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Jan-Feb 2018

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Welcome to another New Year; it hasn't exactly got off to a good start, not least because of the collapse of construction giant Carillion who employed around 500 people in Northern Ireland on a number of major contracts, including the Housing Executive and Power NI.

Those jobs – and thousands of others across the UK – are in jeopardy, but could be saved as other contractors are expected to move in to fill the gap, however sub contractors who are collectively owed millions of pounds will, in all likelihood, not be so fortunate.

On a slightly more positive note as we went to Press, the new NI Secretary of State Karen Bradley was expected to begin a fresh round of talks with the political parties at Stormont in a last bid to break the deadlock; it's a year since we last had an Executive in power and the economy has suffered.

Still, life goes on and on the wider front, with five months still to go until Hillhead 2018 opens its doors in June, the organisers say it is close to being a sell-out, as is the forthcoming Executive Hire Show, sure signs that the industry in general remains buoyant despite the uncertainty of what Brexit will bring.

In this issue, we carry a comprehensive report in words and pictures of our 2017 Plant & Civil Engineer Awards, revealing who won what and why, and we also have details of our annual Golf Masters to be held later this year at the renowned Lough Erne Resort in Fermanagh.

Our 'View from the Cab' focuses on AG Wilson's Hyundai HX330 L crawler excavator. We have also been on a visit to Geith's UK distribution hub in Liverpool to see how that has impacted on the business, and we report on Dynapac's new business and promotional strategy – 'Your Partner on the Road Ahead' – which was recently unveiled at a company launch event at Wardenburg, in Germany.

Other special features highlight what's new in GPS technology and in telehandlers and, of course, all our usual subjects are covered, including Hire News, Auctions and Agri Plant & Equipment.

In the meantime, remember, you can keep up to date by logging on to our website at [www.plantandcivilengineer.com](http://www.plantandcivilengineer.com).

**Justin Carrigan**  
General Manager

Email:  
[Justin@4squaremedia.net](mailto:Justin@4squaremedia.net)

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# Truxta Mini Dumpers Are Unique, Compact & Versatile



L-R: Robert McAlerney (Ballyward Plant), Ivan McKane (Ballyward Plant), Dennis Troughton (Ballyward) and Cliff Perks (Truxta).

**Ballyward Plant Services now offer a unique range of powered articulated mini dumpers that provide maximum versatility and light touch operation, available with battery power, petrol or diesel.**

The UK built compact Truxta Bendie powered dumpers are available in two sizes - 300 and 450kg – and can reach areas where other dumpers cannot.

Powerful and stable on steep inclines with full loads the fail-safe braking provides maximum safety on site. Working in tight spaces the 4x4 Truxta Bendie gets maximum access and is proving popular for all types of hire customer and users. It handles corners with minimum effort and with a great skip capacity, the mini dumper range offers excellent load carrying in and around building, landscaping or other sites.

The well balanced robust unit fits through typical doorways and is also easily transportable from site to site, and compact enough to store; also available is a range of easy fit attachments for a variety of applications. "Since taking on the distributorship for all of Ireland, interest in the range has been growing, from both hire shops and end users," comments BPS's Robert McAlerney. "The dumpers are very manoeuvrable, very easy to drive and very

intuitive, with little training required to operate them." And added Truxta Sales Manager Cliff Perks: "Until you see it in operation, you cannot really appreciate the range's uniqueness and versatility. There is simply nothing like it on the market. This quality built range is already well proven across the UK and abroad and we are delighted to be working alongside Ballyward Plant Services to expand sales throughout the north and south of Ireland where we see great potential. Robert is very hands-on and we know he will continue to do well with the range." Incidentally, if you are attending the forthcoming Executive Hire Show, you'll be able to get up close and personal with the new All Wheel Drive powered Truxta Quadro, or, of course, contact BPS. Powered by industrial spec Honda GX160 or GX200 engines, it features hydrostatic braking that ensures safe operation on inclines with a full load; easy to use hydrostatic squeeze and go controls, provide smooth and simple control with no gear shifting required. Big in capacity but compact in size, the large capacity 450kg skip is interchangeable with a 300kg skip together with interchangeable wheels to enable the machine to fit through narrow doorways.





