

Schwarze Industries

# supervac quarterly

Spring 1988

## Schwarze Acquires Aaplex Sweeper Company

March 9th was Super Tuesday throughout the south as voters went to the polls in the presidential primaries. For Schwarze Industries, however, the day was super for an entirely different reason. That was the date which brought the Aaplex Sweeper Company of Little Rock, AR, under the Schwarze umbrella.

Framed by a shining new machine from each organization, the actual signing took place outside



**"There's no reason why we can't be number one in the sweeper business."**

Bob Schwarze (SI President), on-hand from the California office for the event, called it "the best thing to happen to Schwarze Industries, a move which will allow us to compete with anybody in the industry. Tony's engineering background and dealer network, combined with our experience, know-how, and satisfied client base, gives us a definite edge in the field. There's no reason why we can't be number one in the sweeper business."

Bob was referring to Anthony "Tony" Libhart, former President of Aaplex and now a member of the Schwarze Industries' team. Well known throughout the industry for his innovative sweeper design and engineering expertise, Tony is a welcome addition to the company.

At the press conference Tony said that his desire is "to make us the number one company in the sweeper business; not necessarily the largest, but the best. Like the Schwarze organization, I've always looked for new ways to help my customers. I think we

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the Schwarze company's Huntsville headquarters, and included a news conference well attended by the local media.

## Newsletter Designed To Keep You On Top Of The Industry

At Schwarze Industries, our foremost commitment is to provide a top-quality machine for the best possible price. To that end we build and stand behind our equipment second to none in the industry.

Those of you who have been our customers for awhile also know that we realize it can take more than having a good sweeper to become successful and stay that way. That's why we have always assumed an equal obligation to provide you with all the help we can after the sale: help in getting established, learning to bid jobs effectively and building a profitable client base.

Now, with the Schwarze Industries' **supervac quarterly**, we are taking that commitment one step further. We want to keep you aware of the new techniques, products and trends in the industry.

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## New Manufacturing Facility Opened

On the first of February we officially opened our new manufacturing facility here in Huntsville, where all steel and fabrication are now combined under one roof. Construction was begun last October, and we were determined to be operational by our target date of January 1st. It took a foot of snow to stop us.

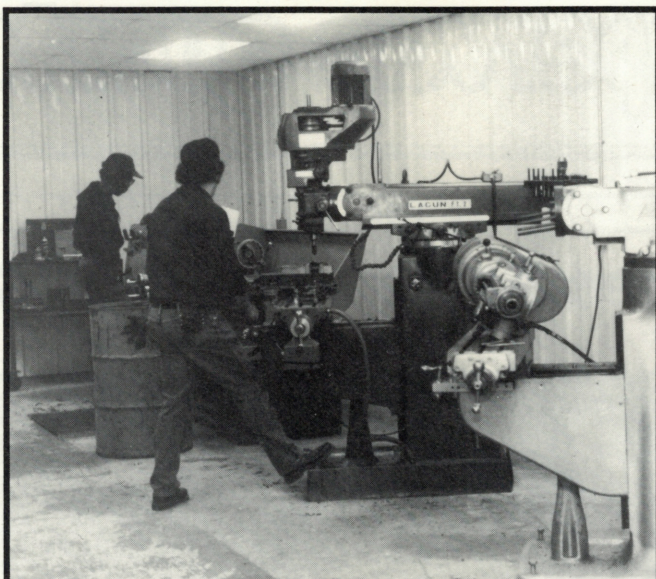
Now for some of you in the northern states that may not sound like much of a problem, but even a couple of inches down in Dixie is something to be reckoned with. In this case we were virtually forced

to shut down for a week, and cope with delays after that. And of course it hit just as we were changing over...

We're all but caught up again now, though, and couldn't be more pleased about how smoothly production is shaping up and what this means for our customers. The new facility allows us to streamline our assembly process by producing each new hopper as one unit, in kit form. This means not only reduction in waste material, but an improvement in overall quality of every piece of equipment we make.

Our manufacturing crew is excited about the change, too, since they will build and take pride in an entire unit, rather than just contributing specific pieces of a given machine. Now a team cuts out all the parts necessary to complete the entire needed unit: hopper, fan, fan housing, head and console. All these are then placed together on a pallet, to be constructed when and where needed. This innovation, along with a new automatic inventory system we will be getting into place, has been shown to improve quality while helping to hold the line on prices.

