

# Bucher Municipal News

Autumn 2020 | No.1

Keeping in touch across the UK

## J.Hvidtved Larsen tankers assembled in the UK



technology in the industry to ensure exact precision from the foundation upwards using the state-of-the-art 5 robot welding cells, 3 CNC breaking presses and 2 sets of plate rollers that we have in the factory.

Bucher Municipal will have greater flexibility on chassis options, eg.: CityFlex can be mounted on DAF, Volvo, Renault as well as the existing Mercedes.

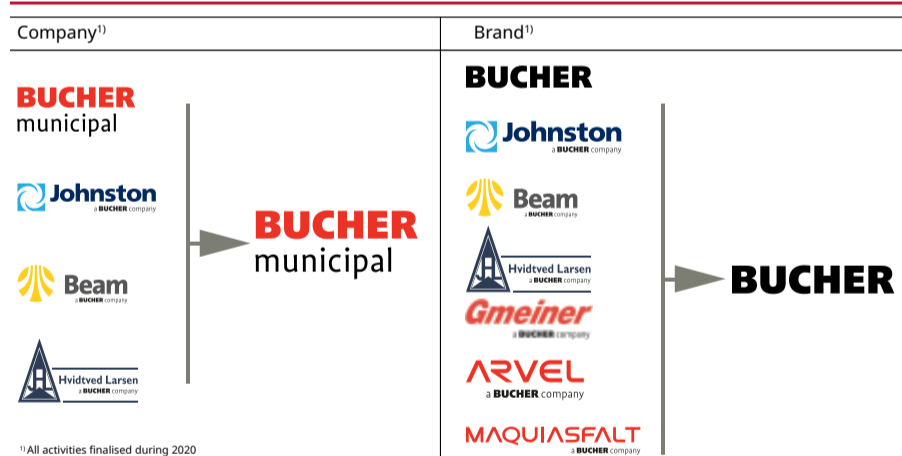
Bucher Municipal will bring more modularisation which means it will be easier to convert from a

standard combination unit to a RECYcler which translates into even shorter lead time for customers.

Bucher Municipal will be able to offer free issue chassis enabling customers the flexibility to choose their own chassis on which the equipment will be built.

The new 11 million investment in the new factory will allow greater capacity hence Bucher Municipal will bring additional employment to the approximate 600 employees already working in Dorking site.

### One company One brand



JHL will be rebranded to Bucher Municipal in September 2020 following the acquisition of the company in 2016 by Bucher Industries. The business made the decision to move to a single brand to demonstrate to the market the wide range and quality of products the company produces in the municipal sector and the acquisition of the company in 2016 by Bucher Industries.

Bucher Municipal in the UK already produces Truck Mounted Sweepers and spreaders. In January 2020, J. Hvidtved Larsen sewer cleaning and clearing equipment was also brought into the business...

### New factory

In order to accommodate the additional products, Bucher Municipal has announced a further investment in the factory site in Dorking. J. Hvidtved Larsen's world class sewer cleaning units will be



manufactured in Dorking, backed by a £11million investment to construct a state of the art facility. The new factory will be operational by 2021. What does this mean for our UK tankers customers?

Bucher Municipal will continue to manufacture the same great quality products - each unit will be created here in the UK by the latest

## Improved Service Support 7 Bucher Municipal nationwide service centres

- 10** UK & Ireland service centres
- 50+** UK factory trained service engineers
- £7m+** Of parts ready to be delivered
- National coverage
- £11m investment in 2020 in new UK factory
- £4.5m+** in R&D
- 24/7** service response



**Improved support network ideally located across the UK and the combined operation provides a full joined up service and after care for all customers. Providing a service that is so much more than just municipal vehicles.**

In line with Bucher Municipal's vision of providing an exceptional customer service and experience, JHL now offers its customers an improved support network with improved customer service and after care. JHL service centres in Preston, Colville and Slough are ideally located to complement national network of service centres in Dorking, Bristol, Leeds and Livingston. The combined

operation will mean that there will be more field service engineers and workshops are able to cater for all repairs and servicing of sewer cleaning machines. UK parts support still comes from the Spare Parts in Dorking and JHL parts are in the current stock holding.

