

Glossary

After-sales service	Service provided by the supplier to an owner of a sweeper after the vehicle has been purchased. After-sales service includes options such as servicing and maintenance of a sweeper , satisfying warranty claims, provision of training and supply of spare parts.
Applied	Applied Sweepers Ltd.
AssetCo	AssetCo Ltd. A former UK distributor of Bucher sweepers until November 2003.
Bucher	Bucher Industries AG.
Bucher-Guyer	Bucher-Guyer AG. The Swiss-based subsidiary of Bucher , and a Bucher Municipal sweeper company.
Bucher-Guyer Municipal	The sweeper arm of Bucher-Guyer .
Bucher Municipal	Bucher Municipal (formerly Bucher Automotive). It is one of five specialist divisions within Bucher . Its business is the supply of public utility vehicles for road and airport services.
Bucher-Schörling	Bucher-Schörling GmbH. The German-based sweeper company of Bucher Municipal .
CC	Competition Commission.
CHF	Swiss franc.
Cleaning contractor	A company that carries out the cleaning arrangements for an end-user. Contracts will vary, but they will provide part or all staff, vehicles, maintenance, planning of sweeping routes and times, and waste disposal.
Compact sweeper	A four-wheeled vehicle with an integrated chassis and enclosed cab. It typically has a hopper capacity between 1 and 2m ³ and a GVW between 3.5 and 4.5 tonnes and is normally used for sweeping pedestrian precincts, pavements and roads.
Competitor questionnaire	A questionnaire that was designed by the CC and sent to the main sweeper manufacturers.
Complete vehicle chassis	See integrated chassis .
Contract hire company	A company that purchases sweepers and then hires them out on contract. It may provide sweepers under both short- and long-term hire agreements. Some have partnership agreements with local authorities.

Contribution margin	Calculated as turnover less cost of sales, also known as gross margin.
Customer survey	A customer survey that was conducted in May 2005 on behalf of the CC by NOP Business & Technology, a market research firm, on customer considerations when purchasing sweepers .
Distributor	A distributor is a company that sells new vehicles and provides an after-sales service on behalf of a sweeper manufacturer; particularly in countries or regions where the manufacturer has no direct presence. It is also responsible for warranty claims and servicing when required by a customer. May also be referred to as a distribution and sales network.
Donor chassis	A truck chassis which has been provided by another vehicle manufacturer or by the customer.
Douglas	Douglas Equipment Ltd. A UK distributor for Elgin .
Dulevo	Dulevo International SpA. An Italian sweeper manufacturer.
EBIT	Calculated as earnings before interest and tax, also known as operating profit.
Egholm	Egholm Maskiner A/S. A Danish sweeper manufacturer.
Elgin	Elgin Sweeper Company. A US sweeper manufacturer. A subsidiary of Federal Signal .
End-user	The organization, authority or person for whom the street cleaning is done. Examples include local authorities and airports.
Ennstone	Ennstone plc.
Euromec	Euromec Ltd. A UK distributor handling Mathieu Yno , Egholm and RCM SpA products.
Faun	Faun Umwelttechnik GmbH and Co (part of the Kirchhoff Group) or Faun (UK) Ltd (a subsidiary) as the context requires. A German sweeper manufacturer.
Federal Signal	Federal Signal Corporation Inc. Owner of Elgin and Ravo .
Greenman	Greenman (Municipal) Ltd. Greenman is the after-sales service provider for Bucher sweepers in the UK.
GVW	Gross vehicle weight.
Hako	Hako-Gruppe GmbH. A German sweeper manufacturer.
Homologation	See type approval .

