

CIRCO



Aebi Schmidt Circular gritters

‘At Aebi Schmidt, we no longer sell snow removal vehicles but rather the result of the vehicle. This change of perspective allows us to provide our customers with fully integrated solutions.’

- Arjan Ester, CEO
Aebi Schmidt Nederland



Challenge

Keeping motorways, streets and squares clean is a specialist expertise. Municipalities struggle to have this expertise on board, as it only comprises a small portion of their activities. Aebi Schmidt seized this opportunity as a specialist in gritting and sweeping activities. This starting point prompted the company towards a circular service concept. The company already used the Lean principles, so it was not a novice to circularity.

Circular design strategy

The gritter has a modular design, so the machines can be tailored to the user as much as possible. Functionalities can be added or removed according to the customer's requirements. It is easy to upgrade a machine by making it smaller for cycle paths or expanding it with an automatic gritting functionality, for example. The gritter requires refurbishment every couple of years, after which it is returned to its high quality standard. Continued use and wear bring about the moment when it is time for remanufacturing. In this case, the gritter is rebuilt using the maximum number of existing components. The company disassembles the machine and inspects all parts, repairing, preserving or replacing them if required. As this interim maintenance significantly extends the life cycle of the machine, the raw materials in the machine retain their value for a very long time. The modules are disassembled and assessed at the end of the life cycle, when they are reused or recycled depending on their condition.

Circular business model

Customers are more interested in the outcome of a clean and safe road than in the ownership of a vehicle fleet. For this reason, the emphasis has shifted from selling the machine to providing the desired level of unburdening. De-icing services can even be fully outsourced to Aebi Schmidt if required. The basic principle is to have the right machine at the right place with the right user. As a result, service activities such as maintenance, repair, service contracts, training courses and other service provision also contribute to turnover in addition to the supply of materials.

Result & follow-up

The part played by big data in maintaining the machines is large and getting larger. Since Aebi Schmidt monitors modern gritters remotely, maintenance can be aligned with the condition of the machine. This process removes the need for pre-scheduled maintenance appointments, saving travel kilometres, oil and components.