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JAN-FEB 2019

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Welcome to our first issue of the New Year. What the immediate future holds for our industry hangs in the balance; as we went to Press, there was nothing clear on how the challenges surrounding Brexit could be resolved, but resolved they must be, one way or the other, because not knowing what the future holds creates uncertainty and erodes confidence.

The ongoing failure of our politicians to make any headway in coming to an agreement that would see the re-instatement of a Northern Ireland Executive doesn't help anyone's cause, either, and we repeat the message from the Mineral Products Association NI: "Get back to work and get it sorted by putting people before politics."

Not surprisingly, perhaps, the industry across the island of Ireland is experiencing a skills shortage; some 40% of industry admitted that their inability to attract and keep talent is their biggest business concern, and with a significant percentage of the skilled workforce now choosing to work abroad, the pressure is mounting to attract skilled workers here.

But despite the gloom, the broader picture is much more promising. According to insight from Systematics International, 2018 was a successful year for UK construction equipment sales, indicative of how the industry in general is performing. More than 24,000 units were registered demonstrating year-on-year growth of more than 4%. And demand for secondhand equipment continues to grow at quite a pace, too, with Euro Auctions seeing a real increase in the quality, quantity and diversity of equipment being consigned to auction.

In this issue, we report on the forthcoming Executive Hire Show; to date it has attracted 190 exhibitors, including 36 companies making their Show debut, and organisers of Bauma 2019 have announced a new record number of exhibitors: more than 3,500 exhibitors from 55 countries will be there – almost 100 more than in 2016, and more than 600,000 visitors are also expected.

Meanwhile, looking back to November past, it was another memorable night at the annual Plant & Civil Engineer magazine's Plant, Construction & Quarry 2018 Awards, when Brexit and other industry concerns took a back seat. Focusing on an industry that has so much to celebrate across all of its diverse sectors, there were 14 awards up for grabs in what was once again a real challenge for our independent judging panel because of the high quality of entries; we have a full report in words and photos of who won what and why.

Well, that's it for now, but do remember, you can keep up to date with what is happening across our industry by logging on to our website at www.plantandcivilengineer.com.

Justin Carrigan General Manager Email: Justin@4squaremedia.net





McHale Plant Sales field service engineer, Paddy Dunbar (right) receives his 3rd place award in the Mechanical Repair category at Komatsu's annual Advanced Technical Contest. Presenting him with the award is Paolo Coracina, General Manager - Product Support at Komatsu Europe.



McHale Plant Sales field service engineer, Anthony Lanigan (right) receives his 1st place award in the Welding category at Komatsu's annual Advanced Technical Contest. Presenting him with the award is Chris Boland, Komatsu European Service & Training Manager.

Komatsu Awards McHale Plant Sales

McHale Plant Sales' expertise in Komatsu aftersales in Ireland was acknowledged by the Japanese manufacturer at its recent annual Advanced Technical Contest, held at their UK headquarters in Newcastle and competed in by Komatsu distributors from all of their major European markets.

Following the contest, the Irish distributor had reason to celebrate when two of its field service engineers joined the winners' enclosure. Paddy Dunbar, from Bunclody, secured 3rd place in the Mechanical Repair category, while Adrian Canavan from Sligo was the overall winner in the Welding category. No stranger to the competition, Adrian also took first place in the Troubleshooting category two years ago.

In further honours, Komatsu has awarded McHale's Inventory Control Manager, Anthony Lanigan with an all-inclusive visit to the Ferrari factory in Maranello. This follows the announcement that the Birdhill and Rathcoole-based firm finished 5th overall in Europe for Komatsu Genuine Oil Sales – recognition that the Irish distributor continues to punch above its weight.



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New Teletruk Fleet For Window and Door Company

Camden Group – the UK and Ireland's leading manufacturer of uPVC window frames and doors – has taken delivery of a fleet of eight new JCB Teletruks from Dennison JCB.

The trucks will operate across Camden's three sites at Antrim, Limerick and Dublin and will undertake a variety of duties – from transporting waste glass around Camden's recycling plant to loading trailers with finished products that leave Camden's production facility.

The introduction of Teletruk technology has allowed Camden to improve site safety and make better use of the outside yard space available at its production site.

Paul Murray, JCB's Teletruk General Manager, says: "Loading cages and A-frames containing windows and doors on to a typical trailer with counterbalanced forklift

trucks had meant that Camden required considerable outside space to allow the lift trucks to manoeuvre safely around both sides of the vehicle.

"However, thanks to the Teletruk's unique telescopic reach, Camden is now able to access curbside trailers from only one side – which means less outdoor space is required and, because lift trucks no longer need to travel around the blind side of the lorry, on site safety is enhanced."

Camden's Seamus Lavery, said: "This investment highlights Camden Group's strategy as the business continues to invest in its logistic portfolio. We have a significant customer base to deliver to weekly and a five-day-turnaround promise, so fleet reliability is hugely important to us. Our customers put their confidence in us to deliver on time week in, week out."

A collection of yellow and black Mecalac construction equipment is displayed in a modern, minimalist setting with large glass windows and concrete pillars. The equipment includes a large wheel loader in the foreground, a skid steer loader, a compact excavator, a tandem roller, and a small utility vehicle. The Mecalac logo is visible on several machines.

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CDE wins Marketing Team of the Year Award



CDE Marketing Team of the year.

CDE was among the winners at the recent Chartered Institute of Marketing (CIM)'s prestigious Ireland Marketing Awards.

The wet processing manufacturer, with headquarters in Cookstown, was awarded 'Marketing Team of the Year'. The judging panel included Nicky Jackson, Deputy Head of Local Campaigns for the Cabinet Office and Ann McGregor FCIM, CEO of the Northern Ireland Chamber of Commerce and Industry.

Gillian McLean, CDE Director of Marketing, said: "This is great recognition for the contribution of innovative and impactful marketing tactics employed by my team to drive business performance."

"During the award period the Marketing team delivered a complete company re-brand, opened a new centre of excellence in North America, launched the inaugural Circular Driven Economy Symposium and created industry leading sales support resources using immersive technologies. We are currently planning for 2019 which will include a range of market-leading campaigns to support our five sectors across eight regions worldwide."

Motofog MF60D – Going The Distance For Rye Demolition

There won't have been many smiles when the closure and demolition of the old Kodak film manufacturing plant in Harrow and Wealdstone was announced, however this year saw the demolition process get under way, initiating the regeneration plans for this 30 acre site in the heart of a busy residential area.

RYE Demolition were eager to use the latest product in the Motofog range to help mitigate nuisance dust. Helping protect residents and employees from the inevitable dust pollution was Inmalo's new Motofog

MF60D dust suppression system with a powerful Yanmar 3-cylinder diesel engine and an impressive 55m throw.

Steve Hall from RYE Demolition said, "Many of the old factory structures are of brick and concrete construction and very tall. Finding a dust suppression system which has both the reach, oscillation and maneuverability on site was a major factor for us. This is a very fluid site and the MF60D doesn't have a generator to move around which has been a benefit to us."

The MF60D may be repositioned three or four times a day

depending on the wind direction and the type of work being carried out. The site in Harrow requires significant ground stabilization work and this creates additional dust problems especially during the warm summer months. The Motofog has a 90-degree angle of oscillation which puts up a formidable spray curtain to capture and bring to ground dust clouds.

"The MF60D has proved itself to work well and be highly effective with the high reach demolition work, enabling dust to be quickly contained at the source. The ability to move and reposition



the MF60D quickly ensures work continues to schedule with the least disruption and diverted manpower", says Steve.

The Motofog MF60D with its on-board engine weighs in at only 435kg and this makes it easy to move around site by hand, fork lift or chains.

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The performance of the Liebherr R 946 has been second to none



'We have made it a company policy that all new machines from 30 tonnes upwards will wear the Liebherr badge.'

The R 946 is designed for minimal downtime and greater profitability.

"We bought our first Liebherr, an R 954 crawler excavator, back in 2007 and over the past 11 years have used it on a wide range of projects. The machine's performance has been second to none: it has stood up to everything we could possibly throw at it. With minimal repairs it is still going strong, which is why we have purchased another Liebherr: the R 946 crawler excavator with straight boom. After running the R 946 for a trouble-free 12 months, we have made it a company policy that all new machines from 30 tonnes upwards will wear the Liebherr badge." Howard Stott, Howard Stott Demolition Ltd.

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Translink is on board with ICE's Invisible Superhero campaign

The Institution of Civil Engineers (ICE) Invisible Superheroes campaign has welcomed a new partner with Translink signing up to the campaign and commissioning three new sets of superheroes.

The Invisible Superheroes created exclusively for Translink will appear on posters at train and bus stations across Northern Ireland and on Translink's social media, and website.

The Invisible Superhero campaign aims to tell the public how civil engineering has helped transform lives and shape the world. The superhero theme is intended to help inspire a new generation of civil engineers and promote the message that civil engineering is a rewarding and exciting career option.

ICE Regional Director Richard Kirk said: "I am delighted that Translink are on board with the campaign, civil engineers really are the invisible superheroes that create infrastructure that help us get to places where we need to be.

"Much of civil engineering is unseen but is critical to our quality of life. Invisible Superheroes is all about educating the public about the important role civil engineers play and inspiring the next generation to consider a rewarding career in civil engineering."

Translink Group CEO, Chris Conway explained: "Translink is delighted to support ICE and the Invisible Superheroes campaign. This is a really fun way to raise the profile of



(L-R) Launching the new Invisible Superheroes campaign partnership between ICE and Translink are Chris Conway, Translink Group Chief Executive, Translink Programme Manager Louise Sterritt who inspired Invisible Superhero 'Captain Projecto', Ruairi Savage, Senior Programme Manager for Network Engineering who inspired the new 'Titan Tracker' superhero, and Richard Kirk, ICE Regional Director.

those engineers behind some of our exciting construction and engineering projects that are helping to transform public transport to enable Northern Ireland to prosper and grow.

"Our engineers have really got on board with the playful comic book creative, being keen to inspire the next generation

to consider engineering within the public transport sector as a rewarding career".

The year-long exhibition is part of ICE's bicentenary celebrations - ICE 200 - running throughout 2018, with events planned around the UK to showcase and explain civil engineering to the public.

New Cat App Delivers Simplified, Streamlined Equipment Data to Mobile Devices

Caterpillar has launched the industry's first mobile app designed to allow customers who spend their time in a truck, at the job site and on-the-go to take advantage of equipment telematics data.

The new Cat App delivers simplified, streamlined data directly to mobile devices, helping customers monitor machine location and health, react faster to fault codes and maximise uptime.

The culmination of a targeted voice-of-customer programme, the new Cat App is optimised for contractors who need

to track critical machine operating data from the field.

"App development included 150 customers and dealers from around the world to learn what they considered most important from their telematics data," says Fred Rio, director of digital and technology for Caterpillar Construction Industries.

"The vast majority of the feedback, regardless of brand fell into three customer challenges: tracking machine hours and location, receiving equipment fault codes, and managing maintenance

without being tied to the computer back at the office."

This new mobile equipment management tool gives customers an easy way to monitor their entire fleet, request parts and service, and connect with their Cat dealer from the work site. The exact location of all equipment tracked by the app is displayed on the mobile device, along with the machine's operating hours, health and utilisation data. It enables operations to get the most from their equipment by moving an under-utilised asset to precisely where it is needed most.

Customisable push notifications alert Cat App users of machine operating condition, even if they don't check into the app every day. Upcoming planned service indicators, based on machine operating hours, are sent to the user, so service can be scheduled for when it doesn't impact production. Fault codes, such as engine alerts, provide warnings of critical service issues that need to be addressed before a downtime event occurs. The flexible app allows users to establish different thresholds for when an event notification is sent.



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Major construction report shows Irish industry set to grow by 20%

An all island Irish construction industry review, which was published recently by AECOM, analyses the industry outlook and takes a long view to what will be required to sustain development into the coming decades to 2040

An industry survey was also carried out with senior professionals in the public and private sectors to gain insight into sentiment, what is driving and blocking development and to the challenges the industry will face into the future.

As well as developing a clearer picture on the outlook, AECOM presented a growth estimate of 20% for the Irish construction industry for 2019, totalling €24 billion. This is underpinned by the fact that over three quarters of the industry surveyed stated that they felt positive



about their own individual business outlook for 2019.

Director, AECOM in Ireland, John O'Regan said: "This year's review unlocked a message of positivity and optimism within the construction industry in Ireland. That being said, areas of concern were highlighted such as the sustainability of our Foreign Direct Investment (FDI)

plan, how prepared companies felt to deal with looming talent shortage and our infrastructural resilience in the wake of increasing climate changes.

Skills Shortage

"Looking at the current challenges, 40% of industry admitted that their inability to attract and keep talent is their biggest business concern. With

a significant percentage of the skilled workforce still choosing to work abroad, the pressure is mounting to attract workers to the industry. For them to choose Ireland as their long-term base, greater certainty is needed in terms of wages, costs of living and the viability of the market. Fears are mounting amongst industry that, unless access to talent improves, there will not be enough employees to meet the demands, in particular the governments housing requirements.

"In relation to specific jobs, respondents view engineering as the most crucial skill required to keep the industry moving forward over the next 10-20 years, however, worryingly, only 15 per cent of the sector feel they are fully prepared to deal with the challenge of sourcing talent now and into the future."

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HILL'S TEFRA TILT BREAKS NEW GROUND WITH LANDSCAPE GARDENER

Using a Tefra Tilt hydraulic quick coupler from specialist manufacturers Hill Engineering is up to 40% more productive, that is according to landscape gardener Seamus Beirne.

The owner of Kilcock, Co. Kildare-based Luxury Landscapes recently purchased a new Takeuchi TB230 compact excavator with a Tefra Tilt quick coupler from Breens Farm Machinery in Cashel, Co. Tipperary, who have partnered with Hill since 2008.

It was his second three-tonne Takeuchi excavator but his first Tefra Tilt ... and it is unlikely to be his last.

Seamus founded his business 19 years ago and now manages a team of 12 employees working mostly on commercial building sites, designing and creating gardens and driveways for around 500 houses a year. But he remains very hands-on and is seriously impressed with the Tefra Tilt manufactured by Hill Engineering in Newry, Co. Down.

The Tefra Tilt combines the award-winning Tefra coupler with the HKS Extra Tilt Power Actuator for excavators up to 20 tonnes. Its simple and robust design comprises just three moving parts while the actuator is self-lubricating and essentially maintenance free.

Seamus said: "We've used other types of tilt in the past but none as good as this. It's a well-designed piece of machinery and it works very well in conjunction with the Takeuchi. It makes our lives so much easier and the general speed of using it is a huge advantage to us. It's about 30-40% quicker to do jobs with the Tefra Tilt than with the old tilt."

Seamus and his team carry out landscaping jobs such as paving, fencing, setting kerbs and laying lawns and driveways which include tasks such as digging out ditches, levelling areas of land for lawns and removing rubble from sites.

The functionality of the Tefra Tilt allows them to use the full length of a 1000mm bucket, with a range of motion up to 180°, for jobs such as digging out channels with increased speed and accuracy without the need to change buckets.

Impressive

"The difference is unbelievable. The other machine that we had only went



to about 75° so as a result that machine rarely gets used at this stage. We wouldn't use an excavator without it now and we're considering buying another. It saves so much time and the guys find it much easier to use. It's excellent," he said.

And when the time does come for the bucket to be changed the switch over couldn't be easier.

"With the old coupler it would take perhaps two and a half minutes to change a bucket. You'd have to get out of the cab, possibly wade through mud, and then manually unhitch the bucket and hitch up the new bucket, or have someone else outside the cab making the change. With the Tefra Tilt coupler it's a one-person job, all done from the cab in about ten seconds, it's super," he explained.

The Tefra Tilt was already passed for use on commercial building sites by the HSA (Health and Safety Authority) and Seamus believes the HSA is now in fact encouraging the use of the Tefra Tilt in preference to other tilts.

Seamus' financial investment into Hill's Tefra Tilt has seen excellent returns. His team have made significant use of it and in terms of maintenance and breakdowns it has been hassle-free.

"Since we bought it, it's been in use every day. We've clocked up about 2,500 hours of use," said Seamus.

Ultra Reliable

Breens' salesman Donal Coman said: "The Tefra Tilt is perfect from a salesman's point of view. We sold the product to Seamus Beirne and we haven't heard from him since! We've had no issues after the sale and I attribute this to the fact that the product is of excellent build quality, it's very robust and ultra-reliable.

"Seamus had taken the time to carefully research exactly which product he needed





for his requirements. He chose the Tefra Tilt hydraulic coupler that offers both coupler function with variable geometry which means it can be used almost universally with various standard attachments, implements and pin sizes, all at an angle of up to 180°. The Tefra Tilt will enable him to increase the versatility of his attachments in multiple applications." He added: "You get what you pay for and this product offers genuine value for money. When Seamus made this purchase he was looking at the bigger picture. As an owner and operator of his own business, he saw the value in making an investment in this

piece of machinery. It will be a massive bonus to him in his line of work." Hill Engineering's area sales manager William McIntosh added: "As a company we work hard to produce quality products like the Tefra Tilt to improve our client's efficiencies. We are delighted Seamus and Donal, from Breens, choose the Tefra Tilt as we are sure it will remain an essential tool for his business for years to come. They both can rest easy in the knowledge that we, at Hill Engineering, will always be there to assist them with any future needs because our customers' satisfaction is what drives us to be the best at what we do."



Metso to expand the NW Rapid crushing unit range

Metso is introducing new higher capacity models to its popular wheel-mounted Metso NW Rapid (TM) series. In addition to the bigger jaw crusher model, the NW Rapid units are now available also with a variety of most robust cone crushers, including the first model with the MX(TM) crusher. Easily transportable using standard prime movers, over a thousand NW Rapid models have already been sold.

Planning a crushing and screening process can typically take months. Additionally, it's often difficult for aggregates producers to move their largest equipment from site to site. NW Rapid is the market's first wheel-mounted crushing unit that can be delivered in standard containers from the factory as well as easily moved from one site to another using standard prime movers. The flexibility of the concept allows producers to profitably offer their customers contracts of various sizes.

Besides portability, other advantages of the NW Rapid models include quick set-up and best-in-class production capacity. NW Rapid has been designed so that it can be set-up and dismantled in 24 hours. The 11

predesigned layouts make planning the crushing process significantly faster. The solution consists of modules that can be used to create a variety of combinations as needed.

"A large share of our customers supply aggregates for public infrastructure projects that can last from a few months to a couple of years. Depending on the project phase, our customers must have the ability to offer also very high capacity. The new NW Rapid models enable production capacity to temporarily be increased up to 500 tons per hour, which is equal to the capacity of a fixed plant. Because of the flexibility, customers can better respond to short-notice orders and can accept contracts that couldn't be carried out with the traditional fixed solutions," says Julius Mäkelä, Metso's Director of Portable and Modular Solutions.

The NW Rapid series models are electric driven and they have Metso's IC(TM) Series crushing automation as a standard feature. Additionally, the NW Rapid units can be connected to the Metso Metrics remote monitoring service, which allows central monitoring of the entire crushing fleet's production and energy consumption.

The NW Rapid series is ideal for producing high-quality end products with multistage crushing and screening units. Now, the NW120(TM) Rapid jaw model will be joined by the screen-equipped NW330GPS(TM) and NW300HPS(TM) cone crushers. The NW4MXS(TM) is the latest introduction to the series and brings the MX4(TM) Multi-Action cone crusher, launched in 2017, to the integrated crushing solution for the first time.

Serial production of the NW4MXS will start in the second half of 2019. For other models, factories are already working to bring new machines to customers globally.

The NW Rapid series has sparked great interest. More than one thousand units have been sold since 2015.

"The demand for Metso's crushing and screening plants has been growing in recent years, and, in fact, NW Rapid has quickly become one of our most popular solutions especially in fast-growing markets like India, where urbanization and huge public infrastructure projects have accelerated growth of the aggregates sector. Because of the flexibility and cost-efficiency, NW Rapid is of interest also in several other markets: the equipment has already been sold to more than 20 countries," says Renaud Lapointe, Senior Vice President, Business and Product Management for Aggregates Equipment at Metso.

Close Brothers: Supporting SMEs for 140 years

Close Brothers has been celebrating 140-years of business. Since being established in 1878, it has been recognised as a lender with a consistently strong credit rating and are listed on the London Stock Exchange as a FTSE 250 company. Today, it has offices across the UK and Ireland, and over 45,000 small business clients.

The origins of modern merchant banking are recognised in Close Brothers' entrepreneurial spirit, pioneering attitude and forward planning. These values lie at the core of its business and have enabled it to go from strength-to-strength.

Close Brothers Commercial Finance opened in Ireland at the start of the financial crash in 2008. When funding challenges were facing businesses globally, it provided practical borrowing options to SMEs. Since then, it has supported business operating in the Irish economy.

The company is proud of its prudent and flexible approach to funding. It offers SMEs an alternative way to improve cash flow and design bespoke solutions for the businesses it works with.

Asset finance is a great example of its flexible approach. It offers a range of products, including hire purchase, refinancing and operating leases.

This kind of finance releases capital tied up in assets, such as machinery, vehicles and stock. It can be much more adaptable than a loan or overdraft because the facility

adapts in line with the business' trading cycle. Funding is dependent on the company's performance and balance sheet.

Unique businesses

Over the last ten years, the Irish economy has seen significant development. Recently, the European Commission predicted that the country will achieve the highest economic growth in the EU in 2018 and the second highest in 2019.

Close Brothers Commercial Finance has supported the growth of Ireland's small businesses, both in times of prosperity and throughout more challenging periods.

It has adapted to offer alternative solutions and created specialist funding plans for the wide range of sectors and companies it works with.

"We know that every business is unique and, as a result, we respond to each funding challenge in a different way," says Head of Asset Finance sales in Ireland, Adrian Madden, who believes this approach is what makes Close Brothers effective.

"Remembering that our clients are the experts when it comes to their business is key. We listen to SMEs to find out what their pressures and goals are, and work closely with them to evaluate balance sheets. Together, we can assess which assets can be used to free-up working capital and assist business strategy."

Helping SMEs thrive

Close Brothers Commercial Finance is proud to support the ambitious, resourceful businesses of Ireland. It works with a range of SMEs, helping them to achieve their growth plans and thrive.

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TEREX | FINLAY CELEBRATE '60 YEARS OF PASSION & INNOVATION'



Terex | Finlay celebrated '60 Years of Passion and Innovation' as they welcomed over 300 dealers and customers to commemorate their 60th year in business milestone in Jacksonville, Florida.

The event included a dealer conference and site visit to Duval Asphalt a local asphalt manufacturing and contracting company—followed by two open days at the same site with local dealer, Finlay Eastern.

In total, an impressive line-up of eleven machines across the Terex|Finlay range of crushers, screeners and conveyors were put through their paces, working in a concrete demolition recycling application for dealers and customers to experience.

The first factory production units of the fourth-generation 883+ heavy duty screener and the brand new 883+ triple shaft screener were on display and proved to be real show stoppers at the event! Other machines on display included



the; J-960, J-1160 and J-1170 (direct drive) jaw crushers. Other Terex|Finlay crushers put through their paces included the C-1545 cone and I-120RS and I-140 impact crushers. The 674 and 684 inclined screens and TC-80 tracked conveyor were also part of the live machine demonstrations. .

The Global Dealer Conference concluded with an awards ceremony and customer appreciation dinner hosted by Terex|Finlay to recognise the hard work, commitment

and dedication shown by their dealer network. The categories for the awards included Early Adopters of Innovation, New Dealership Excellence, Rising Star Award, Outstanding Achievement in Business Growth, Outstanding Achievement for Customer Support, Outstanding Achievement for Parts Business Support and Lifetime Contribution Award.

Finlay Scotland and Molson Finlay both picked up the following awards at the event:

Finlay Scotland (two awards); 'Outstanding Achievement for Customer Support' and 'Early Adopters of Innovation'.

Molson Finlay; 'Outstanding Achievement in Business Growth'.

In addition to these awards Tom McNeill (Finlay Scotland) and Dave Statham (Molson Finlay) were both presented with 'Lifetime Contribution' awards for their commitment to the development of the Terex|Finlay brand over the past three decades.

Paul O'Donnell, Terex|Finlay Business Line Director commented, "The teamwork across the various functional Terex Finlay teams was impressive and key to the success of the event. Special mention must be made to the Terex|Finlay Aftermarket and Customer support team whose efforts before, during and after the event were critical to the overall success and customer experience. Without their efforts these events just cannot happen."



L-R: Paul O'Donnell, Dave Statham and Kieran Hegarty.



L-R: Paul O'Donnell, Tom McNeill and Kieran Hegarty.



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SHANNON VALLEY INVESTS IN HITACHI FOR THRIVING LOCAL MARKET

Shannon Valley has expanded its fleet of Hitachi machinery to keep pace with the growth of the construction market in the Republic of Ireland.

Based at Donabate, County Dublin, the contractor has bought a wide range of Zaxis-5 and -6 excavators, and ZW-6 wheel loaders, as the number and size of its projects have increased.

The company was founded by sole trader Michael English in 1991. Having celebrated its 25th anniversary in 2016, the current

team of employees is headed by Michael's three sons, Mick, David and Dermot.

To have the flexibility to manage large-scale projects, Shannon Valley has a large fleet of construction machinery at its disposal. It currently operates a wide range of around 100 excavators (from one to 80 tonnes), as well as wheel loaders, various trucks, bulldozers, and crushing and screening equipment (among others).

Michael purchased his first Hitachi excavator (a UH063) in 1989 and now there

are approximately 50 Zaxis excavators and ZW wheel loaders in the fleet.

"We have bought more than a dozen machines this year, including the ZX48U-5 and ZX33U-5 mini, ZX225USLC-6 and ZX250LC-6 medium, and ZX690LCH-6 large excavators," says David.

"Dublin is buoyant and we have other site development work being carried out in the south of the country. This is a highly competitive market, in which every penny counts and the deadlines are always tight.



We have continued to buy Hitachi machines, because the whole range is strong, particularly the large excavators for their durability and reliability.

"Some of our operators prefer Hitachi excavators, because they are smoother to operate and more precise than other brands. We have also found that Hitachi wheel loaders are trouble-free and have developed well over the years. Hitachi equipment is easy to maintain and we have an excellent working relationship with our dealer TBF Thompson, a sub-dealer of Hitachi Construction Machinery (UK)."

Industry solutions

Shannon Valley provides an array of solutions, ranging from demolition and road construction, to bulk excavation and drainage. As well as construction-related activities, there are also plant hire,

haulage and quarrying services available within the Shannon Valley Group.

Among the 40 job sites currently in operation around Dublin are: the development of 148 new houses at Rush, where Glenveagh Properties has engaged Shannon Valley for site development; the construction of up to 800 new apartments at Clongriffin for Twinlite, which has contracted the company for the excavation, foundation and drainage work; and the demolition and recycling of a partially built structure in Whitehall for the Comer Group.

In addition, Shannon Valley is responsible for the blasting, excavating, crushing and screening of L Behan Aggregates & Recycling Ltd's quarry at Rathcoole. Windmill Hill Quarry is an invaluable source of high-quality, low-sulphur limestone that is used as aggregates for foundations and drainage work.



EXECUTIVE HIRE SHOW 2019 – THE RENTAL EVENT OF THE YEAR!

With 190 exhibitors, including 36 companies making their Show debut, there is no better opportunity than the 2019 Executive Hire Show, for hirers to find the equipment they need as they prepare for a very busy year ahead.

There looks set to be plenty of new machines and products on display for visitors. Early indications of the product launches planned for the Show suggest that suppliers are working to help improve efficiency, safety and productivity for hirers.

The Executive Hire Show is taking place on the 6th and 7th February 2019 at its established home at the Ricoh Arena in Coventry. The team has reported that the show is 99% sold and by February 2019 it will be full!

Many of the exhibitors have chosen to increase their stand space including, UK Caterpillar dealer Finning and access equipment manufacturer Snorkel UK. Armorgard Security Products have doubled the size of their plot. The Show is also delighted to welcome excavator manufacturer Takeuchi back after a two-year absence and construction machinery manufacturer Mecacac will also return. It would certainly seem that the hire industry has not been distracted by Brexit and is moving forward confidently regardless.



JCB's Electric Mini

New exhibitors include excavator attachment manufacturer Geith, mini dumper manufacturer Muck Truck, GeoRipper mini trencher distributor Four Ashes Machinery, mini excavator manufacturer and Powerfab.

Also making their show debuts are access platform companies, Bravi Platforms, Access Platform Sales and Cannon Access.