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# LIEBHERR

# First female Chairperson elected to CIF Galway Branch

**The Construction Industry Federation has congratulated Tara Flynn of Paul Flynn Construction Ltd. on her election as Chair of the CIF Galway branch.**

Justin Molloy Regional Director, Midlands and Western Region said: "In an industry that is trying to encourage more women to take up careers in construction it is good to see that the CIF Galway branch has elected its first ever female Chairperson.

"Tara Flynn has been involved in many aspects of branch activities in recent years demonstrating her ability and commitment to the development of the industry in the west of Ireland.

"Since becoming involved in branch activities Tara has worked tirelessly on behalf of the members, she has been the main driver in promoting branch networking and social events, and gives freely of her time to represent the views of the branch

on a variety of national and regional committees. I have no doubt that Tara will be a very effective Chair and a great addition to the CIF Galway branch."

Said Tara Flynn: "I am truly honoured to be the first female CIF Chairperson of the Western Region and will do my very best for our members while I am in this role. One of my aims as CIF chair is to try to increase our membership in the Western region. I would also like to see an increase in female participation within the construction industry, I think having more women involved in this sector will help change the industry for the better. Women make great leaders and we are all equal in this business."

The outgoing Chairman of the CIF Galway branch Paul Stewart of Stewart Construction is the 4th generation of Stewarts to manage the Stewart Construction company, which was established back in 1902. Paul became Chairperson of the CIF Galway branch 50



Tara Flynn.

years after his father, Seán Stewart, had done so, while Pauls' great-grandfather, James Stewart, was one of the founding members of the CIF back in 1935.

## UK construction and earthmoving equipment exports remain buoyant

**UK exports of construction and earthmoving equipment showed a further modest increase in the third quarter of 2017, representing a fourth consecutive quarter of growth.**

Exports in Q3 showed a 1.3% increase on Q2 levels at £723 million, and was the highest quarterly level for over two years, since Q2 2015. Overall, exports in the first 9 months of the year are 21% up on 2016 levels.

The increasing levels of exports of equipment can be attributed to both improving demand in many of the major overseas

markets, as well as the benefit of the weaker £ exchange rate since the middle of 2016, following the Brexit referendum.

The USA remained the top destination for UK exports in the first nine months of 2017, accounting for 23% of total exports on a £ value basis. Collectively, exports to EU28 countries have increased to 44% of total exports on a £ value basis in the first nine months of the year, compared with 41% in 2016.

Imports of equipment showed a reduction in Q3, following the same seasonal pattern as the last two years, "peaking" in Apr/

Jun quarter, and "bottoming" in Oct/Dec. However, in £ value terms, imports in Q3 were 6% higher than the same quarter in 2016, at £342 million. In the first nine months of 2017, imports are 12% higher than the same period in 2016 on a value basis at £1,128 million.

Higher levels of imports of equipment in the first nine of the year are consistent with higher equipment sales to the UK market, according to the UK construction equipment data exchange. This shows an increase of 6% in equipment sales in the first nine of the year compared with the same period in 2016.

Japan remains the single biggest country source of imports in 2017, accounting for 20% of total imports of equipment in the first nine months of the year on a value basis

Overall, the UK remains a net exporter of construction and earthmoving equipment, measured in both weight and value terms. In Q3, the trade surplus increased significantly to £381 million, the highest quarterly level since 2014. In the first nine months of the year, the export surplus has shown a 33% increase on the same period in 2016.

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# Adston Completes Rapid Build Housing Project for Dublin City Council

County Down based construction company, Adston has completed 24 rapid build two storey housing units, in partnership with Dublin City Council.

