



EAGLE EYE

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Revolutionising Recycling in 'One Pass'



With the multi-compartment One Pass vehicles in our fleet we can now rationalise this, whereby one vehicle does the work of five. Not only does this simplify collection, it addresses other issues such as reducing fuel consumption, pollution and noise, not to mention congestion and time. All in all, they are the work horses that will deliver a two week collection cycle," adds Dave.

With the new vehicles now in service, which feature dual compartment compacting bodies at the rear of the vehicle working in unison with a behind the cab mounted, top-loading pod, Colchester Borough Council will collect waste from 66,000 properties on two cycles. Week A will see general domestic waste, cans, paper and cardboard collected, whilst Week B will centre on green waste and plastics.

Front page news in this edition of Eagle Eye centres on Colchester Borough Council—recognised as one of the UK's top 10 councils in the field of waste minimisation, recycling and composting. In its drive to achieve a staggering 40% recycling and composting rate this year, rising to 60% by 2007, the council has deployed the services of our specialist RCV, 'The One Pass'.

friendly service for residents across the borough," commented Colchester Borough Council's Waste & Transport Manager, Dave McManus .

"Our previous extensive door-to-door recycling collection service involved us doing a total of five passes per household.

Each of the new One Pass vehicles is based on our acclaimed Elite 6 X 4 chassis, complete with the new Elite 2 cab that has been specified with a driver plus four seating configuration.

Acclaimed by the Audit Commission to be 'leading the way forward towards excellence in waste management', and with its sights set on becoming the cleanest and greenest Borough in the country, the council has recently taken delivery of a fleet of 13 new One Pass RCVs. Procured through SFS Limited – one of the UK's leading municipally-focused contract hire specialists – the new vehicles are being used to collect four different types of recyclable materials separately. They will also help the council to reduce refuse collection costs by around £400,000 per annum.

"Having the new Dennis Eagle One Pass vehicles in our fleet will enable us to deliver a modern, simpler, more efficient, more economical, and environmentally



A One Pass vehicle in operation within Colchester.

READY-MADE FOR RECYCLING

VISIT US AT THIS YEAR'S CIWM
STAND NO N61 NORTH GREEN
Or turn over and discover more!

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Cab Fantastic!



Pictured alongside the 1000th Elite 2 cab is Mick Pugsley, with members of his 'Elite' production team

We're referring to the Elite 2 cab, of course. You see, we're delighted to announce that having only officially launched the product at the CIWM twelve months ago, the 1000th cab has already rolled off the production line at our dedicated cab manufacturing plant in Blackpool.

"The demand for the new Elite 2 cab and the acceptance it has received in the marketplace has exceeded everyone's expectations, and we are delighted that output of the 1000th cab coincides with the first anniversary of its launch," states Chief Executive, Mike Molesworth.

"In redesigning the original Elite cab, a product that was extremely successful in its own right for some 12 years, we aimed to deliver a new generation product that provides operators with the best low

entry cab option there is. We know from a buoyant order book and from the feedback that has emanated from many of our customers that we have been successful in achieving this. Whilst being fashionable and stylish, the Elite 2 cab provides crews with a safer, cleaner, more comfortable and functional environment in which to work," he added.

Production output of the Elite 2 cab reflects the high levels of demand that we are continuing to enjoy across both our chassis and body range, not only here in the UK but throughout many export markets. At Blackpool, for example, output of RCV cabs increased by some 57% last year. Having produced 475 cabs in 2002, this figure reached 748 in 2003. Projected manufacturing output this year is expected to be 800 cabs.

And so to the 1000th Elite 2 cab itself, which features the driver plus five seating configuration, and which is set to enter service with Onyx Liverpool – one of the top - ranked waste management operators worldwide serving 50 million people and 50,000 industrial companies.

In addition to manufacturing RCV cabs, you may recall that our Blackpool production facility is also home of the familiar Dennis fire engine cab, where they produce some 100 units per annum. Included amongst them is the biggest fire engine cab currently available which, in the Dutch market, supports a driver plus crew of eight.