Now in its 13th year, the event organisers felt that the Show needed a whole new look to



The Takeuchi TB225



BobCat E10



Mecalac Cabbed Dumper



Atlas Copco Series 8 compressor

refresh and reinvigorate it for exhibitors and visitors, so a complete redesign has been undertaken with a completely new layout. Executive Hire Show Director Craig Donovan reported, "We wanted to 'refresh' the Show

and move it forward. The Ricoh has become the 'home of hire' being such a convenient venue for visitors to get to. Therefore, as a team and working with our exhibitors, we have completely redesigned the Show! The

exhibitors have all moved stand location which has created a whole new look." For the 2019 event visitors can expect to see once again 'The Innovation Trail – Live!' where selected Innovation Trail products, which are considered to be particularly outstanding, will be exhibited on an elevated stage area in Hall 2. Paul Hutton, a radio, podcast and YouTube channel presenter, will be hosting the event and will interview each company's representative live on the stage.



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New products have always been at the heart of the Executive Hire Show and it's the place where visitors get to see new potential profit earners and take advantage of show only deals - which makes the show an even better prospect for visitors. Here's a selection of what hirers can expect to see on display at the Executive Hire Show 2019

Exhibitors

Takeuchi is back at the Show with a new towable mini. The new Takeuchi TB225 2.25 tonne mini machine is ideal for tool hire companies looking for a towable mini that sits safely within trailer towing limits.

The machine was specifically designed to meet the growing demand by hire companies who wanted a heavier Takeuchi within trailer towing weight. Available in both cab and canopy, it powers in just under 2400kg cab or 2265kg canopy with plenty of room for extras in the trailer. The machine also comes with an integrated trailer tie-down.

Molson Compact Equipment will be bringing models from their Kobelco mini excavator line to the Show. This will be the first time Kobelco machinery will have been shown at EHS.

Joining Ammann Compaction Equipment, a Dieci Apollo telehandler and a Cormidi tracked dumper, on the Molson Compact Equipment stand will be the Kobelco: SK10SR-2 (1,065 kg), SK17SR-3 and the SK28SR-6 (2,950 kg)

Two brand new JCB machines will be shown for the first time at the Show – the CT260 roller and JCB 19C-1E electric mini excavator.

The 19C-1E is JCB's first ever electric excavator – the quietest digger in its range and one delivering zero emissions. It will allow contractors to work inside buildings, in emissions-sensitive inner city environments and in tunnels or underground, without having to install costly exhaust extraction equipment.

Bobcat will be showing the Bobcat E10 zero tail swing mini-excavator, now renamed the E10Z, which this year has passed the landmark of 10,000 units sold around the world, the majority of which have been in the rental sector. Alongside the E10Z will be the 7/31G+ compressor generator from Doosan Portable Power, which incorporates an 8.6 kVA



generator and is aimed at the utilities industry and rental companies serving this sector.

Mecalac Construction Equipment UK Ltd will showcase a number of models from its product portfolio.

Alongside the all-new 6MDX cabbed site dumper, Mecalac will exhibit its rental-tough MBR-71 pedestrian roller and TV-1200 tandem compaction roller. Each model has been designed from the ground-up to provide operators with a reliable and robust hire solution.

Atlas Copco is showcasing the 8 Series portable compressor range; the E-Air compressor. This electric powered compressor with Variable Speed Drive (VSD) offers up to 40% greater flow for the same power consumption compared to conventional portable compressors. Atlas Copco say that the E-Air is a combination of smart engineering, time tested technology and quality components which all add up to make a solution with extreme versatility, suitability for a wide range of applications and zero emissions.

Kohler will be presenting the K-HEM (KOHLER Hybrid Energy Module) hybrid electrical and mechanical combined power generation unit. The K-HEM unit generates power using a combination of a KDW 1003 18-kW diesel engine, compliant with Stage V standards and without DPF, and a 48-volt electric engine that guarantees 15 kW of peak power and 9 kW of continuous power. This means that the unit is capable of providing over 30 kW without the need for exhaust gas after-treatment

systems. What's more, K-HEM can operate as a generator for energy accumulation systems.

Wirtgen Limited will be presenting two models from the Hamm HD CompactLine - the HD8VV and the HD12VV from a range of 16 models available in the sub 4.5 t weight category.

Four models from the CompactLine are available with oscillation which provides environmentally friendly and efficient compaction technology. A major advantage of oscillation is that it achieves a very fast increase in compaction.

The benefits are particularly noticeable for processes such as compaction of thin asphalt layers. Another advantage is a much lower level of vibrations with oscillatory rollers than with vibratory rollers, making them ideal for compaction tasks in inner city locations where they can compact systematically without vibration damage to buildings or pipework.

MORE INFO

Visit www.executivehireshow.co.uk for more details on the show and a full exhibitor list. Registration is also open – and it's FREE!



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cover story

BRIGGS EQUIPMENT LOOKING TO THE FUTURE WITH CONFIDENCE

Briggs Equipment has now had a presence in Dublin for the past year since the acquisition of Irish Lift Trucks and is now the exclusive Hyster dealer for the Republic of Ireland as well as the exclusive Hyster and Yale dealer for the whole of the UK.

Major rebranding work was undertaken to have a unified brand and logo across the entire business; the new logo simply reads 'Briggs Equipment' which has now been implemented across the entire business both in the UK and Ireland.

Briggs Equipment has now successfully moved

BRIGGS
EQUIPMENT

premises to the Crosslands Industrial Estate, Dublin 12. This site has given the company the opportunity to invest

in more machinery to fill the available yard space and to expand its workforce with the refurbished office space.

The building has undergone branding with new Briggs signage as well as new Health & Safety signage right across this site.

Since starting to operate in Dublin, Briggs Equipment have won major contracts in the food and drink industry, distribution and logistics, food processing and agriculture with more exciting deals in the pipeline.

The expansion has seen the company grow its workforce in Dublin to just over 35 staff with more expansion planned





for 2019 and further investment to increase its fleet of Powered Access and Materials Handling Equipment.

Larger NI Site

For 2019, Briggs Equipment is looking forward to also expanding its Northern Ireland site by relocating from Mallusk to a larger site in Lisburn which will provide better access routes to the North and South of Ireland including both capital cities of Belfast and Dublin.

The new site is situated on a 4.5 acre site in the Altona Industrial Estate, with room for expanding both the fleet and the workforce.

Meanwhile, Briggs Equipment continues to go from strength to strength with the introduction of its used plant equipment division. As well as a

materials handling company, Briggs Equipment can offer used plant, powered access, cleaning equipment as well as a range of warehousing solutions including carousels.

"At Briggs Equipment we strive to find the best solution for your business needs, and our relationship with several strategic partners help us to be able to offer you the best solution for the job you need.

With our new site in Dublin and our new site in Lisburn means Briggs Equipment is ideally placed to help serve customers across the island of Ireland."

Briggs Equipment GOLF DAY

This past summer saw the Briggs team based at the Mallusk office organise a very successful charity Golf Day at

the stunning Lisburn Golf Club. This was the second year that the event has taken place at this location and it was a fantastic day with lots of money raised for the company's two nominated charities - Alzheimer's Research UK and Northern Ireland Children's Hospice.

"We had fantastic weather with over 130 customers and suppliers taking part in the day! We were very lucky to gain the support of many of our suppliers who sponsored a hole at the event. Other customers and suppliers sponsored prizes and entertainment on the day. We were delighted to raise a fantastic £4,395.00 for both of our charities, and we look forward to welcoming our suppliers and customers to our next golf day again later this coming year."



KINSHOFER NOX TILTROTATOR AWARDED PRODUCT APPROVAL STATUS FROM NETWORK RAIL

Kinshofer UK, based in Stockport, Cheshire, has confirmed its innovative cylinderless range of NOX Tiltrotators has been awarded Product Approval status from Network Rail.

For over 45 years, Kinshofer has been a leading manufacturer of attachments for truck mounted cranes and excavators with a consistent development of innovative product ranges, gaining a reputation for quality, reliability and safety.

Being awarded Product Approval means NOX tiltrotators have been authorised and certified by Network Rail as suitable and safe to be used throughout the rail infrastructure.

An initial order for six units has already been received from Quattro Group's Rail division through MTK Breaker Hire and Sales, Kinshofer's authorised dealer based in Levenshulme, Manchester.

MTK Breaker Hire sales manager Adam Jackson says they are delighted by the development and look forward to more orders being placed by the Quattro Group, and he revealed: "Another rail contractor, Shovlin Plant in Manchester, are also using the product, so it has been a busy time for us.



Adds Adam: "MTK will be offering a full technical support and aftersales service, backed up by additional support from Kinshofer UK's dedicated technical and aftersales team."

Quattro Group has been engaged with track-side trenching work on behalf of Network Rail; the

challenging nature of the work involved was further complicated with tiltrotator rams becoming caught, damaged or broken and affecting productivity levels.

The cylinderless design of the NOX Tiltrotator was seen as a fundamental factor in finding a cost-effective solution and has helped to improve overall efficiency.

MTK Breaker Hire, who offer a comprehensive range of hydraulic attachments for hire and sale throughout the UK, has been a Kinshofer distributor for around 10 years.

The market for tiltrotators is highly competitive one, with plenty of quality and choice out there, but the Kinshofer NOX is clearly taking a major slice of that, perhaps not least because the product benefits from being ram-less, making it one of the most advanced tools for excavators.

This cylinderless solution features a very compact design with a narrow width and without any protruding parts. The flexible tool only requires low maintenance as there are only two greasing points. There are also less wear parts, the hydraulics are integrated into the solid cast housing, and the entire installation can easily be realised.

The worm drive runs in a long life lubrication. The patented tilting function is provided by the elliptic piston design with only one thread. Due to the closed system, the risks of damage are reduced and the tilting force is constant.

The five models in the range feature a 360° endless rotation and tilting angles of up to 2 x 55° with operating weights from 3t to 25t, and add in the performance aspects, the versatility, the durable construction, the NOX Prop joystick control system it is easy to see why the Kinshofer is highly attractive to contractors like the Quattro Group.



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Rex McCandless: A Big Contributor to the Plant Industry

The blue plaque recently erected on the front of the McCandless premises in Belfast to commemorate Ulster engineer Rex McCandless, as we reported in our last issue, also reflects his great contribution to the Northern Ireland plant industry, writes long time friend Michael McRitchie.

Rex had already started work on his revolutionary motorcycles which were to take the world championship a decade later when he spotted a business opportunity in war work. In 1943 he rented a stable yard off Shaftesbury Square to service the new machines imported to construct the 17 major airfields being built in Northern Ireland.

"In those days a Caterpillar D4 was a monster," he told me. "The first ones came from America to build Nutt's Corner airfield, people came in hundreds to see them working."

With brother Cromie he began overhauling the new dozers and the massive NCK rope operated excavators.

"We were asked to re-assemble one which had beaten the local

dealer," he said. "We worked out how to set up the gears, clutches and brakes, modern hydraulic machines are easy by comparison. The next one was easier, and after a few years we were buying so many spares that we were given the agency."

Needing more space for the machinery business, the brothers took over the McGladery brickworks site on Limestone Road, building the large workshop and a house for offices and a first-floor flat for his mother – still used for offices to this day. With the vast pits from which brick clay had been extracted, and Rex's engineering know-how, the way was clear for a major plant breakthrough.

Sixty-five years ago the last trams ran through Belfast, leaving miles of tramway and eight million granite setts on the highway surface. The rails were redundant and unlike horses the fast-increasing motor traffic did not need the setts for grip, in fact they were lethally slippery when wet.

John Eastwood of Andersonstown approached Rex when they won the contract for lifting the rails and setts. The firm began with



eight-man gangs using breakers and compressors, making little progress but incredible noise. Rex devised the answer in this NCK304 fitted with a ripper and soon christened the Toothpick, here pictured on its first day in Castlereagh Street. Gus Eastwood said later that the Toothpick took less than a morning to do a week's work for one eight-man gang.

Once again, hundreds of people flocked to the city centre to see this monster machine at work, and by 1956 the machine was lifting the setts faster than they could be taken away, Wellington Place being cleared in just four days. Hundreds of lorry-loads went into the old clay pits at Limestone Road, others went into Belfast Lough to form reclaimed land for today's industrial estates.

By then the mercurial Rex was losing interest in plant. Cromie

bought him out while Rex built a four-wheel drive racing car which dominated the local scene. He also developed a clay digger for the brickworks and finally a coal dust firing system for the brick kilns which formed the basis of the Salamander used by the National Coal Board in power systems, the most profitable of his many inventions. Finally he learned to fly and, irritated by the fact that planes need a runway, he designed and built an autogiro which didn't. His machines can still be seen in the Transport Museum at Cultra.

Today, the granite setts survive only in the oldest parts of Belfast such as Hill Street. If you're lucky you might find a few at £1 each from an architectural salvage dealer. However, there may be a million beneath the McCandless premises on Limestone Road, and there are plenty of those fine Komatsu diggers in the yard, so...

Get that winning feeling with Plantworx

Submissions are now being invited for the Plantworx Innovation Awards 2019 held in association with Railworx.

Winning an award can have incredible benefits for a company and the value and impact can be far reaching, by enhancing brand profile and recognition, which in turn could lead to an increase in sales and improved competitiveness. There's also tremendous PR value in winning an award, with additional press coverage and free publicity opportunities, both internally and externally.

An award win can also boost staff morale creating a real 'buzz' - not forgetting the networking opportunities at the award ceremony - where there are good prospects of meeting potential new customers and industry influencers! The Plantworx Innovation Awards ticks all of these boxes and more - as the winners will also have the opportunity to showcase

their winning product at the event in front of thousands of visitors and business leaders. So, what are you waiting for?

Once again, there are specific innovation award categories which include Environmental, Security, Safety, Engineering and Efficiency. In addition, for 2019 the Plantworx and Railworx team have added three new categories to increase the opportunities for all companies exhibiting at the show.

The first is the Digital Innovation category. Digital technology is taking over every aspect of the industry, whether it be automation, control, data collection, planning or operations. This award is open to all innovative developments that use digital technology to improve any aspect of performance, efficiency or safety.

Reliability Innovation is the second new category. Reliability is no longer an aspiration,

it is expected as machinery of all types have to perform better, for longer, and perform trouble-free. Any innovation that contributes to the reliability of all types of equipment, from single machines to entire systems, is eligible for this award.

The final award is the 'People's Choice' - this award is where the public will be invited to vote for their favourite nominee using an online voting platform.

All entries, except for the Skills & Training category, must be new to market within the last year, leading up to Plantworx 2019. Entries are invited from all Plantworx and Railworx exhibitors. All entries can be uploaded digitally via the Plantworx website.

For more information on the criteria for each category and to nominate your product or service - please visit www.plantworx.co.uk/event/innovation-awards-2019



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BAUMA 2019: MORE EXHIBITORS, MORE VISITORS, MORE OPPORTUNITIES

Several months before the start of the world's leading trade fair for construction machinery, bauma, on April 8, 2019, Messe München can already announce a new record number of exhibitors: more than 3,500 exhibitors from 55 countries will be there – almost 100 more than in 2016, and more than 600,000 visitors are also expected.

"The industry is booming, which is also reflected in the growth of bauma. We've taken account of the rise in demand and expanded our site in eastern Munich to 614,000 square metres. Our aim is to offer a platform to as many exhibitors as possible. With bauma 2019, we continue to surpass ourselves – also digitally," says Klaus Dittrich, Chairman and CEO of Messe München.

For the first time, visitors to Hall B0 will be able to experience the industry virtually – thanks to virtual and augmented reality. This is made possible through a combination of images, sound, or sensor feedback, such as wind.

"The booths have size limits, the digital areas is limitless. With new virtual offerings, we're bringing the construction site into the trade fair and expanding our digital portfolio," says project manager Mareile Kästner.

Digitisation is gaining ground in the construction machinery industry. More and more technologies are making their way into



the industry. Cloud-based infrastructures, digital services portfolios and security solutions are ringing in a change of paradigm.

It is possible to realise and automate construction projects more efficiently, faster and more cost-effectively without having to sacrifice quality. In order to achieve this, all stakeholders must, for instance, be perfectly connected with each other, and the processes must be handled electronically.

Initial systems for these purposes already exist – and they can be seen at bauma.

"The digitisation of the construction industry is becoming increasingly important. Many construction machines are already equipped with communication interfaces that provide comprehensive data, e.g. on location and consumption. This development is also reflected at bauma 2019. Visitors will not only be able to find out about initial technologies,





but also exchange views with the exhibitors about their potential,” says Mareile Kästner.

“Coordinating all the activities of several construction sites, sometimes located thousands of miles apart, at the same time—this is no longer a vision of the future. Already today, cloud-based solutions enable projects like these.

“Planning, implementation, monitoring and optimisation of construction projects are consequently running fully digitised. As if by magic construction site vehicles can now even be controlled and managed by various technologies. For example, special sensors register the direction of rotation of concrete mixing vehicles and thus record the unloading process. And digitisation does not stop at height either. Cranes at various locations, for instance, are already controlled remotely from a central control centre so that they can carry out their work ‘driverless.’”

Electromobility

Another major trend is already emerging: the construction machinery industry is increasingly opting for alternative drives. In the future there will no longer be one single typical drive system but instead an increasingly wide range of competing drive systems on the market. Electromobility and driverless vehicles in particular are seen as key future drivers. The world’s leading manufacturers will be showcasing their developments and discussing the opportunities and challenges presented by new technology at bauma 2019.

“We have identified that electromobility and driverless vehicles are two areas that are increasingly gaining traction with manufacturers and service providers in the construction machinery industry. As such, we intend to provide these hot topics with a platform at bauma 2019. The important thing to note is that we won’t only be showcasing the diverse range of possible applications of leading exhibitors’ products but will also be providing a platform for discussing the aims, potential and sustainability of new technology,” says Mareile Kästner.

Producing cleaner, quieter and more efficient machinery is the future aim of electrification,

according to many manufacturers of construction machinery. In fact, more and more companies are already upgrading smaller machines in the lower power range with electric drives. There is also growing interest in hybrid vehicles. As such, systems, which can handle light work but then engage a combustion engine where maximum power is required, are already under development.

Sustainability in mining

Meanwhile, sustainability is absolutely the trend topic today, in mining. The focus extends well beyond the areas of energy consumption and the use of resources. All industries are currently searching for alternative, low-priced and environmentally friendly raw materials and energy sources. Global discussions and technology transfers are the key factors in efforts to successfully encourage sustainability in mining. bauma 2019 will serve as the perfect platform for the focal point of mining.

Less energy, fewer resources: The demands being placed on the future of the mining industry are clear. This transformation affects all aspects of mining – in every region of the world. For this reason, the issue of sustainability is playing an increasingly important role for the industry. The aim is not only to optimise the use of energy

and resources, but also to introduce alternative energies and new technologies.

Those who act will be rewarded: new energy can be produced in places where coal was once mined, or hollowed-out slag heaps are turned into interesting storage sites. New technologies are not just environmentally and economically fuelling this trend. They are creating benefits for society as well.

Mining industry’s interest in sustainability is growing

In a reflection of this, the industry’s interest in sustainable mining is rising. The coal, iron and steel industry is transforming itself by miniaturising drilling technologies and analysis tools. These enhancements increase the efficiency of site development and improve mining processes. This applies both to pre- and post-mining operations that require comprehensive planning. Potential can be identified and tapped by including all relevant actors in the effort.

“By selecting sustainability, bauma 2019 is focusing on a real issue of the future,” says Mareile Kästner. “There is no other such venue where all key players in the industry can have an opportunity to discuss the issue of sustainability so thoroughly. This will make bauma the ideal place to conduct successful business.”





Tom Verner
Group Managing Director,
The Momentum Group



INCREASE YOUR COMPANY'S INNOVATION WITH R&D TAX CREDITS

Apple Inc. is notably one of the most successful and well-known technology companies across the globe. As the world's largest information technology company based on revenue alone, along with being the world's third highest ranking mobile phone manufacturer, after Samsung and Huawei, it is no surprise that many within the technology industry view Apple as truly aspirational.

In November 2018, Apple filed its annual Form 10-K in the United States, highlighting how its growing annual spend on R&D expenses has risen exponentially to nearly \$3 billion. The company has spent \$14.2 billion on research and development in its 2018 fiscal year, increasing by almost 23% from the \$11.5 billion it spent in its 2017 fiscal year.

This incredible increase in Apple's direct investment in R&D provides key insight into the company's success, partly thanks to R&D Tax Credits. If one of the world's largest technology companies, at the forefront of innovation, can avail of the generous R&D Tax Credits initiative, why can't your business?

The latest annual HMRC statistics show, that there has been a slight decrease in companies in Northern Ireland claiming R&D Tax Credits, which are designed to drive innovation. Northern Ireland is also still significantly behind many other regions of the UK, compared to regions such as South-East England which secured £660m in R&D tax claims and West Midlands which claimed back £295m. The average received per R&D tax claim by companies in Northern Ireland was £46,000. Overall, Northern Ireland accounted



for just 3 per cent of total claims and 2 per cent of the total tax benefits claimed.

Whilst the the UK manufacturing industry claimed a total of £990m in R&D Tax Credits, there is still a vast amount of potential within the sector. The high claim rate within the industry means that the average value received per R&D Tax Credit by manufacturing companies was £97,000. While this is higher than the £85,000 average overall payment per claim across the industries surveyed, overall R&D Tax Credit claims in the manufacturing industry reduced by around 14% compared to 2016. With R&D Tax Credits designed to help companies evolve, grow and to drive innovation - such as with Apple - manufacturing companies are still missing out.

As a leading UK R&D Tax Credit Advisory firm based in Northern Ireland, I believe The Momentum Group is ideally positioned

to provide strategic insight and advice to companies across the UK and ROI market. Companies wishing to increase their innovative work within the manufacturing, quarry, construction and plant machinery sectors can avail of R&D Tax Credits to help expand innovation within their products, processes and services; a strong business objective during times of economic uncertainty, linked intrinsically with Brexit, but also helping to make the UK and ROI more competitive in the global marketplace.

At Momentum, we have helped hundreds of large and small highly competitive companies from within the manufacturing, quarry, construction and plant machinery sectors to reach their maximum potential, with assistance from R&D Tax Credits. We provide expert knowledge and support throughout the claiming process, including areas such as investment in understanding and optimising R&D expenditure.

Through helping companies to avail of this UK government incentive, our expert team of chartered accountants, business, commercial and ex-HMRC technical are each championing the innovation taking place within the manufacturing, quarry, construction and plant machinery sectors. We pride ourselves on being able to play our part in helping companies avail of the generous R&D Tax Credits initiative, sharing a piece of Apple's successful pie.

Find out if you qualify for R&D Tax Credits at momentumgroupni.com or contact us on 028 9140 4030 for a confidential no obligation review.

Birdhill Company Buoyed by Continued Growth in Forestry and Timber Processing Sector



In the first full year following their appointment as distributor in Ireland for the Komatsu Forest range of timber harvesters and forwarders, McHale Plant Sales has reported 2018 unit sales beyond the double-digit threshold with forward orders on hand that indicate even higher levels are possible this year.

Since entering the forestry sector in 2017, McHale claims to have raised the position of Komatsu to 'a whole new level', not least through what a spokesman termed 'our capacity to handle trade-ins and provide 'root and branch' technical support'.

Doing the business for the Birdhill and Rathcoole-based distributor is the 901, 931 and 951 harvester series, machines said to be popular with 'tonnage-conscious, high-output' contractors, and

their hard wearing 835, 845 and 855 forwarders whose ability to work in difficult forest floor conditions has been noted.



The Komatsu wheeled harvester – one of the high-profile models in the Komatsu Forest machinery range being marketed in Ireland by McHale Plant Sales.

Praising the work being done by Coillte, Teagasc and others to encourage its development, the company's director, Michael McHale predicts a future of

sustained growth and job creation, seeing forestry as having the potential to outpace many others in terms of the overall contribution it can make to Ireland's economic progress, north and south'.

Knowing how favourable growing conditions are in Ireland for the production of timber, McHale is recommending that land owners study the economics of forest planting as an alternative and reliable source of income, especially for those with holdings not wholly suitable for farming, food or dairy production.

"With more land going to forestry each year, and increasing evidence of growth and productivity in planting, harvesting and downstream processing through sawmills and end-user product manufacturing, the outlook for forestry and timber production is positive" he said.

Ballyward Plant Services Entering New Segment with the Giant G4500 X-TRA

With the arrival of the G4500 X-TRA, the G4500 series is complete, after the G4500 and G4500 Tele were introduced in November last year.

Available from Ballyward Plant Services, this X-TRA model is specifically designed to perform heavy work in the construction and earthmoving business. Depending on the options a G4500 X-TRA has an

operating weight between 4,400 and 5,200 kg, making the G4500 range the first machines in the 4.5-ton class.

The machine can be completely configured according to the wishes of customers. For example, there is a choice of two different Kubota diesel engines; one with 36 kW / 50 hp and a version with 54 kW / 74 hp. Both are equipped with a catalytic converter

(DOC) and particulate filter (DPF) and comply with the latest Stage V standards.

The hydrostatic 4-wheel drive with automotive steering and 100% switchable lock on both 16- tons- axles always ensure sufficient grip, a lot of pulling power and smooth movement. With a tipping load between 3,500 and 5,000 kg the G4500 X-TRA is extremely popular for construction works and ground care.

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**FROM THE DESK OF:
GORDON BEST, REGIONAL DIRECTOR, MPANI**

PUT PEOPLE BEFORE POLITICS!



Gordon Best, MPANI

I am sure like me you are looking back and asking yourself and others: "Where did 2018 go?" It would be very easy, given the current Brexit uncertainty and the unacceptable failure of re-establishing our local Executive and Assembly, to get angry and despondent about the immediate future. It's definitely ground hog day!

As you are more than aware, the type of Brexit we end up with will have significant implications for the Northern Ireland economy, its people and your businesses for decades to come. As you would expect the NI Business Community continue to work in unison and common interest to inform and encourage decision makers so that the decisions that are taken have Northern Ireland's interests at their core.

Following the Government's defeat on the Withdrawal Agreement and the growing uncertainty at the time of writing this article many in the Business Community feel that a no deal is hurtling closer. However it is quite clear there is a majority in Parliament against a No Deal and indeed the markets reflected this the day after the vote with the pound strengthening against the Euro.

We said at that time for politicians and others to step back, reflect on the need for compromise and to act at speed to protect the UK's economy. A No Deal would immediately put Northern Irish jobs and businesses at risk and jeopardise years of positive economic development and integration across the island. It must be avoided to protect our all-island economy.

Following our excellent Planning Briefing by William Orbinson on the 21st January it is clear that the decision making process for regionally significant construction projects is nowhere to being fixed. The facts are that Department for Infrastructure is very limited in its scope to make decisions in the absence of a Minister. So the message is to our Political Parties and Politicians: "Get back to work and get it sorted by putting people before politics."

Name Change

It is of course a momentous time as we ended 2017 and 20 years as QPANI and begin 2019 as the Mineral Products Association NI (MPANI). I would like to thank all of you who supported this important and what I believe is the right step

to take as we strive to develop and promote the MPANI brand, increase our influence and defend our Members' interests against the many challenges facing the Mineral Products sector and construction material suppliers here in Northern Ireland.

I believe in the tenacity, innovation and adaptability of NI Business. I've said before that when you look around these islands and further afield the presence, professionalism and skills of NI business people is ever present.

Whether it is the Agri-food sector exporting around the world, our materials handling sector from Mid Ulster continuing to grow markets all over the world, our precast concrete suppliers leading the way across the UK, our construction contractors winning work in all parts of the UK, road safety across the UK still dependent on our supply of high PSV stone from Co Down, our manufactured products and IT skills in demand all around the world the future is definitely bright.

Of course the common denominator in all of this is the skills, personality of our people and the experience of what we have come through and had to overcome. That is why I have every confidence for the future!

That confidence has been particularly reinforced by listening to our Young Leaders and seeing their enthusiasm for our Industry, my engagement with GCSE Construction Students and their tutors during our initial presentations to schools over the past few weeks. I can honestly say that the conversations we have had in our Highway Maintenance and Construction Group and our Concrete Development Group together with all of our Professional Bodies like IoQ, CIHT, IAT and Concrete Society highlight a real hunger and desire to raise the bar within our Industry in developing skills, career paths and significantly improving diversity across all the disciplines we represent.

You will see in our MPANI objectives for 2019 below a core commitment to focus on training, skills development and promoting our Industry as a worthwhile, diverse and rewarding career opportunity.

