

## Press release

Niederweningen, 18 November 2011

### **City of Moscow places major order for municipal vehicles**

**In the international call for tenders put out by the City of Moscow, Bucher Municipal has won a major order worth EUR 51 million to supply 400 compact sweepers, 245 truck mounted sweepers and 230 spreaders for winter maintenance.**

Sweepers and winter maintenance equipment from Bucher Municipal have been keeping Moscow's streets, squares and pavements safe and clean for decades now. Key factors in the City's decision to purchase from Bucher Municipal, besides the attractive price/performance ratio, were the many years of good experience with its products, in particular their reliability, simple operation and manoeuvrability, its efficient service and the capability to deliver the large order in a short time before the end of May 2012.

The call for tenders was put out for several lots. Half of the 400 compact sweepers, each with a hopper capacity of 2 m<sup>3</sup>, will have front-wheel steering and half will feature articulated steering. Articulated steering between the front and rear axles, a system specially developed by Bucher, gives the sweepers exceptional manoeuvrability. The 245 truck mounted sweepers with a hopper capacity of 6 m<sup>3</sup> use proven technology with an auxiliary engine. Due to environmental considerations, a particularly important feature of the spreaders for winter maintenance is precise distribution of the spreading material, which varies greatly in composition. The major order will ensure high capacity utilisation in Bucher Municipal's plants in Switzerland, the UK, Latvia and Italy until mid-2012.

Another strong competitive advantage was the opportunity for the sales partners to generate considerable local value added. In addition to purchasing locally made chassis for the truck mounted sweepers and spreaders as well as ploughs and other components manufactured in

Russia, the sales partners are also responsible for final assembly of the truck mounted sweepers and spreaders. The machinery will be delivered to the City of Moscow in several phases. Bucher Municipal will provide specialised personnel on site to support and supervise all work on the large-scale project. About 20% of this major order will already impact sales in the fourth quarter of 2011 and 80% in the first half of 2012.

At the Swiss plant in Niederweningen, it has been agreed with employee representatives that the longer working week, increased from 40 to 42.5 hours since August 2011, will continue until 31 May 2012. On successful completion of the major order from Moscow, all members of staff who clock in and out for work will be paid a special bonus of CHF 1 500.

Bucher Municipal is the European and Australian market leader in municipal vehicles, offering a whole range of compact and truck mounted sweepers, winter maintenance equipment and refuse collection vehicles.

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