We hope we will have a grand launch in Dorking for our tankers customers in the future!



# Increase productivity by more than 55% with The RECYcler® Series



The environment is one of 2020's biggest concerns, deliberated by everyone across borders. The responsibility and future lies in the hands of governments, companies, customers and consumers. Reutilization and recycling are methods to prevent further adverse impact on the environment; small initiatives being instrumental for a sustainable environment. Roughly, there are five million commercial vehicles on the British roads; evidently the responsibility falls on businesses nationwide to implement an environmentally friendly strategy. Cities are particularly vulnerable to vehicle pollution, but also these same cities are at the forefront of adopting a greener approach through the latest innovative solutions.

Bucher Municipal are front runners, offering progressive and exclusive innovative advances not seen elsewhere within the industry. Bucher devised a system that offers fully-continuous water recycling and automatic fuel-saving technology in a sewer cleaning unit that is easy to maintain. These are developed from more than 30 years' experience, research and customer feedback. Our greatest innovation is the RECYcler®, when in operation it automatically and continuously separates water from sludge, to subsequently use the cleaned water to clean the sewers, on average recycling 96% of the water used.

Operating all over the world in the most extreme conditions, the Bucher RECYcler® units are indeed the most powerful and sustainable

sewer cleaning units on the market. Available in three different sizes, RECYcler® 206, RECYcler® 312 and RECYcler® 414, for the most demanding job the SuperRECYcler® 414 is available. The Bucher RECYcler® series is compiled of the most complete and versatile units, enabling our customers all over the world to increase productivity no matter the circumstances.

The fully continuous water recycling system, a highly efficient and easy to maintain system, has been produced and developed since the 1980's. Today, the water recycling system has proven to increase productivity and efficiency by more than 55%. Waste water is recycled down to 200 microns, giving the units a longer operating life and a high residual value. The Bucher

RECYcler® units ensure operators can work in difficult urban areas or in remote locations. Equipped with a moveable partition providing flexibility in tank size, and thereby flexibility of applications and volume, operators do not need to know how much water and sludge they need from the start. Combined with the fully continuous recycling system and the moveable partition, the operator can make the most out of each visit with no more unneeded journeys to refill the tank with fresh water.

Offering the latest technology in environmentally friendly sewer cleaning and maintenance supported by a nationwide support network and 24/7 customer service. We strive to deliver an unmatched customer experience.





# As Cities grown, solutions need to downsize



Traffic congestion is a slowdown in flow and movement on roads and highways. This problem is growing for a number of reasons including the increasing population, economic expansion and the developing complexity of road networks. Accentuated by one way systems and size restrictions. On top of this, the total vehicle mileage is exceeding numbers that were once accepted as normal. With five million commercial vehicles on British roads, this is painting a picture of stand stills, long journeys and ultimately limited productivity for any worker on the road. Cities are at the forefront of this issue. London's population has been growing since the 1990's but cities in the Midlands and the North are hosting some of the fastest growing cities, some exceeding the growth of London.

A nationwide solution is needed and Bucher Municipal has one incredibly powerful, versatile and compact solution to sewer cleaning and maintenance. The CityFlex® Series. A first response vehicle developed by J.Hvidtved Larsen. The CityFlex® Series has three different options tailored to suit different budgets and applications. The CityFlex® 204 Classic, CityFlex®204 comfort and CityFlex® 204 Premium, the top of

the line unit equipped with the latest technology and accessories. As it says in the name, the entirety of the series is designed and moulded by the most intricate of infrastructures, road networks and restrictions seen in 21st century city centres. However this has not come at the expense of performance.

