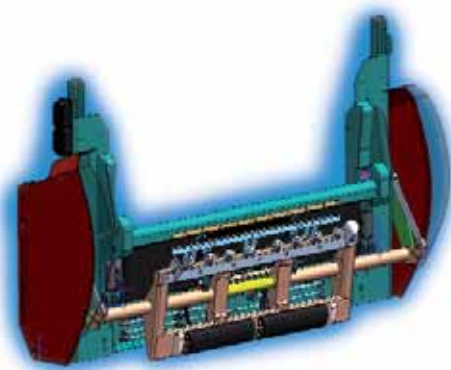
# You can't 'BETA' Dennis Bin Lift, or even a Europa come to think of it!

When it comes to RCVs of all shapes and sizes, for many the name Dennis Eagle quite simply slips off the tongue. And whilst we readily admit that this is not always the case in relation to our bin lift offering, it is a product range that is beginning to play catch up. With this in mind, we thought it would be interesting practice to dedicate a few column inches within this edition of Eagle Eye to bring out some of the key features of both our Beta 2 and Europa bin lifts. Plus, as you'll discover, they are already proving a big hit with some of our customers.

First up is the 'new kid on the block', the Europa. Designed for use with wheeled bin or Trunnion lift containers, it offers versatility without compromising on quality. Furthermore, it can be stowed below the loading rave for hand loading. Serving to interface with all Phoenix 2 narrow and standard bodies, the Europa simply bolts to the rear of the P2 tailgate without the need for welding or adaptation.



Tailgate view



Binlift without steps

But that's not all. Did you know that it's up to 30% lighter than most conventional split bin lifts and has a relatively short overhang. Add to the equation a 500 kg lifting capacity and the fact that it can also be supplied as lip lift for wheeled bins or DIN or Trunnion arms, no wonder it's starting to hit the right notes. Most recently, it has been put to the test with Monmouth County Council.

## BETA 2

Now here's a product that sets 'the' standards in bin lift technology. Like the Europa, Beta 2 has been specifically designed to complement our Phoenix 2 body range and offers the ultimate in versatility when it comes to both trade and heavy domestic use.

With its relatively short rear overhang, Beta 2 reduces effective rear axle load and hence delivers significant payload advantages. It too can be supplied for wheeled bin operation or with Paladin or DIN arms, and features an automatic two-speed operation for optimum safety.

Not convinced, then why not ask Grundon Waste Management – the UK's largest privately owned waste management company in the UK. They have recently taken delivery of four P2 20s on the Elite 6 X 4 chassis, and all have been equipped with our very own Beta 2 binlifters.

For further information on our bin lift product offering, simply visit the website or contact our sales department today on: 01926 316000.



# Additional changes to Elite 2 cab and chassis

Having introduced a number of changes to the interior of our low-entry Elite 2 cab last year – defined by the dashboard and taking in the bottom of the windshield down – our design and engineering teams are in the process of introducing further improvements to the remainder of the cab's internal layout. Additionally, they are on target to deliver the Elite 2 chassis equipped with the latest CANbus technology, and complete with the next generation Euro 5i Volvo in-line six diesel engines later this year.

Indeed with the Elite 2 prototype cab and chassis currently in development, all chassis cabs delivered from October onwards will incorporate the three sets of changes simultaneously.

Commenting on these latest Elite 2 developments, our Chief Engineer, Nick Swift said: "Introducing the three major changes at the same time serves to demonstrate our commitment to the field of ongoing and dynamic product development. Whilst the Elite 2 is already widely acclaimed by many of the UK's leading local authority and private sector contractors, our aim is to deliver a chassis and cab that is more functional, modern and efficient than ever before, and in doing so position it at as one of the best cabs across the entire commercial vehicle industry."

## ELITE 2 CAB

Generically, the design improvements introduced to the Elite 2 cab centre on its waistline up. In addition to improving the ergonomics of the driver's seat and controls, one universal type of locker option will be installed to more effectively utilise available space, whilst the decision to lower the Elite's in-cab header will enable additional equipment to be installed as an integral part of the cab. This will ensure equipment such as load indicators, tracking systems and additional monitors mounted in the lower header will be easier to access by the driver, whilst not detracting from the aesthetic lines of the lower cab trim or generating unsightly protrusions into the cab workspace, thereby causing obstructions to operators. Finally, vertical facing carpet-type 'knock on' trim sheets will be replaced with ABS

vac formed mouldings for improved drain off and speed of drying.