It's an exciting concept, and we'll keep you posted on the new changes as they come along.



**Ray Charles Martin, machinist, works at a lathe, while Terry Payton, fabrication coordinator, is at the milling machine creating an I-beam for a 6 yard supervac.**



**Here is our automatic plasma burner used for fabrication of steel plate. Pictured are two of our qualified burner operators. In the foreground Johnny Barnes is measuring steel prior to cutting, while Bob Brandon cuts a piece of stock to dimension.**

## Trade Shows Are Good Source of Fun As Well As Profit

Trade shows allow contractors to get a first-hand look at all the sweeper manufacturers' new innovations designed to help the equipment perform more cost-efficiently. And from our perspective, they allow us to show off our new designs and meet the people we've talked with but never met in person.

Because Schwarze is a national organization, our sales personnel often sell sweepers without ever actually seeing the purchaser eye-to-eye. Our representatives always enjoy the opportunity to match up faces with the voices they have learned to know so well.

In turn, the shows give our customers a chance to meet with us and with other contractors from around the country. Not only are the events a good learning experience for everyone, but they are a lot of fun. That's another thing trade shows are known for - fun!

They are also a great way to keep up with current trends in legislation, insurance, and liabilities, as well as with our industry's support organizations. Today, most people recognize that those with a common interest have a much better chance of success when they work together. This is what keeps the sweeping industry moving ahead into the future with new designs, updates and product modifications.

Elsewhere in this issue you'll find information about several of the larger national shows coming up in the near future.

If you can make it to one or more, you'll find your time to be well invested.



# Isuzu's 4-Speed Automatic Finally Here!

This is the machine everyone has been waiting for, and with good reason. Our owner/operators don't have much trouble handling the manual transmission; after all, it's their own investment they're driving. For a multi-truck contractor, however, it's a different story. It's a real problem finding employees who can use the 5-speed without eventual trouble.

***"For the first time all the benefits of a cab-over are available with an automatic."***

Even with competent drivers, if there's more than one person operating a particular truck then each uses the clutch in a different way. Yet we know that many of you haven't wanted to lose the good visibility and tight turning radius of the Isuzu design. And, as some of you have found out, the willingness of Isuzu to bend over backward to assure customer satisfaction is legendary.

Now for the first time all the benefits of a cab-over - visibility, higher seating, tight turning radius, diesel fueled and Isuzu factory support -

are available with an automatic. And early reports indicate the machine performs even better than was first expected.

Isuzu engineers have matched up the drive train so well that there doesn't seem to be any loss in pick-up




power or speed. Most users report the mileage is even as good as that of the manual transmission machines, and, as many of you know, Isuzu's are well known for their fuel economy. Also, by freeing up an additional hand and foot, the automatic allows the operator to pay constant atten-

tion to where he's going, what he's doing, and the debris he's picking up.

Another plus is that it's much easier to keep a constant speed when sweeping, which not only helps fuel consumption and time spent on the lot, but allows jobs to be bid more exactly. Other benefits we've heard about already are that these new machines accelerate faster, are less tiring to drive and allow more concentration on the job of sweeping.

To quote Bob Schwarze: "The Isuzu truck, combined with our 343 package, has a tighter turning radius and better economy than a Toyota. Plus there's the quality of diesel in both the chassis and auxiliary engines. Now for just an additional \$700 we can add a truly rugged 4 speed automatic transmission, making it the best all-around sweeper we can come up with. It's just the perfect machine."

Those of you who know Bob will realize that for him to give that kind of praise, it must be quite a machine!

It is. 

## ICSC Trade Show In May

The International Council of Shopping Centers (ICSC) annual trade show is being held May 15th through 20th, for those in need of a break away to Las Vegas! This is directed at shopping center management and is a golden opportunity to meet with developers to discuss current methods being used to keep business centers clean.

The show is held annually in Las Vegas, Nevada, and draws an audience of around 25,000 industry executives and buyers.

For more information, contact ICSC at 665 5th Avenue, New York, NY, 10022. Their telephone number is (212) 421-8181.

