



EVOLUTION



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Welcome

Welcome to the latest edition of RDS Evolution. RDS Technology designs and manufactures electronic weighing, monitoring and control systems for the off-road mobile machinery industry. In this issue find

out about RDS's success in keeping England's roads safe, Kiwi ingenuity with the Loadmaster 9000 and the successful international exhibitions in Las Vegas and Paris.

RDS's unrivalled customer service and a bit of Kiwi ingenuity help New Zealand farmers

RDS is always ready to push the boundaries and New Zealand distributor, RDS Systems, recently accepted the challenge of fitting an OIML approved Loadmaster 9000 to a Merlo P60 - 10.

The Merlo is owned and operated by Griffin Ag-Air Ltd based at Palmerston North in New Zealand's North Island. The company operates fixed wing planes mainly for topdressing fertiliser onto pasture land and the spraying of numerous crops. They approached RDS Systems and asked if a weighing system was available for their Merlo.

RDS Systems fully appreciate, owner Hallet Griffin's patience and access to his machine whilst various sensors and



systems were tried and tested to get the accuracy and repeatability Griffin Ag-Air wanted to achieve.

RDS Systems, working hand in hand with the customer on a specialist application, have shown that almost anything is possible.



In This Issue:

RDS Hits Ton in East Anglia

RDS climbs onboard Wiltshire's Road Gritters

Product profile - Axlog Alpha

RDS at an Exhibition near you



STOP PRESS

The RDS Axlog Alpha has been chosen as the axle overload warning system for Renault Trucks.

The Axlog Alpha makes sure that operators stay on the right side of the law by sounding an alarm when the load reaches a pre set level programmed by the operator.

The Axlog has been approved for use on Renault Master, Renault Mascott, Renault Midlum and Renault Premium 18 tonne 4x 2 rigid. The Axlog Alpha can be retro-fitted on site without requiring any structural alterations to the vehicle and has an accuracy of + or - 3%.

Dean Boston, Business Development Manager of RDS Technology said "We are very pleased that Renault Trucks have chosen the Axlog Alpha, we believe that the system is an invaluable tool for customers who want to comply with current legislation".

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How RDS played a part in keeping Wiltshire's roads open this winter

In the autumn of 2004 RDS, through local distributor RDS South West, supplied nine Loadmaster 8000s to the UK highway services giant and Wiltshire term maintenance contractor, Ringway Parkman to aid them in their winter road maintenance programme. The Ringway Group in Great Britain, backed up by its parent company Vinci, is the leader in highway maintenance in the UK and has over 25 years experience of maintenance and improvement of the UK's road network – from Cornwall to the Highlands of Scotland.

Ringway Parkman has a seven year contract with Wiltshire County Council to maintain the county's roads including busy stretches of the A4, A350 and A30. Having come to the end of the winter season Ringway has been extremely pleased with the gritting operation in the county and part of this is down to the level of stock control supplied by the Loadmaster 8000.

Simon Rowe, Winter Operations Manager of Ringway Parkman, says, "The Loadmaster 8000 is a nice, easy system to use and provides more effec-

tive salt management, saving the over-ordering of salt". This point is highlighted by the lack of salt remaining in the yard after winter has ended.

Good management, stringent controls and a little help from the Loadmaster 8000 has paid substantial dividends. Such success is good news for Ringway, saving them and the County Council money and it is also good news for road users as the highways are gritted with fresher and safer

salt. The gritter drivers have experienced the benefits of the RDS system too, as with fresh salt their trucks stay clean and do not get blocked, saving time and effort.

RDS looks forward to working in even closer co-operation with the Ringway group and keeping the roads even safer for every driver.

Links: www.ringwayparkman.co.uk



Spotlight on ... RDS Deutschland

RDS Deutschland is now nearing its first full year in existence and with sales steadily rising, RDS Evolution is putting German Business Manager Rainer Wuest in the spotlight:

Rainer, right, based in Aschaffenburg near Frankfurt in Germany has been with RDS Deutschland since its inception and has previously worked for Yanmar and Perkins.

Having appointed Zylku, a well-known engine firm as a major distributor in the southern states of Germany, Rainer sees the German market as being difficult to crack but one that will eventually reap rewards. At this stage in RDS Deutschland's life he is pleased to announce that business has taken off since the beginning of this year and is sure he is now on the right track to further success.

The LOADMASTER 8000 is well accepted in the German quarry trade and further good business can be expected. In general, the name of RDS is increasingly well known in the German market and the popularity of

the industrial range is increasing by the week.



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Long Service Awards

2005 sees one major RDS anniversary and the company would like to offer its congratulations and gratitude to distributor John Evans. John, pictured below with RDS Managing Director Richard Danby, is the regional distributor for the South East of England. John joined the company in 1975 and has now reached his 30-year milestone and true to form, is showing no sign of letting up yet.