Detailed changes to the Elite 2 cab's interior see the installation of the Istrunghausen NTS (or equivalent) air suspension seat, together with independent crew member seats complete with integral seat belts – now supplied in red for improved visibility and prominence – all for increased comfort and safety.

Further changes – available on both the standard and narrow Elite 2 cab – see the introduction of front and rear overhead lockers as standard, with a vertical corner locker being made available as an option. Provision of dedicated stowage space for the fire extinguisher, first aid kit and hand wipes has also been made available, as is the case with coat hooks. Located on the rear wall of the cab, these are set above a self-draining drip tray for use when operating in inclement weather conditions. Such changes also help deliver an internal space that allows crews sufficient room to change into and out of winter clothing.

Yet further changes see the installation of independent overhead crew lighting, integral clock and forward view monitor now located in the header panel, and the engineering of removable a-post inner trim panels to accommodate a-post cable runs. Finally, in line with the latest smoking regulations, the Elite 2's ashtray has been removed.

## CANbus

CANbus changes introduced as part of our latest product development programme sees the technology not only introduced to the Elite chassis, but also upgraded on the Phoenix 2 body range by the transfer of control features from the body to the chassis. As a result of this latest phase two CANbus body development, we have been able to deliver a more cost-effective solution by simultaneously reducing body box variants from 15 to three, and body programs from 11 to four, whilst also reducing the cab and body to tailgate harness.

CANbus technology on the Elite 2 chassis now introduces POTM and ALMA controls,



the integration of step controls from the body controller to chassis and a re-engineered fuse board designed to provide increased capacity whilst being easier to access from within the cab.

## EURO V

Extending to our Volvo engine offering of two different power ratings – 290/213 and 320/235 hp/kW – the new Euro 5i range will meet the emission levels required by next year's impending legislation by reducing NOx levels from 3.5g/km to 2.0g/km. Additionally, Euro 5i will see the introduction of additional OBD (On Board diagnostics) for the monitoring of the engine exhaust gas process system.

Deployed to monitor NOx levels in the exhaust gases, the level of the urea tank and faults in the emission control system, the new OBD capability will de-torque the engine to 60% of maximum until such a time as any problems has been diagnosed and rectified. Visual warnings will be displayed on the instrument cluster.

Finally, we will introduce a cold start option at Euro 5i. Incorporating a heater for air intake on the engine, this technology will facilitate engine operation to temperatures of -25° C.



# Steering a route into New Zealand

Our Export Division is always keen to keep us posted of its latest achievements, and front-page news in this Eagle Eye bears testimony to this fact. That said, if it's an interesting story angle you're looking for you would be wise read on. You see our Export Division is celebrating the fact that it has successfully delivered Dennis Eagle's first ever chassis to New Zealand. But what's equally interesting is the fact that they are two rather unique derivatives of our Elite 2 chassis.

Following an introduction to Dennis Eagle by our agent, John Walker of Dennis Eagle Fire New Zealand, and having been paid a visit here in the UK by Bruce Dean, the Managing Director of Metrowaste, work continued on engineering the two dual steer RCV chassis.

Based on our Elite 6 X 2 rear steer model and mounted in New Zealand with a locally manufactured side loading body, the Elite's were equipped with a dual steer position to accommodate a standard one man operation which is common practise in New Zealand. Whilst the driving position on the right hand side of the vehicle is standard in New Zealand, the second steering wheel position located kerbside provides for quick access in and out of the cab. Complete with nearside folding door, the second steering station enables the vehicle to be driven to a speed of 30 km/h with a driver in a standing position. A single floor mounted foot peddle serves to control both speed and braking.

As Derek Flynn, our General Sales Manager – Export comments: "Not only are we delighted to have successfully exported product as far afield as New Zealand, it was a fascinating project to work on. Whilst dual steer is not unusual to find in the US, it remained a unique

proposition to us as a manufacturer. Metrowaste has informed us that both vehicles are reportedly performing extremely well, so on that note I would like to thank the whole team who were involved in the project, as well as Bruce Dean of Metrowaste for having confidence in our product."