From construction to completion, Adston has designed, manufactured and delivered, within six months, two and three bedroom houses to the Cherry Orchard site, in response to Dublin City Council's need for social housing.

As one of the only construction companies, in Ireland and the UK, accredited in Ireland's Build Off-site Property Assurance Scheme (BOPAS), Adston modernises traditional construction to build high quality and sustainable housing through a rapid build scheme using modular units, namely off-site modular construction.

Commented Adston CEO, Francis Smith: "This was a great project for us, it truly gave us the opportunity to show off-site construction at its best. With high quality factory assembly units delivered direct to site, there was significantly less waste for our on-site contractors.

"Off-site construction has the potential to change the construction industry for various sectors. The end result is an airtight house with super insulation. There is no doubt these houses will make



*Pictured, the completed Cherry orchard site.*

great homes and will give families a great quality of life in the years to come."

A spokesperson of Dublin City Council said: "Adston provided an efficient and proactive solution through offsite construction,

combatting many of the traditional problems faced during construction, one in particular which we were conscious of, time. The fact that six months ago, nothing stood on the Cherry Orchard site is remarkable."

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## Lagan Construction International rebrands to Lagan Construction Aviation

**Lagan Construction Aviation, part of the Lagan Construction Group of companies, is the new brand for the Group's dedicated Airports Team.**

Lagan Construction Aviation is headed by Steve Turner who has been working within the Airports industry for 20 years. Steve commented: "The rebrand was necessary in order to fully define who we are. The Lagan Construction Aviation dedicated team will continue to grow the business in both domestic and International markets executing projects through self-performance, utilising our in-house plant, to safely deliver our projects." Lagan Construction Aviation is currently delivering aviation

projects at Dublin Airport with JV partners Clare Civil and at RAF Marham with JV partners Galliford Try. The team have recently successfully delivered projects at Heathrow, London City Airport, RAF Akrotiri and RAF Gibraltar.

The Group also has a specialist US Airports team who are based at Virginia in Washington DC, led by Donald Bloodworth, and who are currently working at Ronald Reagan National Airport and at Wallops Flight Facility for NASA.

Its specialist airport teams have laid in excess of 6 million tonnes of asphalt and concrete at airports worldwide and has completed projects in over 50 airports across 5 continents.

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# GEITH'S UK DISTRIBUTION HUB CONTINUES TO PAY DIVIDENDS

**Geith's state of the art UK distribution hub in Liverpool, which opened almost a year ago, continues to pay dividends, with the attachment specialist manufacturer experiencing 20% year-on-year growth, no mean achievement in today's highly competitive marketplace.**

Working in partnership with top logistics experts GSL (Gwynedd Shipping) & Palletways, Geith's enhanced delivery and customer service has clearly had a positive impact on the business which is headquartered at Swords in County Dublin.

Geith, of course, with over 55 years of engineering expertise in the development of excavator attachments, is a company that is well-known and appreciated for its wide and safe range of quick hitches as well as its selection of high quality and durable buckets.

The distribution hub, which consists of three separate large warehouses and office accommodation, services the needs of dealers and customers throughout the UK, as well as those in France, Italy and other European markets.

At any given time the hub stocks up to 1,000 quick hitches and even more buckets – from one tonne up to 50 tonne – in addition to demolition attachments such as clamps, rippers, grapples and, of course, spare parts, which means customers can expect quicker delivery of any orders processed by the staff – and with the latest technology now available, customers can track those orders from collection to proof of delivery via email or text message.



"In the past when manufacturers built to order, customers invariably experienced problems with delivery delays because of one reason or another, but that is all changing," explains Geith Sales Manager Gerry Kealy.

"The criteria for buying product can be broken down into three parts – delivery, price and quality – with delivery over the last couple of years becoming much more important to the customer. Having invested heavily in the Liverpool hub means that any

orders we now receive for quick hitches or buckets before 1pm will be shipped the same day for prompt delivery."