READ ALL ABOUT IT!

Ready-made for recycling is very much our adopted theme at this year's CIWM. In addition to using the exhibition as a platform from which we aim to reaffirm our position as the market leader in the provision of complete vehicle solutions, the focus remains very much on the suitability and versatility of our product offering within the field of recycling.

So what's on show? Leading the exhibits is the dual compartment 6 X 4 Twin Pack that features the new Terberg Triple bin lift and

driver plus four Elite 2 cab. Also on display will be three Phoenix 2 bodies equipped with the Elite chassis. Alongside a narrow Phoenix 2 9 and 15 body, shown with our Beta 2 bin lift and fitted to the Elite 4 X 2 chassis, will be the larger capacity Phoenix 2 20. This will feature with the popular Elite 6 X 4 chassis.

Commenting on the line-up, Norman Thoday said: **"Whilst promoting the suitability of our multi-compartment body range remains a high priority, such as**

the Twin Pack, Duo and One Pass, the same also applies to our general compaction body range in Phoenix 2. In addition to remaining a firm favourite for the collection of general domestic waste, the different body sizes make it equally popular for collecting different recyclables. In effect, our modular approach to chassis and body configurations makes us a one-stop-shop. We aim to drive this home at the exhibition."



Pictured is one of three Twin Packs that earlier this year entered service with Wealden District Council to support their 'Crown' (Collecting and Recycling Our Waste Now) kerbside scheme for dry recyclables and green waste.

First Twin Packs for Chelmsford Borough Council

Chelmsford Borough Council has recently strengthened its RCV fleet dedicated to dry recyclables, having taken delivery of its first Twin Packs.

In what remains the most popular dual compartment bodywork option within the recycling sector, Chelmsford Borough Council is using the Twin Packs to help it realise a 23% recycling figure this year, rising to 40% by 2007.

Joining a recycling fleet that already totals 17, the Twin Packs are being used to service some 60,000 properties across the borough. Complete with Terberg triple bin lifts, and featuring the driver plus three Elite 2 cab mounted on the robust Elite 6 X 4 chassis, the new vehicles are operating on an alternate week collection cycle. Kerbside collection of paper is being deposited in the Twin Pack's larger body compartment, the smaller one being used for either plastic or cardboard.

In addition to the Twin Packs, Chelmsford Borough Council also deploys our general

compaction RCVs to support its green recycling initiative. Here we see nine single-bodied vehicles equipped with our green switch. This factory fitted option enables the driver to adjust the compaction ratio of the pack rams based on the density of the green waste that is being collected. Within the Chelmsford Borough Council fleet, this has been fitted to seven P2 23s that feature a mixture of Otto and Zoeller bin lifts, and which operate with the Elite 6 X 4 chassis.

Completing the RCV line-up are two narrow track 6 X 2 chassis that are fitted with P2 15N bodies and Zoeller bin lifts.

“Whilst the Twin Packs have only recently entered service, we have already received some favourable feedback from the crews. We are confident that they will help us realise the recycling targets that we have set for this year and beyond,” states Chelmsford Borough Council's Environmental Protection Manager, Barry Saunders.



Helping Kick-Start 25 Year Waste Management Contract

Biffa Leicester – the company established by Biffa Waste Services to coordinate the waste management contract for Leicester City Council over the next 25 years – has deployed an RCV fleet that majors on the Dennis Eagle brand.

In total, some 32 of our chassis and bodies have been supplied to Biffa Leicester to deliver a number of schemes that centre on the collection, treatment and disposal of household waste from the City's 117,000 domestic properties.

Providing the backbone of the Biffa Leicester fleet is some 17 of our complete RCVs that sees the Elite 6 X 2 mid-lift chassis mated with the Phoenix 2 23 general compaction body. Engaged on the weekly-wheeled bin collection of primarily general household waste, the vehicles feature a combination of Terberg and Beta 2 Paladin bin lifts.