MPANI Focus Areas and Objectives for 2019

Role – Facilitator to/from Government influence

Objective 1 - Continue to work with the Department of the Economy, GSNI, Strategic Planning Division

and local Council Planning staff to establish a Northern Ireland Minerals Forum. If and when the Assembly returns work to establish a All Party Group on Minerals.

Objective 2 – Continue to build the knowledge and capacity of local planning officers to ensure their understanding of the industry results in a fast and efficient service to QPANI members.

Objective 3 – Respond to the local development plan policy statements to ensure that the long term sustainability and its right to operate are protected. Encourage the Industry to supply the relevant aggregate resource and production information to enable Councils to develop local mineral plans.

Objective 4 - Work with regulatory authorities within Northern Ireland to ensure a level playing field for industry and clear recognition for responsible operators.

Objective 5 – Respond to Consultation Papers on issues that affect our Members.

Objective 6 – Continue to work with Northern Ireland Construction Group (NICG) partners to improve the communication of the pipeline of infrastructure work, improve skills within construction and see increased public and private investment in our infrastructure.

Role - Education internal/external

Objective 1 - To advise and inform the industry on its legal obligations under health and safety to ensure that improving performance on reducing incidents of harm continues. *Key focus areas this year will be the "The Fatal Six" identified by MPA:*

- Isolation of Energy
- Struck by Vehicle/Plant
- Work at Height
- RTA
- Struck by Falling Moving Object
- RCS

Objective 2 – To develop and deliver training and competence assessment in partnership with IoQ, IAT, CIHT, MPQC, CITBNI and others to raise skill levels across all sectors that QPANI represent and with customers who use our members products.

Objective 3 – To engage with, present to and assist schools in the delivery of the GCSE in Construction, particularly covering the areas of the sustainable and responsible supply of construction materials.

Objective 4 – To work with NIEA and others through our Biodiversity / Geodiversity to improve environmental awareness and communicate our new Nature with Aggregates Guidance to create strategic partnerships at a local level between QPANI Members and local stakeholders.

Objective 5 – To take every opportunity to engage with political decision makers to highlight the essential contribution the construction materials sector makes to the local economy.

Objective 6 – Work with key stakeholders and our Young Leaders Group to promote diversity and the important role of women within the Construction Materials Industry.

Role - Protect & expand market

Objective 1 - Continue to work with Public Sector Agencies, including local Councils, and other construction representative bodies to promote the use of quality assured materials and responsibly sourced construction materials.

Objective 2 – Stage a Concrete and Masonry seminar in the Spring of 2019 and attend the annual Building Control Fire Safety Conference.

Objective 3 – Continue to develop an effective Concrete Built IS Better Built promotion campaign..

Objective 4 – Sustain and Increase the QPANI Membership.

Health and safety is and will continue to be our key priority in 2019 and our Health and Safety Committee will be focusing its, along with the rest of the MPA family, attention on the Fatal 6! As highlighted above.

On the Planning front we will continue to engage with Local Council Planning Departments, respond to Consultations and if necessary challenge what we believe to be flawed policy that could impact negatively on our Members.

I would also like to take this opportunity to say a special word of thanks to all of our Affiliate Members for the support and assistance they give to the Association and the Industry in general. I would encourage all Affiliate Members to take advantage of our News Bulletin, our Affiliate section of the website and to come along to all our local member forums to network and promote your services to our Membership.

May I take this opportunity to thank you all for your continued support and wish you all a safe, healthy and profitable 2019.

BALLOO HIRE INVESTS IN MORE MACHINES FROM DENNISON JCB



Balloo Hire continues to invest heavily in new equipment from Dennison JCB; in recent months, it has taken 20 loadalls and site dumpers, with more new machines on order for 2019.

"We refresh our fleets every couple of years; newer machines are more reliable, and they require less maintenance – and, of course, they are more environmentally friendly," comments Balloo Hire's Philip Rees.

"Our customers rightly expect the best of equipment and our aim is always to satisfy that demand at all our depots. The JCB brand is very reliable and well respected throughout the construction industry, which is why our machines are always in big demand."

And he added: "We have an excellent working relationship with the team at Dennison JCB; they know how to look after their customers."

Among the latest additions to the hire fleet are nine 540-180 HiViz JCB Loadalls which boast an impressive 4000kg lift capacity and 18m lift height.

Also included was a JCB 540-200 Loadall telehandler which is truly an industry-leading machine, offering an incredible reach, a 20m lift height, all-terrain capability and proportional boom extend/retract, all of which makes it a highly efficient alternative to a roto or mobile crane.

Delivered, too, was one of the largest site dumpers in the JCB range, the 9T which is an extremely powerful and productive machine that's designed to shift huge loads of material. It is also a very easy dumper to operate, courtesy of 4-speed permanent four-wheel-drive power shuttle transmission.

Completing the recent JCB order were a 540-140 HiViz Loadall, a six tonne

swivel tip site dumper and two six tonne swivel tip cab site dumper.

"Since becoming established as the new JCB construction dealer in March we have had a strong relationship with Balloo," comments Dennison Sales Director Rob Ireland. "Balloo made a strong level of investment in 2018 by investing in new machines; this investment was important to meet the growing demands of the industry."

"Like Dennisons and JCB, Balloo is a family run business with a reputation for outstanding customer service, growth and innovation."

Added Rob: "We are excited to continue to work with a seasoned business who like us are committed to a top-quality product. We have worked hard on supporting Balloo throughout the process and we continue to strive to deliver excellent service as we look forward to working with them in the future."

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ITS CROWNS NORTHERN IRELAND'S PLANT OPERATORS OF THE YEAR



Leading training provider Industry Training Services (ITS) has revealed the winners of Northern Ireland's Plant Operator of the Year 2018 competition as Gareth Gault, Newtownabbey and Alexander Campbell, Donaghcloney.

ITS launched the search, in association with Finning and Plant & Civil Engineer magazine, to find the best operators of excavator and telehandlers from across Northern Ireland.

After negotiating a round of heats, twelve finalists took to ITS' specially designed course on its 10-acre site to take part in a series of timed challenges on their category of choice, 360 Excavator or telehandler for which £500 prize money was up for grabs on each machine.

Gareth Gault, who has been operating machinery for over fifteen years, was the overall winner for the 360 Excavator category taking home £500 cash.

Gareth, who is full time plant operator for Leslie Wright & Son Plant Hire, is no stranger to these competitions and is the all-Ireland finalist for Finning CAT 2018 Operator Challenge selected to go to Malaga.

Gareth Gault said: 'I am honoured to be named NI Plant Operator of the Year in this category. The competition, whilst challenging,



Winners Gareth Gault, Newtownabbey and Alexander Campbell, Donaghcloney.

was really enjoyable and great fun. I am looking forward to coming back in 2019."

Alexander Campbell (25), a bricklayer by trade who works for Colin Campbell Contracts in Dromore, was the overall winner of the telehandler category for the second year running having won last year's Plant Operator of the Year competition.

Over the past few years Alexander has completed

plant operator training with ITS upgrading his skillset for work he completes on site.

He commented: 'I am thrilled to be the overall winner in this category for the second year running. ITS set the bar even higher this year and the course was very challenging. I thoroughly enjoyed it. £500 cash so close to Christmas was also a great boost.'

ITS Managing Director Brendan Crealey said: "As a leading provider of tuition in the safe usage of plant and machinery, we know that the industry is home to extremely talented excavator and tele-handler operators.

"The standard of entrants on what was a highly competitive Finals Day was exceptional with candidates from across Northern Ireland and the ROI.

"The competition was designed as a fun event, but the precision required to complete the tasks in as fast a time as possible, illustrates the same level of expertise required to operate safely under normal work conditions.

"Well done to all who took part in this competition. Our runners up who walked away with Finning Cat jackets were hot on the tails of our overall winners. We hope to see them back at ITS later this year for another go."

Since its formation more than 18 years ago, ITS has provided training across a variety of plant and machinery, and delivers a range of industry-recognised schemes including CSR, CPCS and NPORS. Brendan added: 'Our task now is to design an even greater challenging course for the 2019 Plant Operator of the Year competition. We look forward to it.'



ITS Managing Director Brendan Crealey with Runner up Ian Maguire



ITS Managing Director Brendan Crealey with Runner up Nigel Kearney

100-year Old Mourne Wall restored ahead of schedule by Geda Construction

NI Water has completed the current schedule of repairs on the 100-year-old Mourne Wall.

This most recent phase of the Mourne Wall Restoration Project saw over 600 repairs undertaken along the 22mile-long granite structure – including a 27m collapse on Slieve Bernagh – as well as extensive path works.

The project, which was originally estimated to take four years, was completed in less than two. Geda Construction was the contractor on this major project working in partnership with local stonemasons and RPS.

Hand built by the Belfast Water Commissioners between 1904 and 1922 to mark and protect the 9,000-acre water catchment which feeds the Silent Valley and Ben Crom Reservoirs, the wall has been a listed building since 1996 and today is in the ownership of NI Water.

Speaking about the recent restoration project Paul Harper, NI Water's Director of Asset Delivery said: "As part of NI Water's commitment to the 'Protocol for the Care of the Government Historic Estates', we undertook surveys along the entire stretch of the wall during 2016 and set in place funding for a programme of wall and path repairs to get underway on 2017.

"Less than two years on, I am delighted that this initial phase of work has been



Members of the project team put on the last capping stone to mark the completion of the Mourne Wall Restoration Project. Pictured here (L-R) Front row: NI Water's Project Manager Michael Donnelly, Alice Whittington, RPS; Martin Carey, CEO Mourne Heritage Trust and Heather McLachlan, Regional Director, National Trust. Back row: Mark Wright, NIEA; Niall McGovern GEDA Construction and local stonemasons Andrew & Brian Rooney.

successfully completed. I would like to thank Mourne Heritage Trust, NIEA, National Trust and Trustees of Mourne for their guidance and assistance throughout the project and pay tribute to the strenuous efforts exerted by the contractors and wider project team in reaching this milestone so quickly.

"While this phase of restoration has been funded through NI Water's current capital works programme, we are aware that the wall may suffer further deterioration

in the future. NI Water is committed to undertaking subsequent surveys and, subject to funding, carrying out repairs during the next 6-year capital works programme which commences in April 2021."

Working through all types of weather, the team hiked up to 6km a day to carry out the repairs. Fortunately, for the bulk of the restoration work, the stone was lying adjacent to the wall. Missing capping stones – weighing up to 120kg each – were sourced from local quarries and donated by the National Trust, transported to site by helicopter and rolled into place using age-old methods.

In addition to the wall repairs, an extensive length of path works were undertaken in conjunction with Mourne Heritage Trust (MHT) to future-proof the restoration work and protect the integrity of the wall.

Martin Carey, Chief Executive of MHT said: "The Trust's accumulated knowledge of upland path works enabled us to work with NI Water to design a repair programme that we're confident will make sections of the Mourne Wall corridor on Slieve Donard robust into the future. With almost 90,000 journeys recorded on our pedestrian visitor counter on Slieve Donard – and this figure showing an upward trend year on year – it is vital that such works are undertaken to sustain the access to Northern Ireland's highest peak that is valued by so many."



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TRITECH BUYS NEW BSP RADIO- CONTROLLED PILING RIG



Tritech Ground Engineering, part of the larger A E Yates group of companies, has recently taken delivery of the UK's first radio-controlled BSP JX-8 piling rig mounted on a low ground pressure JCB JS200 crawler carrier.

Tritech Ground Engineering was formed to supply a variety of piling services to the Group and its broad customer base and in the short time of trading has built a large and diverse customer base across the country. Offering a range of CFA, bored, driven and vibro-piling solutions, the company operates a wide range of rigs in excess of 80 tonnes operating weight.

The latest addition to the fleet of piling equipment is at the smaller end of the equipment scale and has been specifically designed to offer their customers one of the highest capacity/lowest ground pressure combinations anywhere in the UK.

For cost and time-conscious developers, piled foundations require a detailed engineered piling mat to be placed around the area to be piled. Facilitating this work can involve large amounts of material either being brought into site or existing material being engineered to a specific weight bearing design in order to carry the piling rig.

The new BSP JX-8 rig has been built to use the minimum requirements for heavily engineered piling mats and puts Tritech in a market leading position for UK housebuilders. Already operating an earlier JX8 rig, Karl Amos, Operations Manager at Tritech, looked at tweaking the new arrival's design to make it more productive and easier in operation. Mounted on a JCB JS200 carrier, the piling equipment is a collaboration between Colets Piling and BSP and comprises a 12.5m single

mast and BSP DX25 Hydraulically accelerated drop hammer.

The choice of carrier has been a straight forward one for Colets who have constructed a number of piling rigs around the tried and tested JCB chassis. The latest Tritech version incorporates the Staffordshire based manufacturers latest Tier4 emissions compliant diesel engine. The carrier is a standard offering from JCB with the addition of an upgraded, heavy-duty slew ring added to take the extra weight from

the larger counterweight and piling equipment.

Versatility

The piling equipment comprises a fixed 12.5m boom capable of handling piles of up to 8m in length. Karl explains that whilst they regularly drive piles up to 4m in length, the option to go to a maximum of 8m increases the versatility of the rig.

A Primary braked winch carries the 4.5t piling hammer whilst a secondary winch is used to handle the piles. This version of the rig incorporates a mast

foot and pile guide, a very useful addition according to Karl. The BSP DX25 hammer is an ideal tool for this sort of work combining a robust build with productivity unsurpassed for its size.

Requiring just 150 litres per minute of oil flow at 160bar, the hammer can deliver up to 25kNm at 60bpm (blows per minute). This performance far exceeds the requirement on most projects for concrete driven piles resulting in the machine working at just 25% power for fear of damaging the pile tops.

This also keeps the diesel fuel consumption of the base rig to a minimum, another important factor to consider in today's world! Currently, rig fuel consumption is between six and seven litres per hour.

The combined weight of the rig is just over 27 tonnes and this light weight, combined with a wide and long undercarriage reduces the ground pressure imposed by the machine to just 82kN/m² without a pile. The design of the rig means that the weight of the outfit is only increased when a pile is lifted into position and reduces again as the weight of the hammer is carried through the pile once it is located in the driving position.

Projects

One of the first projects for the new rig was in Formby where Tritech had been engaged to drive almost 450, 150mm concrete piles for a new housing development. Working for the ground work sub-contractor, Tritech was able to mobilise the new outfit quickly thanks to the reduction in engineering works prior to the company starting on site.

This reduction in work also meant that other civils work were able to carry on ahead of the piling team. The compact design of the rig means that it fits easily onto a standard step-frame trailer without impacting





on transport dimensions. Whilst the compact dimensions benefit travelling between sites, the rig is also very quick to set up and can be ready to work within minutes of reaching site.

One of the major benefits of the new rig is its controllability. Whereas the older version is operated solely from the carrier's cab, the new version is also operated from a remote control box. Mirroring the in-cab control

system, the remote allows the operator to see everything around the machine at all times.

"The standard cab view can be limiting for the operator," Karl comments. "Steve, the operator, can now be on the ground, in full control and not need the constant attention of his assistant at all times. This again makes us safer and more productive."

The design of the new rig has impressed both the management

and operators at Trittech who are all extremely happy with the quality and productivity of the outfit. With the increase in house building looking like it is not dropping away, the purchase of this rig and its earlier sibling has proved to be beneficial to the company.

"We have been extremely busy with both rigs since they joined the fleet," Karl comments. "We are in the fortunate position

in that we also have a lot of work lined up for them too."

In conclusion, the added safety from the remote operating system resulting in higher productivity along with the reduction in associated engineering costs for the clients has put Trittech in the driving seat to deliver just what major housebuilders want, a cost effective and safe piling solution.



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FK Lowry Piling Successfully Complete Thames Tideway Tunnel Project

FK Lowry were awarded the £2.7m project to deliver ground engineering solutions on the Western Section of the Thames Tideway Tunnel Project at Carnwath Road on behalf of the BMB JV, a Joint Venture between BAM Nuttall, Morgan Sindall & Balfour Beatty.

FK Lowry installed 91 linear metres of hard/firm secant bored pile walls with 880mm diameter temporary casings to form a 30m diameter shaft for one of three tunnel drives on the Western Section of the Thames Tideway Tunnel Scheme.

The secant bored pile walls were designed and installed to create a water "cut-off" into the underlying London Clay to allow the construction of a 50-metre-deep main launch shaft for the Tunnel Boring Machine.

As well as the main shaft, FK Lowry also installed a range of CFA and Rotary Bored piles ranging from 750mm, 900mm and 1180mm diameter with two dual purpose Soiltec SR-75 and SR-95 Piling Rigs, both, with the latest Tier IV Engines that adhered to latest engine emissions standards to EU Directive 97/68/EC.

FK Lowry Piling successfully completed the sub-contract within their 27-week duration without accident, incident or near-miss.

David Brown, Section Manager for the Carnwath Rd. Project, commented: "FK Lowry completed technically challenging works on a very constrained site at Carnwath Rd, safely and to a high standard.



One of FK Lowry's newly branded rigs at the Spencer Dock project underway in Dublin.

They're a thoroughly professional company who produce high quality work."

Niall McGill, FK Lowry Director, added: "We at FK Lowry were delighted to be involved in the successful delivery of Carnwath Rd which is an integral part of one of the most prestigious Civil Engineering Projects that

the UK has seen in many years. With our dedicated team and state-of-the-art Piling Rigs, we delivered this project with the highest safety standards, within programme and cost requirements. We at FK Lowry continued to deliver on the Thames Tideway Tunnel Project with award of repeat business on Projects at Hammersmith and Wandsworth."

Groundforce launches new range of Pile Croppers

Construction equipment rental specialist Groundforce has invested €250,000 in a new range of pile cropping equipment to facilitate increased demand for pile breakers on large commercial and residential developments.

The company has introduced four new products which are designed to help contractors improve productivity and safety during pile cropping operations. The new products include

Super Mega 4 jaw breakers, Mega 4 jaw breakers, CHD croppers and Trench cutters.

The Super Mega 4 Jaw breaker can crop CFA and contiguous piles from 900mm to 1200mm in diameter while the Mega 4 jaw can crop piles from 750mm to 900mm. These are the largest contiguous pile croppers on the market, allowing the operator to crop and remove the waste simultaneously while leaving the re-bar intact.

The CHD cropper and Trench cutter are designed for cropping secant piled walls up to 750mm in diameter. The CHD cropper has a range of 350mm – 750mm so it can also be useful for CFA piles, on sites where there are various pile sizes within this range. This can give a significant time saving compared to the traditional circular breaker which needs to be manually adjusted to cater for different pile sizes.



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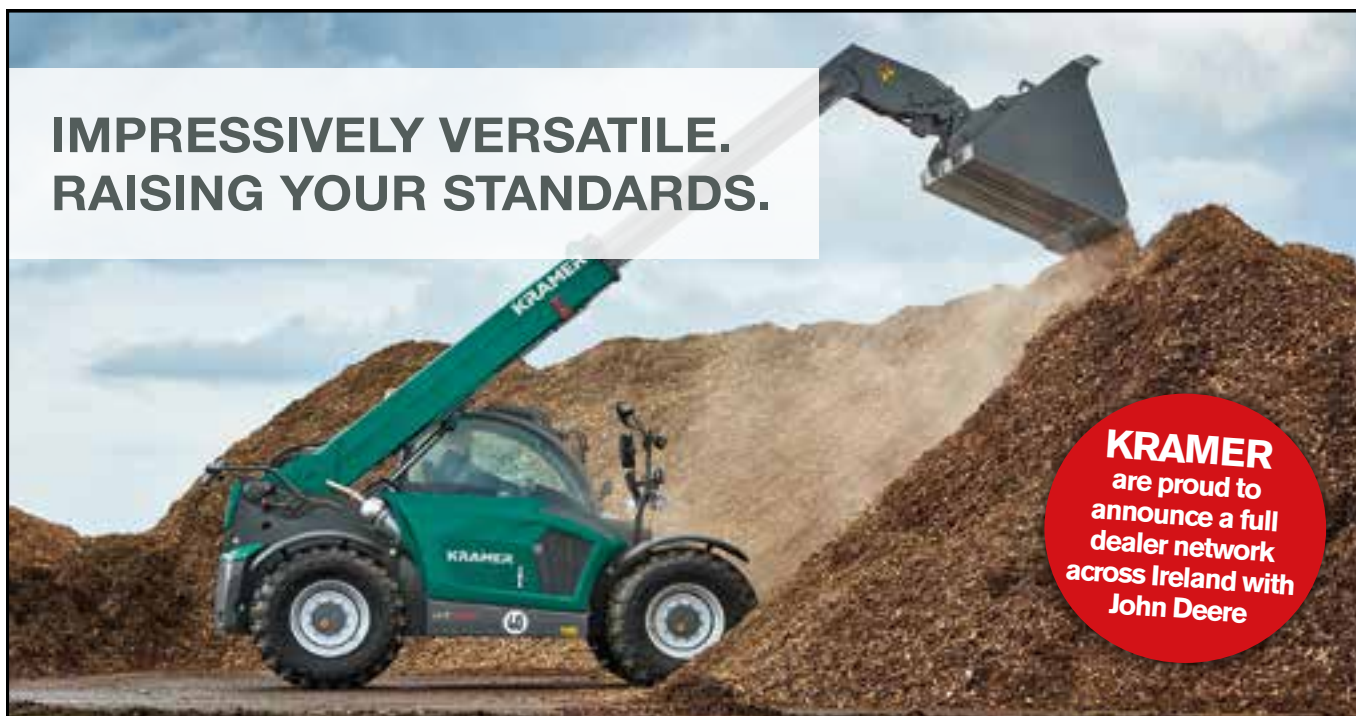
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KRAMER SUCCESSFULLY EXPANDING IRISH AGRICULTURAL DISTRIBUTOR NETWORK

In 2017, Kramer-Werke GmbH and John Deere GmbH & Co. KG entered a strategic alliance for the distribution of telehandlers and wheel loaders. This partnership has even come into play in Northern Ireland: three new distributors are responsible for the sale of the Kramer green product line in Northern Ireland. On-board: Johnston Gilpin & Co Ltd, Agri-Power Omagh Ltd and Stephen Moore Farm Machinery.

Kramer develops and produces high-quality machinery for material handling in the south of Germany. The product series by Kramer includes compact, all-wheel steer loaders (8 models), telescopic wheel loaders (4 models) and telehandlers (11 models).

Since January 2018, the three new distributors in Northern Ireland Johnston Gilpin & Co Ltd, Agri-Power Omagh Ltd and Stephen Moore Farm Machinery have taken on the sale of the 23 Kramer models and dealings with the supply of spare parts and customer service on-site.

Kramer's flexible machinery concept enables you to attach the appropriate attachment to the front or rear for every requirement. The attachments can be changed very quickly thanks to the hydraulic quick hitch plate. This

flexibility makes a lot of processes in the valuable agricultural supply chain a lot easier.

The Kramer range is being further expanded by the all-wheel steer loader KL60.8. The new 10t Kramer wheel loader is a good choice for diverse application in agriculture due to its high-performance load-sensing hydraulics, the innovative ecospeedPRO drive and an engine of up to 156hp.

John Armstrong, Sales Manager at Stephen Moore, says: "Through the many innovative details, Kramer machines are best armed for sophisticated demands of a user."

"We are very excited about working with Kramer. We are convinced that the Kramer machinery will now be perfectly complementing the current product range," says Noel McCullough, Managing Director of Agri Power Omagh.

"The Kramer loaders represent high-quality and innovative technology. Above all, the broad product portfolio enables us to satisfy our customers' various requirements and to offer an appropriate machine for every area of application", explains Gethin Evans, Head of

Sales of the company Johnston Gilpin & Co Ltd.

The Market Development Manager responsible for Kramer, Adrian Wilson, is likewise happy about the collaboration: "John Deere's distribution network is leading in the area of agricultural technology and thereby the best prerequisite for a successful launch of Kramer in Northern Ireland. I look forward to successfully looking after our end customers in future with our strong partners."

New Southern Ireland Distribution Partners

Meanwhile, the John Deere sales network in Southern Ireland are also now distributing the Kramer range of compact all wheel steer loaders, telescopic wheel loaders and telehandlers as part of the strategic alliance.

The new sales partners are convinced of the benefits offered by Kramer machines, since they perfectly complement John Deere's existing product range, offering customers a diverse product range of machines.

Adrian Cronin, managing director of Farm Power Ltd, has a strong appreciation for the Kramer wheel loader: "The all-wheel steer machines are extremely manoeuvrable and offer a high level of stability. This makes the compact wheel loaders and telescopic wheel loaders of particular interest for application in agriculture".





Noel McCullough, managing director of Agri-Power Donegal, emphasises the high quality and innovative technology of Kramer machines, while John Geary, managing director at Gearys Garage Ltd, is also looking positively to the future together with Kramer and to offering customers in the Republic of Ireland Kramer wheel loaders, telescopic wheel loaders and telehandlers.

"We can adapt the Kramer machines to each of our customers and their requirements due to the variety of attachments, which can be attached to the front or to the rear."

Ian Timmons, managing director of Meath Farm Machinery, adds: "There's something for everyone. We can combine the right machine with customer-specific options for a wide variety of applications and thus put together the right vehicle".

"We are convinced that the Kramer machinery will now be perfectly complementing the current product range," says Jimmy Butler, Managing Director

of TFM Ltd who looks forward to the new partnership with Kramer.

In addition to the wheel and telescopic wheel loaders, Kramer has been offering a total of eleven telehandlers since last year, between 6 m and 9 m stacking height, which are equipped with many innovative details for professional agricultural businesses. The 11 brand new models can essentially be divided into two product groups.

On the one hand, these are the compact all-rounders (KT276, KT306, KT356, KT307, KT357, KT407) with 6 m or 7 m stacking height and a payload of up to 3.5 tons. The machines are also ideal for confined farmsteads with their dimensions of less than 2.3 m width and 2.3 m height.

For the larger machines (KT429, KT447, KT507, KT557, KT559) with a payload of 4.4 tonnes to 5.5 tonnes, the lateral guides of the telescopic boom in the front vehicle frame ensure optimal utilisation of forces and maximum stability and safety.

Market development manager Adrian Wilson for Kramer in Ireland is particularly looking forward to the new all wheel steer loaders KL60.8. "With a bucket tipping load of 5,600 kg and a stacking payload of 3,900 kg, the KL60.8 opens up a new size class in the Kramer wheel loader product portfolio."

Customers can look forward to very extensive series equipment, including a large LCD display with integrated rear-view camera, an air conditioning system and an optional automatic bucket return. As a special innovation, the new hydrostatic wide-angle drive ecospeedPRO with increased tractive force and driving dynamics will optionally be used with the wheel loader KL60.8. In addition to the positively known properties for hydrostatic drives, such as easy reversing, good metering and wear-free speed reduction, the new ecospeedPRO transmission makes it possible to drive through the entire speed range from 0 to 40 km/h without shifting and thus without losing shear and tractive forces.





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in profile

SANDVIK LAUNCH NEXT GENERATION “2 SERIES” GYRATORY CONE CRUSHER

Sandvik Mobile Crushers and Screens roll out the latest upgrade in their “2 Series” product offering with the launch of the new QS332 cone crusher.

This latest addition has been upgraded to encompass the many product refinements of the recently launched QH332

Hydrocone, in order to improve operation, efficiency and ease of maintenance.

The compact QS332 is targeted at the most demanding of aggregate producers. Featuring the renowned Sandvik CS430 gyratory cone crusher, it is able to accept a feed size up to 90% larger than current standard cones. This produces benefits for customers by delivering improved productivity on such applications as

Type 1, crusher run or in primary gravel crushing.

One of the unique benefits of this new model is its ability to be adapted quickly for operation in open or closed circuit configurations. This is achieved using its new optional modular Double Deck Hanging Screen system (DDHS), a self-contained finishing screen module that can be added or removed from the plant in less than 30 minutes without the need for any lifting equipment on site.

The double deck hanging screen enables the plant to produce two screened products and recirculate the oversize back into the feed conveyor for reprocessing.

A further unique feature of the Sandvik QS332 & DDHS is that it features a patent pending adjustment system that allows the screen to be quickly reconfigured





to product one single sized finished product, or two sized finished products, depending upon the customer's demands at that time.

The oversize conveyor may be hydraulically rotated for material stockpiling (90°) of up to three products on the ground, or removal (180°).



The tail section can be raised hydraulically to give improved ground clearance for transport when loading or unloading.