The reaction from the dealer network has understandably been very positive, too, as it enables them to provide a higher level of service to their customers.

Geith quick hitches meet and exceed current safety EU norms thanks to patented pin locking systems and design to ensure the attachment is in safe position in the







event of a hydraulic power loss. These fully automatic hitches, with four independent safety components, ensure a safe changeover of attachments without the need for the operator to leave the excavator cab.

Meanwhile, Geith's proven design has no greasing requirements, less maintenance and replacement parts which guarantee you a hassle free coupler. In addition, Geith offer a three year

warranty on all couplers, underlining the confidence they have in their coupler.

Geith has also become a bucket specialist over the years, offering a wide range of excavator buckets from 1t to 55 tons machines, specialising, too, in customisation to ensure the best fit on OEM excavators.

Customers can choose between HD and Rock Duty buckets depending on their application requirements. A wide selection

of widths and capacities allows them to maximise productivity and efficiency. Customers can even select their tooth option based on ground condition or preference.

In addition, Geith place great emphasis on aftermarket requirements, with replacement parts including bucket teeth, blank bucket pins, cutting edges, side cutters, wear shrouds and blank bucket fittings available for immediate shipment to make sure customers' downtime is kept to a minimum.

***"In the past when manufacturers built to order, customers invariably experienced problems with delivery delays because of one reason or another, but that is all changing"***

**Gerry Kealy**  
Geith Sales Manager





# VOLVO LAUNCHES OWN RANGE OF RIGID HAULERS

**Volvo Construction Equipment has announced that it will enter the rigid hauler market with its own Volvo brand of rigid haulers in the second quarter of 2018.**

The development of the new four-model range has relied heavily on the longstanding rigid hauler expertise of Volvo CE's subsidiary Terex Trucks, combined with the technological strength of the Volvo Group. The range, which will initially be launched in less regulated markets, consists of the 45-ton R45D, 60-ton R60D, 72-ton R70D and the flagship 100-ton R100E.

The E-Series R100E is a completely new Volvo CE 100-ton (95-tonne) rigid hauler that combines a wealth of market and customer knowledge with proven components, new technologies and a striking new design – all providing a cost-effective and productive solution to fulfil the needs of today's mining and quarrying customers.

Based on the existing and well-proven Terex Trucks TR-Series, development of the D-Series R45D, R60D and R70D Volvo rigid haulers follows an in-depth engineering review, ensuring that the machines

meet the standards expected from Volvo products in their target markets and segments. Improvements include greater visibility and safety systems, along with Volvo technical support and branding.

As a result of the launch of the Volvo-branded rigid haulers, production of Terex Trucks rigid haulers will, over time, cease.

"Our purchase of Terex Trucks in 2014 was a strategic decision that allowed Volvo to offer customers a rigid hauler option," says Thomas Bitter, Senior Vice President of the Marketing and Product Portfolio (MaPP) function at Volvo CE. "Since then, we've been working to design a completely new rigid hauler that builds on Terex Trucks' 84-year heritage, while also incorporating Volvo CE's industry-leading technology and core values of quality, safety and environmental care. Today we move to the next stage, and the new Volvo machines, especially the E-Series R100E, are the outcome of this work. We're confident that they will impress customers working in the mining and quarrying segments."

The all-new flagship R100E has been designed to meet customer demands for a rigid hauler that delivers high performance and

productivity, low total cost of ownership, easy serviceability and good operator comfort. With its high capacity and hauling speeds, new V-shaped body, efficient hydraulics, intelligent monitoring systems and operator environment, the R100E will help customers move more material in less time.