*Above: Jump on board. Pictured on board the dual steer is Angela Ward, whilst looking on from left to right are our very own Malcolm Lines, Derek Flynn, Brian Gore and Andy Graves.*

*Right: The second steering station that enables the vehicle to be driven to a speed of 30 km/h from a standing position.*

## Wear your seat belt... for safety's sake!



If our decision to make our seat belts red with effect from October doesn't drive home the message as to their importance, then perhaps the photograph below will. For had the driver and crew of this New Forest District Council RCV not been wearing theirs, then it is unlikely that they would have walked away with just cuts and bruises. We hope you get the message!

# Going Private

Within the operator round-up of this edition of Eagle Eye, we catch up on three of our expanding private customers, all of whom have recently either furnished us with orders for our RCVs or taken delivery of a hybrid of models so far this year. And, as you're about to discover, we've also been very active with a number of our local authority and other private sector customers, so read on!

## A warm welcome to WCR's new owners PFB



One of the hottest developments to reverberate around the municipal waste management sector over recent months has been the purchasing of municipal vehicle hire specialists, WCR by PFB Self Drive. It is a move that will see PFB significantly strengthen its position within the municipal market; something that PFB's Peter Bentley has already gone on record of saying. Commenting at the time of the acquisition, he said: "We chose to purchase WCR based on the strength of their brand within the municipal market and it is our intention to continue to invest heavily in the business as a means of further strengthening its market standing. We also aim is to ensure that customers continue to enjoy the exceptional quality of service that they have come to expect from WCR."

Having been a long-standing supplier of RCVs to WCR, we are now looking forward to developing our relationship with the new director team, in particular Paul

Knibbs who is heading up the operation. Continuing WCR's flair and passion for 'delighting customers', and looking to continue the association with leading brands such as Dennis Eagle, we are pleased to have recently supplied them with a new fleet of eight RCVs that have entered service with Walsall Council. Built to the council's own specification - featuring Red Forge body weighing systems and HN Logistics lifting equipment - each of the eight P2 20s on

the Elite 6 X 4 chassis are being deployed for the collection of domestic waste. What's more, WCR has just placed an order with us for 10 Twin Packs that are due to enter service later this year. The overriding message that we would like to leave with the new team at WCR is obviously to wish them well for the future and to emphasise that we look forward to working with them every step of the way.



# Twin Packs set to 'Clean Up' in Birmingham

Neighbouring Birmingham City Council has turned to us to help them in their drive to deliver a more efficient and cost-effective domestic waste collection and recycling service across the city.

As a result, the Council is in the process of investing in 18 high capacity Twin Pack recycling RCVs that are being phased into operation between now and September, prior to the Council expanding its doorstep recycling scheme to 87% of Birmingham's residents next March.

Indeed when the new vehicles are fully operational, the Council – recent recipients of the British Cleaning Council's coveted Street Cleaning Award 2007 – is confident that it will be successful in pushing its recycling rates up from more than 20% currently to some 37% by 2011/12.

The decision to award us the contract – valued at £2.8million – comes following an extensive trial period of the dual compartment Twin Pack, which are being supplied on the Elite 6 X 4 chassis, featuring driver plus four Elite 2 cab.

Commenting on behalf of Birmingham City Council, Fleet Services Manager, Trevor Chalmers said: "For a number of years now, we have taken time to observe the effectiveness of the many different vehicle types that other local authority operators have deployed to support their own recycling schemes, with a view to ensuring that we invest in the correct vehicle for the job. And having now successfully tried the Twin Pack for ourselves, we believe that it is the best solution for Birmingham."

Covering approximately 180,000 domestic properties the Twin Packs, which feature two body compartments with a 70/30 split in terms of size, will initially continue to support the recycling scheme implemented by the Council. This currently involves the collection of three recycling waste streams taking in paper, co-mingled glass, cans and plastics, as well as green waste. And whilst the Council has no intention

at present of changing the type of recyclables it collects or its means of doing so using boxes and plastic sacks, the use of multi-compartment recycling vehicles will reduce the current need to deploy single compartment vehicles to collect each type of waste. As Trevor quite rightly states: "The Twin Packs will not only give us the flexibility to collect two waste streams at any one time, they will enable us to vary what is collected and when. A perfect example of this is green waste. The amount that we collect during the winter months understandably drops off significantly, so during this time we will use the Twin Packs smaller body compartment, whereas in the summer it will be collected in the larger 70% side."

Despite collection continuing to centre on the use of boxes and plastic sacks to collect recyclables, the new vehicles are being specified with Terberg triple bin

lifts making them capable of collecting different waste streams using wheeled bins in the future. Indeed this is something the Council is currently in the process of evaluating.