CS430 Cone crusher

The Sandvik CS430 cone crusher is at the heart of this world leading piece of technology. It is equipped with a hydroset system which provides CSS adjustment at the touch of a button. The automatic setting regulation system not only optimizes production, it also keeps track of liner wear, making it easy to plan liner changes and minimize interruptions in production.

The CS430 cone has a choice of three concaves and four eccentric throw options ranging from 16 mm to 30 mm all contained within one eccentric bush, providing unrivalled flexibility regarding CSS ranges, production and material gradation.

Amongst the features of the QS332 are durability through the chassis being constructed from heavy duty 'I' beam, as well as its heavy duty, hydraulically-positioned feed conveyor with optional

wear resistant liners and hydraulic folding hopper extensions. An 'up and over' metal detector provides the ultimate in cone protection from tramp material.

My Fleet telematics

The QS332 comes with My Fleet remote monitoring system as standard. My Fleet has been developed to help our customers know exactly how equipment is being utilized. Through the collection and accurate monitoring of a wide array of parameters, this facilitates accurate production forecasting, ensuring that the most efficient use is obtained from equipment, thereby maximizing return on investment.

Key features include:

- Optional hanging screen available for recirculation or stockpiling to produce two products. This is completely detachable without the need of additional lifting equipment.
- One of the most versatile units on the market with a choice of three different crushing chambers and a variety of eccentric bush settings.
- MY FLEET Remote Monitoring fitted as standard for live remote monitoring of plant, hours, location, etc. to optimize machine operation.
- Automatic level sensor above the crushing chamber to control the feed rate and minimize operator intervention for maximum production and reduction.
- Remote camera for visibility of the crushing chamber from ground level.
- Hydroset CSS regulation system to optimize production and keep track of liner wear.
- Revised "New Look" chassis design for durability.
- CAT C9 or C9.3 diesel emissions compliant engine with direct drive heavy duty wet clutch for maximum power delivery and fuel efficiency.



view from the cab

CAT 374F EXCAVATORS IMPRESS OPERATORS AT WILLS BROTHERS

To say that County Mayo headquartered civil engineering contractors Wills Brothers are big Caterpillar fans would be an understatement; the vast majority of their excavator fleet are Cats, and they've recently added another two machines, as Plant & Civil Engineer's David Stokes has been finding out.

Wills Brothers has undertaken a vast number of civil engineering projects throughout Ireland – from minor and major road schemes and bridge construction to bulk earthworks and major drainage projects, with a client base that includes nearly all local authorities within Ireland, airport authorities, the National Roads Authority, major private developers and associated construction industries.

One of their latest major contracts is on the upgrading of 30 kilometres of the A6 between Londonderry and Dungiven to dual carriageway, which includes a bypass around Dungiven. It's where the

company's two latest Cat 374F machines are presently earning their keep.

The company's Construction Manager Darren McClean says the operators are more than happy with the machines' performance. "The Cat have a lot going for them," he says. "They are reliable and robust workhorses; they need to be because we work them hard all day long."

And it's not difficult to see why. The 374FL is powered by a C15 ACERT engine, offering all the driving force, fuel efficiency, and reliability a busy contractor like Wills Brothers require.

Where the real power comes in is through advanced hydraulics and the new Adaptive Control System (ACS) valve. The ACS valve and other integrated components allow you to move tons of material in less time all day long with a great deal of speed, precision, and efficiency. In fact, we are told the hydraulic system and engine team worked together to lower fuel

Dealer Support

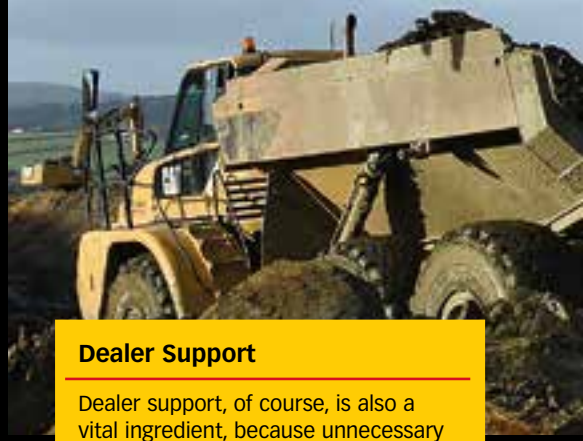
Dealer support, of course, is also a vital ingredient, because unnecessary downtime can be potentially costly for operators working to tight schedules, and Caterpillar dealer Finning, who have depots in Lisburn, County Antrim, and Rathcoole in County Dublin, score well with Wills Brothers.

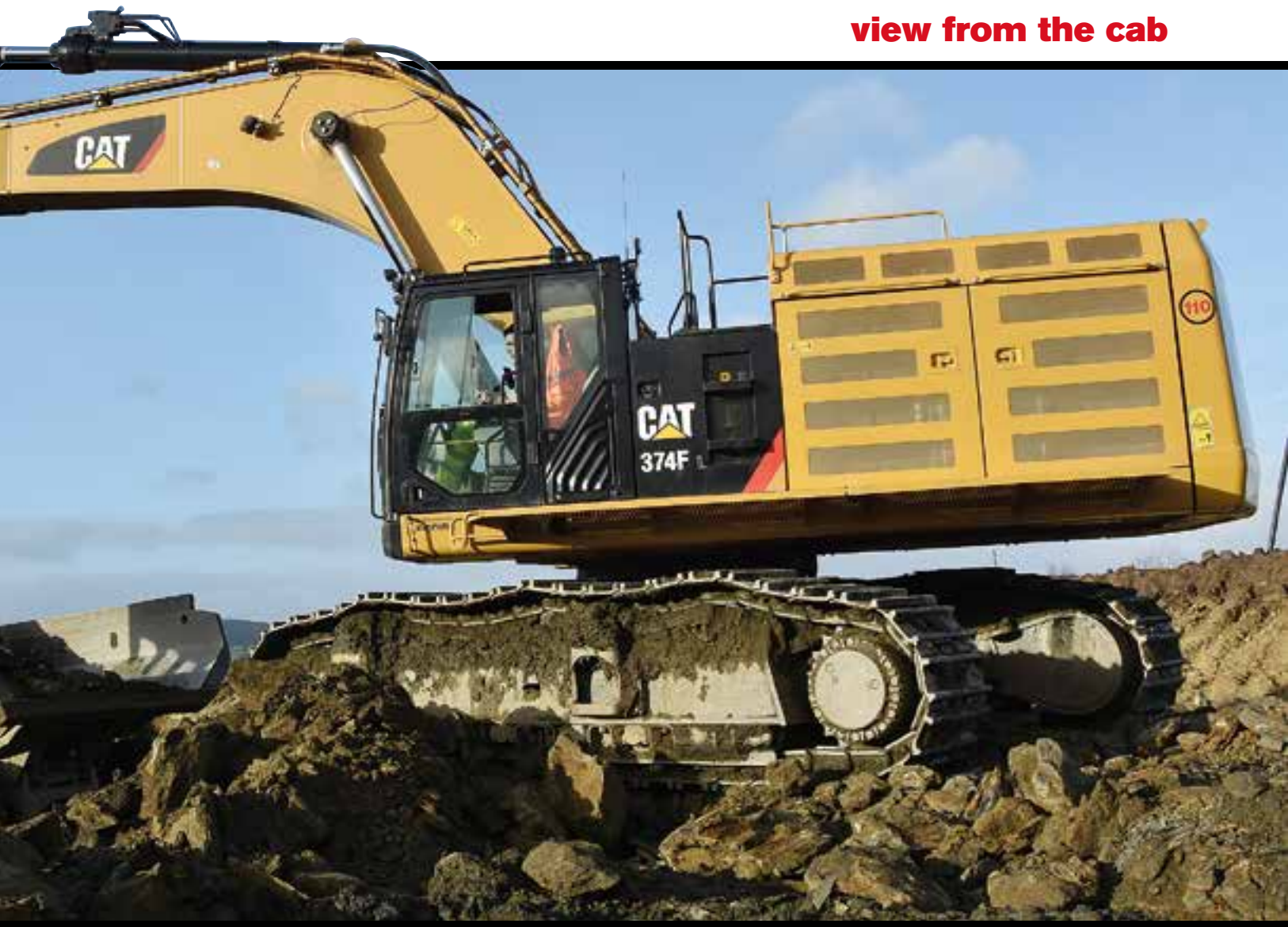
"We have enjoyed a great relationship with them over the years," says Darren. "They have always looked after us very well; their fitters are certainly on top of their game, so we have no complaints there."

consumption up to 30% – with zero impact on productivity – compared to 374D L.

The ACS valve optimises performance by intelligently managing restrictions and flows to control machine motion. It opens slowly when your range of joystick lever movement is small and opens rapidly when movement is high. It smartly puts flow exactly where you need it when you need it, which leads to smoother operation, greater efficiency, and lower fuel consumption.

Work tools can be mounted either directly to the machine or to a quick coupler, making it fast and easy to release one work tool and pick up another.





Working Environment

Darren also drew our attention to the cab which provides the operators with a spacious, quiet and comfortable working environment, thanks in no small measure to special viscous mounts and roof lining and sealing that combine to limit vibration and unnecessary sound. Indeed, upgraded insulation in the cab reduces sound inside by 4 dB over the previous model.

Wide seats with air suspension and heat/cooling options, include a reclining back, upper and lower slide adjustments, and height and tilt angle adjustments contribute to the comfortable environment of the cab which also features a fully automatic climate control system, meaning it's warm in winter and cool in summer.

The right and left joystick consoles can be adjusted to improve operator comfort and productivity during the course of a day. The right joystick features a button that will reduce engine speed when you are not working to help save fuel. Touch it once and speed reduces; touch it again and speed increases for normal operation.

The new LCD monitor is easy to see and navigate. Not only can it memorise up to 10 different work tools, it's also programmable in up to 44 languages to meet today's diverse

workforce! The monitor clearly displays critical information you need to operate efficiently and effectively. Plus, it projects the image from the rearview and/or side-view cameras to help you see what's going on around you so you can stay safely focused on the job at hand, while ample glass gives you excellent visibility out front and to the side.



Halogen lights provide plenty of illumination. Cab and boom lights can be programmed to stay on for up to 90 seconds after the engine has been turned off to help you safely exit the machine. Optional High Intensity Discharge (HID) lights are available for enhanced night-time visibility.

Storage spaces are located in the front, rear, and side consoles of the cab. A drink holder accommodates a large mug, and a shelf behind the seat stores large lunch or toolboxes, while power supply sockets are available for charging your electronic devices like an MP3 player, a cell phone, or even a tablet.

Easy Access

Multiple large steps as well as hand and guard rails will get you into the cab as well as a leg up to the catwalks and compartments. Extended hand and guard rails allow you to safely climb to the upper deck. Anti-skid plates on the catwalks, the surface of the upper structure, and the top of the storage box area reduce your slipping hazards in all types of weather conditions. They can be removed for cleaning.

Routine maintenance, too, is made simple as you can easily reach items like greasing points, while compartments feature wide service doors designed to help prevent debris entry, and they also securely latch in place to help make your service work simpler.

The excavator's slip-resistant 500 mm wide catwalks stretch the length of the machine to provide safe access to major and grouped service points, such as fuel and oil filters, and fluid taps.

Haven Hire Target Further Growth in Year Ahead

In 1986, Eamonn Kilgallon, a fitter by trade, saw an opening in the market for the plant hire and sales of construction plant, and quickly established a reputation under the umbrella of Haven Engineering; in 1993 the Kilgallons seized an opportunity when they bought Celbridge Hire and amalgamated the two companies to form Haven Hire.

While the plant hire business can appear to be a very male dominated sector, Managing Director Audrey Kilgallon doesn't think her gender has been any disadvantage, quite the contrary in fact.

Audrey's very hands-on approach to the business has certainly kept her in close contact with its large customer base. Consequently, Haven has developed a great relationship with many of its customers and therein lies one of its core strengths.

"Constant customer focus and a large and diverse product

range are the keys to continuing success," says Audrey. "Hire is very much about the process, ensuring that the quality of each hire is like the first hire and that each customer has a positive experience every time they hire from us."

Haven Hire had been operating successfully in Celbridge since Eamonn Kilgallon started the business, and further expansion saw the opening of a depot in Maynooth followed by another in Naas.

"We weren't the only ones to see the demand in Naas. There were five hire companies in Naas during the boom and now we are one of the only ones remaining. We put that down to our strong brand name within the industry," adds Audrey.

"Our range covers everything – from the DIY gardener to the major construction companies. Haven is your one-stop centre for all gardening, DIY and construction hire. We carry one of the broadest ranges within the hire industry. We do everything

from lawnmower hire for an hour up to a 10 tonne excavator for a longer term construction job. Over the years we have invested millions in a new fleet. We were, and still are, the archetypal one stop shop."

A family run, 100% Irish owned company, Haven Hire has increased its employment figures by 40% since 2013 and is continuing to grow. It has deep community routes and ties within each of the three locations and also give back to the community by supporting local clubs and charities.

"Community projects are very important to us as a family-run company. In 2015 Haven entered a three year sponsorship deal with Celbridge GAA Club in Kildare, one of Ireland's largest and fastest growing clubs with more than 50 teams - not mention its growing success across all four codes."

The company has also become actively involved in the North Kildare Chamber of Commerce in the last few years. The organisation has in excess of 300 members across all industry sectors. It was a proud moment when Audrey was appointed vice president in 2015, having held an active role on its board in previous years.

Haven has over 150 years combined experience within the hire sector, making it an industry leader when it comes to knowledge. Rob Saunders, Steven McCartney and Eugene Erritty head up the Naas, Celbridge and Maynooth branches respectively and have been a major part of the company's growth over recent years.

Operations Manager

Ray Vaughan joined the company as Operations Manager in 2018, having held the same position at Gaelic Plant Hire where he was instrumental in setting up their "Beehive" depot.

"I first met Audrey in late 2017 and it was apparent straight away that she had a passion within the hire industry and that she was someone I wanted to work with in the future. We spoke at length over the next 12 months and at the end of September 2018 I made the decision that Haven was the company that I wanted to work for going forward,"



says who Ray has worked for national hire companies such as GAP in the UK and Kennards Hire in Australia and takes with him valuable experience in running multiple locations both within Sales and Operations.

"Haven is real family run company that has core values that are sometimes lost on the bigger companies," adds Ray. "Not only are Eamonn and Audrey 'hands on' they are as excited about the industry now as they were 26 years ago when the company was formed. Every customer gets treated the same regardless if they come in once a year or 10 times a week."

The end of 2018 saw the addition of the Haven Spare Parts division which is managed by Derek Steele, who has over 35 years experience, having headed up the spare parts division for ECI, making him the man to call when you need any spare parts.

The division carries parts for Barford, Yanmar, Ammann, Stihl, Single & Double Block Grabs, Diesel Cement Mixers, Garden equipment and much more.

The Future

"Though we always have our eyes open for new ideas, our priorities will be to secure our position in the market which we have held very well. Early 2019 will see the newly updated website www.haven.ie. That will go hand in hand with our substantial investment in a major marketing campaign over the next 12 months.

"We have also introduced a ground-breaking 'chip' system which will facilitate the physical tracking of all our machines," comments Audrey. "In addition, their maintenance history and check in/check out will all be automated and mobile. These safety records, we are delighted to confirm, will be accessible to our customers to conform to the ever increasing Health and Safety at Work Regulations.

"2019 has seen a positive start to the year for Haven and with new equipment landing in late January from our latest investment of capital expenditure on equipment, we look forward to even more continued growth."







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www.haven.ie

New Chairman for Construction Plant-hire Association

Steven Mulholland has been elected to the position of Chairman of the Construction Plant-hire Association (CPA).

Steven, founder of Mulholland Plant Services, was formerly Vice-Chairman of the CPA and thanked his predecessor, Steve Cormack of Nationwide Platforms, for the work he had carried out for the Association during his time as Chairman.

Paul Allman, Director of the Hawk Group, has also been elected to the position of Vice-Chairman, while Brian Jones was re-elected as President of the CPA.

Steven's new role as Chairman will enable him to work alongside President Brian

Jones, Chief Executive Kevin Minton and the Council to shape and ensure the continuing success of the CPA.

CPA President Brian Jones said: "I am very much looking forward to working more closely with Steven, Kevin and the CPA Council to take the association forward in its next stage of development. I am confident that we have a strong team in place to tackle the challenges that the sector faces, such as the effect of Brexit on the workforce, and the many changes we are seeing in the skills and training arena. We will continue to look for efficient and economic solutions to support our Members and the construction plant hire sector."



Steven Mulholland

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✉ sales@ipsireland.ie



Trevor Lambe
Business Development Manager
☎ 087 1232141
☎ 042 9339111
✉ trevor@ipsireland.ie

Transport for London endorses the MPA Driver's App

The recently launched MPA Driver's App has been endorsed by Transport for London (TfL), who have said: "We believe it is great asset for professional drivers and will make a really positive contribution to improving road safety, notably for pedestrians, cyclists and other vulnerable road users."

In recent years, industry drivers have accounted for a significant number of collisions between construction HGVs and vulnerable road users such as pedestrians and cyclists. Against this backdrop, MPA and its members have taken a leading role in action to reduce collisions between HGVs and pedestrians, cyclists and other vulnerable road users.

Building on this work, MPA has strongly supported the implementation of Construction Logistics and Community Safety (CLOCS) throughout the mineral products industry and supply chain. In keeping with the latest VRU safety information and the CLOCS standard, the free MPA Driver's App enables drivers to stay up to date with all the latest updates regarding their own

safety, health and well-being, as well as the safety of those they share the road with.

Features include information on common vehicle standards and best practice across the industry, a facility to track CPD and log personal qualifications, the ability to register near misses, as well as latest news and social media updates. Our research indicated that smartphones were the main source of information for 80% of drivers, and that we needed to respond to this reality.

The App, developed with funding from TfL, complements the MPA Driver's Handbook, launched in 2016 and now exceeding a distribution of 60,000 copies.

Commenting, Nigel Jackson, MPA's Chief Executive said: "As a founder member of the CLOCS initiative, MPA is keen to help equip both its members and the wider industry with tools that will help professional industry drivers play their part in improving road and workplace safety, particularly for vulnerable road users. The MPA Driver's App has been developed to deliver a one stop shop for professional drivers and we would like to see this App being used across the industry."

2019 Local Member Forum Dates

Members are warmly invited to attend the Local Member Forums held throughout the year.

These events take place on Thursday's at 7.30pm and are preceded by a fork supper at 6.15pm.

They are an excellent opportunity to network with other industry colleagues and keep up to date with the issues affecting our industry.

28 Feb 2019 - AGM, Dunsilly Hotel, Antrim

23 May 2019 - Seagoe Hotel, Portadown

19 Sep 2019 - Killyhevlin Hotel, Enniskillen

28 Nov 2019 - Tullyglass House Hotel, Ballymena

QPA Northern Ireland Becomes MPA Northern Ireland

As most are now well aware, QPA Northern Ireland (QPANI) which was formed in 1998 has taken the decision to change its name to MPA Northern Ireland.

QPANI is the trade association for the mineral products sector in Northern Ireland with 87 members employing just over 5000 people contributing almost £700 million to the Northern Ireland economy.

It has been an affiliate of MPA since 2009 and now, after a full consultation process the members of the Association have given unanimous support and endorsement to rebrand to MPANI.

Commenting Gordon Best Director of QPANI said: "Our



Northern Ireland
essential materials
sustainable solutions

move from QPANI to MPANI was endorsed by our members as they believe the time is right to take this important step.

The reference to Minerals in our new title recognises the fact that our membership base is wide

and varied across our industry in Northern Ireland representing the extraction and processing of hard rock, sand, salt, lime and chalk into products that support and sustain our quality of life.

"Importantly we are also recognised by Government, both locally and centrally, as a Minerals sector. We have an excellent working relationship with MPA, and indeed all MPA regions across the UK and with our colleagues in the Irish Mining and Quarries Society (IMQS) in the Republic of Ireland."

Nigel Jackson CEO MPA said: "QPANI has been a valued and important member of both QPA and latterly MPA ensuring that our work is genuinely national taking account of issues across the UK. QPANI makes an important contribution to our policy thinking and are a professional and energetic association in their own right. We are absolutely delighted that they have decided to adopt the MPA name which will strengthen the important ties between our two organisations."

PLANT & CIVIL **engineer**

PLANT, CONSTRUCTION & QUARRY
AWARDS 2018

**AWARD
WINNERS**
in profile

CHARITY RAFFLE PRIZE WINNERS



Adrian Logan, Susan Mason & Garfield Harrison.



David Taylor, Adrian Logan & Susan Mason.



Padraig Flynn, Adrian Logan & Susan Mason.



Claire Brennan, Adrian Logan & Susan Mason.



Gary Barnes, Adrian Logan & Susan Mason.



Connor McCloy, Adrian Logan & Susan Mason.



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CELEBRATING THE VERY BEST OF OUR INDUSTRY AT THE PLANT, CONSTRUCTION & QUARRY AWARDS 2018

It was another memorable night at the annual Plant & Civil Engineer magazine's Plant, Construction & Quarry 2018 Awards, when Brexit and other industry concerns took a back seat.

Focussing on an industry that has so much to celebrate across all of its diverse sectors, there were 14 awards up for grabs in what was once again a real challenge for our independent judging panel because of the high quality of entries.

Commented Plant & Civil Engineer's General Manager Justin Carrigan: "This event was all about recognising the very best of what our industry offers. Looking at the finalists in the various categories it is clear there is a wealth of talent right across the board, employing state of the art, innovative technologies and displaying great versatility and determination on challenging and sometimes complex projects - from infrastructure and highways to new buildings and retail outlets and a whole lot more. "A lot of hard work, personal sacrifice and ingenuity in our industry goes unnoticed

and unrecognised, which is why we stage these awards. Although there could only be 14 winners, each and everyone of our finalists are to be congratulated on their achievements throughout 2018."

He added: "A warm word of thanks for our judging panel this year which included Gordon Best, QPANI; Chairman of the Panel, Art McNally; Barry Neilson, Chief Executive CITBNI; Lyle Andrew and Karen McShane, past chair of the Chartered Institute of Highways and Transportation, plus others from industry organisations, government bodies and consultancies who wanted to remain anonymous in case of any compromise!"

Always a highlight of our awards evening, the time when we honour one of the many stalwarts and kingpins of our industry, this year's Special Recognition award went to a man who has dedicated his long career to the industry in a variety of roles within Northern Ireland - retired Readymix General Manager Vincent Murphy, who was described as a gentleman of the highest order, with a career

that stretches back almost half a century.

Prizes to be won on the night included two boxes of wine, an overnight stay in the Crowne Plaza, and goody bags from Topcon, Sleator Plant and Leica Geosystems.

The nominated charity was the Royal Institute of Chartered Surveyors LandAid Pledge 150 which aims to raise £2.25 million and deliver 150 bed spaces across the UK to help end youth homelessness, a huge issue here.

Funds raised in Northern Ireland for LandAid are being used on projects developed by the Simon Community and Extern Homes, both experts in the field. The total money raised on our awards night was an impressive £3,555.00. Well done, one and all for your outstanding generosity!

So, who won what on the night and why? Fourteen categories and 14 winners, but in truth every nomination was a winner, and to all who participated, those who attended, those who made up the various independent judging panels and especially to those who sponsored the gala evening a big 'thank you' from all of us here on the Plant & Civil Engineer team.

AWARD WINNERS

Plant Hire Company of the Year

Groundforce

Excellence in Customer Service

Pirtek

Construction Fleet of the Year

Shannon Valley Group

Quarry of the Year

Tobermore's Lough Fea Quarry

Plant Manager of the Year

Derek Wilson, AG Wilson Civil Engineering Ltd

Student of the Year

Matilda May Beattie, South West College

Health & Safety

Tobermore

Civil Engineering Company of the Year

Cole Groundwork Contracts

High Achiever of the Year

Martin Graham, Innovate NI

Specialist Contractor of the Year

Creagh Concrete

Innovation of the Year

Leica Geosystems - BLK360 Imaging Laser Scanner

Construction Project of the Year

Lowry Building & Civil Engineering

Construction Company of the Year

Mascott Construction

Special Recognition

Vincent Murphy formerly of Readymix

SPONSORS

Plant Hire Company of the Year

Hire Association Europe (HAE)

Excellence in Customer Service

Crowne Plaza Belfast Hotel

Construction Fleet of the Year

MAN & RK Trucks

Quarry of the Year

Terex Trucks

Plant Manager of the Year

Pirtek

Student of the Year Award

Topcon

Health & Safety

Pat O'Donnell & Co.

Civil Engineering Company of the Year

Groundforce

High Achiever of the Year

Hi-Power

Specialist Contractor of the Year

Leica Geosystems

Innovate NI

Innovation of the Year

Cole Groundwork Contracts

Construction Project of the Year

Sleator Plant - Mecalac

Construction Company of the Year

Close Brothers

Commercial Finance

Special Recognition

Plant & Civil Engineer



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PLANT HIRE COMPANY OF THE YEAR

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**PLANT & CIVIL
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PLANT, CONSTRUCTION & QUARRY
AWARDS 2018

WINNER:
GROUNDFORCE

L-R: Jason Hunter, Joe Linehan, Rupert Douglas-Jones & Richard Dunn.

The FINALISTS: Dromad Hire, Balloo Hire Centres, KDM Hire, Groundforce & HSS Hire

With a focus on customer service, investment in equipment, and continuous research and development, Groundforce (part of the VP plc group) has become a leading construction hire specialist, with an impressive range of products, mostly designed by award winning engineers. It has been described as 'efficient, innovative, responsive and competitive'.

"It has been a fantastic year for Groundforce and it is pleasing that our efforts have been recognised by the civil engineering industry," comments Joseph Lenihan, general manager for Groundforce Ireland. "Our employees are at the heart of the business and it is their attention to detail and focus on customer service that has set us apart from the competition."

Groundforce Ireland has been operating for

over 11 years and during that time has seen profitable and sustained business growth. The company has two sites - in Portlaoise, Co. Laois and Lisburn, Co. Down. The Lisburn depot was opened six years ago to facilitate a growing customer base in Northern Ireland. The result of this investment has delivered an increase in revenue in excess of 250%, and this year turnover has doubled, mainly due to repeat business and a number of significant new accounts.

Groundforce's commitment to introducing new products and solutions that make a significant impact is one of the reasons it is the market leader in the ground engineering sector. These products are raising industry standards together with improving health and safety on construction sites across the country.

The company's product portfolio includes

aluminium temporary bridges; temporary access products – a range of 10 products spanning portable roadways, walkways and ground protection, modular floating pontoons and rapid rail access; and SMART Pressure testing equipment – this next generation remote pressure testing system offers customers pipe testing and flow control real-time results using the app and Joint Manager website technology enabling customers to complete and report on pipeline pressure (PE and PVC).

Other products recently introduced include Pipe Lifter & Pipe Pusher, designed for use in all major infrastructure projects to reduce manual intervention during pipe handling and installation, and a Mega 4 jaw pile cropper, one of the largest croppers on the market used for cutting cast in-situ piles ranging from 1000mm – 1200mm leaving the rebar intact.

SPONSORS

Hire Association Europe (HAE) is an industry-leading trade body representing plant, tool and equipment hire with over 900 members based in the UK, Europe and across other parts of the world.

The Association assists businesses, from sole traders to larger independent and privately owned organisations, by providing operational resources and training services to support the hire industry.

Membership provides access to products and services covering all aspects of hire, including terms & conditions, safety checks, publicity, equipment, responsibilities and general day-to-day requirements. Accompanying services include legal advice, training, publicity, safety checks, leaflets, lobbying and finance advice; necessary documentation and information that will hold organisations in better stead for the long term.



Paul MacPherson, Alison Sedgewick, of Mecalec with Eilish Boyle, Jonathan Campbell and Aaron McCaul of Sleator Plant.



Justin Carrigan



Ian Calderwood, Dennisons JCB; Hugh Smyth and Chris Arthur, Dennisons Volvo; and Rob Ireland, Sales Director, Dennisons.



Nicola Joy, Strickland; Emma Ovenstone, Morris Leslie; Sam Thompson, Kubota; and Suzanne Whelan, Whelan Plant.



Chas England, Seamus Costelloe and Declan Byrne, with Topcon.



David and Craig McCollum of RDS Tech NI.



Jason Hunter, Rachel Woodhall and Richard Dunn, of Groundforce.

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**PLANT & CIVIL
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PLANT, CONSTRUCTION & QUARRY
AWARDS 2018

**WINNER:
PIRTEK**

L-R: Adrian Logan, Cathy Doyle, George Graham & David Adams.