"Terex Trucks' rigid haulers are known for performing well in tough conditions, while also being easy to maintain and delivering low cost of ownership," says Paul Douglas, Volvo CE's Vice President of Rigid Haulers and Terex Trucks. "Our proven design has provided a strong DNA on which to help develop Volvo CE's innovative entry into this product line. The new E-Series R100E is a completely new machine that delivers stability, a long service life, high profitability, durability and comfort. And moreover, it's quick and simple to operate and maintain."

The new Volvo-branded rigid haulers will be manufactured at the rebranded Volvo Motherwell production facility in Scotland and sold exclusively through the Volvo dealer network.





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# Half A Million And Counting As Major Engine Milestone Marked

**A JCB business which has powered its way to international success has celebrated the production of half a million engines - enough to stretch from London to Paris.**

Four cylinder diesel engines first began rolling off the line at JCB Power Systems in Derbyshire in November 2004 when the company employed just 64 people and in the first year of production less than 10,000 engines were produced. The Foston-based business has grown dramatically since then and the workforce now stands at almost 400.

Now employees have celebrated the production of 500,000th engine and staggeringly, if all half million engines were laid out end-to-end, they would stretch from London to Paris.

JCB Chairman Lord Bamford said: "There have been many great achievements at JCB over the years and engine manufacturing is a truly great success story. In 2004 we relied entirely on external suppliers for our engines. Today the JCB engine powers more than 70% of the machines JCB makes and we sell it very successfully to other manufacturers for a wide variety of uses. "What is more important is that we have complete control



**Half a million and counting... JCB has celebrated the production of its 500,000th engine. Employees at JCB Power Systems are pictured marking the occasion in front of the milestone figure spelt out in engines.**

over our engine technology and production, giving us the freedom to innovate and to offer our customers engines which are clean, fuel efficient, easy to maintain and economical. Production of half a million engines is a wonderful milestone and I congratulate the whole team for achieving such a momentous

landmark." It took eight years to build the first 200,000 JCB engines and only five years to build the next 300,000 – highlighting the rapid growth in the business. The expansion also saw JCB India begin production of engines in 2010 at its headquarters near Delhi.

## UK Launch Of Bell B20E Brings Opportunities For Housebuilders

**Positioned as a leading manufacturer of off-road earth moving machinery for over thirty years, Bell Equipment has announced the UK release of its acclaimed B20E 6x6 ADT, a highly durable twenty-tonne articulated truck designed for ease of operation and high production results.**

Physically smaller than its internationally successful relations, the B25E and B30E, this latest addition to the Bell family has been presented to the UK market as a vehicle with comparable capabilities of its larger teammates, but packaged within a more compact unit, making it appropriate for use on small to medium sites.

This Tier-4 truck provides plant hire companies with the opportunity to bring a compact, high-spec ADT to their fleets, while also enabling existing Bell operators to standardise their taskforces and offer a full range of machines, from 20 to 60 tonne, from one manufacturer. As with all E-series machines, the B20E benefits from the safety, performance and up-to-date Bell Fleetm@tic® on-board data technologies, as well as uncompromised support and maintenance services.

"The 20-tonne market is renowned for being niche in the UK," explains Richard Higgott, Sales Manager at Bell Equipment, "therefore customers have comparatively little choice when

it comes to purchasing a smaller, yet highly powerful vehicle.

"However, that's not to say there isn't the demand for manoeuvrable, capable 6x6 machines that come into their own in low ground pressure applications."

Although smaller, the B20E offers a very similar power-to-weight ratio to other Bell ADTs, providing the optimum balance between performance and fuel consumption. The B20E can produce the same power-to-weight ratio of the Bell B30E (5.11 kW/tonne), and is fitted with wet brakes to offer sealed protection against deep mud. Customers can also alternate between standard 20.5R25 earthmoving tyres or low profile, extra wide

800/45 R30.5 tyres; designed to offer significantly reduced ground pressure and market-leading flotation in excessively muddy or soft sandy underfoot conditions.