Deployment of the new RCV fleet onto the streets of Birmingham will also see the Council roll out a new vehicle livery. Currently presented as white trucks, the new Twin Packs will be finished in a light green to promote their environmental role and will again incorporate the City's emblem – 'Forward'.

This latest announcement relates to just one in a series of Council initiatives relating to the future of waste collection and recycling. Investment is set to continue in other areas of service delivery, and the Council's leaders are also currently considering establishing the city's first MRF or materials recycling facility.



*Pictured with one of the first Twin Packs is (right) Birmingham City Council's Cllr Len Gregory, Transportation & Street Services and Ian Coghill, Director of Environmental Services.*

# 50/50 Twin Pack is a 100% Success

Following in the footsteps of our hugely popular and the all-original 70/30 Twin Pack, is high capacity 50/50 model that we introduced towards the back end of 2005. And with its two equally sized and totally separate compartments giving close on a 20 cubic metre capacity, then it becomes clear to see why such a 26 tonne GVW heavyweight is proving a big hit with some of our customers.

Take a look at Riverside Truck Rental for example, and, just as importantly, one of their main customers, Greenstar. Being responsible for the entire fleet management and supply of all types and kinds of vehicles and plant on contract hire for Greenstar - one of the UK's leading recycling led waste management companies - Riverside has recently added two Twin Pack 50/50s to Greenstar's recycling fleet operating out of their Cannock depot.

So in addition to supplying Riverside Truck Rental with a huge thank you for once again recognising the inherent product qualities of the 50/50 Twin Pack, it would be amiss of us not to congratulate them on their own success of late, and by this we refer to their recent acquisition of Milton Keynes-

based Trio Hire Direct. But this is an understandable move for a company that lays claim to being one of the UK's most progressive independent truck hire specialists! So well done and good luck for the future.



*Our new purpose-built and fully equipped service centre in Croydon is General Service Manager - South, Mick Hill.*

## Sales sizzle in Scotland

If you don't believe us, then read on. For having caught up with our man at the helm in Scotland, Tom Fullerton, it appears that he has been spreading the 'good word' of far and wide and across the length and breadth of the country.

Here's his latest new vehicle sales roll call. First up is new customer, North Lanarkshire Council, who have taken delivery of two P2 20s on the Elite 6 x 4 chassis. The same vehicle specification, but involving two vehicles each has

also been supplied to the council's of North Ayrshire and Midlothian. Indeed the P2 20 has also been popular with Highland Council who has coupled two bodies with our Elite 6 X 2 mid steer chassis.

At Western Isles Council, they have put their faith in our high capacity Twin Pack with 70/30 body split, whereas Argyll & Bute Council have taken delivery of two narrow track P2 12Ns on the equivalent Elite 4 X 2N chassis.

And this leads us perfectly onto the council's of Fife and Shetland Islands; the former having invested in four standard width Elite 4 x 2 chassis and the latter one.

Last but not least we have tied up with our good old friends, Manvik, who have recently supplied eight new P2 15 narrow-bodied RCVs on the Elite mid lift 6 x 2 chassis to City of Edinburgh Council.





# FOCSA takes delivery of first Dennis Eagle RCVS

There aren't many editions of Eagle Eye when we fail to introduce you to a new customer and this one is no exception. You see we have recently completed our first ever RCV order for Focsa Services (UK) limited – one of the country's leading waste management and environmental services providers.

Having successfully tendered for the refuse and recycling contract on behalf of West Wiltshire District Council, Focsa – a wholly owned subsidiary of Spanish-based global environmental services provider, FCC (Fomento de Construcciones y Contratas, S.A) – has introduced a new RCV frontline fleet.

Serving to support both the domestic and commercial waste management schemes implemented on behalf of West Wiltshire DC, Focsa has specified a combination of our complete RCVs and the 26 tonne Elite 6 X 4 chassis that have been equipped with Ros Roca Cross 20L general compaction bodies. Indeed the Focsa order is not only the first it has placed with us, it represents the first time a Ros Roca body has been featured on one of our chassis since both

companies joined forces towards the end of last year.

The complete RCVs centre on a specification that sees the narrow track 2.2m wide 6 X 2 Elite rear steer chassis – renowned for providing increased manoeuvrability – coupled with the Phoenix 2 N 20 body.