The CityFlex® 204 Premium is not limited by its size. Boasting a separate telescopic boom, 3" suction cassette allowing more freedom of movement, heating in all cabinets, inverter and converter along with much more. Not only delivering exceptional manoeuvrability, but providing the tools and power of its much larger counterparts. You don't have to pay the highest price to experience the compact power of this series. The mid-range model, the CityFlex® 204 Comfort has an impressive payload and fuel economy. Ensuring jobs are not cut short by limited capacity. Along with a number of accessories including, cone holder, roll-front cabinets and a control panel, to increase the safety, comfort and productivity of the operator.

Increasing bottom line profit is built into each vehicle and affirmed by the power, capacity and accessories that are compressed into each CityFlex.



## J. Hvidtved Larsen 100 years of innovation In 1915...



What started over 100 years ago as a small blacksmith's shop in Denmark, built over generations to become a global manufacturer of sewer cleaning equipment. Founded in 1915 and named after its founder, Jacob Hvidtved Larsen, J. Hvidtved Larsen earned recognition for its craftsmanship and high quality.

## In 1958...



Until 1955, J. Hvidtved Larsen completed many different projects. In 1955, a Danish contractor requested a truck-mounted vacuum solution for cleaning drains. In 1956, the company's first vacuum equipment was delivered. As demand for truck-mounted equipment capable of vacuum cleaning and high-pressure jetting simultaneously, J. Hvidtved Larsen found its place in the market.

## In 2016...



In 2016, J. Hvidtved Larsen became part of Bucher Municipal and the Swiss technology group's municipal fleet program offering customers the best tools available in securing a sustainable, clean and safe city.



# Bucher Municipal launch global website



End of January 2020 Bucher Municipal launched their global website incorporating all their products including:

- Sewer cleaning units
- Road sweepers
- Winter equipment
- Refuse equipment
- Construction equipment

As local roll outs are happening throughout the year, Bucher Municipal will be launching local website with a planned UK go live in September time.

### Easy navigation - new journey through new website

Global website was built with ease of use in mind to provide a better user experience on a more powerful platform. Thorough analysis pushed the need to create one joined web platform. The change was needed to facilitate more intuitive navigation and search to understand what solutions are available within a specific working area and operator's daily obstacles etc.

Until then Bucher Municipal had been primarily product focused and the new website launch has brought a different perspective – customer-first focus. Complex navigation has been replaced now to smart and seamless experience tailored for the user. New website offers a fresh new look with an easy to use layout showcasing a diverse product range and covering an impressive amount of applications and solutions for clearing and cleaning solutions. Search by Products or Applications can be used to find the right equipment. In the instance of sewer cleaners, each unit has its own

strengths and is suited to different jobs. The brand new Bucher Municipal website is designed to deliver enough information based on personal circumstances that the user can make a well informed decision in a matter of moments. Each product range is broken down in to their respective model based on the size and number of accessories that it will come with making it easy to find the correct sewer cleaning unit based on job requirements, capacity and accessories all whilst staying within a budget.

Once a decision is made, How to Buy options are clearly displayed, explained and mapped out to best understand the purchasing process of ordering right until delivery. A number of aftersales options are immediately available from the website including Spare Parts and accessories. 98% of stock is held, meaning that the process from the moment of the purchase until the time when part arrives is as short as possible.

Pre-owned Products for sewer cleaners are easy to find. All used vehicles come with a breakdown of the spec, ensuring plenty of detail is presented, making it simple to compare options before making an enquiry. Every pre-owned unit goes through a thorough check to make sure everything is running to our standard before it goes onto the website.

New Bucher Municipal website helps engage customers with the products and solutions and proposes new brand positioning in the market and emphasises the strength of the brand.

# The SuckCessful and World class units of Bucher Municipal – What does our sales manager have to say?



When it comes to deep lift suction, reliability and performance, there could be quite possibly one place to look!

