



Dulevo News

Monthly News



FAIRS EVERYTHING IS READY FOR THE THREE MOST IMPORTANT FAIRS ON THE PLANET IN THE CLEANING INDUSTRY

Dulevo and its three appointments... well, actually four!

Munich, Padua, Amsterdam, and then Krefeld: Dulevo is everywhere in Europe.



Everything is ready. Machines, brochures, stands. The show is about to begin and the *prima donna* is in great shape, ready to beat the competition and astound the onlookers.

Three fairs, each of them with a great global resonance. We start off with **BAUMA**, which will be hosted in Munich (Germany) between 19th and 25th April. Besides the by-now traditional indoor stand (**HALL B3 – STAND 201/302**), this year Dulevo will have an exhibition space of 180 m² (**B4.276**), where a 5000 Evolution will be uninterruptedly

operating for the whole fair week in front of 500,000 visitors attending the appointment from around the world. The Bauma fair has not yet finished that the attention is directed to the most important fair of the year for what relates to street cleaning and urban sanitation: **SEP**, which will be held in Padua between 21st and 24th April. Lots of new features will be introduced on the 224 m² stand (**PAD. 7 STAND I 270**) that Dulevo will have at its command: A stand shaped around ecology, totally made with recyclable materials, which sympathizes with bioarchitecture and places at its core the environmental sensitivity. Besides



the 850 Mini and the 5000 Compatto (the first small-scale compactor, which can dexterously be operated in the most difficult urban environment), Dulevo will introduce for the first time in Padua the 5000 Zero, a veritable feather in the cap for Dulevo and its long-lasting ecological awareness. In world-wide exclusive, Dulevo will introduce a new machine. There is top confidentiality on what it will be. In order to know it, you will have to wait until the 21st April. As soon as SEP will come to an end, Dulevo will be ready for another important, memorable appointment: **ISSA INTERCLEAN**, which will be held in Amsterdam from 26th to 29th April. Hosted in its usual stand (**PAV. 02 STAND 0217**), Dulevo



will introduce the most important novelties as far as washer-driers and industrial sweepers are concerned. In an hypertechnological stand – besides the alltime range of small-scale washer-driers and sweepers – there will also be a dedicated space for the new H610R (in its new version with rollers) and for another novelty which Dulevo wants to keep secret. If you would like to visit one or all of the fairs in which Dulevo will be present in the month of April, you can contact the Commercial Department (commerciale@dulevo.com), which will be happy to give you further information or send you free tickets to access the fairs.



But there is more. As soon as InterClean ends, there will be the traditional yearly meeting with all of the dealers. This year, the meeting will take place in Krefeld (Germany), hosted at the headquarters of the Dulevo German dealer, DDV, and it will last for 2 days, during which dealers will get to interact and train in order to revitalize the sentiment that characterizes Dulevo since ever. **We are now 30 from the event. More than 220 people have communicated their participation. For those who haven't done it yet, the deadline to send the participation form is the 6th April 2010. Don't waste time, book your participation now!**

BRANCHES IN 2009 DULEVO FRANCE REGISTERED AN INCREDIBLE GROWTH TREND

The director of Dulevo France elected as Manager of the month in France

The competition succumbs to Dulevo. Jeff Hagedoren tells how a Belgian has let himself be charmed by Bourgogne.



This time is France to conquer the spotlight. The weekly French magazine *documents*, which in the last ten years has been dealing with professional, law, social and economic themes in France, in its 2839 issue dedicates considerable space to Dulevo France and its owner, Jeff Hagedoren. The youngish Jeff Hagedoren, 64 years old, tells about his adventure with Dulevo France with pride and passion: How he came to create this reality, the sacrifices he had to endure in order to gain the trust of his staff, and the way he is now enjoying the fruits of these sacrifices.

Jeff is not worried about the crises that has been sweeping across the world: "We keep on walking on the right path. In 2009 we haven't been able to double our revenue, but we still hope to reach an increase of 25% in the next two, three years." If you would like to read the whole article, please log onto this Web site:

OPENING GRAND DELIVERY CERIMONY OF THREE MACHINES TO TATA, INDIA

India has two million gods. Plus one.

The steel giant TATA celebrates in a spectacular manner the delivery of three Dulevo sweepers

On 26th February, in front of more than fifty people, the Indian steel giant TATA STEEL celebrated the delivery of three brand new Dulevo sweepers, which - as of today - will be operating at KRL Infratech, the company in charge of the cleaning services within the TATA plant in Jamshedpur, active since more than 100 years and that changed the original name of the city into TATA NAGAR, the city of TATA.

Following the environmentally friendly trend of the Indian steel plant, the three machines (two 5000 Evolution and one 200 Quattro) have all been equipped with the GORE® filter, which is capable of retaining 99% of PM10 thin dusts, something extremely important



considered the great quantity of dust produce by the processing of steel. During the presentation, the president of TATA Steel, Mr. Raghunath Pandey, brandished a chequered flag as a symbolic beginning of the cleaning operations. The whole managing capacity of TATA, together with Sumeet Khurana (Director of **Dulevo India**) and Nicola Chiapponi (Dulevo International Product Manager), after having unveiled the machines for the audience, have taken part to the coconut breaking ceremony. This project linking TATA, KRL and DULEVO will surely have a great success. Not only for the coconuts, but for the consistent quantity of the Dulevo cleaning products