Each of the chassis feature the Elite 2 driver plus three cab, and all bodies have been equipped with Zoeller Rotary bin lifts for wheeled bin operation.

Refuse and recycling with Focsa in West Wiltshire centres on the alternate weekly collection of residual domestic waste, and green waste that also incorporates cardboard. Serving some 50,000 properties across the district, seven of the RCVS will operate on residual domestic rounds; five being dedicated to supporting the recycling operation. The remaining two fleet newcomers will support the collection of waste from trade and commercial premises.

Commenting on the decision to specify Dennis Eagle for the first time, Focsa's National Fleet Manager, Alan Sherlock



said: "Having successfully operated a number of older Dennis Eagle RCVs in the past and experienced no problems with them, we thought the time was right to specify them from new for what is a significant new contract for Focsa here in the UK. We fully appreciate how well known and respected the Dennis Eagle product is here in the UK, in particular the low entry cab that is both proven and extremely popular with many types of operators."

He added: "This latest contract gain with West Wiltshire is of strategic importance to Focsa's future plans and we are now looking forward to working with the Dennis Eagle RCVs as a means of delivering a very effective and efficient waste management programme on behalf of the council and its residents."

# Getting to know each other first hand

West Midlands-based waste vehicle solutions provider, Cooper Group UK – established in 1986 by former Dennis Eagle employee, Bob Cooper – is fast turning into an important customer of ours.

Indeed having successfully established Cooper Hire, an operating division created to provide customers with a fleet of custom-built RCVs either on Spot Hire or to support unique vehicle contracts, the company has recently taken delivery of its first ever new Dennis Eagle refuse collection vehicles. What's more, the initial intake of five of our complete RCVs and a further five chassis cabs, are the first of 55 new vehicles that Cooper Hire has on order and which are set to enter service over the next twelve months.

Comments Cooper Group UK's Ian Cooper, Managing Director and son of founder, Bob Cooper: "Being an ex-employee of Dennis Eagle based at their Cannock depot, my father has always held the product in high regards, and the fact that we have, until now, always operated a large fleet of second hand Dennis RCVs bears testimony to this fact. They are the best you can get in terms of reliability, plus we know them inside out from a mechanical and electrical standpoint."

So what is behind the decision to go down the new vehicle route for the first time? As Ian Adds: "Whilst we have built up an enviable reputation for the quality of our bespoke fleet offering, this has largely centred on vehicles that have been refurbished, albeit to exacting standards of engineering. Now, however, and based on the interest that we have



attracted at the CIWM, RWM and CV Shows over the last couple of years, we have been successful in securing a number of local authority waste management contracts.

"Taking in LAs from the Midlands to the south and east coasts and South Wales, we can now offer a unique mix of new and bespoke refurbished vehicles to optimise the efficiency of their waste management services," he added.

Indeed it is the Cooper philosophy mixing of new with old that the initial RCV intake centres on. For alongside five complete Dennis Eagle RCVs - three P2 20 bodies equipped with the Elite 6 X 4 chassis and two P2 9s on the Elite 4 X 2 – are five further Elite chassis cabs, all of which feature the driver plus four Elite 2 cabs. The latter are to feature refurbished bodies depending upon the



**COOPERGROUPUK**  
Providing waste vehicle solutions for over twenty years

customers needs in terms of body size, compartments, lifting issues and weight.

Comments, Norman Thoday: "This is a great success story, and one which has seen Bob, an ex-employee of Dennis Eagle, grow and build his business from that of mobile service provider into a multi-million pound concern. It would be amiss of us not to congratulate him and his family on their outstanding success, and to thank them for the faith that they have had in our product and which continues today in the form of a significant new vehicle order."

# Soaring back into Stockport

Following the successful transfer of its refuse and recycling services to Solutions SK, Stockport Council's wholly-owned company, our RCVs are once again set to become a familiar sight on streets across the borough. Indeed with the new fleet of 21 Dennis Eagle's fully operational, it will be nearly two decades since they were last specified to operate within Stockport.

Having been recommended and provided over a seven-year contract hire period by Solutions SK's supply partner, Translinc, the new RCVs are being deployed to support the collection of recyclables and domestic waste.

To deliver the in-house service, and operating in the livery of Solutions SK,

the new vehicle intake centres on four chassis and body configurations.