"To date, there's been a limited number of vehicles available to housebuilders in the UK, capable of offering the specification of the B20E. It's an agile machine, that brings in a rated payload of 18 tonnes. It also measures less than three metres, which is a significant feature, enabling it to be transported using a low loader or road driver without the need for a movement order.

"The B20Es 'accessible' dimensions make it a more appropriate vehicle than a 25-ton or 30-ton truck in close working environments."

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*Sustainable Productivity*



# DYNAPAC FOCUSES ON THE ROAD AHEAD

**Dynapac's new business and promotional strategy – 'Your Partner on the Road Ahead' – was recently unveiled at a company launch event at Wardenburg, in Germany, when they also introduced a new visual product identity consisting of three main colours – red, white and grey.**

Among the presentations on the day there was a welcome from Jean-Claude Fayat, the current president of the family-run corporation, Fayat Group, which is the new parent of Dynapac.

UK based staff and clients were then introduced to the new Dynapac identity, production staff and an exhibition of the latest range of millers, pavers and rollers. Similar events are in hand for audiences in the Far East and the Americas.

Dynapac machinery was in full operational mode, around a demonstration asphalt apron and there was also an 'up close' look at the early production model of the CC1200VI, the sixth generation of the popular road roller, which was driven up to the stage in a flood of dry ice.

"Red has always been a significant colour for Dynapac, and when investigating the brand values, the red colour was among the top recognition factors," says Herman Matthyssen, Vice President marketing.



"The new colours also underline the uniqueness of the Dynapac brand, now part of the Fayat Group!"

The new colours support the future image and spirit of the Dynapac brand, underlining also the innovative character of its products, and the modern design lines. "We are very proud of our new visual identity, it signals we are an independent brand with our own sales-channels, own technology and own product portfolio," says Herman Matthyssen.

"Our aim is to have all Dynapac products in the new colors before year-end. That seems very realistic right now."

## Extended Range

Simultaneously with the launch of the new visual identity, Dynapac also revealed it is extending its product range with its new compact asphalt tandem roller, CC1100- 1200.

The new CC1100/ CC1200 generation VI is designed to meet the construction industry's tough conditions with the operator in mind resulting in a robust,

comfortable and modern machine for best compaction result. The new machine has a unique design with its cross-mounted engine in combination with an excellent visibility and massive casted forks with built-in flexible lifting/towing/tie down possibilities.

By moving the water tank to the rear part of the machine, Dynapac has managed to develop a machine with a unique design with a cross-mounted engine in combination with excellent visibility over the drums. The robust engine hood is designed for optimal view over the front drum. The optional sliding seat of 210 mm in combination with the engine hood design gives the operator the best sliding possibilities and visibility on the market. The optional ROPS-mounted working lights in LED will additionally give very good visibility during night-work.

A mechanical adjustable off-set function is available on the new machines. By adjusting the rear frame to the left by long-holes you will get an off-set of the front drum up to 50 mm. Off-setting the front drum makes it easier to compact close to walls and curbs without risk of damages of the machine. The drums have tapered drum edges giving the compaction result a smooth surface without marks. The increased drum diameter makes sure the asphalt is not shoveling in front of the drum creating transversal cracks.

All rollers include efficient eccentrics guaranteeing optimum powerful performance in the vibration start-up process. The machine features high frequency compaction with the possibility to choose between dual frequencies depending on different conditions and applications. An optional front right mounted edge presser/edge cutter is available as well as an optional rear mounted chip spreader. The edge cutter and chip spreader are maneuvered with buttons in the F/R lever.

The machine models are also available in a combi-version with 4 static rubber wheels at the rear.