Here at J. Hvidtved Larsen now Bucher Municipal we build, design and manufacture one of the markets most powerful recycling system. There are many ways to explain this unit however the best way?

In two words,

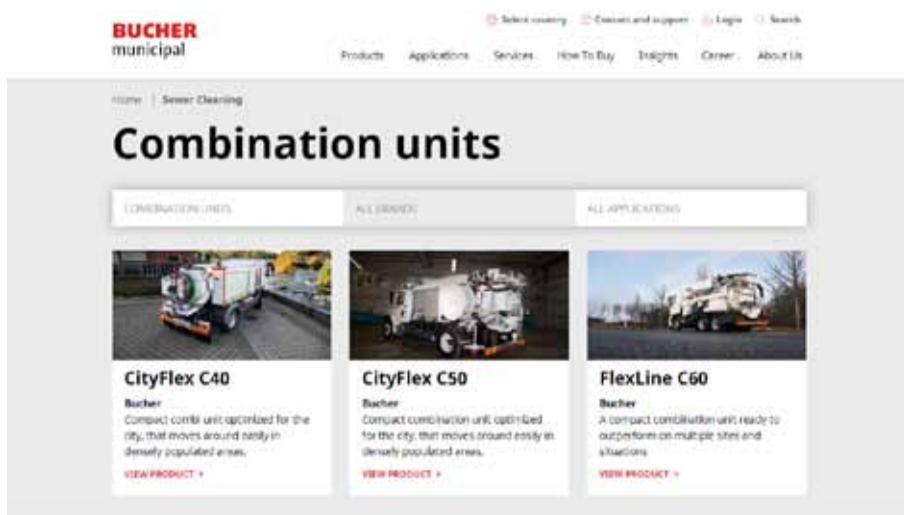
### Ultimate Power

Durable, exceptional feat of engineering is what makes this top performer the best recycling unit in its class with a 14,000 litre tank (3079 Gal over 30m of lifting capability world renowned 5 step recycling system with a continuous operation, clean the pipes, easier, faster and with the most cost effective approach. Retaining one of the highest residual values.

What else is there to do! You should "Bucher" appointment with your local sales manager and discuss how you can own the possibly most



powerful recycling system on the market with a surprisingly low cost of ownership!





# No-Dig Live



For the first time we will be at No-Dig Live 2021 - 15th biennial trenchless technology exhibition, outdoor demonstration and seminars.

This is taking place on Tuesday 23rd March – Thursday 25th March – a 3 day event at the East of England Arena & Events Centre. A visit is free of charge and a must for anyone involved in the installation or refurbishment of underground utilities.

At No-Dig we will be showcasing The FlexLine and CityFlex, two vehicles that demonstrate industry leading advances. Do come and visit us! Our team will be happy to answer any questions you have and see what we can do for you.

## Saphire Utility Solutions showing their support and appreciation for the NHS!



## RECycler Series

Experience the power of continuous recycling.

The RECycler® Series is one of the most powerful recycling units. Equipped with automatic water recycling system and a number of other technologies that increase efficiency.

**Movable partition**  
Allows great flexibility for waste and clean water capacity.

**Recycle waste water**  
Equipped with a fully automatic water filtration system, continuously separating water from sludge.

**Longer on station time**  
No need to stop operating to refill water as waste water is continuously recycled when in use.

**Lower running costs**  
No more wasted trips to refill water, saving on fuel costs.

**Environmentally friendly**  
Less fresh water is wasted as waste water is constantly reused.

**200 microns**  
Waste water is recycled down to 200 microns ensuring parts last longer.



Call Johnston Sweepers on +44 (0)1306 884722  
buchermunicipal.com  
buchermunicipal.co.uk

# Success for our customers is our success

J.Hvidtved Larsen has the clear mission of creating the best customer experience and nothing has changed since we have joined Bucher Municipal. Further investment has only enabled us to optimise our service. We however thought our customers could tell a better story.