The FINALISTS: Balloo Hire Centres, CDE Global, Cole Groundwork Contracts, EJC Contracts, Lowry Building & Civil Engineering & Pirtek

Pirtek has been operating in Northern Ireland under the current franchisee, Managing Director David Adams, for over 13 years. Its core service is the onsite replacement of hydraulic hoses on a wide variety of plant, vehicles and equipment.

The awards ceremony heard that by demonstrating the importance of communication in customer service and with technicians who are knowledgeable and friendly, and office staff who are nothing but helpful, Pirtek Belfast becomes the number one choice in its particular field of service.

Pirtek Belfast has never been busier, now with seven fully equipped and stocked mobile service vans, doubling the fleet which is working 24/7 to meet the increasing needs and demands of its customers.

That expansion of the fleet has not only helped Pirtek Belfast to expand its reach across Northern Ireland and into County Donegal, but also to further enhance its response times, as well as provide more employment opportunities for service technicians and support staff.

While Pirtek operate in a very competitive sector, both nationally and locally, the company's biggest asset is undoubtedly its impressive network of experienced, highly skilled and qualified service technicians who are equipped with the latest technology, including iPads, that keeps them in constant contact with both the customer and the depot.

"We can be with a customer in need within an hour of the call being placed, thus keeping any potential for downtime to an absolute minimum. We fully appreciate that no client can afford to

be standing around idle for two or three hours waiting for a machine to be repaired."

It is little wonder, then, that Pirtek Belfast's customer base has experienced rapid growth. In 2018, for example, it handled around 100 more call outs per month than it did the previous year. That's in addition to increased business at its trade counter and direct sales activity.

In addition, Pirtek has completely renovated and enlarged its offices and back room operation to make it even more effective and efficient – and not surprisingly it has won a Customer Services award at Pirtek's National Conference to celebrate its 30th anniversary, beating off competition from over 80 other Pirtek centres across the UK/Irish network.

SPONSORS

The 4-star Crowne Plaza Belfast Hotel places you in a parkland setting near the River Lagan, only a 15 minute drive into the City Centre. The hotel has free car parking and the M1 motorway is a 10 minute drive away. Belfast International Airport and George Best Belfast City Airport are both less than half an hour's drive from the hotel.

The hotel boasts luxurious bedrooms, as well as extensive dining options including The Green Room Restaurant providing locally sourced produce and a fine wine list, the Spice Club has a new menu offering classic Indian dishes and modern fusion Indian cuisine and The River Bar and Lounge provides the perfect setting for stylish and casual dining. Its 21 modern event spaces, from sleek boardrooms to our Grand Ballroom accommodating up to 900 people, cater for conferences, gala dinners and celebrations of varying size and occasion with help from a dedicated Meetings Director.

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CONSTRUCTION FLEET OF THE YEAR

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PLANT, CONSTRUCTION & QUARRY
AWARDS 2018

WINNER:
**SHANNON
VALLEY GROUP**

L-R: Adrian Logan, Dermot English & Roger Turnbull

The FINALISTS: AG Wilson Civil Engineering, Lowry Building & Civil Engineering & Shannon Valley Group

The Shannon Valley Group is recognised as one of the largest Civil Engineering and Demolition contractors in Ireland, and with one of the largest construction fleets in the country, ranging from tippers and articulated trucks to 75 tonne excavators and long reach machines, all maintained and serviced by its own experienced fitters.

The Shannon Valley Group is renowned for its civils and reduced level dig expertise. Whether working for developers, main contractors or builders the Group has a proven track record of delivering on numerous challenging and complex deep basement formations with a range of constraints on time and within budget whilst maintaining the highest levels of safety, sustainability and environmental management

to minimise waste landfill through re-use and recycling and other recovery methods wherever possible.

Its extensive fleet, which is available for hire, includes tracked excavators from 1.5 up to 75 tonnes, 28m long reach excavators, rubber ducks, backhoe excavators, articulated site dumpers, dozers, loading shovels, and site rollers, as well as quarrying machinery such as crushers, screeners, and industrial drill rig stockpilers.

It also operates a wide range of excavator attachments from various types of buckets to demolition tools like munchers, pulverizers, hydraulic breakers, shears, and electric magnets, all of which, said the awards judges, make the company a worthy winner.

The Shannon Valley Group utilise the latest in surveying technology, including laser scanning, GPS, and UAV technology, which has massive benefits regarding the refining of workflows and minimising construction waste.

The Group was also one of the first contractors in Ireland to adopt Topcon and Trimble machine control and has GPS machine mounted systems on several of its dozers and excavators, freeing up the driver to work in the cab independently and at speed, to a high degree of accuracy.

It also specialises in enabling works, asbestos removal, engineering & temporary works design, environmental & recycling, decontamination, groundworks & civil engineering projects.

SPONSORS

Boasting a record-breaking seven International Truck of the Year Awards MAN has built an enviable reputation for producing quality trucks. Today, that reputation also extends to its Customer Satisfaction programme – Customer First, designed to change the focus and dramatically improve customers' experiences across the business.

MAN's standard truck product range starts with the 7.5tonne TGL, and includes the medium weight TGM and then goes up to the 44 tonne TGS and TGX trucks. MAN also offer specialist transport solutions for demanding functions such as emergency services. MAN is represented in Northern Ireland by RK Trucks, with depots in Carryduff outside Belfast, and at Dungannon, just off the M1 motorway.

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QUARRY OF THE YEAR

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**PLANT & CIVIL
engineer**
PLANT, CONSTRUCTION & QUARRY
AWARDS 2018

WINNER: TOBERMORE'S LOUGH FEA QUARRY

L-R: John Bennett, Aaron McCaul, Lough Fea Quarry Manager William Paul & Health and Safety officer Gareth Stewart

The FINALISTS: Tobermore Lough Fea Quarry, King Brothers Quarry & Whitemountain Ballystockart Quarry

Founded in 1942, Tobermore has evolved from a modest sand and gravel business into a world class manufacturer of paving and walling, supplying products for the commercial and domestic markets throughout the UK and Ireland.

The success of Tobermore is driven by Managing Director, David Henderson, who received an OBE from the Queen in 2010 for his noteworthy service to the Construction Industry. David explains: "The most exciting aspect of Tobermore is the new technologies we use to ensure our products are produced using world class processes and machines."

This ethos is also demonstrated at Tobermore's now award-winning Sand and Gravel Quarry at Lough Fea, which produces all the aggregates, under tight quality control procedures, needed to create the company's quality product range.

Tobermore recently completed a 300 sq. m. workshop / garage to improve the welfare working conditions of maintenance and operator employees, as well as sub-contractors who maintain the mobile plant with innovative storage solutions for parts, oils and lubrication. This will support activities at the quarry for years to come.

Recently, too, Tobermore purchased what is the

largest dumper truck in Ireland, a Volvo A60H. Commented Plant Manager Paul McKeever:

"We have had a significant increase in business and that requires more output. Our prospects are looking good; even with Brexit looming; demand for our products is high.

"Some of our quarry faces are two miles away from our crushers, and therefore we needed to move a high volume of material a considerable distance quickly. As we are stripping back more land we needed a dumper that could handle rough terrain and carry a large payload. A rigid 60-ton machine won't handle the rough terrain, but the A60H in our eyes is the perfect dumper for the job."

SPONSORS

Terex Trucks draws on over 60 years of expertise to create heavy-duty, durable machines that offer a productive work shift, with minimum downtime and maximum return on investment.

Built in Motherwell, Scotland, Terex Trucks outstanding, no-nonsense machines are trusted by industry professionals to deliver a powerful performance in all conditions, from the intense heat of the desert to bitter cold arctic conditions.

Terex Trucks recently updated its TA300 articulated hauler with the introduction of a new and improved transmission. The 28-tonne workhorse will now incorporate the latest EP320 transmission from ZF as standard. This results in a 5% improvement in fuel efficiency, as well as enhanced performance and productivity, when compared to the previous model working in the same application.

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PLANT MANAGER OF THE YEAR

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**PLANT & CIVIL
engineer**
PLANT, CONSTRUCTION & QUARRY
AWARDS 2018

WINNER:
DEREK WILSON
AG WILSON CIVIL ENGINEERING LTD

L-R: Adrian Logan, Derek Wilson & Cathy Doyle

The FINALISTS: Derek Wilson, AG Wilson Civil Engineering Ltd, Ian Balmer, Graham Construction & Paul Marley, EJC Contracts

A.G. Wilson provide a comprehensive range of professional engineering services - from civil engineering and marine construction to fusion welding - to both the private and public sectors.

Derek Wilson has for the last 20 years made it his goal to serve the company with a commitment that has drawn praise from all those he has come into contact with.

In his case, going the extra mile takes on a new significance as he has literally travelled across the globe to source and learn about the latest plant and equipment that benefits his company's activities.

Derek's role within the company is as varied as it is broad. Take vehicle acquisition, for example.

He negotiates pricing and concessions with manufacturers, as well as engineering technical solutions, particularly with lorries and plant equipment which is an essential part of reducing costs.

Fuel, of course, is consistently one of the three greatest expenses for any fleet operator, and Derek is responsible for maintaining the company's fuel network, fleet card programme and on-site fuelling. He is also responsible for negotiating fuel programmes with suppliers.

Other responsibilities include formulating traditional preventive maintenance policies; from his knowledge and experience he is able to work with technicians in order to devise a programme based on vehicle type, vocation

and geography, which is essential in order to minimise wear and tear, ultimately saving on repair costs and aiding in optimising resale value.

Derek is also passionate about safety. He works closely with the executive team and the health and safety department and has helped develop a programme that proactively improves driving behaviour and reduces accidents, resulting in reduced fuel and maintenance costs across the fleet.

As plant manager, too, it is essential that Derek keeps up-to-date with legislation changes and new regulations allowing the company to stay in compliance and avoid heavy fines.

SPONSORS

Pirtek is the leading provider of Onsite Hydraulic Hose Replacement in Northern Ireland where it has been operating under the current franchisee, Managing Director David Adams, for over 13 years.

The expansion of its locally based fleet of mobile service vans has not only helped Pirtek Belfast to extend its reach across Northern Ireland and into County Donegal, but also to further enhance its response times, as well as provide more employment opportunities for service technicians and support staff.

The Pirtek service is available 24 hours a day, 365 days of the year and is, undoubtedly, the market leader in its field offering a commitment to safety, training & quality at all times ensuring all customers experience value and reliability with every job.

Building the road to a stronger infrastructure.



The situation of the regional road network in Ireland is having a significant and increasing backlog of rehabilitation needs. This presents a growth opportunity for any company willing to adopt the new technologies that make road resurfacing projects faster, easier, and deliver better results. **Topcon has the technology you need to deliver immediate results, and the vision to invent the products needed in the future.**



STUDENT OF THE YEAR

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**PLANT & CIVIL
engineer**
PLANT, CONSTRUCTION & QUARRY
AWARDS 2018

WINNER:
MATILDA MAY BEATTIE
SOUTH WEST COLLEGE

L-R: Adrian Logan, Matilda May Beattie & Karol Friel

The FINALISTS: Matilda May Beattie, South West College, Derek Kelly, North West Regional College & Graeme Black, North West Regional College

South West College student Matilda May Beattie becomes our latest 'Student of the Year' for her work during a placement with Lowry Building and Civil Engineering.

Commented the awards judges: "All our finalists achieved a distinction in their year of study, they all achieved over 400 hours of placement and provided an excellent record of their work during their Foundation Years. All had impeccable references. However, on top of the normal duties Matilda May Beattie impressed us on a number of other fronts and is a worthy winner of this award."

During her placement with Lowry Building and Civil Engineering, she worked on the £6.5m NIFRS Logistics Support Centre project on

Boucher Road, Belfast, meaning a 5:00am start Monday to Friday, making a 180-mile round trip each day. She became one of the team immediately, learning and absorbing experience from Director to Operative level, from setting out the building to supporting the Site Manager with essential paperwork.

After being on Boucher Road for a few months, Matilda May was then relocated to LBCE's project at Altnagelvin Hospital in Londonderry which required the construction of two theatres within the existing hospital. The site was surrounded by busy wards and operational clinics throughout the programme and provided a real logistical challenge for Matilda May to overcome.

Matilda was tasked with inducting operatives and visitors and ensuring all strict infection control procedures were followed including the use of infection control overshoes, control mats placed at each entrance, weekly meetings with the hospital staff coordinating both construction and clinical schedules to ensure no conflict. Monitoring of dust, noise and vibration was vital in this high risk, live operational environment and managed to a 'T' by Matilda May and the LBCE team to get the project across the line with no incidents.

Matilda May has recently begun her Undergraduate Civil Engineering degree at University of Ulster, Jordanstown where she is completing this part time whilst maintaining her employment with LBCE.

SPONSORS

Topcon Positioning Ireland celebrated 20 years here in 2018 as the market leading positioning partner for construction, plant and geo-businesses in the whole island of Ireland offering precision technology that delivers increased efficiency across the workflow.

With tailored support across a number of specialisms, including surveying, civil engineering, machine operation, Building Information Modelling and education, Topcon helps professionals to work smarter.

One of its products, the Smoothride paving system, won the 2017 'Innovation of the Year' award. It uses a combination of core Topcon technologies designed to deliver the smoothest surface possible, while efficiently managing the quantity of material for each project.



Jonathan Campbell and Eilish Boyle of Sleator Plant with Breda Friel and Karol Friel of Topcon.



Eamon Kilgallon and Audrey Kilgallon of Haven Hire Kildare, with Debbie Garner and Rupert Douglas-Jones of HAE.



Day Carvill, Ciaran Carvill, Michael Quinn and Eddie Murtagh, with WAC McCandless.



Brian Beattie and Roger Turbull of MAN with Donal Rice of RK Trucks.





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**PLANT & CIVIL
engineer**
PLANT, CONSTRUCTION & QUARRY
AWARDS 2018

**JOINT WINNER:
TOBERMORE**

L-R: Maintenance Engineer Arthur Conlon, Health and Safety officer Gareth Stewart, PJ O'Donnell & Lough Fea Quarry Manager William Paul.

The FINALISTS: Tobermore, Breedon Roof Tile Works, Tinnelly Group, Bradley & Company, EJC Contracts, Lowry Building & Civil Engineering & Shannon Valley Group

Founded in 1942, Tobermore has evolved from a modest sand and gravel business into a world class manufacturer of paving and walling, supplying products for the commercial and domestic markets throughout the UK and Ireland.

The company prides itself on its leading edge technology and the unrivalled quality of its products, and because it is at the heart of its rural community, the majority of its staff have been with Tobermore for a long time, building a level of technical expertise and years of experience that is renowned throughout the industry.

The awards judges were impressed by how

Tobermore has worked closely with the Health & Safety Executive to improve safe working practices, and to provide a safe, environmentally responsible and quality orientated environment for employees, customers and the local community.

Its quarry is nestled in the Sperrin's region right beside the picturesque Lough Fea with its 4.15km walkway which is a haven for the community and tourists alike.

Tobermore constantly review and monitor work practices, procedures, staff training and competency. From quarry face tips and excavation, through to inspection and maintenance of Tobermore's mobile and

static plant, Health & Safety hazard training procedures and Safe System of Works have been written, based on thorough risk assessments to cover most applications.

As an example of its health & safety approach, Tobermore have focused on reducing dust across the quarry, recently implementing the use of cordless vacuum units installed in each mobile plant, while new legislation for complete guarding of return rollers on conveyor systems has also been acted upon, with galvanised mesh being used to completely enclose conveyor systems.

SPONSORS

For over 45 years, Pat O'Donnell & Co. has been supplying the Irish market with the very best of plant equipment including Volvo Construction Equipment, Volvo Penta, Rammer, Sennebogen, Avant, and Thwaites.

Employing a team of Volvo trained service technicians, its partnership with Volvo Construction Equipment began in 1970 and it is as strong today as it was then.

Pat O'Donnell & Co. leads the way in customer support with branches in Portadown, Dublin, Cork and Galway, offering unrivalled parts and service availability in every county in Ireland, helping its customers to maintain both the productivity and profitability.



**PLANT & CIVIL
engineer**
PLANT, CONSTRUCTION & QUARRY
AWARDS 2018

JOINT WINNER:

BRADLEY & COMPANY

L-R: Adrian Logan, Carla McKeveney, PJ O'Donnell & Joe Bradley

The FINALISTS: Tobermore, Breedon Roof Tile Works, Tinnelly Group, Bradley & Company, EJC Contracts, Lowry Building & Civil Engineering & Shannon Valley Group

Bradley and Company is a family owned and managed civil engineering company set up by Patrick J. Bradley in 1984. It has delivered projects across the utilities sector for a large range of clients.

One of the leading deep excavation specialists in Northern Ireland, with a proven track record on all work undertaken, Bradley & Company has grown steadily with over thirty years of dedicated contribution of family members and core management staff.

Quality, integrity and professionalism are the cornerstones of the company which is recognised for its 'hands on' approach. It

employs a wide range of highly skilled staff who are trained for all occupational activities and has an excellent training programme for all employees to ensure they are knowledgeable on the ever changing legislations and laws within the industry.

It 'Work Safe Home Safe' motto is instilled throughout the company, with the number one priority being the safety of employees, sub-contractors and members of the public. "It is essential that our health and safety policies are complied with, ensuring everyone works safe, and gets home safely."

The company recently invested heavily in a custom-built work flow management system

app that has already started to improve operational efficiency. One key component of this system is the measures put in place to ensure best health and safety management across all its divisions: Construction, Civil Engineering, Communications, Utilities, Plant and Haulage and Garage Maintenance.

The app provides full visibility of health and safety standards across all its active jobs and sites and through real time updates, the management team can ensure any possible threats or issues are identified and dealt with immediately before there is time for further threats to occur.

SPONSORS

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engineer**
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Plant Hire Company
of the Year Winners



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CIVIL ENGINEERING COMPANY OF THE YEAR

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**PLANT & CIVIL
engineer**
PLANT, CONSTRUCTION & QUARRY
AWARDS 2018

WINNER: COLE GROUNDWORK CONTRACTS

L-R: Adrian Logan, Conor Cole & Richard Dunn

**The FINALISTS: AG Wilson Civil Engineering, Cole Groundwork Contracts,
EJC Contracts & Lowry Building & Civil Engineering**

Providing a wide range of cutting-edge construction services, with an emphasis on outstanding quality and total reliability, Cole Groundwork Contracts' projects range from infrastructure and regeneration to marine and water industry works.

Recognised for going well above and beyond what one might normally expect of a contractor to get the job done, Cole Groundwork Contracts Ltd was established in 2005, solely as a small team of professionals, providing services to domestic and small commercial building contractors.

It was founded by Managing Director Conor Cole, an ardent advocate of the industry who was named 'High Achiever of the Year' in the 2017 awards.

Initially he operated as a sole trader, before developing it into a Limited Company in 2007 and has since grown the company into what it is today, one with a multi-million pound annual turnover.

The company provide all Groundwork and Civil Engineering services covering the entirety of the UK and Ireland from its offices near Newry in County Down, delivering services to some of the biggest named construction companies in the world.

"We strive to develop a highly skilled workforce, constantly headhunting for management and new people to add to and benefit our organisation. We show great interest in training our staff to offer our clients a niche service within the construction Industry," says Conor.

"Our ultimate aim is to become one of the biggest Civil Engineering companies in the UK and Ireland."

This latest award is one in a series of accolades won by the company in the past year. It was named as the Best Earthworks & Paving Contractor of the Year across UK and Ireland in the Build Construction & Engineering Awards which casts a spotlight on the exceptional and outstanding work undertaken by the world's leading experts.

Conor was also named Ulster Tatler Business Man of the Year and was voted 'People's Choice' in the Business First Top 40 Under 40 Awards.

SPONSORS

Groundforce, named 'Plant Hire Company of the Year,' has been operating in Ireland for over 11 years and during that time has seen profitable and sustained business growth.

Dealing in the areas of excavation support, pipe testing, piling, trenchless technology and temporary bridges, it is a consistent market leader with a commitment to safety, quality, value and reliability.

The company has two sites - in Portlaoise, Co. Laois and Lisburn, Co. Down. The Lisburn depot was opened six years ago to facilitate a growing customer base in Northern Ireland. The result of this investment has delivered an increase in revenue in excess of 250%, and this year turnover has doubled, mainly due to repeat business and a number of significant new accounts.



Patrick Tinnelly, Roisin Franklin, Joanne Campbell, Sarah Tinnelly, Tania Farrell, John O'Meara and Ciaran McConville, with Tinnelly Group.



Brian McDonald, LeFarge Cement; John Bennett, Terex Trucks; Alastair McClintock, Sleator Plant; Stephen Robinson and Alec Robinson of Robinson Quarries.



Con Gallagher, Craig Dean and Eamon McGuckin of Spectrum Employment Solutions.



Colin Doherty of Re-Gen Waste; Tim Armstrong of Pat O'Donnell; and Richard Merriman of Conexpo.



Martin Hanley and David Bonnes of Roadtrucks Scania.



John McAllister, Andrew Maybin, Jeff Haslett, Jonathan Forsythe and John Jenkins, Dennisons JCB.



Nick Taggart and Michael Taggart, Taggart Homes; Gary Coburn, Close Brothers; Drew O'Kane, HSB Hire; and Chris Guilfoyle, Close Brothers.



HIGH ACHIEVER OF THE YEAR

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PLANT, CONSTRUCTION & QUARRY
AWARDS 2018

WINNER:
MARTIN GRAHAM
INNOVATE NI

L-R: Adrian Logan, Martin Graham & Mark Spencer

The FINALISTS: Chris Jackson, Pirtek, Balloo Hire Centres, Bernard Branagan, Branagan Construction, Sleator Plant, Martin Graham, Innovate NI, Strickland MFG & Suzanna Hall, If Consulting

Innovate NI have been supplying the needs of Contractors and Surveyors across the island of Ireland and Great Britain since 2012 when it was first established in a small home office by Martin Graham.

The awards judges praised Martin for what they called his inspirational passion and determination not only for his own goals but that of his customers and business partners. "With incredible product and industry knowledge, and finely balancing a hectic work schedule with family life, he has taken his company to new heights over the last 12 months."

Seamless integration of Geo-Systems, Construction Systems and Machine Control,

accompanied with advanced computer technology, enables Innovate NI to bring a new level of innovation to the archliberal, engineering and construction community. No matter the task at hand, they pride themselves on having the instrument and knowledge to get the job done.

Now firmly established at Antrim Enterprise on the Greystone Road in the town, Martin has taken his customer base to over 300 and has secured distribution rights from global companies such as Leica Geosystems, part of Hexagon.

His excellent business practices have allowed him to maintain healthy connections with these large organisations and as a result his high achievements have not gone unnoticed.

Commented one of his service technicians: "What can I say about Martin? The man is just a credit to this firm, his knowledge is amazing. I came into this job with no prior experience and he has managed to guide me through it all. He gives his life to this job and it's because of the type person that he is that he does so well; customers trust and rely on him"

And says Martin himself: "I pride myself on three things, customer satisfaction, innovation and industry development. Our customers are the lifeblood of this business. As our name suggest we need to seek out new exciting markets and be innovative in a manner that allows us to enter these; without continuous development our industry will never grow. It's an industry I support fully."

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Since it was established in 1977, Hi-Power has developed a strong reputation as a leading, technically advanced, hydraulic solutions provider to a wide customer base.

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Leica BLK360

Finalists for the Innovation of the Year Award



Finalists for the Innovation of the Year Award at the **Plant & Civil Engineer Plant, Construction & Quarry Awards 2018**

The Leica BLK360 imaging laser scanner, which is now available in the U.S. and Europe, creates a 360°HZx300°V full-color HDR spherical image overlaid on a millimeter accuracy point cloud.

Laser scanning range is 60 meters. Image capture, laser scan, data filtering, and transfer to an iPad takes approximately 2-3 minutes with the on-the-fly app.



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AWARDS 2018

WINNER:
CREAGH CONCRETE

L-R: Martin Graham and Sean Kerrigan of Leica GeoSystems present the Specialist Contractor of the Year Award to Connor McCloy, Lisa Neill, Conrad Mallon and Sean Rocks of Creagh Concrete.

The FINALISTS: Aquila UAS, Cole Groundwork Contracts, Creagh Concrete, Rocblast, Shannon Valley Group, Tinnelly Group & Trueline Surveys

Established in 1976, Creagh Concrete has grown to become one of the largest and most innovative producers of concrete products for a diverse range of market sectors throughout Ireland and the UK including construction, civil engineering, house building, gardening and agricultural.

The company operates from its head office in Toomebridge, with bases in Ardboe, Dunloy, Draperstown and Magheraglass and also at Nottingham and Edinburgh.

As Specialist Contractor of the Year, Creagh Concrete has developed a new system that delivers robust traditional style construction with the speed of a modular build and which allows for early access for follow on trades.

This innovative fast track offsite crosswall build is called 'Rapid-res' and one example of its use is the recent utilisation in a 22-storey, two block residential building in Birmingham.

'Rapidres' has been described as a good example of a structural cross wall design, which is ideally suited to multi-storey projects where the layout is replicated consistently across each floor. While most projects will have variation of layout in mixed use spaces on the ground floor, this is routinely dealt with by the use of a structural podium which forms the base for the offsite structure.

Creagh Concrete was responsible for the design, manufacture, delivery and installation of all members of the precast concrete frame

and façade for the Birmingham project. The frame consists of exposed aggregate external sandwich panels, crosswalls, staircores and hollowcore flooring.

Precast concrete had always been the material of choice for the frame construction and cladding due to the robustness it offers. Creagh delivered and installed the frame panels, acid-etched finished architectural cladding units for the facade, balconies and floor slab.

It celebrated the topping out of the two buildings on 28th September 2018 - almost a year to the day from the first panel was delivered on site.

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Known for best-in-class products and innovative solution development in a diverse mix of industries and with Innovate NI as their sole Northern Ireland distributor, Leica Geosystems has set the benchmark of new technologies and innovations with the recent launch the award winning BLK360 which brings together exclusive technologies to deliver outstanding performance, all while simplifying the process of 3D image laser scanning and reality capture.

Prior to this innovation, laser scanning could only be performed by highly skilled professionals with a knowledge of surveying. The BLK360, winner of the 'Innovation of the Year' award, starts with a single button press. Until now, laser scanners were bulky and heavy. The miniaturised 3D imaging laser scanner cuts the cost of entry into laser scanning by 50 per cent and is the smallest and lightest imaging laser scanner ever made.



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INNOVATION OF THE YEAR

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PLANT, CONSTRUCTION & QUARRY
AWARDS 2018

WINNER: **LEICA GEOSYSTEMS** - BLK360 IMAGING LASER SCANNER

L-R: Martin Graham, Sean Kerrigan & Conor Cole

The FINALISTS: Pirtek, Leica Geosystems, Bradley & Company, Kinshofer, Creagh Concrete, Topcon, All Machines Plant Diagnostics & Mecalac

Revolutionising the world of measurement and survey for nearly 200 years, Leica Geosystems is part of Hexagon, a global leader in digital solutions.

Known for best-in-class products and innovative solution development, professionals in a diverse mix of industries, such as civil engineering, surveying, safety and security, construction and manufacturing all trust Leica Geosystems with their geospatial data.

The award was for its Leica BLK360 imaging laser scanner which was first unveiled in November 2016. Leica Geosystems engineers combined an imaging system, angle and distance sensors, and created software to produce a new category of 3D reality capture sensors. The one-button BLK360 allows anyone who can operate an iPad to create a 360-degree image over a precise 3D point

cloud. The BLK360 streams images and point cloud data to an iPad. The iPad app filters the data and moves it along the workflow in real time. Specialty apps like Autodesk® ReCap™ Pro enable the point cloud data to be output to a number of CAD, VR and AR applications. This combination of BLK360 and Autodesk software dramatically expands access to the reality capture process.

Burkhard Boeckem, CTO at Leica Geosystems, said of the product: "The BLK360 brings together exclusive technologies to deliver outstanding performance, all while simplifying the process of 3D image laser scanning and reality capture through the touch of a single button. This has enabled us to create new opportunities for scanning experts and introduce entirely new audiences to laser scanning while uncovering possibilities that

were previously unimaginable."

Prior to this innovation, laser scanning could only be performed by highly skilled professionals with a knowledge of surveying. The BLK360 starts with a single button press. Until now, laser scanners were bulky and heavy. The miniaturised 3D imaging laser scanner cuts the cost of entry into laser scanning by 50 per cent and is the smallest and lightest imaging laser scanner ever made.