## Newsletter Designed For You


*Continued from page 1*

In this newsletter we'll be supplying you with information we've learned in our years of experience in the sweeper business, as well as product updates and interviews with industry professionals who will provide ideas and tips to help you run your own company better and more profitably.

Here in our first issue, we've covered some topics which we've had inquiries about in recent months. If you have ideas about what should be included in future issues, drop us a line and let us know. It can be in any area pertaining to the sweeping business. Your input will guide the content of future issues.

We also know that some of you have discovered ideas and shortcuts which help in bidding, sweeping and daily operations. Some of these could help someone in the industry in another part of the country. When you have helpful information to share, please send it along. If we use one of your ideas, we'll credit you with it and even send you a free Schwarze supervac jacket. And it will provide a good way for all of us to learn something new.

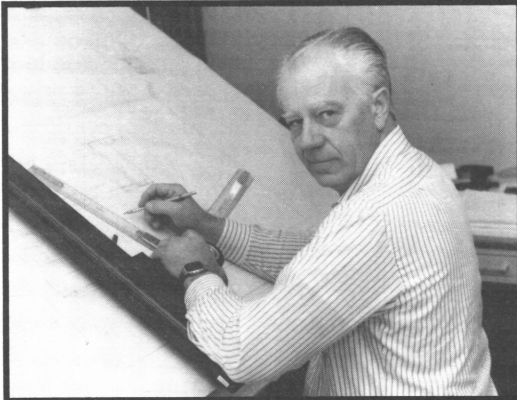
In addition, we'd like to feature stories about some of our many successful supervac operators. If you're one of these, write and tell us about yourself, your company and the types of sweeping you do. If your company is featured, you'll also receive one of our Schwarze supervac jackets as well as extra newsletter copies to pass around to your clients.

We're going to do everything we can to make the *supervac quarterly* a publication you'll look forward to receiving. With your help, it will be reading that's as enjoyable for you as it is profitable. 

# Former Aaplex Head Now On Schwarze Team

"Every sweeper is going to excel in certain types of materials when it's new. Each machine has its place where it performs best, where it is ideal. Both of our companies feel that if you take all the things that you might find on the street and put them into a parking lot, both Aaplex and Schwarze sweepers are going to excel as far as 99% of the total objects are concerned. Now that we're together, that remaining 1% is in deep trouble."

The words above are from Anthony "Tony" Libhart III, former President of Aaplex Sweeper Company, and now a part of the Schwarze design team. Called by many an engineering



and production wizard, the in-person Tony is a soft-spoken gentleman with a ready smile and quick wit. And when the conversation turns to sweeper engineering, his eyes sparkle as he talks about plans for the future.

"The Aaplex sweeper, because of the wide range of technology experience I've had through the years, is a unique sweeping device in the industry. So is the supervac. Together, we fully expect to dramatically accelerate the development of new and better equipment for the future."

At 53, his engineering capabilities have come a long way since he financed a college education designing and building racing boats near his Three Mile Island home. The interim included stints with Black and Decker, Colson Company (as chief engineer), and with Tymco, before founding the Aaplex line of sweepers in 1983.


When asked about other advantages of the union between the Aaplex and Schwarze organizations, he quickly cites the factors of production efficiency and economies of scale. "Combining our manufacturing facilities in an era of rising steel and rubber prices, we'll be able to hold the line on cost a bit better than some of the others

in the industry. Also, we're taking steps to standardize some aspects of our machines. That way the stockroom won't have to double, but only increase by 20 to 30%. And there

will be economies in the manufacture of many components."

Although he and the Schwarze management team have some ideas in the works already, he cautions that the research and development process takes time. Once a new prototype is decided upon and the testing process starts, it's still "six months to two years before we will be able to bring it into production."

Tony's wife Bonnie accompanied him to the Huntsville area, as well as his son Anthony Libhart IV, who will also be joining the Schwarze company.

We welcome the Libharts to the Schwarze Industries' team, and are very excited about what the future holds in store as a result of this merger of talents. 

## Hints On Sweeper Operation Will Be Regular Feature

In each Schwarze Industries' *supervac quarterly* we'd like to include several ideas which might give you a little better edge over your competition. To do this, we'll need your help. If you have a method or idea that you have developed to make your sweeping service more efficient, then send it to us at P.O. Box 17221, Huntsville, AL 35810. If we print your idea, we'll credit you with it and send you a free supervac jacket.

