

April 2007 Issue 12

**MADE IN BRITAIN
MADE BY HEIL
SOLD WORLDWIDE**



30 years in manufacturing – All British Built

Heil Europe is proud to announce its new slogan - 'Made in Britain'. Heil Europe, part of Heil Environmental the world's largest refuse collection vehicle manufacturer, has been operating successfully in the UK for over 30 years.

Heil Europe, established in 1973 in Dunfermline, has always supported the local economy by using local suppliers; many of which are based in Scotland. Heil believe this to be one of the main and most important reasons for its industry success.

All Heil refuse collection vehicles are manufactured in the UK. Leading products include the Powerlink which provides flexibility to any RCV fleet with its full-cycle compaction mechanism, Powertrak, Industry leading Big Bite, Front End Loader and the Eurocycler.

Unlike any other 'UK' refuse vehicle company, Heil assemble components which are sourced from Britain and manufactured at the Heil plant in Scotland. All vehicles are manufactured from raw steel and finished to customer specification.

FACT

- 93% of purchased materials are sourced in the UK

Heil Europe is the "only true British refuse vehicle body builder" according to Sales and Marketing Director Roy Cooper.

Roy comments; "For over 30 years, Heil Europe has tailored its products and services to match the exacting needs of RCV operators in both the private and public sectors".

Roy continues; "Every Heil RCV is

engineered to individual customer specifications that take into account the demanding UK operating conditions. They are manufactured to the highest accredited standards and delivered with the quality assurance that only Heil Europe can provide. Heil products are manufactured in Britain using British labour and materials".

In sourcing components from local suppliers, Heil understand the importance of contributing to and sustaining the British supply chain. More and more companies are outsourcing manufacturing requirements and often the end user is unaware where their product has come from.

Heil Europe is committed to ensuring that their workforce remains at the forefront of technology and innovation which is a key factor



to remaining successful in the British market.

Heil have their own training school in Dunfermline where

regular courses are held throughout the year with practical and theoretical product tuition for mechanics, engineers, drivers and managers.

Heil Europe help improve green waste collection

North Warwickshire Borough Council has recently taken delivery of two new Powerlinks which have been supplied by leading refuse collection vehicle manufacturer Heil Europe. This is a repeat order and the new Powerlinks will join an already existing fleet of six Heil vehicles.

The new Powerlinks have been specified with liquid catchment trays as the vehicles will be used on green waste collections.

Richard Thomas, Transport and Operations Manager for North Warwickshire Borough Council commented; "The two

vehicles have been purchased to expand the fleet to increase recycling. We purchased Heil to compliment the existing fleet which is also Heil."

Richard adds; "Heil offer a robust back up system both for spare parts and technical advice."

North Warwickshire Borough Council has recently added a further 10,000 green bins and the new Powerlinks will be used as part of this recycling scheme.

The Powerlink, manufactured by Heil, provides flexibility to any RCV fleet. With its full-cycle compaction



mechanism, it produces less friction than conventional channelled compaction systems thus ensuring that a greater force is directed into the load.

The reduction of friction increases durability of materials, improving whole life costs.

Additionally a newly designed hydraulic system offers unique and unparalleled performance; reduced downtime; lower maintenance costs and less risk of environmental pollution. Heil offers a variety of options for body sizes on the Powerlink with cubic capacities of 16 to 26m³.



Heil Europe exhibiting at this year's CV Show

Stand 2331, NEC Birmingham 2007

'Made in Britain' is the theme for the Heil Europe stand at this year's CV Show.

Heil has always supported the British economy and at this year's exhibition will be showing the general public just why this is so important to the business.

After much success at last year's show, Heil will be displaying four

vehicles instead of the usual three and will be launching their new DVD.

On the stand will be a Heil Front End Loader, Powerlink, Powertrak and Big Bite.

Heil Europe has been exhibiting at the CV Show since 2003 and is looking forward to displaying the new 'Made in Britain' theme at this year's show.