Central to Biffa Leicester's recycling scheme, which aims to achieve a 40% recycling figure for the community by August, is a powerful combination that

sees a bespoke version of the Elite 6 X 2 rear steer chassis aligned to a purpose-built three compartment Terberg Combi-box body. The 11 vehicle recycling fleet will be responsible for a weekly collection of glass, plastics and paper. Each of the 6 X 2 rear steer Elite chassis also feature the low entry driver plus three Elite 2 cab.

Completing the Dennis Eagle product line-up at Biffa Leicester is four Phoenix 2 25 bodies with Terberg bin lifts that are also working on general waste collection and which are operating under the Seddon Atkinson 8 X 4 chassis.



The Biffa Leicester fleet of Dennis Eagle RCVs in all its splendour.

Joining Noblet in the Premiership!



When we approached Noblet Municipal Hire Services' Managing Director, Dave Tetley with a view to featuring his organisation within the pages of Eagle Eye, we were quick to discover that he firmly ranks us in the Premiership as far as refuse collection vehicle manufacturers are concerned. Well, given the fact that they have seen their fleet increase in size from 60 to in excess of 200 in three years, we would like to reciprocate by saying that when it comes to the contract and spot hire business, 'the feeling is mutual'!

We were equally pleased to discover that our vehicles make up some 25% of Noblet Municipal Hire Services' current fleet. What's more, by the time this edition of Eagle Eye hits the streets, Noblet will have taken delivery of a

further six vehicles. Joining Noblet's expanding Spot Hire fleet, the Dennis Eagle newcomers include three narrow track Elite 4 X 2 chassis featuring driver plus three cabs, that are being supplied with P2 9N bodies equipped with our Beta 2 bin lifts.

Also commissioned within the spot hire fleet are two further narrow chassis options, a 6 X 2 and 4 X 2 Elite: the former featuring the P2 15 N body and Beta 2 bin lift; the latter the P2 9N general compaction body. Vehicle number six is a P2 20 with Terberg TCA OEL bin lifter that is mated with the Elite 6 X 4 chassis.

Comments Dave Tetley: **"When I say that Dennis Eagle is in the premier league, I mean it. They have a very good product that is well liked and appreciated by our customers, and we're glad to be associated with them. We enjoy a very good working relationship and we are looking to develop this further in the future."**

Providing spot hire, contract hire and maintenance to local authorities and refuse collection companies on a national scale, Noblet has enjoyed unprecedented success since it was established in 1998. With the backing of Itochu (Europe) plc, a subsidiary of the Itochu Corporation of Japan – the 10th largest company in the world – Noblet is specifically seeking to develop its long-term contract hire business by promoting its new "3 plus 3" year hire agreement that see new vehicles supplied at the end of the third year.

Noblet also goes to the CIWM having expanded its maintenance capabilities having recently opened a new facility in Aylesbury.

STOP PRESS...STOP PRESS...STOP PRESS...

At the time of going to press, Noblet was in the process of finalising a contract with Biffa for Wandsworth and Havering that will centre on the supply of 35 Dennis Eagle RCVs. Watch out for more information in the next edition of Eagle Eye.



Dave Tetley (right), together with Norman Thoday, is pictured at Warwick with one of his new vehicles.

Helping Riverside Recycle



Riverside Truck Rental Limited - operators of some of the first Phoenix 2 bodies to enter service - has again specified the Dennis Eagle product, this time to bolster the strength of its rapidly expanding spot hire fleet that is dedicated to recycling.

Liverpool-based Riverside Truck Rental – one of the UK’s most progressive independent contract hire companies – is due to take delivery of five of our Elite 4 X 2 chassis. Equipped with the multi-compartment Terberg Kerbsider body and featuring the driver plus three Elite 2 cab, the new vehicles will join a Riverside Truck Rental fleet of some 500 vehicles.