Alongside 16 26-tonne P2 20s equipped with mid steer Elite 6 X 2 chassis, are three narrow bodied P2 15Ns on the narrow track Elite 6 X 2 mid-steer, a P2 9N that has been specified with the 2.2m wide Elite 4 X 2 chassis, and a Compact body supplied on a 4 X 2 Volvo chassis. Whilst five of P2 20s feature Terberg Omni-Del bin lifts, the remaining 11 are open backs. Additionally, the P2 9N and three P2 15Ns are equipped with Terberg TCH-OLP bin lift equipment, whilst the Compact features the Terberg Tinnium.

Serving some 120,000 properties across the Metropolitan Borough of Stockport, the eleven open backs are supporting the weekly collection of domestic waste in black sacks. Of the five additional 26 tonne mid steers, four are serving to collect garden waste on a fortnightly

basis using 240-litre green-wheeled bins, with one spare. All of the RCVs have been specified with a combination of the driver plus three or driver plus four Elite 2 cab.

Commenting on behalf of Solutions SK, Fleet Manager, Alan Lowe said: "Whilst it was our supply partners, TransLinc, who this time around recommended Dennis Eagle as the preferred RCV solution, Stockport has of course, been associated with them in the past. As such, we are delighted that it is Dennis Eagle's RCVs that are once again being used for waste collection and recycling in Stockport."

And as Alan adds: "They certainly performed well the last time we controlled this important service in-house and we believe they will once again enable us to better service our residents across the borough. Whilst it's obviously early days, the RCVs are performing very well indeed."



# Kier change from kerbside to compaction at Corby

It's once again great to see our RCVs doing what they do best for residents served by Corby Borough Council, and this time its thanks to Kier Group Company – Kier Street Services. But before we look at what our RCVs are up to this time around, let's not forget that Corby is a life long fan of the Dennis Eagle RCV! Indeed some of you may recall a previous Eagle Eye article involving one of the first Dennis RCVs to feature a steel cab and automatic transmission, and which was still in service after a working lifespan of some 20 years.

And once again, it's the turn of our single compartment general compaction RCV that Kier Street Services is currently implementing as a means of improving both the efficiency and operational safety of the recycling scheme that it currently implements on behalf of the council. In doing so, Kier is switching from the use of multi-compartment kerbsider vehicles.

Representing a sweeping change to the manner in which recyclables are being collected from some 24,2000 properties across the borough, Kier Street Services has this year deployed three Phoenix 2 20 general compaction bodies equipped with the rugged and versatile Elite 6 X 4 chassis and featuring the Elite 2 driver plus three cab.

Commenting on the decision to switch from kerbside collection to general compaction RCVs, Kier Street Services General Manager, Paul Flight said: "We are confident that by introducing general compaction RCVs to support recycling within Corby Borough a number of significant benefits will be realised by all concerned. Not only is the use of a single compartment, rear loading RCV less labour intensive and therefore more cost-effective, it also delivers positive health and safety benefits as the manual handling of waste at kerbside is taken out of the equation

He added: "We have become increasingly concerned by the potential adverse safety aspects that are associated with sorting waste at the point of collection from an operative's standpoint and believe that the time is now right to bring it to an end. Finally, Corby Borough Council remains understandably heavily focused on waste minimisation and recycling, and we are therefore looking to deploy the new Dennis Eagle RCVs to help them realise an increase in recycling rates by some 10% to around the 38% mark."

In addition to being less labour intensive than kerbsider vehicles, the Dennis Eagle fleet newcomers will deliver further cost benefits as the switch to the use of brown 240 litre wheeled bins for paper, cans and plastics initially - glass being reintroduced in September - means recyclables will be collected fortnightly instead of weekly.

Alternating with the fortnightly collection of the domestic or general waste, Kier will deploy its eight strong RCV fleet that remains 100% Dennis Eagle to collect garden waste and cardboard in equivalent volume green wheeled bins.

Commenting on Kier's decision to specify Dennis Eagle, Paul Flight added: "Since purchasing the first four Dennis Eagle at the start of the Corby Borough Council refuse, recycling, street cleansing and grounds maintenance contract in January 2004, we have enjoyed excellent all-round reliability and very good support service. As a result, we believe they are the best vehicles in the marketplace and hence saw no reason why we shouldn't continue to standardise the RCV fleet at Corby. We also have an ongoing and equally effective relationship with Dennis Eagle via our contract with Bexley Council."



# Smiles all round!

And what else would you expect when two parties come together to sign a major £5 million RCV order agreement. Well this is what happened earlier this year when leading independent municipal services contractor, Verdant Group plc, furnished us with an order to supply a total of 35 new RCVs.