## Water system

The water system is one of the most important systems on an asphalt roller. The design of the pressurised sprinkler system facilitates a smooth and reliable compaction with maximum uptime. The rollers are equipped with a sprinkler system with easy accessible sprinkler pump and filter (above the rear drum) and sprinkler bars including 3 sprinkler nozzles on each drum. Automatic Water Control (AWC) is standard on all machines. A 3-stage filtration system ensures





clean water and prevents clogged sprinkler nozzles. The sprinkler timer helps the operator in saving water by adjusting the sprinkler intervals which means reduced downtime for water-refilling. The water tank's volume is as much as 205 liters/54 gal. All this together means less down-time for the operator.

### Operator comfort

Designing the new roller with the operator in mind has resulted in a comfortable and modern operator's environment. The spacious and vibration damped operator platform enables good operator comfort

even during long working days and thereby also increase the quality of the job done.

A new optimal comfort seat is available with weight adjustment, armrests and optional seat-heating. The forward and reverse lever is following the optional sliding seat for even better ergonomics and better control. An optional dual forward and reverse lever enables even better ergonomics and control over the compaction process. The new instrument-panel with keypad buttons and a display showing the most important functions facilitate the driver to operate the roller in a controlled way.

### Easy transportation

Fast and easy transportation between jobsites increases the operator's time efficiency. The design work has resulted in flexible lifting/tie down/towing possibilities built-in in the casted forks thus enabling fast and easy transportation. An optional central lifting point is available which makes the transportation between jobsites easier. The foldable ROPS is easy to fold. The total machine length including the ROPS is 2400 mm which means the machines can be cross-loaded on a truck enabling twice as many rollers can fit on a truck.



**“Red has always been a significant colour for Dynapac, and when investigating the brand values, the red colour was among the top recognition factors”**

**Herman Matthyssen**  
Vice President Marketing



# Groundforce Bridge's fly in to help with access



**Groundforce Bridge has supplied a total of 26 temporary bridges to specialist contractors KN Group and Grid Network Services, to provide access for the refurbishment of the Bellacorick Castlebar 110kV Line in County Mayo for the Electricity Supply Board (ESB). The refurbishment of the line included the replacement of a number of the electricity pylons and foundations.**

Due to the scenic and remote locations of the area reaching a lot of the sites by road was a major challenge, plus there were environmental considerations to take into account, so delivering the bridges required a rather unorthodox approach – by helicopter!

Fifteen bridges were supplied to KN Group and nine to Grid Network Services, to provide access for the contractor's plant and equipment including cranes and concrete delivery. The bridges were used to span local rivers and watercourses. The range of bridges supplied included 5 m x 2 m Trench Crossing Units, 10 m x 3 m and 7.25 m x 3 m Vehicle Bridges, plus 10 m x 1 m new aluminium Pedestrian Bridges.

The line crossed over a number of ecologically sensitive areas with over 50% of the line route being within a European designated Special Area of Conservation (SAC), containing protected active bogs and local rivers home to the 'Freshwater Pearl Mussel,' which is a protected species. Full-time ecologists were on site to ensure these habitats were protected and not disturbed by any construction activities. All rivers and water crossings were required to have clear span bridges installed as part of the planning conditions.

Having worked with Groundforce previously, Paul Kelly from Grid Network Services

contacted Groundforce Bridge to see what options they could offer. Terry Mead, general manager at Groundforce Bridge made four pre-installation visits to the sites to consider all the issues before presenting the best solution.

However, with delivery by road an impossibility for the new 10 m aluminium Pedestrian Bridges, which come as an assembled unit, a different delivery option was needed. Working together with Grid Network Services they decided the best solution was to fly them in by helicopter.

"Once we had decided on which bridges would be needed we had to then look at how we could deliver them to the sites," said Terry Mead. "Without doubt, this was one of the most difficult and challenging projects that we have undertaken since forming the Groundforce bridging division four years ago. With restricted access to all sites, six of which needed the assistance of a helicopter to site the six new 10 m Pedestrian Bridges."

Paul Kelly from Grid Network Services said: "We were very pleased with Groundforce Bridge it all went as planned and they did a great job."