Throughout this issue we've included three to get you started.

### Hint #1:

We've all experienced clogged intake screens on our machines due to plastic bags, paper bags and large pieces of newspaper. Through the years we have found that hanging 4" to 5" strands of 3/16" chain in the intake screen of the hopper - covering the entire screen 3" to 4" apart - will help solve the problem.

This creates what we call the 'shaker effect'. It keeps paper and plastic bags continually moving in circular motions in the hopper, which helps keep intake screens free from debris. This can really cut down on how often you'll have to shut down your truck to clean debris from the intake screen.

### Did You Know...

Schwarze supervacs are in operation not only in all 50 states, but also in Australia, Canada, Guam, Egypt, Saudi Arabia, Puerto Rico, Taiwan, St. Thomas, St. Croix and the Island of Truk.

## Waste Expo To Be Held Next Month In Washington, D. C.


It won't be long before the start of *Waste Expo*, the largest trade show put on by the National Solid Waste Management Association. Held each spring, it's devoted exclusively to the display of new technology and services in the waste handling equipment field.

This year's event will be the first week in May at the Washington Convention Center. On the first day, Tuesday the 3rd, the exhibit hall will be used only for workshops and technical sessions. Exhibits will be open May 4th through 6th, although technical seminars will continue throughout the remainder of the event.

The show features more than 250 exhibitors, plus an extensive number of seminars and workshops. Tours of

nearby waste service facilities are often held. Each year more than 4,000 members, buyers and industry officials attend this internationally recognized waste industry convention.

The NSWMA also sponsors a yearly technical conference, bringing together public and private sector officials to discuss recent policy and

technical developments affecting solid waste and hazardous waste collection, processing and disposal. For more information, contact NSWMA at 1730 Rhode Island Ave. N.W., Suite 1000, Washington, D.C. 20036. Their telephone number is (202) 659-4613. 

## Is Dust A Problem In Light Debris?

### Hint #2

When you have to pick up very light debris, such as coal dust or cement powder around a cement plant, you'll find it helpful to add 4 to 6 ounces of dishwashing liquid to the water tank on your unit. This creates 'wetter water', which will help combat the heavy dust problem.

Some contractors use this idea in parking garages, where car tires seem to leave a powdery rubber residue on the cement. The detergent will hold down this light powder, which allows your sweeper to clean efficiently. Dust problems are kept to a minimum, and garage managers have even noted that this method actually seems to *improve* the air quality in closed-in underground parking garages.

## Pennsylvania Contractor Gets First Automatic Isuzu

Mike Nawa, of Industrial Grounds Maintenance in Reading, Pennsylvania, is the owner of our first supervac-equipped Isuzu with an automatic transmission. He says he had to wait over a year for them to finally come out and, after taking delivery of the machine last November, declares it more than meets his expectations.

An experienced businessman, Nawa is about to begin his second decade in the landscape industry. In recent years, however, he had been

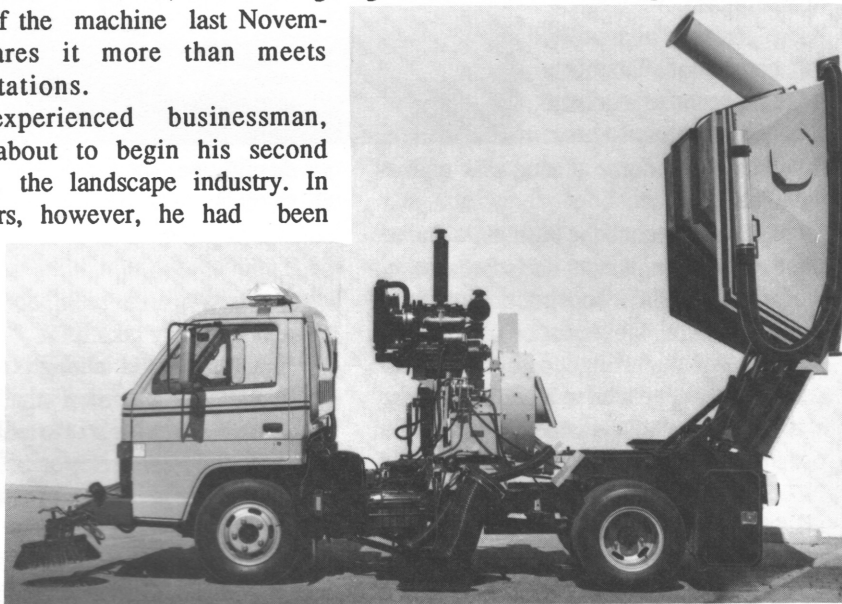
looking for an add-on venture which would counteract the seasonality of landscaping. After doing thorough research into the local sweeping market and its potential, he saw a need for quality contractors. So, in 1985 he got into business on a part-time basis