Not surprisingly, perhaps, it has won a host of other awards. These include the 2017 iF Design Award, one of the world's most prestigious design awards, the 2017 Geospatial World Innovation Award, and the 2017 Red Dot Product Design Award. It also was named Product Innovation of the Year at last year's London Construction Awards and at the 2018 ICE Awards Ireland.

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Cole Groundwork Contracts are one of the UK and Ireland's fastest growing groundworks and civil engineering companies providing services to some of the biggest named construction companies in the world.

Winner of the 2018 Civil Engineering Company of the Year, Cole Groundwork Contracts provide a wide range of cutting edge construction services with an emphasis on providing outstanding quality of service, total reliability and first class value for money. Its founder, Conor Cole, won the High Achiever of the Year award in 2017.



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AWARDS 2018

WINNER: LOWRY BUILDING & CIVIL ENGINEERING

L-R: Adrian Logan, Jonathan Campbell, Angus Emery, Ian Lowry & Paul Macpherson

**The FINALISTS: Creagh Concrete, Cole Groundwork Contracts,
Lowry Building & Civil Engineering & AG Wilson Civil Engineering**

Lowry Building & Civil Engineering Ltd has a long-established history stretching back to 1961 when the company was originally founded in Castlederg, County Tyrone. Since then company has grown steadily to become one of the leading contractors in Northern Ireland.

This winning project involved the construction of two highly specified surgical theatres at Altnagelvin Hospital in Londonderry.

The high risk project was completed in a 'live' hospital environment bounded by operational wards and busy clinics. The confined site location caused restricted staff access and required strict infection control procedures to be implemented and monitored

over the contract duration.

No material delivery was permitted through the hospital; all had to be safely craned in overhead, using out-of-hours scheduling, to prioritise the needs of the Western Health and Social Care Trust and its patients.

Under ISO14001 Accreditation procedures, LBCE meticulously monitored its environmental performance, proactively reusing and recycling 95% of waste.

With a number of interface points in this 24/7 facility, LBCE faced a major task in managing the public impact. Driven by the company's Site Manager and Public Liaison Officer, all efforts were made to not only protect the public but to

keep them informed of progress with frequent updates. Regular meetings were held with all departments surrounding the site, providing a platform for discussion and input into the planning of works, essential in ensuring all clinics and appointments could proceed safely and works could progress to meet programme restraints.

The project was shortlisted under the Healthcare Infrastructure Category in this year's CEF Awards, but it was another LBCE project that picked up an award on the night - the Construction Fit Out Award for the refurbishment to Belfast's newest pub, The Doyen, which was formally called the King's Head.

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It's been another exciting year for Mecalac Construction Equipment UK Ltd as they celebrated 65 years of dumper manufacturing. They have a clear goal - to lead the compact equipment market - and they're committed to achieving it through a comprehensive strategy of investment, expansion and a strong dealer network.

A prime example of dealer excellence is Sleator Plant who set the benchmark for industry leading services in the North of Ireland and who have embraced the new features and ventures launched by Mecalac this year as part of their own strategy to meet the demands of construction professionals in the North of Ireland.



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CONSTRUCTION COMPANY OF THE YEAR

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**PLANT & CIVIL
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PLANT, CONSTRUCTION & QUARRY
AWARDS 2018

WINNER:
**MASCOTT
CONSTRUCTION**

L-R: Adrian Logan, Mark Hanna & Gary Coburn

**The FINALISTS: Branagan Construction, Cole Groundwork Contracts,
Lowry Building & Civil Engineering, Mascott Construction & AG Wilson Civil Engineering**

The awards judges said they were impressed with Mascott Construction's blue-chip client base and award-winning projects, adding that it was 'a young company that has come a long way in a short period of time, and boasting a spotless Health & Safety and environmental record.'

The company employs 20 direct members of staff and conducts new-build and refurbishment construction projects for customers from the commercial, industrial and residential sectors.

Operating out of headquarters on Heron Road in Belfast, it is headed up by Chief Executive Officer Gareth Loye who has adopted a

'hands-on' management approach. He was recently recognised for leading the company to rapid growth, having been named Scale-Up Entrepreneur of the Year at the Great British Entrepreneur Awards 2017.

Although only having established itself just two years ago, Mascott Construction has already completed a large number of flagship projects for many bluechip companies across the UK and Ireland, including Randox, Tayto, Mount Charles and Firstsource, as well as being heavily involved in the major redevelopment of the former BHS unit in Belfast.

To date, most of the company's projects have

been centred on Belfast, but this New Year, the company's plan is to expand its activities beyond the city across Northern Ireland, before exploring other contract opportunities in the Irish Republic.

The company is rightly proud to have accomplished so much in such a short time; indeed, its success has been hailed as a "rare, bold and unique achievement," and as the awards judges commented, it is a deserved winner of the 'Construction Company of the Year' title.

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AWARDS 2018

WINNER:
VINCENT MURPHY
FORMERLY OF READYMIX

L-R: Adrian Logan, Colin Murphy & Justin Carrigan

The FINALISTS: Pirtek, Leica Geosystems, Bradley & Company, Kinshofer, Creagh Concrete, Topcon, All Machines Plant Diagnostics & Mecalac

Always a highlight of our awards evening, the time when we honour one of the many stalwarts and kingpins of our industry, and this special recognition award goes to a man who has dedicated his long career to the industry in a variety of roles within Northern Ireland.

Retired Readymix General Manager Vincent Murphy has been described as a gentleman of the highest order, with a career that stretches back almost half a century and includes successful periods with RMC and subsequently Readymix plc.

A father of two, he started off as a sales representative with the concrete side of the business, progressing to be Sales Manager of the aggregates division before becoming joint General Manager with Readymix. He has been described by one of his former colleagues there as 'an excellent individual' who was conscientious and always had the best interests of those who worked alongside him.

Other former work associates describe him as 'a decent, mannerly, dedicated, focused and diplomatic' man who was also recognised as a good 'deal maker.' He always had an eye for a

bargain, and still does.

A member of the Northern Ireland branch of the Quarry Products Association and a past president of the Institute of Quarrying, a role in which he served for two years between 1994 and 1996, Vincent, who lives with his wife Sheila in Downpatrick, still takes a keen interest in the industry.

As one of his friends said, the first thing you need when you retire is to find something to do, and he has done just that. Despite his retirement a few years ago he still works part time in sales and as a consultant.

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Plant & Civil Engineer is the leading magazine of its kind in Ireland, focusing on the Construction, Quarrying and Civil Engineering industries, and is now in its 27th year.

Published in association with QPANI and the Chartered Institution of Highways & Transportation (NI), every issue contains current industry news, view from the cab, hire news, civil engineering, company profiles, products news and editorial contributions by the Chartered Institution of Highways & Transportation (NI), QPANI, and HAE (Hire Association Europe).

Key editorial topics focus on factual news, developments and trends within the industry, new legislation directly affecting Irish business, corporate events, developments and achievements, industry directives, concerns and general business information on local and national issues.



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SLEATOR PLANT & GENIE POWERING AHEAD ACROSS THE ISLAND OF IRELAND

Sleator Plant, together with customer MW Hire in the Irish Republic, has enjoyed a highly successful year with the Genie brand, and 2019 has already got off to an impressive start.

It was back in 2016 when Newtownabbey based Sleator Plant was awarded the Genie dealership in the Republic of Ireland to complement its activities in Northern Ireland and since then it has established an excellent working relationship with MW Hire, which is headed up by Matty Walsh.

Comments Jonathan Campbell, Sleator Plant's dealer principal: "By meeting Matty and his team we quickly came to understand exactly his and his customers' requirements and our relationship has successfully progressed ever since.

"As a forward-thinking rental company, MW Hire has always placed forward

schedule orders with Sleator Plant. However, there have been occasions whereby Sleator Plant has been able to support ad-hoc purchases due to extensive Genie stock availability at our premises in Mallusk."

Last year, Sleator Plant delivered 60 Genie telehandlers to the County Kilkenny headquartered company which also has another depot in Wexford, and so far this year another 30 units are due to be delivered in the next couple of weeks.

"We have been steadily growing Genie's market share in Northern Ireland," says Jonathan. "We have several large customers who continue to offer repeat business and our new customer base is expanding also. However, the ROI market has really taken off since 2016 and is a strong territory for Sleator Plant."

Sleator Plant team are very ambitious and continually seek ways and means to give the customers exceptional service. We've had tremendous success over the past four years and wish to build upon that success in the years to come."

Jonathan Campbell
Sleator Plant's dealer principal



Industry Leaders

So from what sectors is that growth coming? "Growth has come from facilities management companies and contractors. The traditional Sleator Plant customers within the rental sector have also placed significant orders with Sleator Plant, too. With the increased awareness over H&S policies, we feel there is massive growth in all sectors in the years to come. We're just pleased to be representing the industry leader in NI and ROI."

What's the appeal of the Genie brand? "Whenever someone purchases a Genie machine, they can feel extremely confident in their acquisition. They will have little or no downtime, parts availability from Sleator Plant is next day and when they seek to trade the machine in or sell it privately, most are pleasantly surprised at the residual value of a Genie machine which far exceeds that of any other manufacturer. Genie stands for reliability, exceptional quality and high residuals – pretty much everything a customer wants when making a capital expenditure decision."



The recent introduction of the new European Standard EN1459 for telescopic handlers has seen Genie incorporate new design features in its GTH2506 and GTH3007 compact machines that significantly improve the operator experience.

"Operators tell us that they are pleased with the improved safety functionality; Genie, of course, have always led the way with their H&S philosophy and have adapted to ensure operator comfort is never compromised."

New Developments

Are there any new developments on the way? "Genie have some exciting new developments. They will continue to roll out the XC-range (Xtra Capacity) which offers greater capacity and weight in their boom lifts and has been received very well from our customer base.

"Genie will also have a new 13ft (GS-1332) micro scissor lift that I believe will be a huge commercial seller for Sleator Plant; many of our customers simply do not require the 19ft scissor lift for the majority of their jobs plus the price will be very attractive to the customer. This will be launched at Bauma in April and ready to buy from then onwards.



"Further to that, the brand is introducing more bi-energy and hybrid scissor lifts and boom lifts. Mind-sets in terms of energy are evolving and the environment is at the centre of national, regional and urban political debate. Regulations regarding CO₂ emissions and noise are becoming much stricter and soon many cities will

no longer allow the use of diesel engines. With the Genie Hybrid, new generation All Electric and Bi-Energy aerial work platforms they have decided to stay ahead of the competition. Genie Blue is your new Green

Promising Future

So, what is the year ahead looking like? "We're very optimistic about the year ahead. We have several multi-orders placed by customers both in NI and ROI, plus we have placed our largest stock order with Genie to satisfy the growing appetite of our customer base. The stock order will be delivered throughout Q1 and into Q2," reveals Jonathan.

"We have developed a hugely successful relationship with Genie that enables us to have first pick on stock and due to our volume purchasing power we have been able to negotiate fantastic pricing from Genie and this is passed onto our customer base.

"Sleator Plant team are very ambitious and continually seek ways and means to give the customers exceptional service. We've had tremendous success over the past four years and wish to build upon that success in the years to come."

telehandlers

High Profile Sales & New Supply Arrangement Underpins Merlo Growth Prediction

A number of recent high-profile sales – some to operators already familiar with the brand – and a new supply arrangement have encouraged its distributor in Ireland, McHale Plant Sales, to revise upwards its Merlo telehandler sales prediction for 2019 and beyond.

Notable recent sales have seen a Merlo 45.21 MCSS Roto model being added to the fleet operated by building, civil and marine engineering contractors, L&M Keating, a company ranked as Ireland's single largest Merlo user.

Another well-known name opting for Merlo is Irish-based civil works contractor, NRS who has added a Merlo 40.30 MCSS Roto with 4-tonnes lift and 30 metres reach to its fleet. With operations here and in on mainland UK, NRS has a notable



Ireland's single largest Merlo user, L&M Keating, has boosted its telehandler fleet with the recent addition of a new 45.21 MCSS Roto.

reputation, particularly in the field of wind turbine installation.

An emerging area of interest for McHale Plant Sales is the waste processing sector in

which leading Dublin-based recycling specialist, Thornton has purchased a Merlo TF50.8 model, fitted with a bucket and grab for use in its waste

handling operations. Other recent deals include a P40.17 to Raven Mobile Homes and two P40.17 units to John Somers Construction in Wexford.

Supporting McHale Plant Sales' growth prediction is a new supply arrangement that will see future Merlo sales coming directly from their manufacturing plant in Italy. Replacing the via-UK arrangement that operated previously, the effect will be to shorten product ordering and delivery lines and bring customer care issues correspondingly closer to source.

Another factor that encouraging McHale to set new objectives for the brand in Ireland is the market topping position that Merlo holds in Germany, Canada, Australia, Finland and Italy.

In Ireland, its two-pronged appeal amongst building and construction buyers, and within the agricultural contracting and farming community underpin what company director, Michael McHale says: 'is the brand's excellent' residual value and feedback that describes it as 'a driver's machine'.

Contractor Acquires Compact Bobcat Telehandler for Recycling and Handling Work on Site

C & AJ Marshall Builders Ltd, based in Leeds in West Yorkshire, has purchased a new compact Bobcat TL30.60 telehandler for housebuilding projects, to carry out lifting and loading work and for handling recycled construction, demolition and excavation materials to be reused on site. The new TL30.60 is backed by the three year/3000 hour warranty that is standard for all models in the Bobcat rigid frame telehandler range.

Ben Marshall, owner of C & AJ Marshall Builders, said: "We are very impressed with the new Bobcat telehandler. It complements the larger telehandlers we also run on our sites which are designed more for lifting rather loading. The new Bobcat TL30.60 is now a core component of the turnkey contracts we offer clients – covering everything from demolishing existing buildings, recycling as much as possible for use on site to building the new properties and handing them the keys at the end."

In the turnkey contracts available from C & AJ Marshall Builders, debris from demolished properties is sorted and with the sand, stone and aggregates dug from the site is fed by the TL30.60 into a compact crusher screen, from where it is stockpiled by

the telehandler for reuse on the site. The TL30.60 combines this with other work such as the unloading, moving and lifting of pallets of bricks and other building products from trucks visiting the sites.

Extra Power

Powered by a Bobcat D34 Stage IV engine with an output of 74.5 kW (100 HP), the TL30.60 at C & AJ Marshall Builders offers more power and a higher maximum travel speed of 40 km/h.

Ben Marshall continued: "We purchased the AGRI version of the TL30.60 telehandler, with a number of additional features providing higher comfort and productivity. The new Bobcat telehandler is fully road certified so that it can be driven quickly between sites to do different work. The boom suspension system is a really useful feature for travelling on the roads, keeping the boom stable and preventing it from bouncing over bumps."

Described by Bobcat as a compact productivity model, the TL30.60 provides a maximum lifting capacity of 3 tonne, a maximum lift height on its 24 inch tyres of 5.9 m and a maximum horizontal reach of over 3 m.

Like all new generation TL models from Bobcat, the TL30.60 offers several other higher



comfort and productivity features, including Power Lift, an efficient lifting technology that optimises the use of hydraulic flows between telescopic boom cylinders to increase the lifting capacity; an automatic parking brake for enhanced safety and operator convenience and Boom Cushion Retract, that automatically slows down the boom speed when the boom is nearly fully retracted or at min/max angles, increasing safety and operator confidence.

The TL30.60 also offers a number of tried and tested smart operating features as standard – the SMS (Speed Management System), which allows the travel speed to be adjusted independently of the engine speed; the SHS (Smart Handling System), which allows the speed of the boom movements (lifting, telescoping and tilting) to be adjusted, depending on the type of work being carried out; AFM (Auxiliary Flow Management), which allows the hydraulic output to be adjusted to match attachment requirements and to set a continuous flow and the FCS (Fast Connect System), which provides quick and easy interchange of hydraulic attachments via an integrated pressure-release system.

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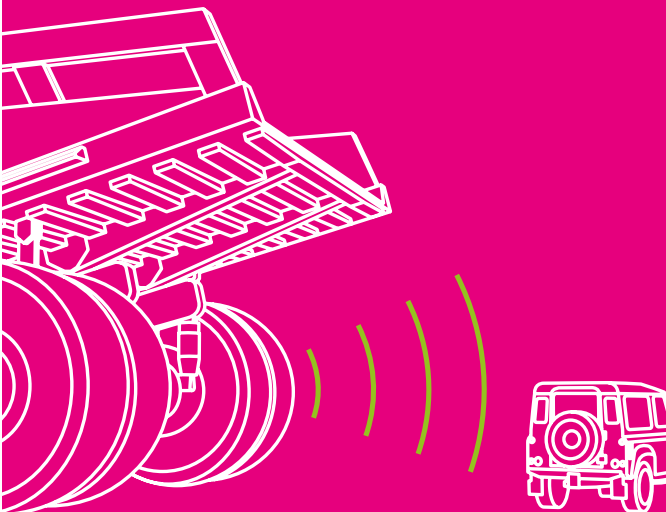


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Groundforce Shorco launch the largest proprietary strut on the market



Groundforce continues to lead the way when it comes to introducing innovations in excavation support equipment, with the launch of the MP750 and hydraulic nut technology.

Designed by Groundforce's in-house engineering design team, the MP750 is the largest proprietary strut on the market and capable of resisting working loads of up to 750 tonnes. The strut connects directly to the Groundforce 1220mm diameter Super Tube extensions.

The integral hydraulic ram combined with the twin mechanical screw jacks provides simple installation and fail-safe security.

With a high resistance to buckling, long spans up to 50m are possible, without additional restraint. As with all Groundforce propping systems, the MP750 is quick to install and remove compared to structural steel, site-fabricated solutions.

Groundforce are recognised as the market leader in the supply of equipment and complex propping

solutions to some of the UK and Europe's largest construction projects. This new addition to Groundforce's portfolio will further benefit contractors working on projects that require heavy-duty ground propping.

The MP750 can be used with the Senceive load and data monitoring system, ideal for observational methodology. It also employs Groundforce's latest hydraulic nut technology. Acting directly behind the locking screws, the hydraulic nuts offer the ability to both pre-load the MP750 strut to a high level on installation as well as providing a safe and controlled means of releasing the strut under residual load. Without this technology, traditional mechanical systems can be problematic to remove under load.

The nuts require a dedicated high-pressure hydraulic actuation system. Installation and removal operations are supported by Groundforce's experienced site assistance teams.

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Four Mile House, Co. Roscommon.

Featured Model: SK230SRLC-5



SPECIALLY MODIFIED KOBELCO EXCAVATORS BRING BOGLANDS BACK TO LIFE

Two modified and specially engineered Kobelco SK75SR-3 excavators are being utilised by Bord na Móna as part of an ambitious plan to rewet thousands of hectares of bogs across Ireland. The machines are being used to block decades old drains on the bogs, causing them to rewet and start growing again.

The Kobelco SK75SR-3 machines, supplied by dealers McSharry TRACK, are being deployed at locations in Longford and Tipperary.

Speaking on Clonwhelan Bog, near Edgeworthstown, Co Longford, Bord na Móna Ecologist David Fallon said: "These machines are like massive bog defibrillators, giving them the push they need to start living again. Their arrival here is a massive boost to the task of blocking the drains that will raise the water levels and rewet the bog.

"Once the bog is wet the live mosses which build the bog will return in force. In locations like this when the live mosses are active again the bog can return to being a carbon sink. We hear a lot about the effectiveness of rainforests in this regard but Irish bogs can be just as effective in drawing down and storing carbon.

"These rehabilitated bogs also have the immediate benefit of providing new habitats for rare Irish flora and fauna. We have 162 hectares of bog here that once rewetted, we hope will become a habitat for a number of precious species including the Curlew."

Bord na Móna has progressed the rehabilitation of over 700 hectares of cutaway bog in the past year, adding to the 15,000 ha of bog already rehabilitated by the company which has outlined a

target of at least 10,000 hectares to be rehabilitated in the coming decade.

Innovative Engineering

In assessing the Kobelco SK75SR-3 excavators, Bord na Móna determined that the ground bearing pressure of the machines on 450mm steel pads was almost 6psi, but its requirements to work on undrained bogland is to have a ground bearing pressure of 2psi or less for any machine in order to be able to traverse most areas; this figure is widely recognised as an industry standard where operations are carried out on fragile eco systems and marshes. To put it in context an average person has a bearing pressure of approximately 8psi.

To achieve the desired ground bearing pressure it was necessary to first remove unnecessary equipment, so the blade was removed. This alone would be nowhere near enough to achieve the





required ground bearing pressure required. Taking the weight of the stripped machines it was a simple calculation to work out what area of track was required in order to achieve the desired results. A formula was devised to take account of the additional materials required, such as track pads and rollers and the key numbers were input.

As a result, the machines were placed on 1300mm wide track pads and the length of the track on the ground was to be lengthened from 2.2m to 2.9m, giving an overall area on the ground of 7.5 square metres. With wider and longer track pads, additional rollers and track guides were required, with all the modifications being carried out by Mooney Engineering, based at Shannonbridge in Co. Offaly, and overseen by Bord na Móna's engineering department.

The overall weight of the modified machines was calculated at 10.6 tons - a full 2.5 tons heavier than the original plated weight. The result was a machine operating at 13.8 kPa or 2.0psi.

Commented Niall McSharry of McSharry Bros: "Considering we are reading so much about the impacts of climate change right now, this is a very positive project to be part of. Bord Na Móna offer great support to rural-based businesses - that includes ourselves and Mooney Engineering on this project.

"The engineering team at Bord Na Móna have the greatest expertise in terms of equipment working in bogs. So we are delighted to see Kobelco's SK75SR-3 make a positive contribution to the bog rehabilitation project and in turn to the environment, which is so important."

Key Features

Key features of the high performance Kobelco SK75SR-3 include low fuel consumption and excellent operator comfort, thanks to a spacious cab that is best in class, essentially the same as the SK140SRLC-5.

It also has Kobelco's proprietary iNDR (integrated Noise & Dust reduction) as standard; the dust filter is made of fine that sits in front of the cooling radiators and is easy to remove and clean.

Sustainability Objectives

The ongoing project on which the two Kobelco SK75SR-3 are deployed is part of Bord na Móna's strategy that represents the biggest change of use involving Irish land in modern history.

Some 125,000 acres of bogland that are now being used to provide energy peat to three power stations will transition to new uses by 2030 when the company will no longer harvest energy peat and will have completed its move to new sustainable businesses, located across its bogs and landholding.

The new sustainable businesses and activities will include Renewable Energy development; Domestic fuels; Biomass Development; Resource Recovery; Horticulture; Eco-tourism; and Community amenity.

Commented Chief Executive, Tom Donnellan: "Decarbonisation is the biggest challenge facing this planet. For Bord na Móna it presents both a serious challenge and a national opportunity. By accelerating the move away from peat into renewable energy, resource recovery, and new businesses we are supporting national policy and seizing the opportunity presented by decarbonisation.

"Standing still is not an option for Bord na Móna. We are embarking on a transition phase now which will see us become a leading provider of renewable energy on the Island of Ireland by 2026, a leader in high-value recycling and provider of a range of new low carbon goods and services. Allied to all of this, a key focus of our decarbonisation plan is ensuring that Bord na Móna remains a very significant employer in the Midlands of Ireland for the decades to come."



view from the cab

MC GEE GROUP BUYS BESPOKE LIEBHERR FOR DEMOLITION PROJECT

Working on London's Park Royal project for the HS2 Skanska, Costain, Strabag (SCS) joint venture team, McGee Group is undertaking the large-scale demolition of a range of industrial and office buildings on a section of the Bethune Road industrial estate that will be excavated to become the Victoria Road Crossover Box.

Site limitations precluded the use of large machinery at this stage of the project and it was down to three of the company's Liebherr excavators to begin clearing the buildings. Two of the machines were demolition specification R 922s and the third machine was a bespoke machine: the first 12 m high reach built on an R 926 Compact base machine.

When McGee Group was looking for a dedicated smaller high reach machine to undertake demolition works within space-restricted inner-city locations such as this one, there was no suitable machine available on the open market and the company entered into discussions with Liebherr-Great Britain.

After a technical meeting at Liebherr's manufacturing facility in Colmar, France, which specialises in bespoke solutions for Liebherr customers, Liebherr's engineering team built a bespoke machine for McGee Group.

Using the base of an R 926 Compact, they removed the standard excavator front end and replaced it with a two-piece boom and dipper capable of giving a pin height of 12 m and of running



a work tool with a weight of up to 2.5 tonnes. The boom configuration comprises a 7.8 m main boom with a 5 m dipper stick. An underslung dipper ram allows the machine to be reduced in height for transport and for accessing tight locations if and when required.

A full range of additional hydraulic services has also been included to allow for a variety of attachment options to be fully utilised. A full ROPS and FOPS demolition cage has been specifically fabricated and tested for the R 926, which has a slightly shorter cab than the standard counterweight machines.

view from the cab



The R 926 Compact base machine weighs up to 28 tonnes depending on the specification. McGee Group's adapted version weighs in excess of 29 tonnes thanks to the heavy-duty construction. Fitted with a fuel efficient and emissions compliant 175 HP diesel engine, the excavator is ideally suited to working in city centre locations. The cab interior is as standard apart from the addition of a James Fisher Prolec system that has been designed to manage the Liebherr's working envelope with both a visual and audible signal alerting the operator if they reach the safe working limit.

A steel framed industrial warehouse of one and a half stories with brick cladding was the first building being cleared on the site. Operated by Tom McGee and equipped with a Demarc shear, the R 926 was used for a multitude of jobs including dismantling the steel framed structure and the secondary processing of steel once it was on the floor. After having used it for just a couple of days, Tom commented: 'It seems to be a very good machine. It's typically Liebherr: very well built and will be great for jobs like this.'



Tom McGee

excavators

Kobelco strengthens its demolition and vehicle dismantling range

Following the introduction of the SK210D in 2016 and the recent unveiling of the SK350DLC-10, Kobelco Construction Machinery Europe B.V. (KCME) has launched the SK140SRD – the manufacturer's smallest machine designed for the demolition and recycling sector.

Despite its smaller size, this machine is borne from 40 years of innovation and development in automotive dismantling and incorporates many of the same features as the larger models.

Around six million vehicles reach the end of their useful lives in Europe each year, but they still have a significant value as a source of spare parts. Modern vehicle recycling attempts to be as cost-effective as possible, but with strict EU directives on reuse/recovery and reuse/recycling targets, auto dismantling yards also need to consider the environmental impact of their processes.

Since launching its first automotive dismantling machines in Japan in 1979, Kobelco has continued to focus on developing the best possible equipment to aid the recycling and reuse of vehicles and vehicle parts. As a result, Kobelco's dismantling machines are renowned for their high performance, reliability and efficiency, and the all-new Kobelco SK140SRD also promotes lower fuel consumption, lower noise and a significant reduction in CO2 emissions.

A typical passenger car is made up of around 65% steel and iron as well as copper fibres, glass and plastics meaning that at least 95% of the car's total weight can be recycled or reused. The SK140SRD has been specifically designed to strip a vehicle of these reusable parts safely and can deliver up to four times the vehicle dismantling capability when compared with hand dismantling for increased productivity and reduced labour costs.

The machine's hydraulic clamp arms hold a vehicle's body securely in multiple positions to provide maximum access for complete dismantling. Its teeth can be used to separate transmissions from engine blocks, the puller can remove circuit boards and the anchor can bend long objects easily. The machine's heavy duty nibbler provides maximum gripping, holding, twisting, breaking and pulling power while it is also nimble enough to perform delicate and precise separation of parts.

The SK140SRD's environmentally friendly engine seeks to reduce NOx emissions by around 88% compared with previous models, thanks to the fitting of a Diesel Oxidation Catalyst (DOC) and Selective Catalytic Reduction (SCR). This combination also helps to promote high power and low fuel consumption. In addition, the inclusion of Kobelco's innovative Integrated Noise and Dust Reduction Cooling System (iNDR) helps

to reduce noise while eliminating dust and cooling the engine to maintain peak operating performance and minimise downtime.

Demolition and recycling job sites require tough machinery to withstand the challenging conditions, so durability and longevity was a priority in the development of the SK140SRD. The machine has a reinforced frame and specially designed swing areas due to the heavier counterweight, which is used for increased stability, and clamp arms. In addition, thick steel plates have been added to the HD arm and boom to resist twisting. A rock guard has also been added to the end of the arm to further reinforce it and protect it from damage.

Another important safety feature on the SK140SRD is the new cab interference prevention system, which sounds an alarm and prevents the machine from allowing the working tool to come into contact with the cab during operation. The machine is also equipped with rear and right view cameras, loudspeaker system and bright, long-life LED lights for increased visibility on site.



