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**To our valued business partners
 and customers**

Beijing, April 18, 2024

Aebi Schmidt and HRLC join forces to provide world-class products, technical services and comprehensive solutions for airports and roads in China

Dear Sir or Madam,

We have listened to you! The Aebi Schmidt Group has always been committed to work in close co-operation with customers to provide comprehensive solutions that enable them to operate efficiently, reduce costs, minimise efforts and improve safety – particularly for sweeping and snow and ice removal at airports around the world.

As we have been increasingly approached by smaller airports in recent years, we have started to provide customised solutions for a wider range of airport customers and have decided to **closely co-operate in a joint venture with Beijing Hua Rui Long Range Electronic and Machinery Equipment Ltd. (HRLC)**. Our promise is to provide comprehensive airport runway sweeping solutions particularly for Chinese customers, based on the principle of «Based in China, Serving China». Beijing-based HRLC has a proven track record and a very good reputation in the Chinese airport industry, particularly with regard to sales experience, professionalism and service coverage, with branches in Shanghai, Urumqi and Harbin. As partners, we can now jointly offer a range of sweepers and spreaders **specifically designed for Chinese airports**, based on Chinese-made truck chassis, which at the same time meets the requirements for locally added value.

Schmidt ASP
Airport Sprayer



The ASP is a high quality spraying machine that ensures a fast, exact and precise application of de-icing agents. The ASP can be used for both preventive and curative de-icing on runways, taxiways and aprons, and offers a working width of up to 40 m.

Schmidt TJS
Jet Sweeper



The towed TJS jet sweeper is hard to beat in terms of performance and flexibility. A clearing width of up to eight metres, excellent manoeuvrability and high working speed enable very fast and highly efficient snow clearance at airports.

Schmidt CJS-600
Compact Jet Sweeper



Our CJS is the flexible and efficient all-rounder among the jet sweepers. It impresses with unrivalled performance features, is extremely manoeuvrable and sweeps with a brush width of up to 4900 mm.

We will continue and expand our operations in China under the same name, ASH Trading & Services (Beijing) Co., Ltd., as a joint venture in which HRLC holds a significant share. Our office has officially moved to a brand-new location in Beijing's Fangshan District.

We look back to more than 15 years of a successful partnership with HRLC. For our Group, it's an honour to work with such a strong and experienced Chinese partner and we're very much looking forward to the continuation of this cooperation to provide our customers in the Chinese market with more choices and the same high quality of products and services as before. In parallel, we will continue to serve the major international airports with our sales and service specialists from Aebi Schmidt International AG.

We look forward to hearing from you and are always happy to provide you with more information.

Best regards



Barend Fruithof
Aebi Schmidt Group
Group CEO



Rudi Rosenkamp
Aebi Schmidt Group
Head Sales Global



Zhong Xing Hua
HLRC Ltd.
Managing Director & Owner



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About the Aebi Schmidt Group

The Aebi Schmidt Group is the global leader in intelligent solutions for customers who care for clean and safe infrastructure and cultivate challenging grounds. The unique variety of its range of products comprises its own vehicles as well as innovative attachable and demountable devices for individual vehicle equipment. The products combined with a support and service programme perfectly tailored to sophisticated customer needs offer the appropriate solution to nearly any challenge. The globally active Group with headquarters in Switzerland generated in 2023 an annual turnover of around € 935 million and employs around 3,000 people in 16 sales organisations and over a dozen production facilities worldwide. The company is represented in a further 90 countries through established dealer partnerships. The portfolio consists of the product brands Aebi, Schmidt, Nido, Arctic, Monroe, Towmaster, Swenson, Meyer, MB and ELP – all well-established on the market, some of which have been represented for more than 100 years.

About HLRC

Beijing Hua Rui Long Range Electronic and Machinery Equipment Ltd. (HRLC) specialises in the sales of electronic and mechanical equipment, particularly for the maintenance of airport runways, highways and municipal sanitation equipment including after-sales service and spare parts support. Headquartered in Beijing, with branches in Shanghai, Urumqi and Harbin, HRLC has become a well-known professional equipment supplier and service provider in the industry. It adheres to the business philosophy of service first and strict quality control, and is committed to providing new and old customers with excellent services and optimised solutions. Shortly after Aebi Schmidt started selling its first products to Chinese airports more than 20 years ago, HRLC became its key local partner and has created an unrivalled number of successful co-operation cases on this basis.