by purchasing a subcontractor's operation. The sale included a supervac 342G.

"I didn't just jump into this enterprise," Mike recounts. "I looked and considered the prospects, and believed that this business offered a stable growth curve." He hoped that with so much investigation, the results would be just what he expected. To his surprise, however, initial sales more than tripled the projections.

His organization built rapidly and in 1986 doubled their business by acquiring another sweeping company. This company's trucks were promptly sold and replaced with 2 supervac 343Gs.

Now the company services the parking areas supporting more than five million square feet of commercial real estate, runs every night and stops at over 150 locations per week. In a few short years IGM has become one of the largest sweeper companies in the entire region.



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### Helpful Hint #3

Here is a dust control idea which works great for our 343 series of sweepers:


Put about 5" to 7" of water in your hopper when running a route where you'll be sweeping mostly dirt and sand. When the dirt comes into the hopper it will hit the water and dissolve into it. This keeps the dirt on the bottom of the hopper, rather than allowing it to circulate. If you have a useful hint you'd like to share, send it to us. Remember, we'll not only credit you with it, but, if your hint is used we'll send you a free Schwarze supervac jacket.

## IGM Gets First Auto-Isuzu

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Besides the sweeping business, IGM also performs many other types of work related to commercial and industrial landscapes. These include snow removal, grass cutting, tree and shrub maintenance and landscape design. Nawa feels the success of IGM has been a result of the management team's enthusiasm for the business, combined with an ability to understand and deliver what customers need.

As an example, IGM recently started offering a three year contract, with a guaranteed fee schedule. Mike said many of his customers like having a fixed budget for the longer time frame.

We again congratulate IGM on their new Isuzu automatic, and anticipate it will provide many years of trouble-free service. 

## Kelley & Sons

### A Company On The Go

In each issue of the *supervac quarterly* we'd like to feature an article written and sent in by one of our sweeper contractors. If you'd like to be considered for this column, write and tell us about yourself: how you got started, what has made you successful, etc. When chosen for publication, you will receive a Schwarze supervac jacket and extra copies of the newsletter to pass along to your clients.

*In 1979, Chuck Kelley bought a three yard supervac with the idea of supplementing his retirement income. Located in northeastern New Jersey, he had lined up a couple of shopping centers, a bowling alley and a movie theater lot to clean, and thought he might be able to get a few more. What he didn't realize was just how fast his business was going to take off. Kelley tells the story:*

We knew before we even got started that something was missing with the other sweepers in the area. I'd see just-swept centers with the grass, loading docks, dumpster areas and so forth still littered. I felt the reason was that the sweeping contractors were trying to do it all with just one man. From our first day we have had a helper on each sweeper run, and by doing the job right we took off like a house afire. In just two years after start-up, Kelley & Sons became a major sweeping company in the area.

A few years ago we added landscaping, but now we sub-contract all of that

work out. We just provide the service as a convenience to our customers who prefer to use one outside contractor rather than two or three. Last year, due to requests from some of our clients, we took on snow plowing and sand/salt operations. Thus far, this has proven to be a very profitable venture to back

up sweeping income during this type of weather.

When we started the business we chose the Schwarze supervac units because of their simplicity of construction, ease of operation, low maintenance record and competitive operating costs. Over the years this has proven to have been a very wise decision. We now have supervacs in our fleet that are approaching ten years old. Not only do they still perform well, but they all still have their original Wisconsin engines.

Each of our units has to be capable of providing a ten hour run per night on a



seven night per week schedule. We place an average demand for hours per year, considering inclement weather down-time, of 2,500 to 3,000. Unlike some of the competition we've seen, Schwarze machines can really take it.