Engcon Introduces New Cable Bucket For Larger Excavators

When equipped with an Engcon tiltrotator, it is becoming increasingly common for 30-ton excavators to perform work previously accomplished by smaller excavators or, as the industry calls them, service machines.

The enhanced reach and capacity of the larger machines, when coupled with the additional flexibility and dexterity that comes from a tiltrotator is increasing the demand for the larger machines. But making larger equipment do the work of smaller machines creates a need for suitably sized special purpose attachments.

To meet these demands, Engcon has introduced the CB29 Cable

Bucket, designed for excavators in the 27-31 tonne range.

The launch of Engcon's new CB29 cable bucket will bring many benefits to both customers and contractors.

"We know that customers do not always want to pay the shipping and hours required to rent multiple machines. Perhaps they primarily need a bigger machine for a larger construction project or roadwork. But they may have a brief need for smaller equipment. If our customer can get more hours out of one machine, it's win-win," says John Lundqvist, Product Developer at Engcon.

"A 30-tonne excavator begins a construction or road project, but then often sits idle waiting for

material delivery. With the new bucket attachment, it can be used for other purposes such as grading, cable excavation and more. And with little or no standby time, it can still be less expensive to use the 30-tonner than to ship a second machine to the job site."

He added: "We do not think this concept will replace the 15-20 metric tonne class service machines, which are often wheeled excavators, since they are so flexible. But our customers see CB29 as a good complement to use when an opportunity arises."



Engcon's CB29 cable head is heavily built and reinforced with high-strength wear and cutting steel in quality up to 500 Brinell. The CB29 can be fitted with a top bracket to fit any hitch system but it comes with S70, S80 and S2 brackets as standard.

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view from the cab

LATEST HITACHI ZX225 IMPRESSES OPERATORS AT SHANNON VALLEY

The Shannon Valley Group is recognised as one of the largest Civil Engineering and Demolition contractors in Ireland. It probably is also one of the biggest users of Hitachi machines, with around 50 in its current fleet, including a ZX225USRLC-6, which is one of the most versatile Hitachi medium excavators, thanks to its short-tail swing. Plant & Civil Engineer's David Stokes has been getting the view from the cab.

Based at Donabate, County Dublin, the Shannon Valley Group has evolved since 1991 to become a major player in the industry, taking its knowledge and experience across Ireland and during that time it has assembled a comprehensive array of plant and equipment; indeed, it has one of the largest construction fleets in Ireland.

The company, founded by sole trader Michael English, celebrated its 25th anniversary in 2016, and today the current team of employees is headed up by Michael's three sons, Mick, David and Dermot.

Its fleet of Hitachi machinery includes a wide range of Zaxis-5 and -6 excavators, and ZW-6 wheel loaders, but it is the ZX225USRLC-6 that we are focusing on.



The Shannon Valley Group says it has continued to buy Hitachi machines, 'because the whole range is strong, particularly the large excavators for their durability and reliability.' Indeed, many of its operators prefer Hitachi excavators, because, in their words, 'they are smoother to operate and more precise than other brands.'

Another big bonus, as Plant Manager Andrew Lenihan pointed out is the fact the company has an excellent working relationship with Hitachi dealers TBF



Thompson. "The support and back-up we get from TBF Thompson is second to none."

Versatile

A particular attraction of the ZX225USRLC-6 for the Shannon Valley Group is its versatility. Its short-tail swing enables it to fit into confined spaces, which makes it suitable for a wider variety of job sites than the standard 21-tonne model, including road construction and demolition, as well as forestry. Its compact dimensions are combined with a powerful lifting force and good stability.

Because the innovative ZX225USRLC-6 benefits from unique Hitachi technology, specially developed for Zaxis-6 medium excavators, it also delivers a high level of performance and greater fuel efficiency.

Great flexibility is provided by the rotary tilt and tilt modes which are included within the attachment support system on the ZX225USRLC-6. These and nine other modes can be registered on the monitor for the easy fitment of attachments to increase versatility. The ZX225USRLC-6 is equipped with two extra spools in





the control valve. This increases versatility by making it easier to install attachments that require multiple, large volumes of oil and on two-piece boom models.

Spacious Cab

"I hear nothing but good things about the Hitachi from our operators," says Andrew. "They particularly like the cab; despite the short tail swing, there is plenty of space for the operator to make his working environment very comfortable."

Among the cab's many features are a fully adjustable seat, easily accessible and user-friendly controls as well as a large seven-inch multi-function LCD monitor which provides a wide range of useful technical information. With multi-lingual support in up to 32 languages, it enables operators to check the machine's status and settings at a glance.

There is also an advanced music system incorporating an AM/FM radio, accessible from the monitor, and an auxiliary socket

for devices such as MP3 players; this choice of entertainment would clearly help to provide an enjoyable – and productive – working environment!

Visibility from the cab is another important consideration, and the Hitachi doesn't disappoint. There are fewer bars on the optional front guard and those remaining are reduced in size, helping to minimise any blind spots and improve the operator's view of his surroundings.

Easy Maintenance

The machine is also easy to maintain, thanks to a number of innovative features. The main fuel filter, for example, screws into place, making it easier to replace and ensures that dust is prevented from entering the fuel circuit during routine maintenance procedures.

The expansion tank is mounted on top of the engine's cooling system which means that the air can be completely removed and prevents the engine parts from overheating,

while the cooling system incorporates aluminium components, including radiator, air condenser and fuel cooler; this improves resistance against corrosion and enhances the machine's durability.

The lower roller of the ZX225USRLC-6 has been redesigned to prevent mud from entering and causing damage to the oil seal. This, too, enhances the long-term durability of the machine, while its large and strong X-frame reinforces the undercarriage, thus reducing the likelihood of damage, thereby contributing to the machine's reliability.

The Shannon Valley Group bought its first Hitachi excavator - a UH063 - in 1989; today, the ZX225USLC-6 has joined 50 other Zaxis excavators and ZW wheel loaders in the fleet, and that surely speaks volumes about the strength of the brand, its durability and reliability – qualities that the company depends on in what is a highly competitive market, in which every penny counts.

view from the cab

JCB'S NEW X SERIES UNDER THE SPOTLIGHT

With the launch this year of the first models in the new X Series, JCB Heavy Products has taken a giant step forwards in excavator design and manufacture, reports Dan Gilkes for Plant & Civil Engineer.

Developed for the global equipment market over the last five years, with extensive customer input and testing, the 210X and 220X display increased levels of build quality and reliability, with a new cab that promises to be best-in-class for operator comfort and ease of use.

Though using existing booms and dipper arms, plus a proven component set and running gear, the 220X is the first machine to demonstrate the bold new appearance of JCB's X Series crawler excavators. The machine promises improved performance and efficiency, helping to reduce ownership costs for customers.

The strengthened upperstructure is now 200mm wider than on previous JS machines, at 2.7m, allowing JCB to fit a wider cab while moving the main boom mounting closer to the centre of the machine. This contributes to increased digging accuracy and, along with a slew bearing that has dowelled fittings and a larger number of securing bolts, boosts structural durability.

The slew motor itself is 38% larger than on previous machines, offering increased slew torque and lower noise levels.

The undercarriage includes proven Berco and Bonfiglioli components, though JCB has opted for revised track drives, to offer a 20% improvement in fuel consumption when travelling. The lighter 210X is primarily designed for those countries that take a shorter dipper and don't need as much lift performance, while the 220X LC will be the machine of choice for UK buyers. A SLC variant of undercarriage is also available which is 220mm narrower for ease of transportation allowing the machine to be under 3.0m on a 700mm track shoe.

There is a pronounced skirt around the machine's upper structure, which provides an easily repairable protective barrier for the new doors above. Those doors are double-skinned for additional strength, with new locking handles. The doors are powder-coated for improved paint finish and receive and EPD under coat to prevent corrosion.

Open up and there is plenty of room behind the cab for storage, with JCB even offering an optional spade holder within the stowage bay. All of the fuses are easily

accessible in an IP69-rated box and a larger air filter now permits 2,000-hour servicing.

The door that covers the cooling pack incorporates a mesh grille and the machine has been certified to work in temperatures up to 51°C and is wide core meaning it is easy to keep clean.

The protective bulge is carried through into the counterweight, where a distinctive split line makes it easy to repaint the lower black section if it gets scratched. There are solid hand rails on the steps up to the upperstructure and a full 'boxing ring' is available as an option.

Service access

The service door provides ground level access to filters and fill points and there are drain taps on all filters to prevent spillage on site. The fuel and hydraulic tanks themselves are now positioned inside the steel outer bodywork, for additional protection.

Improved non-slip surfaces cover the steps and walking areas of the upper bodywork, though JCB has really thought about how this area is used, leaving a small area with a smooth finish to allow engineers to kneel in front of the engine bay. The machine also comes with LED lighting in all of the engine and storage bays, to make it easier to work on the excavator in low light.

The filtered refuelling pump sits in the lower step to the right of the machine, with a separate bay for the AdBlue filler in the second step. An auto-lube system is available as an option.

The 220X is powered by a Tier 4 Final JCB EcoMAX diesel engine that meets the emission standard without the need for a DPF. This contributes to a very low engine cover, assisting with rearward visibility from the cab.

While the engine and Kawasaki hydraulic pumps beneath the metalwork are carried over from the previous machine with some improved tuning, JCB has opted for larger spools in the Kayaba valve block to reduce losses. Hose diameters have also been increased to improve efficiency.

Operator control

The Command Plus cab is now a full 1m in width and boasts an extra 150mm of length, versus the old JS model. That equates to a 15% gain in internal volume and the X Series certainly feels very spacious inside. The front screen has a repositioned wiper motor with longer blades, improving



the swept area and overall visibility, particularly for taller operators.

JCB has worked with Grammer to offer a range of comfortable seats, with the top of the range model offering heating and cooling. The joysticks are mounted to the seat frame, so move forwards and back with the seat, although they can also be adjusted on the frame for arm length. You can also adjust the height of the levers, to find the most comfortable position, and the seat can slide without the levers if required.

Footrests are standard and the pedals now come with rubber covers to prevent slipping. The floor mat is also designed for easy cleaning, to keep the cab dirt free. The operator gets no less than three 12V power outlets and there is a coolbox behind the seat, along with plenty of storage for bags and coats. JCB has also equipped the X Series with sun blinds for the front, side and rear screens and for the roof light, while the air conditioning has been improved to provide up to 48% more airflow.

Perhaps the most noticeable change though is the lack of noise in the cab, with the 220X now boasting an internal level of just 67dB(A), down from 73dB(A) in the last model.

A new command pod sits to the right of the operator, with a 7" colour monitor in front. This is accessed through an automotive-style rotary controller, which



makes it easy to toggle through menus and settings. You can set all sorts of parameters, even switching on different combinations of working lights through the monitor. In addition, a convenience key in the left-hand joystick allows the operator to programme a regular function, such as answering the phone or muting the radio, into the switch.

The X Series no longer uses individual modes to control engine and hydraulic power, though there is still a lifting mode, which disables auto idle, activates an overload caution system and boosts the hydraulic pressure. The rotary engine controller cycles through 1-9 settings and will go to a power+ setting after 9 if pushed and turned.

Topcon-ready

The big news for X Series buyers, is that the machine can now be pre-installed at the factory with all of the necessary wiring to operate Topcon's latest X53X 3D GPS machine guidance system. You simply plug in a second screen in the cab, install a control box and fit two antenna masts at the rear of the upper body. These can be removed and installed on another machine if required, increasing versatility across a fleet.

JCB is the first manufacturer to get the X53X system, which is said to be future-proofed for updates and upgrades going forwards. It provides the operator with multiple views of the machine, overlaid with desired finish grade dimensions. Red

lights, along the top and sides of the screen, turn green as the bucket reaches finished grade, helping the operator to avoid over digging and cutting the time taken to achieve the required design.

The system is remote connected, so can be updates with design changes as they happen. This connection also allows Topcon's engineers to remotely take over the screen, to diagnose faults or problems before a visit to site. Managers can also send text messages to operators through the Topcon system, to update them on drawing changes and machine movements.

The Topcon system is said to reduce fuel use, as there is less chance of over digging of material, that then requires reprofiling. In addition, there is no requirement for contractors to use engineers on the ground to manually mark out the site, improving safety and reducing contract time.

The system is only available on X Series models at present, though it can be used with a tilt-rotate attachment if used. The two companies are expecting a take-up of 5-10% in the UK, though in some markets, the Scandinavian countries in particular, the adoption of the system will be much higher.

The X-factor

Construction machinery may be more about function over form, but sometimes a machine



simply looks right. The way it stands, four-square and ready to go to work, boosts your confidence as you access the cab. Call it a feel-good factor if you will, but whatever that elusive ingredient is, the X Series has it.

With the addition of pre-installation for Topcon's latest 3D GPS machine guidance system, the new JCB looks set to become a popular addition to plant hire and contracting fleets worldwide.

excavators

New Doosan DX225SLR-5 Super Long Reach Excavator

Doosan Construction Equipment has launched a new super long reach version of the company's Stage IV compliant DX225LC-5 crawler excavator.

Featuring 8.5 m boom and 6.2 m arm components, the new DX225SLR-5 excavator is an all-round machine, ideally suited for jobs such as excavating lakes, cleaning settling banks, drainage work, digging in sand and gravel pits, slope forming and other long reach work.

To carry out these applications, the DX225SLR-5 has a maximum digging reach of 15.38 m, a maximum digging depth of 11.65 m and a maximum digging height of 13.08 m. The bucket digging force is 10.0 tonne and the arm digging force is 6.0 tonne.

With an operating weight of 24.4 tonne, the DX225SLR-5 is powered by the well-proven 6-cylinder, turbocharged Doosan DL06P water-cooled diesel engine, providing a high power output of 124 kW (166 HP) at 1800 RPM.

As well as the DL06P engine, which is one of the most reliable



and fuel efficient ever produced by Doosan, new innovative and exclusive features have been introduced providing an overall 9% increase in fuel efficiency. Among these features is the new 'Trip Meter Setting' screen which allows operators to check fuel consumption daily (or over a desired period) directly from the control panel and to save even more fuel, there is a special Doosan-developed system, Smart

Power Control (SPC), to optimise the balance between the pumps' output and the diesel engine.

The Auto Shut-Off feature saves on fuel and warranty hours. When the feature is enabled, the engine shuts down after it has been idling for a specified amount of time (3-60 minutes, configurable by the operator).

The cab on the DX225SLR-5 is bigger than that in the previous DX225SLR-3 and has been further

refined for operator comfort and ease of operation. The features offered as standard in the cab are among the best in the market and include super controllability with a system that enables attachments to be operated from either the joystick or a two-way pedal. The operator can select 10 pre-set configurations for attachments and hydraulic flow and pressure data can be pre-selected directly from the control panel, allowing a quick change of attachments without the need for a manual set-up.

The joysticks have also been shortened to reduce the effort required to operate them and an additional pedal for straight travel has now been installed on the left of the main travel pedals, a very useful feature when travelling straight over longer distances. The operator console has been moved onto the seat suspension to reduce vibrations. This gives the operator much better control with the joystick in rough operation.

Bobcat E10 Mini Excavator Passes 10,000 in 10 Years

Bobcat has announced a spectacular achievement in 2018 for the company's market-leading E10 one tonne mini-excavator with the 10,000th unit rolling off the production line in the same year as it celebrates its 10th Anniversary.

The E10, now renamed the E10z, is ideal for a variety of applications including rental, construction, demolition, refurbishment, landscaping, trenching and drainage work.

The launch of the E10 mini-excavator in April 2008 was a landmark moment in Bobcat's history and in the development of the company's compact excavator range. The E10, along with the E08, were the first excavator models designed and built from start to finish in Europe. The goal was to replace and greatly exceed previous models by meeting the expectations of customers in Europe and beyond.

The 10,000 plus sales and the reputation the E10 has earned over the last 10 years confirm that this objective has been more than achieved.

The E10 is now called the E10z to reflect that it is a zero tail swing mini-excavator with a maximum digging depth of 1.82 m and a machine weight of 1066 kg. Bobcat's E10z is

designed and engineered to provide the best combination of high performance, stability, operator safety, ergonomics and durability in this segment of the mini-excavator market and offers the ability to retract itself to easily pass through standard 80 cm door openings.

The main feature which differentiates the E10z from other machines on the market is the patented side adjustable consoles which accommodate hydraulic pilot pressure controlled joysticks. This design is unique in its class, allowing the operator to enjoy the comfort and feel of much larger machines, whilst being able to adjust the width of the consoles for easy passage through narrow openings.

Amazingly Compact

The second smallest model in the Bobcat excavator range, the E10z is easy to transport. In addition to the access provided by its retractable undercarriage reducing its width to only 710 mm, the integrated foldable TOPS (Tip Over Protective Structure) facilitates passage through openings with low headroom, for work inside buildings and in basements. Once the excavator is positioned and ready for work, the undercarriage on the E10z can be expanded to 1100 mm, for maximum stability in all working conditions.



The E10z's minimal width enables excellent manoeuvrability in confined spaces, while the zero tail swing design is an additional advantage when working in tight areas. Thanks to a standard second speed range, the E10z is also able to move quickly around job sites, to complete projects faster and work more efficiently.

Liebherr opens €30 million research, development and demonstration centre

Liebherr, one of the UK's leading providers of material handling machines, has opened a €30 million state-of-the-art development and demonstration centre.

The facility is located at the company's Kirchdorf factory in Germany, which manufactures machines for the UK market.

The centre will be used to develop and test new construction and material handling machines supporting the continued evolution and innovation in their design and manufacture. The 12.7 hectares site incorporates a testing hall, demonstration area and 1.2km test track where operational environments can be simulated, and machines put through their paces under the most challenging conditions.

Comments Liebherr GB's Managing Director, Lee Palmer: "This investment demonstrates Liebherr's commitment to remaining at the forefront of the UK and global material handler and construction machine markets. It's great news for our customers who will benefit from the innovation that this centre will enable us to bring to life and the continued improvements in the reliability, efficiency and operational performance of our machines."

Around 1,400 visitors from all over the world recently attended the official opening of the



research, development and demonstration centre. Guests heard a presentation from Rudolf Arnold, the Managing Director of Liebherr-Hydraulikbagge, partook in a

factory tour and then watched a series of machine demonstrations before having the opportunity to be taken around the test track in a Liebherr machine.

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One for all

The Leica MCP80 3D machine control panel has one common interface across all 3D machine control applications – meaning that it is interchangeable between any heavy construction machine. Users, from machine control operators to dealers, just need to be trained in one 3D panel.



Robust design

With a robust design and structure, the MCP80 control panel is prepared for the harshest environments. IP66 and IP67 rated, the panel is protected against dust and water penetration – making it a truly resilient control unit for heavy construction. With the in-cabin mounted cradle handling all cable connections, the MCP80 is fully cable-free.



Ease of use

The MCP80 is built with a customer-centred design screen with a 8" full colour touch-screen and backlit buttons. Fixed to the on-cabin mounted Leica MDS10/20/30 cradle via PowerSnap, the operator simply needs to undock the panel after work and place the panel on a safe place which reduces the risk of theft.



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LEICA GEOSYSTEMS DELIVER A MEASURED PERFORMANCE WITH INNOVATIVE PRODUCT RANGE

Leica Geosystems continues to lead the way with its innovative product range that includes the GS18 T, described as the world's fastest and easiest to use GNSS RTK Rover - and the first true tilt compensation calibration-free solution immune to magnetic disturbances.

Allowing you to measure and stake out points faster and more conveniently than ever before, the Leica GS18 T is different from any other product in the market because it does not rely on a magnetometer to correct the pole tilt for each measurement, thus eliminating the need to watch and level the bubble, so you can focus on your task at hand and save time over conventional surveying practices.

A magnetometer is affected by metallic objects, like vehicles, iron fences and beams or even reinforced concrete, all of which are often found on construction sites. In order to provide accurate and reliable tilt values, Leica Geosystems developed an application-specific, powerful and lightweight inertial micro unit (IMU), which is built into the GNSS antenna. The real -time tilt compensation

combines GNSS data with the IMU's tilt and direction values. Different to magnetometer-based GNSS antennas, the GS18 T's tilt compensation does not need to be calibrated and is immune to metallic object interference.

What about the measurement performance in difficult conditions, such as urban canyons or woods with heavy canopy? Like the Leica Viva GS16, the Leica GS18 T is a self-learning GNSS Smart Antenna with a high-class performance. This adaptive measurement engine with RTK plus provides measurement engineers on construction sites with the best position by automatically selecting the optimal signal combination.

In addition, the GS18T is well prepared for the future. With its 555 channels, it is able to track all signals from all major GNSS systems worldwide, like Glonass, Galileo, BeiDou or QZSS (more details can be found in the GS18 T datasheet).

And how accurate are the measurements made with tilt compensation? The accuracy depends on many factors. There is the accuracy of the GNSS position. If we look

at the specified RTK solution, it is the same as with the GS16 – typically 8 mm + 1 ppm (single baseline length) Hz and 15 mm + 1 ppm (single baseline length) V. The accuracy of the tilt measurement is divided between the tilt accuracy and the direction of tilt accuracy. The tilt accuracy will typically be better than 0°12'00" and the direction of tilt accuracy typically better than 1°00'00". This means over a 1.8 metre pole length, the overall tilt accuracy is typically better than 20 mm at the pole tip with a tilt angle of 30°.

This accuracy is comparable and most of the time better than using a conventional GNSS pole with a 20' level bubble to make the pole vertical. If the pole is tilted more than 30°, the accuracy of the tilted measurement reduces for two reasons:

1-Tilt accuracy declines as the tilt is increased and the direction of tilt accuracy has higher impact

2-With increasing the tilt angle, the antenna starts to lose track of some satellites, therefore reducing the GNSS position quality.



In any case, the position quality indicator in Leica Captivate shows the combined GNSS position quality and tilt quality, therefore representing the true pole tip accuracy.

Leica iCON gps 70

Meanwhile, measurement results become quicker and more accurate with the gps 70 T's permanent tilt compensation, resistance to magnetic interferences and calibration-free usage.

"The construction industry is one of the most hazardous workplaces and safety is the highest priority to make sure everyone goes home each day. The new Leica iCON gps 70 T now allows the user to focus on his immediate environment without having to stare at the pole bubble to keep his receiver in a vertical position. The user can look around for other people, machines, excavations, motor vehicles and structures. The Leica iCON gps 70 T will make a significant improvement to the user daily experience of their work site," says Dave Klease, national machine control manager, C.R. Kennedy.

With the iCON gps 70 T, construction professionals can measure and stakeout points quicker than ever before without the need to keep the pole vertical to level the bubble. The combination of the latest GNSS technology and inertial measurement unit (IMU) equips the gps 70 T with true tilt compensation. The tilt compensation extends the measurement possibilities, improves quality and accuracy of the collected data, and reduces errors.

The iCON gps 70 Series is seamlessly integrated into the version 4.0 of the iCON field software. By keeping the core central interface, users will benefit from the simple-to-use workflows that require less training and avoid costly downtime.

"We are excited to announce a new smart antenna technology that changes the life of the construction professional," says Matthias Schmidt, Leica Geosystems program manager for field software and 3D sensors. "Operators can now focus more on the job itself than on one single measurement, resulting in more quality work and significant time savings."

MC1 software

MC1 software simplifies design data handling and is open to all standard design data types, enabling a flexible dataflow to support common workflows on a job site. All machinery on the construction site, as well as Leica Geosystems' field solution iCON site, are now running on the same design data structure, meaning that no data conversion is required. Furthermore, a seamless data transfer between machines, field units within the job site and office are guaranteed.

Consistency in software design throughout all heavy machine control applications reduces our customers' training efforts and optimises their learning curve. The same software platform can be used with different sensor configurations, which improves scalability and



training. Furthermore, installers benefit from simplified installation and service processes.

Leica MCP80

The Leica MCP80 3D machine control panel has one common interface across all 3D machine control applications – meaning that it is interchangeable between any heavy construction machine. Users, from machine control operators to dealers, just need to be trained in one 3D panel.

With a robust design and structure, the MCP80 control panel is prepared for the harshest environments. IP66 and IP67 rated,

the panel is protected against dust and water penetration – making it a truly resilient control unit for heavy construction. With the in-cabin mounted cradle handling all cable connections, the MCP80 is fully cable-free.

The MCP80 is built with a customer-centred design screen with a 8" full colour touch-screen and backlit buttons. Fixed to the on-cabin mounted Leica MDS10/20/30 cradle via PowerSnap, the operator simply needs to undock the panel after work and place the panel on a safe place which reduces the risk of theft.

JKR CONTRACTORS TRIMBLE MACHINE CONTROL FLEET NOW LARGEST IN SCOTLAND

Aberdeen based plant specialist JKR Contractors has increased its fleet of machine controlled plant to 14 units with support from SITECH UK & Ireland, making it the largest Scottish fleet operator of the Trimble machine control technology.

Its latest investment in the new Trimble earthworks for excavators system and the move to Trimble Connected Community (TCC), is supporting its business growth, helping it to secure two multi-million pound contracts, the largest it has ever undertaken.

Explaining its latest investment and how its business has evolved since it first started its Trimble machine control journey with 4 units in 2013, JKR director, Kevin Taylor said: "In the last few years we have really developed our machine control offering, purchasing new equipment with our excavators now fitted with Steelwrist Tiltrotators. We have also invested in staff numbers and training for our own operators and engineers, significantly increasing our capabilities.

"This has allowed us to push hard to expand our civil engineering and house building solutions to business outside of our base in Aberdeen. It has also helped us to secure large projects as far away as Elgin and Dundee, thanks to our ability to minimise waste and fuel burn.

"It is securing these large projects and the five hour round trips to visit them from our head office, that has led to us investing in Trimble Connected Community (TCC), with support from SITECH and upgrading units to the latest Trimble Earthworks solution. This has allowed us to centralise our engineering function at our head office, sending our

Trimble Business Centre earthworks models to machines directly, using the TCC cloud system. Practically this replaces the need for engineers to go to site and manually upload models to the individual's machines via USB's. It also means that the machines can send us information remotely, updating the as built models in real-time as we have to provide this information to our customers.

"This streamlines the whole process, allowing us to share data much quicker, whilst reducing unproductive engineer time due to travel. This has had a knock on effect of fuel reduction and by reducing annual mileage and is much safer for our staff.

"When it comes to productivity as a whole, our revenue per employee has grown significantly and this has helped us to expand the business with confidence. We have increased our engineering capacity and also recognised how machine control can reduce the number of operatives onsite. Interestingly, with the shortage of skilled operators, we have not only upskilled our own team, we have also found it easier to attract talent to the business, as operators want to be using the latest technology.

"Commercially, we have not only had the confidence to expand our reach, but also the size and type of project we tender for and win. For example, our latest contract with Bancon Homes at Rowett in Aberdeen, was tendered as a lump earthworks package involving 140,000 cubic metres of material, the biggest project of its type in the area. Because of the accuracy of the machine control, which ensures we don't over or under dig or doze, we can significantly reduce

waste and more accurately manage materials onsite. This in-turn cuts down machine and vehicle movements, reducing fuel and maintenance costs.

"Equally, by creating the earthworks model for the project at the tender stage, we were able to show how we could value engineer the project. In this case we had to deal with the redistribution of material to raise levels at one part of the site by up to seven metres. This was achieved by building up in 200mm layers that were then compacted with a machine controlled excavator bucket, which was able to record spot levels to assist our engineers with compaction data compilation.

"Similarly, through our value engineering we were able to create top soil bunds, which saved on double handling of material. From a delivery and measurement perspective, because this model was completed before the project began, we had signed off drawings completed upfront. This meant no changes were needed when the project went to the earthworks phase. So practically, the earthworks model was sent to each machine with TCC at the start, allowing the operator to progress throughout the project with the machine sending 'as built' data back to our engineers on a daily basis, so they could compile 'as built' data for the client and roads authority. This process of actively syncing data between the office and the site, significantly increases both the productivity of the machine and the engineer."

With its team already using tiltrotator attachments, the latest release of the new Trimble Earthworks Automatics for Tiltrotators solution is set to make it even easier for JKR Contractors operators to achieve grade in record time.



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DEMAND FOR USED EQUIPMENT AUCTIONS CONTINUES TO GROW

Euro Auctions has reported a massive 40% leap in sales at its recent three-day sale in Leeds when compared to the sale held there just 12-months previously. This also reflects the massive growth in attendance and hammer totals achieved at other sales around the globe over the past year.