Three additional Dennis Eagle RCVs are also on order from Riverside Truck Rental and are due to enter service later this year. To be deployed within the field of recycling, this time with Warrington Borough Council, these vehicles see the Elite 6 X 4 chassis with driver plus three cab combined with Phoenix 2 20 bodies that will be equipped with Terberg OEL split bin lifts. Upon joining the Warrington Borough Council fleet, the

new RCVs will be used to support a paper recycling scheme.

Commenting on the order, Norman Thoday said: **“The new vehicles that are set to join the Riverside Truck Rental fleet once again demonstrates their suitability for recycling. Whilst the low entry Elite 4 X 2 chassis continues to prove its worth when deployed with the Terberg Kerbsider, a number of operators such as Riverside Truck Rental are increasingly deploying our general compaction RCVs within recycling schemes.”**

“All in all, we are delighted that Riverside Truck Rental is continuing to show its faith in our products,” he added.

Fleet Mobilisation Takes Just Six Weeks

That is exactly how long it took us to deliver twelve support vehicles to Wyre Borough Council when they heard their in-house bid had been successful in securing the waste management contract for the next twelve months.

Using vehicles from our own demonstration fleet, we set to modifying them for operation on domestic and trade waste collection throughout the Fylde coast borough. What’s more, with the support fleet up and running, we are working on supplying four remanufactured RCVs and the same number of new vehicles.

Comments Wyre Borough Council’s Head of Operations, Alan White: **“This is a great example of what can be achieved through a real working partnership. If it hadn’t been for Dennis Eagle’s suggesting that the remanufactured option could work, we would definitely not have secured the contract. Both outright purchase of an entire fleet of new vehicles or opting for contract or spot hire would have made this short-term bid uncompetitive. We are delighted that waste management for Wyre is once again being coordinated in-house, something that wouldn’t have been possible without the help of Dennis Eagle.”**



Pictured alongside the RCV fleet are Councillor Alan Vincent, leader of Wyre Borough Council and Vivien Taylor, Resources Portfolio Holder.

But it’s not just the initial stages of the contract that both parties are focused on. As Alan continues: **“Whilst we will continue working together to ensure that the contract over the next twelve months runs smoothly, Dennis Eagle will also help us when we re-tender for the future running of the contract next year.”**

“Dennis Eagle has ensured that we got the right type and number of vehicles in an incredibly short space of time, bearing in mind that they modified them and got them serviced and through the MOT,” concludes Alan.

Piling on the Passion

When it comes to waste management, recycling and municipal vehicle hire, there's no company more passionate about the subject than Evesham-based WCR. And it has to be said that this largely emanates from the two individuals who own the company – Nik Spencer and Loyd Chandler.

“Being passionate about the business we are in is what sets us apart from the rest, and this not only relates to Loyd and myself, but the whole WCR team. Since establishing WCR in 2000, we have built an incredibly strong, home grown group of people, all of whom are as dedicated as we are in providing our customers with fantastic levels of service, 24 hours a day, seven days per week. What's more, everyone understands every facet of the business and appreciates the importance of keeping vehicles on the road,” states an enthusiastic Nik.

And it all started back in 1992 when Nik established Betta Bedding – a company that to this day manufactures bedding for the agricultural and racehorse industries using recycled paper. In fact, it was the success of this initial recycling scheme, which today covers some 120,000 properties on a bi-weekly basis, that prompted the partners to set up WCR in its own right in the year 2000.

“We decided to split the kerbside recycling away from the recycling plant and operate two separate companies,” states Nik. **“What's more, in addition to seeing our kerbside recycling operation expand at a phenomenal rate, a number of local authorities started asking if we had vehicles available to assist them with their fleet requirements. We duly obliged and have since built a fleet of 40 trade and domestic RCVs, and 20 kerbside recycling vehicles, all of which are on the Dennis Eagle chassis,”** he adds.

When it comes to servicing this fleet, WCR are not only passionate but also thorough. Their own engineer actually checks each vehicle every 14 days in a bid to avoid the costly problem of VOR.