Made in Britain
...Sold Worldwide

Cory Environmental London Commercial Services choose Heil for more flexible approach

The Heil Powertrak is a flexible and robust vehicle according to Alistair Pugh, Contract Controller for Cory Environmental London Commercial Services. Heil Europe has supplied Cory Environmental London Commercial Services with two Powertrak 22 Universal Trade Lifts which are fitted to Mercedes Eonic Chassis bodies.

Heil Europe, part of Heil Environmental the world's largest refuse collection vehicle manufacturer, has been operating

successfully in the UK for over 30 years. This is the first Heil refuse body for Cory Environmental London Commercial Services and routine servicing and repairs will be carried out by Heil.

Bought over by Cory Environmental in August 2005, London Commercial Services has now been operating from Canning Town, East London since February 2006. The main focus of the business is the collection and disposal of Commercial refuse and recycling

from Central London shops, offices and restaurants. The company has a total workforce of 27 and collects over 1.5million bags from central London every year.

Alistair Pugh, Contract Controller for Cory Environmental London Commercial Services said; "We are currently experiencing a growth in requests from businesses that require a more flexible approach to refuse collection and who are looking for a more inclusive alternative to their existing waste



management arrangements."

Alistair continues; "Having previously operated Heil equipment on (PFB) hired vehicles, we opted to fit a Heil body and lift to our current vehicle and so far have been impressed with the quality of

manufacture and high standard of after sales service."

With a total fleet of 8 vehicles, ranging from 3.5 tonne to 26 tonne, Cory Environmental London Commercial Services plan to expand this fleet further in 2007.



Wastecycle introduce new equipment to help sustain the environment

Wastecycle, waste collection and recycling company, has recently taken delivery of their first Heil Front End Loader which is already proving more cost effective and efficient.

With strong public emphasis on recycling, the refuse collection vehicle market is stronger than ever and Heil are committed to providing high quality and reliable vehicles.

Steve Duly Operations Manager for Wastecycle said; "The market is buoyant at the moment with attitudes shifting away from the land filling of waste materials towards more sustainable waste

management. This shift is positive for Wastecycle with the majority of our investment in our material recycling facilities designed to offer a viable recycling option to the private and public sectors."

Wastecycle are based in Nottingham and have a total of 90 employees servicing both public and private sector clients including Nottingham City Council, Nottingham Trent University, British Gypsum and Nottingham East Midlands Airport.

Steve continues; "We chose the Heil Front End Loader because of price, reliability and manufacture. Already,

we have found the new FEL to have a greater compaction mechanism."

The new FEL will be used for the collection of separated recyclables and general waste in the East Midlands area.

The Heil Front End Loader provides its operators with a robust and efficient vehicle that has the ability to lift up to 3630 kilograms, giving it the best possible bin capacity lifting arms. The programmable logic control offers simplified handling, reliable operation and system condition monitoring. In addition the user can get operational information from text display inside the cabin.

Countrystyle Recycling provide a seamless service with new Heil RCV

Recycling and Waste Management Services Company Countrystyle has recently taken delivery of a new Heil Big Bite. The new Heil Big Bite is fitted to a Scania 8x4 and has a dual lift for greater flexibility. The new RCV is being used for the collection of plastic wheeled containers and REL's throughout Kent.

Chris Prinn of Countrystyle Recycling comments; "The Heil Big Bite has performed faultlessly so far and we have confidence this will continue."

Chris adds; "We chose to purchase the new vehicle from Heil because the back-up service is second to none and the high quality

product provides our clients with a seamless service."

Countrystyle Recycling operates from two sites in Ridham and Pluckley. The company has a total of 130 employees and customers range from corner shops to blue chip companies and local authorities.

Chris ends; "Our five year plan is to be the largest solely owned waste management company in the South East. The market at present in Kent and the South East is very fluid. Customers are changing to independent waste management contractors who can offer a bespoke service to meet their needs. We hope to introduce more Heil vehicles to our fleet in the near future."



MADE IN BRITAIN! MADE BY HEIL!

- Vehicles completely manufactured from raw steel and finished to customer specification at the Heil plant in Scotland
- 93% of purchased materials sourced in the UK
- Heil Europe on-site training centre
- Quality parts - Heil made
- Heil care - UK service



THE WHEELS ARE ALWAYS TURNING



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