Pictured shaking hands following the signing of the agreement is our very own Norman Thoday (left), Managing Director of Commercial Operations and Jonathan Miles, Chairman of the Verdant Group. Also pictured, from left to right, are Iain Jarvis, Strategic Development Manager for Verdant; Mick Friend, Sales Manager - South and Verdant's Fleet Engineer, Bob Williams.

Representing the first ever body and volume chassis order that Verdant Group plc has placed with us, the contract involved the supply of both general purpose refuse collection and specialist

recycling vehicles - the Dennis Eagle Twin Pack and Duo - which represented £2.6million of the order total.

News of this latest contract award for Dennis Eagle comes as a result of Verdant winning four major new local authority waste collection and recycling contracts, not to mention a further 14 year contract that has been renewed with Anglesey County Council.



# Playing dual role with SFS on new North East contract



Leading contract hire and fleet management specialists, SFS, is to team up with us once again, having successfully secured the contract for the supply and maintenance of the RCV fleet operated by Hambleton District Council over the next five years.

Serving to mirror the levels of service provision that SFS has successfully provided to neighbouring local authority Richmondshire over recent years, Hambleton District Council will benefit from not only a new nine strong fleet of



*As is the case with the SFS fleet of Dennis Eagle's in neighbouring Richmondshire, the soon to be delivered Hambleton RCVs will be serviced at our North East Service Centre that was opened only last year.*

Dennis Eagle RCVs, the contract will see Dennis Eagle deliver the service and contract maintenance programme that SFS presented as part of their extensive tender process.

As Hambleton District Council's Operational Services Manager, Mike Kneebone comments: "Having looked at the options of outright purchase, lease, and contract hire and maintenance, SFS presented us with the most economical and advantageous proposal as far as both the Council and its taxpayers are concerned. Furthermore, they fully met all of our specification requirements. As a result, we are now looking forward to working with them and Dennis Eagle as a means of helping us deliver an improved service to our domestic residents; one which will hopefully see us push forward our recycling target from 44.5% at present to in excess of 50% by 2010."

Supplied over a five-year contract hire period, service and maintenance of the new Hambleton fleet will be coordinated from Dennis Eagle's new North East Service Centre. Located at

Coundon Park, Darlington, which opened last year. It is a facility that already supports the SFS Richmondshire fleet.

Initially, support centres on nine Dennis Eagle P2 20 bodies that are set to join the Hambleton on the Elite 6 X 4 chassis. Seven of these vehicles are being equipped with Terberg bin lifts for domestic refuse collection across the Borough's 38,225 properties, the remaining two being deployed for the collection of trade waste and which feature Dennis Eagle's Beta 2 bin lift.

A further four Elite 4 X 2 chassis specified with an additional Granning axle and Terberg's multi-compartment recycling bodies are set to enter service around November. These vehicles will be used to support a fundamental change to the way in which Hambleton Council collects its refuse and recycling waste streams. To be introduced for the first time on an alternate weekly basis will be full kerbside collection using bags and boxes for paper, plastics, glass and cans, with wheeled bin collections of green and residual waste being collected at the same frequency.

## A grand day out

If we started out by saying that 'Irish eyes were smiling' recently, then you only have to add in the word Manvik and you'll understand that we are referring, of course, to our good old friends and distributors for Ireland.

What is surprising, however, is the fact that until the other month, many of their customers who are avid fans of our RCVs had never actually visited us here in the UK! Upon discovering this, we quickly swung into action to address a situation that we understood only too well couldn't continue for a moment longer.

The solution was a simple one – arrange for them to enjoy and savour what did amount to be 'a grand day out.' Having flown in a number of

Manvik's key customers, they were entertained to an informative and fun packed day. Starting with a presentation about Dennis Eagle, and following a visit round our world class manufacturing facility in Warwick, it was a quick transfer to the nearby ProDrive race circuit for an afternoon of thrills and spills.

Indeed it was here that Manvik's customers not only participated in racing round the circuit in that most revered of automotive beasts, our very own RCVs, they followed this by the high octane experience of getting on board a number finely tuned Subaru rally cars. Not surprisingly, whether it involved tackling an RCV manoeuvrability and obstacle course,



*Manvik and its customers, together with our own personnel check over the RCVs before taking to the track.*

simply enjoying the pleasure of opening up an RCV on the race circuit or putting rally cars through their paces, it proved a highly successful event and one that was definitely appreciated by all concerned.

