

CASE STUDY

SOLOMARK BUILD FOR HI-WAY



Somerford Equipment enhance Hi-Way Services fleet with the delivery of new SoloMark. Hi-Way Services are a road marking contractor with over 25 years of experience working with a variety of clients, from major organisations to local schools and businesses.

The Challenge

Somerford Equipment were tasked with providing Hi-Way Services a SoloMark unit, the first of which to be done on a Volvo FL chassis. The key requirements were to provide a more economical machine with less impact on the environment. Hi-Way Services had several bespoke additions to add to the built which Somerford's team had no issues modifying. The aim of the new truck was to provide Hi-Way Services with a tailor-made road marking truck to serve their fleet for the next decade plus.

The Solution

The new SoloMark has resulted in Hi-Way Services having the ability to carry out works with one truck rather than two on some projects, resulting in a number of benefits. Contracts Manager at Hi-Way Services, Danny O'Reilly explains "The all in one SoloMark will provide us with savings in comparison to a Multimark and Feeder truck due to not requiring a second truck (the feeder), the saving will be on maintenance, fuel and carbon emissions. We estimate a fuel saving of £96'000 per annum and a reduction on Co2 of 68'120kg per annum."

Somerford Equipment modified this SoloMark to cater for Hi-Way Services bespoke design requirements. This included the addition of four manifolds to ensure the truck can always run with both two rib heads and two extrusion heads. A benefit of this means that Hi-Way Services operatives can continue running without the need to change application head when switching from rib to extrusion.

During the build Somerford Equipment ensured Hi-Way Services received regular updates on the progress of the build. While



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taking regular suggestions on design elements from Hi-Way Services, Somerford Equipment provided regular progress pictures of the build and kept consistent communication with the client throughout the entire build process.

Mike Oakes, Managing Director at Somerford Equipment added "Somerford have worked in conjunction with Hi-Way Services for a number of years to manufacture bespoke builds to suit their individual requirements with the key emphasis on both productive and environmental aspects of the build. Hi-Way Services have a modern fleet of Somerford high output builds to enable them to offer clients a quality, reliable and sustainable.



"We have now used Somerford Equipment as our road marking vehicle supplier for 15 years; over that time, we have received excellent quality of equipment with great back up. Our relationship with Somerford Equipment is one of trust, they have always provided a great service to our business."

Danny O'Reilly,
Contracts Manager at Hi-Way Services

ON THE ROAD TO A BRIGHTER FUTURE

With over fifty years' experience in the manufacture of road marking vehicles and equipment, Somerford is renowned worldwide for the quality, durability and reliability of our products. As an industry leader in the UK, we are recognised for bringing safer, more efficient and innovative vehicle builds and equipment to the global market, with a range of support services that are second to none.