### Subscan

When asked why Subscan chose JHL they said 'We made the decision to replace our existing fleet with new vehicles to meet low emissions criteria. We chose to upgrade all of our vehicles to Euro 6 standards in order to meet the criteria.' Stating their continuous business with JHL is down to 'short lead times, the quality of their workmanship and the recycling technology present in their tankers.' 'Any issues we have had with vehicles, such as booking in for repairs, have always been resolved to a high standard, quickly and efficiently. We used the vehicles to work on the flood works in Doncaster, and we were complimented by our own clients on the fact there wasn't one breakdown during the entire project.



### Colus Limited

"JHL provided a cost effective solution for initially starting with used vehicles which were then upgraded over a 2 year period. JHL also provided the expert advice by looking at our workstreams and helping us to select the most appropriate vehicles." When asked if there are any jobs that could not be complete if Colus was using another brand Simon, their Managing Director stated 'There are probably countless jobs, what we've found more than anything is that the support and service back up has ensured that our Fleet are always out working.' Emphasising that Support, after sales and reliability are the most notable benefits of working with JHL.

## Sales news

Recent sales to our customers include:

- Arch services bought their first brand new truck last year, a Flexline 312 and since then ordered two units including the SuperRECycler 414.
- Lanes Goup have ordered 29 units to date and taken delivery on 18.
- DSS are moving from a competitor to purchase a sewer cleaning unit by Bucher Municipal.

## NADC member



We are pleased to announce we are now a member of the NADC. A trading body that is committed to promoting high standards for the drainage contracting industry, generating new business and increasing awareness and benefits for consumers engaging with Certified Drainage Contractors.





## CityFlex 204

The city centre's favourite.

Thanks to its size and legal payload, the CityFlex® 204 makes it easy to conquer the city centre. Enjoy the urban capabilities of a small unit as well as the benefits and power of a large unit.

**First Response Vehicle**

Equipped with optional CCTV, jetting capabilities and a suction hose to work in confined areas.

**Perfect for residential & urban areas**

The size allows the CityFlex® to reach areas other vehicles won't, without compromising power.

**Jetting**

The CityFlex® jets 127 l/min @ 160 bar with 150 metre hose.

**Suction**

Able to confidently unblock pipes and drains, vacuuming at 203 cfm.

**Movable Partition**

Allows greater flexibility for waste and clean water capacity.

**Training**

Each unit comes with training for up to 4 people and certification upon completion.



Call Johnston Sweepers on +44 (0)1306 884722 [buchermunicipal.co.uk](http://buchermunicipal.co.uk)

# The Remote Hose Reel - A unit's best helper



The Bucher Remote Hose Reel is indeed a unit's best helper. It is an essential, powerful and flexible unit, enabling operators to reach remote locations and to get the



operator. The Remote Hose Reel has a 200 metre, 1" jetting hose and comes with accessories such as LED work lamp, an optional beacon, and a handy tool tray. As a unique feature, the Remote Hose Reel is built in modules, ensuring operators can choose different options, such as a wheel barrow, pile drill, grab and many other options.

jetting tasks done in terrains where a conventional jetvac unit cannot reach. Built on a Hinowa caterpillar track crawler with a Honda petrol engine and equipped with an adjustable undercarriage meaning stairs are no longer a problem; operators get easy and safe access to remote locations. No more pulling the hose long distances, eliminating the chance of injury. And with a hydraulically operated fold-down hose reel, the unit is extra stable during jetting tasks.

The Remote Hose Reel is tested all over the world. The technology ensures that the unit can be operated safely by just one



# JHL Training



JHL offers full training of each of our units on a time and location to suit you. Each brand new unit comes with free training.



And Flood Expo – NOW POSTPONED TIL 2021!

We will be at RWM conference at NEC Birmingham – 22nd and 23rd of September 2021 – annual conference, international hub and the UK's largest event focussing

on recycling, resources and waste management. One of the products that Bucher will be showcasing is CityFlex.

