

## **Fitted & Quite Literally Forgotten; Edbro CX15 proves its “fit & forget” reputation is well earned**

As all fleet owners and operators know, reliable tipping gear can mean the difference between a vehicle running profitably for many years and it proving costly due to repairs, maintenance and downtime. Edbro's reputation for reliability was confirmed recently by specialist haulier Central Construction when it returned a spare CX15 tipping cylinder after 6 years of keeping it on the shelf. The explanation given was... 'It was taking up valuable floor space.'

In 2005 Edbro won a contract to provide tipping cylinders to Leicestershire based Central Construction; an independently run company that specialises in the transportation of aggregates and muckaway. Central Construction chose to move from its previous supplier, who was local to the company, to Edbro, due to the weight saving capabilities offered by the CX15 tipping cylinders (a benefit that has been surpassed once more by the recently released CX14 cylinders).

Despite the obvious benefits of the Edbro tipping gear, Central Construction was initially hesitant to move away from its previous supplier due to the local stock that was available when issues arose. To allay the operations manager's concerns, Edbro provided a complete replacement cylinder for Central Construction to keep on-site in case of any failures.

Danny Broomfield, UK Business Development Manager for Edbro, comments: "When a new customer moves to us from another supplier we appreciate the trust that they are placing in our service. We are sure of our products' reliability and we wanted to transfer this confidence to Central Construction."

This summer, after six reliable years of partnership, Central Construction asked Edbro to collect the cylinder from its workshop floor; it had remained wrapped and on the pallet it had arrived on and was now found to be taking up valuable space, having been forgotten for years.

Mick Barham, Managing Director for Central Construction, adds: "Changing to Edbro's CX15 cylinders, we knew that we could carry higher payloads due to the weight savings, but there was an initial concern that we could be sacrificing vehicle availability in the event of a failure. We felt that the replacement cylinder from Edbro would provide security in case we did encounter any problems. However, after six years of the cylinder lying on the workshop floor gathering dust we decided that it was taking up valuable space and to return it."

Danny Broomfield continues: "In an industry where optimum payload and total reliability are the quickest routes to profit, commercial vehicle fleet operators need to be able to trust their suppliers. We have spent many years telling the industry our equipment reliability and service support is second to none; this helps to prove our point and confirms the "fit and forget" reputation."

### **Photo Captions:**

**Pic1** - Central Construction chose to move from its previous supplier to Edbro, due to the weight saving capabilities offered by the CX15 tipping cylinders.

**Pic2** - To allay the operations manager's concerns, Edbro provided a complete replacement cylinder for Central Construction to keep on-site in case of any failures.