Sales of the Axlog near the magical 3 figures in East Anglia

The RDS Axlog range of overload warning systems is closing in on its ton in the East Anglian town of Ipswich and is showing no sign of being bowled out. Through Chelmsford-based distributor, RDS South East, Ipswich Borough Contracts (IBC) have bought nearly 100 units to fit to their fleet of vehicles. IBC have a long-standing contract with Ipswich Borough Council for the upkeep of the town's infrastructure including building maintenance, highway maintenance, refuse collection, street cleaning and park care.

This is a huge task in a busy town of around 120 000 people and to fulfil this they employ 800 staff and around 200 other professionals.

In taking care of such a large town, IBC are understandably extremely concerned about public safety on the roads and the welfare of their drivers and turned to RDS and the Axlog series to help ensure their trucks stay legal.

IBC's drivers are very much at ease with the Axlog, as it is simple to use,



with easy-to-read displays and it gives them security in the knowledge that they are within the law.

In a recent visit to the company, Neil Edwards, Marketing and Sales Support at RDS UK, spoke to Ondraya Plowman, Cleansing Services Officer at IBC, and she enthusiastically told him how she is "very happy with the RDS systems". IBC has a long history of using RDS technology, installing relevant systems on nearly every vehicle for the last 5 years. This outstanding loyalty is down to "the first class customer service provided by RDS." She also expanded on this explaining that "RDS is the only company that has lived up to what they offer in terms of customer service." Ms Plowman was also extremely delighted that RDS was able to organise prompt, efficient and clear training on the Axlog for their drivers.

"The success of the Axlog," she says, "can be measured by the fact that IBC have had no recent fines on any of their vehicles."

After such great results, RDS have shown that it will not only be English batsmen hitting centuries this summer.

Links: www.ipswich.gov.uk



RDS Product Profile:

Axlog Alpha Overload Warning System

The Axlog Alpha is the latest addition to the RDS range of overload warning systems and with road safety legislation and vehicle spot checks on the rise, it's arrival could not be better timed.

The Alpha can be easily fitted to trucks with mechanical leaf springs, air springs or a combination of both without structural alterations. Doug Knibbs, Applications Engineer at RDS, explains, "The system's inherent ability to monitor each axle, allows an even spread of the load, avoiding the consequences of individual axle overloads."

Besides its simplicity, the Axlog Alpha has the option of percentage or gross weight display and features an audible alarm as load nears capacity. It can store to memory and has the ability for a visible external attachment, which indicates load up to 110% of maximum weight.



OIML Certification

RDS is extremely pleased to announce that its products have recently been awarded OIML approved status in the Czech Republic and in New Zealand. RDS can now offer products, including the top of the range Loadmaster 9000, that meet

OIML standards across the European Union and in numerous different countries around the world.

Links: www.rdstec.com



Exhibitions

RDS Technology has over 35 years experience in the manufacture and supply of on-board control systems and are recognised internationally as the leader in the market.

Recently they have appeared at both the SIMA exhibition in Paris and Conexpo in Las Vegas and enjoyed an outstanding amount of success at each show. In Paris, RDS showed off the Pro-Guide 100. The Pro-Guide is RDS's

latest parallel guidance system and was the subject of a great deal of interest at the show. The whole of the RDS France team was in attendance and all agreed that the show was a major success. Damien Fossaert, Sales Director of RDS France said "The interest in the Pro-Guide 100 was amazing, we were very pleased with its French debut."

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SIMA 2005

At Conexpo, the Axlog Alpha was the star of the show for RDS. RDS are building the most impressive distribution chain within the USA. Loup Electronics, a service organisation who pride themselves on giving support to every customer, head this chain and were present on the RDS stand.

Links: www.loupelectronics.com



CONEXPO 2005

Visit RDS at an Exhibition near you

This show season is looking to be one of the busiest yet and RDS are appearing at a number of exhibitions throughout 2005/2006 and would be delighted to welcome you to their stand.

Exhibition	Dates	Location	Stand No
Libramont	Aug 19th - Sep 1st	Belgium	26.35
Matexpo	Sep 7th - 11th	Belgium	623
Werktuigdagen	Sep 24th - 25th	Belgium	--
BATIMAT	Nov 7th - 12th	France	--
Werktuigenbeurs	Nov 21st - 24th	Belgium	--
Trailer	Nov 25th - 29th	Belgium	--
Agribex	Dec 6th - 11th	Belgium	1202
LAMMA 2006	Jan 18th-19th	UK	--
Intermat 2006	April 24th - 29th	France	--



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