Come and say hello to our tankers team at stand 5S30 in Hall 5.



## How rural towns are changing sewer maintenance



The need for a sewer cleaning unit that is mid-sized and provides the agility of smaller units but the capacity and power of larger units is growing. The FlexLine® Series provides just that, with three different options based on capacity, size and power. One of the many drivers behind the demand of combi-units is the boom of rural economies. Investment, gaining interest and exposure are driving the expansion of rural towns across the UK into larger more complex landscapes, evolving the strain on their sewage network. Causing new challenges for the many people who are posed with the responsibility of maintaining these systems.

Bucher Municipal know that each job cannot be treated with a one size fits all approach. Three different units are available on the market, each one of them optimised for a specific purpose. The smallest of the units is the FlexLine® 206, similar to the CityFlex® this is a unit that is developed for city centres and other hard to reach locations. Due to the size of this model it has the manoeuvrability that can tackle tight, complex and restricted places seen in rural towns, city centres and narrow

streets. The FlexLine® 206 has safety built into the design through the option of using a wireless remote or the truck mounted control panel will only require the use of one person to use tools this model has to offer.

The FlexLine® 312 is the next inline and arguably the most flexible sewer cleaning unit available on the market today. The 312 takes on many forms including preventive cleaning, transportation of dangerous goods and emergency cleaning of mains, septic and collection tanks to name a few. This model has been tried and tested globally, becoming subject to extreme temperatures, conditions and challenges.

Finally, the most powerful of this series is the SuperFlex® 414. Built with one clear objective and that is power. This does not come at the compromise of fuel economy, maintenance costs or accessories. The SuperFlex® gives the vacuuming and jetting strength to solve the most demanding of tasks with confidence, lifting material from more than 30 metres deep. All the units from Bucher Municipal are equipped with a movable partition to provide efficiency and flexibility at any job.



## Covid-19 presents new challenges for our sewer workers



Covid-19 has impacted our lives in many ways, but the nation has become use to the new normal. As lockdown eases and restrictions are lifted, personal hygiene plays a pivotal role in keeping ourselves safe and in turn protecting the people we care about. But as people become more conscious of the role they play in this global fight it had led to an increasing amount of waste being flushed down our toilets increasing the risk of blockages.

Toilet role alternatives are the main culprit, including kitchen roll, wipes and newspapers are being used in excess of what our sewage systems are used to. This is causing problems for multiple councils and people, as homes, pipes and drains are showing the symptoms of overuse. Blockages are leading to overflow that is spilling into homes, roads and public places. Diseases and viruses can be passed on through urine and faeces which is a clear concern for keeping people safe from illness. Preventing sewage build-ups and blockages is always an important task, but now the consequences of a blocked sewer pose a bigger risk to public safety than it has before.

This is why Bucher Municipal are providing world class units, with the capability to clean and unblock the toughest of blockages, preventing it from escalating into a problem that could jeopardise someone's health. Around the clock service response and technical advice is provided to ensure that our customers can deliver a service 24/7. Free training is guaranteed with each brand new unit that is purchased, to make sure that our customers can handle these difficult situations and take preventive measures. New precautions are taken by our training team to keep themselves and other people safe whilst training sessions and demonstrations are taking place.

Bucher Municipal provides a range of units to ensure every corner of the country can be accessed. Our largest and most powerful of units including the SuperFlex® and SuperRecycler® would be the best equipped to deal with these new problems. Built to tackle the most demanding circumstances, both of these units would deliver confidence when confronted with any blockage.





PEOPLE

# Meet the JHL team



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**Graham Howlett** joined the business - Johnston Sweepers Ltd in Dorking 10 years ago as UK Sales Manager, then became UK Sales and Marketing Manager responsible for sweepers and winter equipment. As of July 2020 he is leading the business as General Manager for Sales and Service Bucher UK.



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