We developed enough trust in the Schwarze organization that in 1985 we asked Mark Schwarze to make us a sales agent for the New Jersey areas. As a result of this, we now sell factory parts (at factory list price), and provide factory warranty service for the area. And we provide regular

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## Schwarze Acquires Aaplex

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now have what's needed to become known as the top sweeper company in the country, and eventually the world. All we need to keep in mind is our goal: to satisfy our customers."


Although both the Aaplex and Schwarze lines of sweepers will continue, all manufacturing will now be done at the Schwarze plant in Huntsville. Aaplex employees and operations have been relocated, and the manufacturing facilities have been merged. For further information about Tony Libhart and what he predicts for the future, you will find an article featuring him on page four of this issue of the *supervac quarterly*. 

## Kelley & Sons

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maintenance service for machines owned by large companies, malls, and competitors in the area who don't have the facilities of their own to accomplish this.

The design and ease of operation of sweeping equipment has certainly come a long way since we first got into this business. We have a 19 year old girl who ran one of our supervacs until about a year ago, when she graduated to a Mobil AHL high dump sweeper we use for construction and street sweeping. She's rated as one of our top operators.

We presently own 11 pieces of equipment, and with 12 employees and office staff we have the capability to provide the very best services the industry has to offer. We are an EOE employer with a full benefit package for our employees, and couldn't be more optimistic about the future except for one thing; I don't know when I'll have time to retire! 

*We'd like to thank Chuck for writing us about his company and some of the experiences he's had in the business. If you'd like your company to be considered for a future issue of the *supervac quarterly*, please write and tell us about yourself.*

## Sea World Takes Delivery Of New On-Demand Broom

SI has again established itself as the sweeping industry's innovation leader with the development of the first broom system available *on-demand*. And it's now available on our 6 cubic yard supervacs.

With this new add-on, a driver seeing a heavy area of debris can, with the flip of a switch, hydraulically lower the broom to the pavement and start it all at the same time. The rear flap on the sweeping head is on the same hydraulic, so as the broom goes down, the flap automatically comes up.


Any debris that the vacuum doesn't get on the first pass is caught by the broom, which kicks it back into the sweeping head. The blast moves the debris toward the intake tube with an efficient auger-like effect.

Once the heavy litter area has been passed, the driver simply flips the switch again. This turns off the broom and raises it back up to its storage position. At the same time, the flap on the head lowers, re-sealing it against the ground, and the truck is again sweeping as strictly a regenerative air unit.

This new innovation means that high speed runway sweeping has finally become a reality. Instead of the former 5 to 7 miles per hour maximum on airport runways, those with the on-demand broom attachment should be able to double their speed to 10 to 15 mph. This will not only cut down job time, but also make sweeping services more saleable to a busy airport with schedules to keep.

And, we've already seen that airports aren't the only places where this add-on will come in handy. Sea

World recently bought a 6 yard supervac equipped with the option. As you might imagine, their high volume of customers creates a hefty clean-up problem. Sea World management has traditionally used people on foot to do the cleaning, but realized that a supervac equipped with this add-on would be able to clean the amusement park much more efficiently.

Although at press time Sea World hadn't had the equipment long enough to establish the exact time savings the supervac will provide, we'll be reporting more details about their experience, as well as that of other new users, in upcoming issues. If you'd like more information in the interim, give one of our offices a call. 

## In The Hopper...

### Coming in the next issue of *the supervac quarterly*:

#### Noise Standard On The Horizon For Back-Pack Blowers

Don Purcell, President of the *Portable Power Equipment Manufacturers' Association*, discusses what their industry is doing about the problem of noise, legislative impacts and more.

#### An Inside Look At The Sweeper Business - In Egypt

Schwarze representatives Kevin Farrell and Bill Manning spend 8 days talking with sweeper operators in Egypt. Read first-hand about the state of the industry in the land of the pyramids.

#### Steel: An Industry Perspective

The management of Ryerson steel talks about products, prices and expectations for 1988, and predicts what the impact will likely be for our industry.

Read All This And More In The Summer Issue Of  
***supervac quarterly***

The *supervac quarterly* is published four times a year by Schwarze Industries, and is provided free of charge to our clients and other interested persons in the contract sweeping industry.

If you would like to be included on our mailing list, to contribute articles or to request other information, please write:

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