Alongside its own recycling scheme, WCR also undertakes kerbside recycling on behalf of such local authorities as Herefordshire Council and Solihull Metropolitan Borough Council. In fact, it is for this latter LA that we first make an appearance on the scene. You see WCR currently deploys three of our RCVs that are dedicated to the fortnightly collection of paper only. Here we see an Elite 6 X 2 mid-lift chassis with P2 23 body and two 6 X 4 P2 23 open backs driving home the scheme.

But that's not all. This year alone, WCR has so far taken delivery of three Elite 6 X 4 with P2 23 bodies, one of which features a Zoeller Rotary bin lift and which will be exhibited at the CIWM. Additional to this, two Elite 4 X 2 chassis and a further three P2 23 bodies have also joined the WCR fleet.

The Next Six Months at WCR



Whilst we've yet to enjoy the summer, should it ever arrive, here's a timely reminder of what we've left behind, courtesy of WCR!

Looking ahead, another four complete Dennis Eagle RCVs, as well as an Elite 4 X 2 narrow chassis are on order, and these are all set to join WCR's spot hire fleet over the coming months.

“We buy a lot of Dennis Eagle product. The bodies and chassis match well, they are extremely reliable and overall we enjoy excellent service from the company. Jim Roderick is great at looking after our every

need, and we also have a good working relationship with Norman Thoday. We also know that if we experience any problems, Dennis Eagle will do whatever it can to put them right immediately,” concludes Nik.

Making the most of the Midlands

The man charged with looking after our interests on home territory (by this we refer to the West Midlands and Warwickshire) is our Northern General Sales Manager, Dave Hennessey. Dave looks after 13 Metropolitan Borough Councils and local authorities and has been doing so for an equal number of years, but he certainly isn't superstitious! And who would be based on how well he's been performing of late! We caught up with Dave to get the low down on what's been happening in our back garden so to speak.

"The most resounding success has to be our Elite 4 X 2 chassis that continues to hit-it-off with the Terberg Kerbsider body," states Dave. **"It remains hugely popular with authorities right across the region, and this vibrancy looks set to continue if current order levels are anything to go by,"** he adds.

Coinciding with this edition of Eagle Eye going to press, for example, Walsall MBC has placed its first ever chassis order with us. Ten Elite 4 X 2s with driver plus three cab will enter their RCV fleet shortly. And yes, you've guessed it; they're being paired with the Kerbsider.

This powerful combination is also proving popular with the MBCs of Wolverhampton, Dudley and Sandwell. Up in Wolverhampton, we have received an order for eight Elite 4 X 2s; at Dudley four have recently gone into service and there's another five on order, whilst three Elite 4 X 2s have recently started proving themselves within the fleet of Sandwell MBC. As we've said on more than one occasion before, such examples are living proof that Elite is certainly exercising its status!



Dave Hennessey.

We're in Safe Hands

As you would expect, we take nothing more seriously than Health & Safety, and at every level of our organisation. With this in mind, we thought that it would be a good idea to catch up with the man who is charged with looking after us whilst we are at work. After all, most of us spend at least a third of our lives in a working environment. It is here that we introduce our Health & Safety Officer, Richard Young. **"It is my role to ensure that we have the correct systems and procedures in place to protect not only our most important asset, our employees, but also the health and safety of any customers and suppliers who may be visiting us."**

"All in all, it is my job to ensure that our place of work is as safe as possible." And whilst Richard remains committed to improving safety standards within our

workplace, he rightly points out that we all have a part to play in the bigger scheme of things. **"Irrespective of how safe we perceive any area or situation as being, very often there are hidden dangers that are impossible to foresee. With this in mind, I would ask everyone to ensure that they are aware of their immediate environment in which they work and operate. They should also take steps to ensure that they not only protect themselves from possible harm or injury, but show equal concern for others at all times. In essence, it's very often down to using common sense and making a conscious decision not to cut corners. And let's not forget, this not only applies to the work environment, it is equally applicable to all walks of life,"** states Richard. Sound advice indeed if you ask us.



We're in safe hands with our Health & Safety Officer, Richard Young.

COMMENTS AND FEEDBACK

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

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