The hammer total for the three-day Leeds sale was over £29m compared to £21m for the sale the same month the previous year. The sale six-weeks earlier at Leeds was also the biggest on record with over 4,800 lots going over the ramp delivering a total hammer of over £42.5m; itself up over 20% year on year.

"We are seeing a real increase in the quality, quantity and diversity of equipment being consigned to auction," explained Jonnie Keys, Euro Auctions Operations Manager. "This in turn is attracting new consignors and also increasing bidder turnout which together have helped our auctions achieve record hammers around the globe.

"We have just reported a couple of our biggest sales in Leeds to date, so the new state-of-the-art maintenance and auction facilities we are currently building on our significantly extended site, are scheduled to open in early 2019, and will enable us to increase sales activities and meet customer demand into the next decade."

The late November sale saw over 4000 lots, consigned by over 400 vendors, one in ten

of whom were first time consignors, achieve an average price of over £7,300 per lot. Over 2,200 bidders also registered for this sale, another record, and over half of all sales were transacted online, again reflecting both the wide spread appeal and the international reach of these events. Equipment was secured by buyers from over 50 countries; a significant proportion coming from the UK and Ireland, with strong representation from The Netherlands, Poland, Belgium, Spain, Finland and Germany. Locations around the globe were also represented with consignments going to the Middle East, Africa, Asia and both North and South America.

Expanding

Euro Auctions is expanding its Leeds facilities with the construction of new workshops, office and main administration centre, auction arena and sales ramp, in addition to a 2380m² jet wash bay, which are scheduled to officially be opened in early 2019 and these are believed to create the largest auction facility in Europe.

Jonnie Keys concluded: "We have been on the site in Kellington, Leeds, since 2002 and in those years have built a reputation for providing quality machinery and equipment, whilst offering excellent service and attention to detail. Euro Auctions is extremely proud of this development project, the next stage in the development of the business. It will really establish us as

a global leader as well as having the best facility of its type anywhere in Europe."

Auctions

In 2018 Euro Auctions hosted over 60 key auctions and it operates from 10-sales sites in seven countries on four continents around the globe. Collectively over 75,000 lots are auctioned each year, consigned by more than 6000 regular vendors. Each auction also has massive appeal with sustained corporate marketing initiatives regularly reaching a global audience of over 150,000 potential buyers; one in five of whom actively register as bidders, with over 10,000 actually taking delivery of one or more consignments. This has resulted in a global annual turnover in excess of €400-million with market growth continuing to expand.

Upcoming

The next three-day sale in Leeds, which kicks off the 2019 season, is on 30th January through to the 1st February. There are also one-day sales scheduled in Brisbane on 7th February with online sales on in the Asia Pacific region on 10th January and 7th March. Dubai also holds a one-day auction on 04th March; and Zaragoza, Spain on 05th March. Dormagen, Germany hosts a two-day sale on 13th and 14th February; and the next auction in Dromore, Co Tyrone takes place between 22nd and 23rd February.



The new state-of-the-art maintenance and auction facilities at Kellington, Leeds.

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Unused Doosan DX300LC



2014 CAT 320EL



14-16 Hitachi ZX130LCN-5B
- choice



2015 CAT 313FLGC - choice



Unused Hitachi ZX85USB-5A



2015 Yanmar SV26



2012 Volvo L150G



03-05 CAT 966G - choice



2008 Case 590SR



14-15 JCB 535-140 - choice



15-17 JCB 535-125 - choice



2007 Bobcat S130



2014 Terex TA9 9 Ton
- choice



2015 JCB 6TST 6 Ton Swivel
Skip



2012 Thwaites 1 Ton
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PIRTEK DUBLIN EXPANDS INTO NEW PREMISES

Pirtek Dublin recently moved into a new centre, more than doubling the space that was available at its previous premises which it had long outgrown.

Comments Franchisee Ken Robertson: "We outgrew our previous workshop a few years ago. We just didn't have the space. "It was alright when there were four or five vans but now that we have expanded to nine vans there was simply not enough space. We had 2000 square feet previously, but now at the new premises we've got 5000."

Pirtek Dublin's dedicated Hydraulics Systems Engineer Guy Monaghan agrees with Ken. "The new building's work area alone is bigger than the whole of the old site. A lot of thought has gone into the design and layout making it a lot easier to work in."

Guy's dedicated hydraulic systems van also benefits from the newfound sense of space at Pirtek Dublin's new centre, Ken says. "It requires a cleaner working area than others, giving us a further reason for the move."

Drive in service

"The main workshop has enough room to bring in a 30 to 40 foot trailer and work on it comfortably," says Ken. "This means we are giving more choice to our customers, we can still attend site or, now we have our drive-in service, they can come to us. This keeps their charges down and increases our capacity."

Guy adds, "A hose on a grab truck may only take 15 minutes so they know they'll be in and out quickly with this service. No one else offers this service in Dublin and most of our customers wouldn't have their own fitters. It is certainly a good opportunity."

Re-Hosing

The franchise is the only business in Dublin to do total re-hosing. "We do a little at the customers' sites at present," says Ken, "but this takes longer because you're working out of the back of a van and it could be a three-day job meaning the MSST has to clear up each day and start again the next. "Getting the customer to drop their machines to us so we can get in and re-hose is a much better solution, reducing the downtime for customer."

Feedback suggests there is a market, mainly from plant hire companies. Adds Ken: "Every now and then it's time to change all the hoses; rather than trying to do the work in a yard somewhere, they can bring it into our workshop. If we need to do a bit of welding or anything we can do that here too, whereas it's not possible on the vans."

Dock work

Pirtek Dublin is carrying out preventative maintenance on five of the eight roll-on

roll-off ramps at Dublin Port. "They've all got ageing hydraulic hoses so we're routinely replacing and recording them," says Guy. "Then if they need a replacement they've got a part number and we can send the hose directly as the time available to work on the ramps is limited to between sailings, with tides and weather also playing a large part. In summer months we get next to nothing done because there are so many sailings.

"Currently there's a sailing at 8am, then we have to be gone by 11am for an incoming ferry. This leaves again by 1pm, and there's another ferry at 5pm. We're down there twice a week on average and we normally get to replace two to three hoses per trip. There's a lot of planning for each visit." There is one minor issue for Guy though. "All the work at the moment is at height – cranes, cherry pickers and the like... and I don't like heights," he says.

Well Sited

The new premises are based at D1 Ballymount Cross Industrial Estate, D24 HKF7 meaning they are well situated to respond to breakdowns throughout the city and beyond and with five other Pirtek centres, and over 30 service vehicles, throughout Ireland; in Belfast, Cork, Galway, Limerick & Waterford, Pirtek really are best placed to respond to any hose failures wherever and whenever they occur.



CLOSE BROTHERS COMMERCIAL FINANCE OFFERS SUSTAINABLE FUNDING TO THE CONSTRUCTION INDUSTRY

Since Close Brothers Commercial Finance began operating in Dublin over ten years ago, it has been leading the way towards more sustainable funding for Irish SMEs.

By offering a varied portfolio of asset finance, invoice finance and asset based lending solutions, it offer firms across the country more flexibility in managing their cash flow.

Today, with offices in Dublin, Belfast, Cork and Galway, and a wider team situated across Ireland, Close Brothers Commercial Finance is able to share its expertise more effectively than ever before. Its goal is to support businesses. It works in a range of sectors and appreciates the nuanced way that different companies work.

In construction and related industries, a common challenge is that working capital is locked up in machinery or vehicles. This often means that there is limited headroom to adapt, and whilst delivering business as usual may be achievable, it can be difficult or almost impossible to drive new levels of productivity without access to cash for reinvestment.

To grow and succeed, owners need to put time, experience and money back into their businesses, but how does a company with pressures on cash flow achieve this?

Refinancing solutions

A refinancing solution can help. This type of funding gives you access to cash tied up in essential equipment, such as lorries, fork lifts and cranes.

Close Brothers help you release working capital against the value



Adrian Madden, Head of Asset Finance Sales, Ireland

of your asset and lease it back to you over an agreed period. This gives you immediate access to funding that might otherwise be inaccessible, and by end of the agreed refinancing term, you own the assets outright again.

"Our alternative finance options are designed to give you access to working capital without limiting access to equipment or interrupting workflow. We can arrange for repayments to match income patterns (for instance, seasonal peaks and troughs) and, if you already have finance agreements in place, we can refinance existing debt to reduce monthly outgoings and ease cash flow. We offer a flexible range of financing options to ensure the package suits your needs."

The Close Brothers team has comprehensive knowledge of the construction industry and

extensive experience providing sustainable funding. It aims to give businesses growth opportunities and can help you find an affordable way to secure the new assets you need to grow by arranging a bespoke refinance package.

Refinance deal

Last year, the company secured a refinance solution for a construction firm based in Dublin. Speaking about the deal, head of asset finance at Close Brothers Commercial Finance, Adrian Madden, said: "The company in question needed to borrow just over €400,000 and were keen to find a funding which wouldn't impede cash flow or day-to-day work. We suggested a refinancing which would release funds back into the business.

"The solution allowed the firm to invest in a new crane, and take on new contracts in the private sector, without being encumbered with unsecured debt.

"We refinanced existing assets to give them the money they needed and offered a structured plan with tailored repayments which matched their income pattern.

"This gave the business the best of both worlds: they benefitted from uninterrupted use of the asset and were able to spread the cost over a longer period.

"Whether you need to invest in new equipment, refinance old machinery, or free up cash to future proof your company, we can help."

About Us

Close Brothers is a UK merchant banking group providing lending, deposit taking, wealth management services, and securities trading. Close Brothers Group plc is listed on the London Stock Exchange and is a member of the FTSE 250. Close Brothers Commercial Finance is a trading style of Close Brothers.

Its core purpose is to help the people and businesses of Britain and Ireland thrive over the long term. To achieve this, all of its diverse, specialist businesses have a deep industry knowledge, so they can understand the challenges and opportunities that customers and clients face. "We support the unique needs of our customers and clients to ensure that they thrive, rather than simply survive, whatever the market conditions."

Visit the website to find out more: <https://www.closecommercialfinance.ie/>

JCB FINANCE:

FIVE-FOLD INCREASE IN ANNUAL INVESTMENT ALLOWANCE OPENS WINDOW OF OPPORTUNITY

With so much disruption on the UK's political landscape it may be difficult to see the wood for the trees. Tucked away in the Autumn 2018 budget was a valuable temporary tax relief which has gone largely unnoticed, but which could allow businesses to invest and grow - effectively benefitting from £1 tax relief for every £1 spent on plant and machinery purchases.

The Annual Investment Allowance (AIA) relief allows expenditure on plant and machinery purchases up to the AIA limit to be set against company profits in the year the expenditure occurs.

In 2018 the AIA stood at £200,000 and rose to the new threshold of £1m from January 1st 2019 for two years, making it a valuable incentive for large-scale investment for growth or replacement of ageing equipment and machinery.

But with a deadline of January 1st 2021 when the allowance reverts back to its former £200,000, it is essential that any company embarking on significant capital expenditure begins consulting with their accountant now to maximise on any available tax relief.



Paul Jennings, Managing Director,
JCB Finance

Poor planning and timing could mean missing out on the available tax relief, or even worse, paying more tax than is required.

By increasing the relief on qualifying expenditure up to a £1,000,000 limit, those businesses already spending up to the £200,000 threshold have a considerable

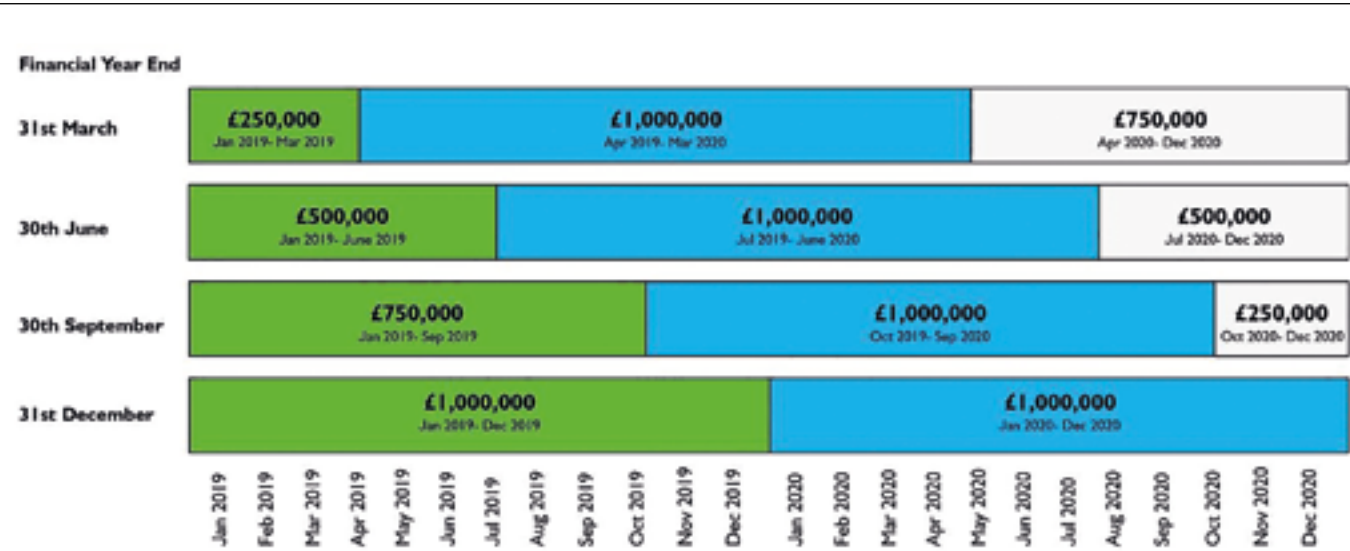
incentive to increase or bring forward their capital expenditure on plant and machinery.

JCB Finance managing director Paul Jennings, said: "This important tax incentive allows 100% tax relief in the first year and is designed to encourage businesses to invest in plant, machinery, commercial vehicles and a broad range of other assets.

"Depending on the business' rate of tax, it is an open invitation to invest in plant and machinery and secure the equivalent of a 19% to 45% subsidy. Better still – if you acquire the plant via a Hire Purchase agreement the acquisition, for tax purposes, is treated as if cash had been paid. Plus any interest payable is tax deductible too.

"However, different financial year ends will affect the proportion and timing of expenditure. Getting the timing and the amounts right is crucial to your business. We are already recommending to our customers that they speak to their accountant and to our JCB Finance team now, so they can plan the optimum time to take delivery of their machinery."

The accompanying chart illustrates the maximum amounts available by showing four different company financial year ends, and how vital it is to spend the





right amount within the right periods in order to maximise tax benefits.

Different financial years that straddle either the tax year or calendar year may result in complicated calculations that could lead to a lesser AIA being granted in that financial year. Given the lead times of some plant and machinery from order to delivery, this also needs to be carefully factored in to buying plans.

JCB Finance have been providing asset finance and supporting business growth in the construction, agriculture and industrial sectors since 1970, so understand the challenges these customers may face. Their team can offer fast, flexible finance solutions that help businesses preserve their working capital by spreading the cost in a tax efficient manner.

Finance options are not restricted to JCB plant and machinery equipment,

but are also available for other non-competitive new machinery, cars, commercial vehicles and used plant.

More Info

For more information please visit www.jcb-finance.co.uk/AIA and to find out about all the flexible finance options available from JCB Finance and to receive a quick quote call 0800 150650 or log on to www.jcb-finance.co.uk



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TRACKER

HITACHI DIGGER RECOVERY

How much does the construction industry lose each year? According to the Chartered Institute of Building (CIOB) the industry loses £400 million.

Furthermore, theft is the most common crime that contributes to these losses with 21% of respondents experiencing theft each week. It's evident in the construction industry that measures need to be in place to prevent and deal with crime.

So when a £20,000 Hitachi digger was stolen in County Antrim recently you would expect in to add to the construction industries losses.

This however was not the case! How?

Appropriate measures in place to prevent and deal with crime. The Hitachi digger was fitted with a TRACKER Plant device that allowed the £20,000 piece of plant machinery to be tracked when thieves stole the digger in County Antrim. The digger was reported stolen and the PSNI used their vehicles with TRACKER installed receivers to locate the stolen digger in a very secluded area in Newtownabbey and recovered it within 2 hours.

This successful recovery reinforces the benefit of having the right measures in place when it comes to securing your assets. Why spend £20,000 on a digger to have it stolen again and have to pay more to get another digger? Using TRACKER allowed a prompt recovery preventing unwanted loss of productivity, earnings and replacement of machinery.

With alarming losses in the construction industry and theft being a common problem every measure should be taken to protecting plant machinery.

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The Q8 Oils Spring Farm Machinery Shows will kick start the agri calendar with its annual machinery shows reaching the four corners of Ireland.

Each of the four shows attract thousands of visitors from across Ireland and the UK to witness the impressive array of machinery on display.

Millstreet, Co. Cork will see the first of the four shows return to the Green Glens Arena on the 16th & 17th January. It is a hugely popular show which sees a waiting list of exhibitors wishing to take part each year.

The show has attracted a number of new exhibitors to the 2019 show including, Corbetts of Mallow and Agri Spread, which will be showcasing its extensive range in fertiliser and lime spreaders.

In its new dates of the 23rd & 24th January, the Eikon exhibition centre will welcome the Spring



Farm Machinery show a month earlier than previous years.

With a second Hall added and a live demonstration area, the Balmoral show will showcase not only the best within the farm machinery sector but also the plant machinery sector.

New exhibitors to the 2019 show include Brian James Trailers and Bale Baron Ltd which will showcase the hay bailer for the first time in Northern Ireland on their stand and feature a live demonstration.

The Spring Farm Machinery Show moves into the Cavan Equestrian Centre on the 30th & 31st January. With a new layout, the two-day event which had its biggest visitor numbers in 2018 is set to grow further with many new exhibitors joining the popular show including Modern Tyres and Redrock Machinery.

After celebrating its 20th anniversary in 2018, the original Spring Farm Machinery Show in Fintona will now take place on the 20th & 21st February.

A new layout will allow for additional car parking space at the show and bring a fresh look to the show for both visitors and exhibitors.

For more information about the shows including tickets and exhibition space please get in touch by calling 028 82252800 or email info@ajspromotions.com. You can stay up to date with show news by following the Spring Farm Machinery Shows on Facebook, @ajsfarmshows.

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NEW YEAR BUT OLD CHALLENGES REMAIN

2019 is certainly going to be a landmark year for Northern Ireland. The Brexit debacle is set to come to some sort of conclusion and provide challenges for business in all sectors, writes Con Gallagher, Managing Director of recruitment specialists Spectrum.

The spotlight is surely set to shine back on our local politicians to get Stormont functional again and prove to people here and further afield that they are capable of providing proper leadership that will truly benefit Northern Ireland.

Whilst we can voice our concerns and opinions and put pressure on the politicians, there is very little we can do with the outcomes except deal with them as the headlines roll out.

Despite the uncertainty and the unknown, it is incredible to witness the continued growth and development of businesses here who are working as hard as ever to keep the wheels turning. Construction and Engineering continue to impress, especially in Mid Ulster, where confidence is high and order books healthy. A measure of how busy the sectors are can be seen in

the number of live job vacancies across the local and national job boards.

Recent meetings with some of Mid Ulster's largest engineering firms to discuss their recruitment plans for 2019 also highlights the continued success and growth in engineering. A total of 300 new permanent posts were discussed which didn't include replacing leavers throughout the year. There was genuine concern in the 'how' though and there was a discussion about roles advertised in 2018 that are still 'live'.

Recruiting new people has been a constant challenge in Mid Ulster with low unemployment and lack of skilled/experienced people in the construction and engineering sectors. Brexit has caused a lot of uncertainty in what it means going forward for non-nationals living here and 'hard borders' with Europe does little to encourage new entrants with the skills so badly needed. So how are businesses tackling the recruitment issue and what plans can be made without knowing what Brexit will truly mean?

Salaries will also be a key factor so employers must remain competitive and even take a bold step to offer the best

overall package. Meaningful employee perks and benefits that enhance the overall offer will help attract more candidates and raise the company profile. Employee development is more important than ever and must also be part of an onboarding process to make new people feel valued.

The workplace culture lives within the business but is discussed in homes, cafes and pubs around the country so work hard at creating a positive, committed culture where people can grow and progress. Finally, the cosmetic look and feel is also important, especially when some businesses can offer modern, impressive facilities so focus on a workspace that is the best it can be.

Whilst there are external factors that you cannot control when it comes to the reality of Brexit, there are definitely decisions that can be taken to address recruitment issues and improve candidate attraction.

***Spectrum Employment Solutions are based in Cookstown, Co Tyrone and provide a wide range of people for permanent job roles in the Mid Ulster area. You can contact Spectrum on 028 8676 0044 or email info@spectrumes.co.uk**



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New Takeuchi TB225 delivered to Hire Services in Castlebar Co Mayo by Alan Milne Tractors Newry.



Hitachi ZX135US-6 - Sean McCusker Groundworks, Omagh sold by TBF Thompson (Garvagh) Ltd.



Steven Moore, Portstewart with their new MLT 635-130 PS.



Hitachi ZX48U-5 - Donnelly Contracts, Dungannon sold by TBF Thompson (Garvagh) Ltd.



Thwaites 6 Tonne Powerswivel - McCarroll Plant Hire Ltd, Cloughmills sold by TBF Thompson (Garvagh) Ltd.



Martin Harrington, Paul O'Shea and Chris Barry of Chris Barry Plant Hire, Co. Cork with their new SK140SRLC-5 SIDE DRAIN from McSharry TRACK.



Thank you to David of Fitzpatrick Plant and Tool Hire on the purchase of his new Genie GS5390RT scissor lifts, pictured arriving at his yard.



Brendan Cournane of Shearpark, Co. Kerry with his new SK140SRLC-5 from McSharry TRACK.



Hitachi ZX55U-5 - Mulholland Haulage, Newry sold by TBF Thompson (Garvagh) Ltd.



Hitachi ZX33U-5 - MPL Plant Hire, Knockdoe, Claregalway sold by TBF Construction Machinery Dublin.



A New Adler K560 180 Sweeper for GBL Construction, from Ballyward Plant Services .



John O'Brien, Co. Mayo with his new SK28SR-6 from McSharry TRACK.jpg



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SK75SR-3 SIDE DRAIN to Tom Hennessy & Sons Construction, Co. Waterford from McSharry TRACK.



Jeffrey Wilson of Wilson Drainage taking delivery of their new Hydraema 912F, from Ballyward Plant Services.



New Komatsu WA320-8 Agri-Spec recently delivered to Thomas Greaney by McHale Plant Sales Ltd.



New Merlo TF33.7-115 sold to James Alexander by McHale Plant Sales Ltd.



A big thank you to Fergus from FM Services pictured collecting their new Terex-Genie S65 Boom-lift.



Hitachi ZX26U-5 - Antrim & Newtownabbey Borough Council, Antrim sold by TBF Thompson (Garvagh) Ltd.



Adam McKeown of Carnview Farms with their New Manitou MLT 737-130 PS.



Hitachi ZX65USB-5 - DMCAC Construction, Dunfanaghy sold by TBF Construction Machinery Dublin.



Three new JCB 540-180 Loadalls delivered to Hire2K. Best wishes to Rory, Bobby & all the team in Hire2K who recently took delivery of their three brand new JCB machines, with ECI Service Manager Martin Higgins.



A New Adler K600 150 Sweeper for Declan Sharkey, from Ballyward Plant Services.



Hitachi ZX33U-5 - Neville Civil Works Ltd, Lisdoonvarna, Co Clare sold by TBF Construction Machinery Dublin.



Lydon Gibbons receives McConway Construction, Co. Mayo SK140SRLC-5 from McSharry TRACK; another SK45SR-6 made this a double sale..jpg

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New Takeuchi TB225 sold to Hire Services in Castlebar Co Mayo by Alan Milne Tractors Newry.



Hitachi ZX33U-5 - Andrew Riley, Slaughtmanus sold by TBF Thompson (Garvagh) Ltd.



Mick Smith, SEM Construction, Co. Meath heads off with SK10SR-2 from McSharry TRACK.



Hitachi ZX130LCN-6 - S & A Construction Ltd, Garrymore, Co Cavan sold by TBF Construction Machinery Dublin.



New Yanmar SV08 ready for delivery to Mill contracts Hilltown from Crumlin Plant Sales.



Hitachi ZX33U-5 - Woofys Kennels, Straffan, Co Kildare sold by TBF Construction Machinery Dublin.



New Takeuchi TB230 delivered to Y&S Fencing in Downpatrick by Alan Milne Tractors Newry.



Hitachi ZX55U-5 - Mulligan Contracts, Draperstown sold by TBF Thompson (Garvagh) Ltd.



A new Giant Tendo 4548HD for DSCCS Ltd Cavan, from Ballyward Plant Services.



Hitachi ZX55U-5 - DMAC Construction, Dunfanaghy sold by TBF Construction Machinery Dublin.



Manitou MT420 delivered to Harpur Doupe, Caledon.



New Komatsu PC210LC-11 being collected by Barrets from McHale Plant Sales Ltd.



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Dieci Icarus 40.17 delivered to Moss Construction in Markethill Co Armagh by Alan Milne Tractors Newry.



Thwaites 1 Ton & Bomag BW90AD-5 - W T Hire Strabane Ltd, Strabane sold by TBF Thompson (Garvagh) Ltd.



A new Giant Tendo 4548HD with Klou Stump Grinder for Down Hire Centre, from Ballyward Plant Services.



Ballinaskeagh Grains with their fantastic new Manitou MLT 741-140 V.



Hitachi ZX65USB-5 - David Moore Plant Hire, Shankill, Co Tipperary sold by TBF Construction Machinery Dublin.



3 New Adler pedestrian brushes for Lisburn Castlereagh City Council, from Ballyward Plant Services .



Hitachi ZX135US-6 - Cole Groundworks Contracts Ltd, Newry sold by TBF Thompson (Garvagh) Ltd.



2 x Takeuchi TB230 sold to Oakwood Tools in Edenderry Co Offaly by Alan Milne Tractors Newry.



Thwaites 9 Tonne w Cab - J&S McKee Ltd, Portglenone sold by TBF Thompson (Garvagh) Ltd.



KOBELCO SK350LC-10 cw okada3600 hydraulic breaker to OPW, Co. Meath from McSharry TRACK.



Hitachi ZX130LCN-6 - Declan Landy Fencing Ltd, Naas sold by TBF Construction Machinery Dublin.



New Takeuchi TB230 delivered to William Hayden in Oylegate Co Wexford by Alan Milne Tractors Newry.

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Hitachi ZX210LC-6 - P & A McGuigan Ltd, Draperstown sold by TBF Thompson (Garvagh) Ltd.



New Takeuchi TB230 delivered to Annett LandscapingWarrenpoint by Alan Milne Tractors Newry.



Hitachi ZX55U-5 - David King Utilities, Castleblaney sold by TBF Construction Machinery Dublin.



New Takeuchi TB235 delivered to Corbrack Utilities in Bray by Alan Milne Tractors Newry.



Hitachi ZX33U-5 - Drumhill Plant Ltd, Kerrykeel, Letterkenny sold by TBF Construction Machinery Dublin.



New Yanmar SV08 delivered to Mister Hire Dublin from Crumlin Plant Sales .



A new Giant V4502T for RB Wallace, from Ballyward Plant Services.



New Komatsu 901XC-5 being delivered to Willie O Dwyer by McHale Plant Sales Ltd.



One of 2 Merlo P40.17 Telehandlers recently sold to John Somers Construction by McHale Plant Sales Ltd.



John Ritche from Newtownbutler taking delivery of his new MLT630-105.



New Komatsu PC360LC-11 sold to Hilltop Quarries by McHale Plant Sales Ltd.



New Takeuchi TB235 sold to Moss Construction in Seaghan Co Armagh by Alan Milne Tractors Newry.

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New Takeuchi TB230 delivered to Lynwood Equipment in Trim by Alan Milne Tractors Newry.



Hitachi ZX38U-5 - Patrick Kennedy, Hospital, Co Limerick sold by TBF Construction Machinery Dublin.



New Komatsu D65PX-18 Bulldozer recently delivered to Kilsaran by McHale Plant Sales Ltd.



Hitachi ZX33U-5 - Claragh Homes Ltd, Omagh sold by TBF Thompson (Garvagh) Ltd.



New Takeuchi TB235 sold to T&J Development in Kildare by Alan Milne Tractors Newry.



New Komatsu PC138US-11 sold to David Kehoe by McHale Plant Sales Ltd.



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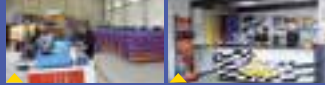
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