



INTERVIEW WITH MARCEL MARTI

SPIKO FC BUCHS 1921 (SG)

How did you hear about our company?

In a charity campaign, you could win a free line marking service for a sports field.

Our neighbouring club FC Haag was the lucky winner and received professional line marking of their pitch with the SWOZI GPS system.

That made me curious.

When did FC Buchs purchase a SWOZI cart and what was the deciding factor in buying one?

We bought our SWOZI 7 years ago.

At this stage we were already using a "modern" line marking cart.

However, the GPS supported SWOZI system convinced me because we could paint the lines way quicker and more accurate with little effort.

Which model do you use?

Initially we purchased the SWOZI Cart Pro Push, which is equipped with GPS.

Due to nearby tall trees and buildings at some of our sports fields, the GPS could not be fully utilised.

Hence, we decided to upgrade the system with a laser tracker two years ago. Now we are completely independent from satellite signals and nothing stops us from marking our pitches.

Equipment like this is quite expensive. Was financing a challenge?

We were entirely convinced by the product and applied for funding ("Sport-Toto" and "Sportverein-t").

After receiving a substantial amount of money from both institutions, we were able to pay the remaining amount ourselves.

How is the SWOZI unit doing in the daily routine?

In a regular week during the season, we mark the fields every Friday for the weekend matches. If additional matches or tournaments take place during the week, we can schedule these markings at short notice.

Since we no longer have to do re-markings, our paint consumption has been massively reduced and the time saved for this is also noticeable.

Are you solely responsible for the line marking?

Yes, I am solely in charge of the pitch marking. Good thing that only one person is needed for using the SWOZI system; I can easily do it on my own. My deputy is the groundsman of FC Haag, who is also familiar with the system. We support each other.

Is it difficult to operate and maintain the unit? Does it require special marking paint?

It is simple to operate the cart, and the handling of the tablet and the SWOZI app are very intuitive. It only takes a short training to get your head around it.

The cleaning of the unit is similar to common marking machines (pump must be flushed, etc.)

Since SWOZI copes with all types of liquid paints, we were able to continue to use our tried and tested paint. Only the nozzle for paint flow had to be adjusted, that was it.



How would you summarise your experience with SWOZI?

SWOZI's focus is on personal advice and support; I feel in good hands. If an issue arises, I feel well supported and get immediate response to help.

We are very pleased with the laser upgrade and wouldn't go back.

Thank you Mr Marti for taking the time to answer our questions.

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