In-house servicing	An owner/hirer of a vehicle servicing and maintaining the vehicle themselves, rather than contracting out maintenance to the manufacturer or a third party.
Integrated chassis	A chassis that is purpose built by the sweeper manufacturer.
Intermediary	A company that purchases sweepers but is not the end-user of the service.
ITT	Invitation to tender.
Jack Allen LTD	A company that was purchased by AssetCo in 2001 and has been renamed AssetCo Municipal. It was the previous UK distributor for Bucher sweepers .
Johnston	Johnston Sweepers Limited. It includes a branch operation in Denmark (Johnston Beam) and two subsidiaries: MacDonald Johnston Engineering Company Pty Ltd (Australia) and Johnston GmbH (Germany). On 31 March 2005 it became a wholly-owned subsidiary of Bucher .
Johnston Group	Johnston Group plc, the parent company of Johnston Management Holdings Limited. Johnston Group plc was acquired by Ennstone plc in 2004.
Johnston Management Holdings Limited	A wholly-owned subsidiary of Johnston Group , and the former parent company of Johnston Sweepers Ltd.
Kärcher	Alfred Kärcher GmbH & Co. A German sweeper manufacturer.
LGV	Large goods vehicle.
Madvac	Allianz Madvac. Previously the North American sweeper business of Johnston made up of Johnston Madvac Inc (the former Canadian subsidiary) and Johnston Sweeper Company (the former US subsidiary).
Mathieu Yno	Mathieu Yno SA. A French sweeper manufacturer. A subsidiary of the Fayat Group.
Mid-sized sweeper	Similar in concept to a compact sweeper but bigger and more powerful. It typically has a hopper capacity between 2 and 5m ³ and a GVW between 7.5 and 12 tonnes and is used for sweeping roads.
Nilfisk	Nilfisk-Advance Group. A Danish sweeper manufacturer. A subsidiary of NKT Holding.
Official Journal	<i>Official Journal of the European Union.</i>
OFT	Office of Fair Trading.

Payload capacity	The amount of sweepings that can be collected by a vehicle.
Pedestrian-operated sweeper	Sweepers where the operator stands behind, or sits on a seat behind, the sweeper. They usually have no cab. The GVW is typically less than 1 tonne and the hopper capacity less than 0.5m ³ .
Ravo	Ravo bv. A Dutch sweeper manufacturer. A subsidiary of Federal Signal .
Ride-on sweeper	See pedestrian-operated sweeper .
Rosewood	The Rosewood Partnership LLP. Rosewood worked with members of Johnston's senior management and put forward a bid.
Scarab	Scarab Sweepers Ltd. A UK sweeper manufacturer.
Schmidt	Schmidt Holding GmbH or Schmidt (UK) Ltd (a subsidiary) as the context requires. A German sweeper manufacturer.
Schwarze	Schwarze Industries Inc. A US sweeper manufacturer, including a subsidiary, Schwarze Industries Australia Pty Ltd.
Service provider	See cleaning contractor .
Single-engine sweeper	A truck-mounted sweeper where the sweeper equipment is powered by the donor chassis engine.
Skid unit	Sweeping equipment which is mounted on to a donor chassis to form a complete truck-mounted sweeper .
Specialist truck-mounted sweeper	A truck-mounted sweeper that has been tailored to the particular high-performance requirements of an individual customer.
Sub-compact sweeper	This category includes pedestrian-operated sweepers , ride-on sweepers and integrated-chassis sweepers that are too small to qualify as compact sweepers . They typically have a GVW less than 3.5 tonnes and hopper capacities between 0.2 and 1m ³ and are predominantly used for litter collection on pavements and in pedestrian areas.
Sweeper	For the purposes of this inquiry, the term refers to mechanized sweepers which are used for cleaning outdoor surfaces.
Tennant	Tennant Company Inc. A US sweeper manufacturer.
Truck-mounted sweeper	A skid unit mounted on a standard donor chassis. It typically has a hopper capacity of over 5m ³ and a GVW of between 7.5 and 18 tonnes, depending on the truck chassis used (most have GVWs greater than 10 tonnes). Normally used to clean highways, airports and construction sites. 7.5-tonne truck-mounted sweepers can perform similar functions to mid-sized sweepers .

Twin-engine sweeper A **truck-mounted sweeper** where the **sweeper** equipment is powered by an engine supplied as part of the sweeping equipment.

Type approval Independent inspection, testing and approval of vehicles by the relevant national authority to ensure that they comply with all the legal safety and environmental requirements in the country concerned. In the UK carried out by the Vehicle Certification Agency. For **sweepers**, type approvals granted in one EC member state are not recognized in other member states. They are, however, largely based on EU and United Nations Economic Commission for Europe vehicle component and system approvals which are recognized throughout the EU.