# CV Show 2007 – A real eye opener

For those of you who for one reason or another failed to take in the CV Show this year, we'd like to quite simply say....you missed a real eye opener! But hey, whilst we can't even begin to describe the 'buzz' everyone felt at the show – this year's being bigger, bolder and better than ever before – fear not, for we're about to tell you a little more about our very own showstopper.

You see so convinced are we that our Elite 2 cab does, indeed, provide the best levels of driver and crew visibility when compared to any other CV cab in Europe, this is something we wanted everyone to see for themselves. The question was: how could we achieve this within the constraints of an exhibition hall? And this is the ingenious bit: recreate the experience of the visibility offered from cabs of other CV manufacturers from

the comfort of our own Elite 2 cab, the only true low-entry model in existence.

Deploying the latest in close confined projection technologies, the end result saw us recreate the visibility levels offered by our competitors by superimposing their windscreens over that of the Elite 2. And the results were staggering. Not only did the Elite 2 offer unprecedented levels of visibility all round, this was accentuated when a number of simulated but real life driving conditions were introduced into the equation, such as emerging from a junction, overtaking parked cars and pedestrians crossing.

Comments Norman Thoday: "When we decided to look at the visibility aspects of our own cab and those of our closet



competitors, I don't think that anyone thought there would be such a massive difference. Indeed across all of the driving conditions that we were able to recreate for this exercise, the Elite 2 was miles ahead of the rest in terms of the visibility from the front of the vehicle and to its sides.

"From the comments that we received from those who were able to take in the experience at the CV Show, we know that the message was received loud and clear," he added.



Pictured sharing in the virtual visibility experience at the CV Show is Ramon Roca, Chairman of Ros Roca, Dennis Eagle's new partners.

# Marathon man achieves his mission

For the vast majority of those who take part in what is without doubt one of the world's most popular sporting events, the London Marathon, raising funds for much needed causes is what drives them on through weeks and months of gruelling training, not to mention the final 26.2 miles facing them at the end, and Caradon District Council's Richard Isbell was no exception.

Indeed not only did Richard take up the challenge of tackling his first ever marathon in London earlier this year, he did so in memory of a very dear and close friend. And having started the first five miles of the marathon running alongside his late friend's son, James, Richard and his own son, 26-year old Gary, went on to successfully complete the course in a very creditable time of 5 hours 1 minute and 4 hours 42 minutes respectively. What's more, the dynamic running duo were successful in raising a staggering £5,000 for their

chosen charity, Cancer Research UK.

So how did Richard, Caradon Council's Deputy Head of Operations and Technical Services, find the experience? "Whilst it was without doubt one of the hardest things I've ever done, it was a wonderful experience and one that will stay with me for ever. The encouragement that we received from the spectators gave us the drive and determination to complete the course, however the reason for running in the first place remained foremost in our minds at all times.

"And whilst we experienced every emotion you can imagine; apprehension, pain, elation and sadness being just a few examples, the most important thing was that we were successful in raising a lot of money for Cancer Research UK. That said, marathon running is not really my idea of fun, therefore I can officially confirm that this was my first and last one!"

## Caption competition

Has a man from Mars landed? Is it a creature from outerspace? Or is it Aardman Animations latest take on Wallace & Gromit? No, it's our very own Melvyn Davis 'enjoying' a grand day out at the race circuit. So come on all of you budding trivia competition experts, what catchphrase or saying can you come up to support such an endearing photograph? And by the way, as one of Melvyn's work colleagues has already dreamt up, "Me...get in a yellow car! You must be having a laugh mush!", is already spoken for!!!

Clean and printable answers only please, which can be emailed to [roberta.manca@dennis-eagle.co.uk](mailto:roberta.manca@dennis-eagle.co.uk) or posted to her at our head office address in Warwick.

The lucky winner will receive that must have fashion accessory, a His 'n' Hers Dennis Eagle fleece.



Richard and Gary proudly show off their medals having successfully completed their first ever London Marathon, and it's a big why not from everyone at Dennis Eagle!



**DENNIS EAGLE LTD**  
DESIGNED WITH YOU IN MIND

### 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](mailto:sales@dennis-eagle.co.uk)

[www.dennis-eagle.co.uk](http://www.dennis-eagle.co.uk)