Tony Patton (project manager, KN Group) added: "Terry and his team delivered an excellent service on a particularly challenging project. The advice and guidance given at the planning phase and efficient installation of the bridges proved invaluable in delivering the project."

Groundforce Bridge offers a range of temporary bridging solutions tailored to the requirements of the construction, transmission, rail and events industries. Its products comprise a range of modular flat-pack bridges ranging from pedestrian bridges up to their 12 m Mega Vehicle Bridge.

## Stolen JCB 2CX Worth £25,000 Safely Recovered in Hours

**A stolen JCB 2CX Backhoe Loader worth £25,000 has been found and safely recovered in Bentley, Hampshire, within a matter of hours of first being reported as stolen thanks to the installation of a battery operated tracking device from AMI Group, plus back-up drone footage which aided the plant recovery efforts.**

AMI's monitoring station received a phone call in the morning from a customer reporting the theft of the JCB 2CX machine which was fitted with the AT5 - a wireless, covertly installed battery operated tracking device from AMI Group.

AMI immediately placed the AT5 tracking unit into 'finder mode' so that the exact location of the stolen machine could be determined. The AT5 utilises state-of-the-art GPS, GSM and RF technology, with highly sensitive assisted GPS positioning accurate to within 1 metre.

Once the AT5 is fitted to a piece of plant machinery, both AMI's monitoring station and the customer concerned can also log on to the AMI Nexis web-based portal or AMI Nexis app to establish the exact GPS destination of the asset. Carrying out minute-by-minute monitoring, AMI's monitoring station could see that the stolen JCB machine had been taken to a location in Bentley, Hampshire near the A31.

One of AMI's finders set off in pursuit of the stolen machine and the AT5's GPS signal led the finder to a locked compound in Bentley. To aid the recovery efforts, an AMI drone was deployed to pinpoint the exact location on the site before the police gained access. AMI's drones work from remote or secure locations up to 7km away whilst streaming HD video footage to the AMI finder team. They can fly at an altitude of 400ft and are virtually silent whilst searching the area.

From the AT5's GPS signal and footage from the drone, AMI Group gained a positive sighting of the stolen JCB 2CX machine and the police were able to enter the site and recover the machine. AMI's finder completed a witness statement for the police and AMI's customer was able to recover the stolen Backhoe Loader on the same afternoon, just hours after first being reported as stolen.

## New appointments at Liebherr-Construction Equipment Ireland Ltd

**In line with the strategic plan to accelerate earthmoving machinery sales growth in the Irish market, Liebherr has appointed four new employees to its earthmoving division.**

Robert Macnaughton has been appointed as Divisional Manager of the earthmoving division along with Ray O'Keeffe as Area Sales Manager (South West Ireland), John Walls as Area Sales Manager (Northern Ireland) and Tom O'Neill as

Field Service Engineer. The new appointments have many years' experience in the earthmoving construction industry and will further strengthen the existing earthmoving team at Liebherr-Construction Equipment Ireland Ltd.



*"At A.G. Wilson Limited, we provide a comprehensive range of professional engineering services to both the private and public sectors. Over the last 30 years our business has diversified within the industry to satisfy customer demand. Our three primary work categories are Civil engineering, Marine Construction & Fusion welding services and we pride ourselves on delivering a quality service to our clients throughout the UK, Ireland and Europe."*



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# HYUNDAI HX330 L DELIVERS EXCEPTIONAL PERFORMANCE FOR AG WILSON

**It's a year since AG Wilson, a civil engineering, marine and fusion welding contractor based in Portadown, purchased the very first Hyundai HX330 L crawler excavator in Northern Ireland from Lisburn based Hyundai dealer Northern Lift Trucks, so how has the machine been performing? Plant & Civil Engineer's David Stokes has been getting the view from the cab.**



When first acquired, the 33.5 tonne machine was put to work straight away on a major pipe laying project in Airdrie Scotland with Caledonia Water Alliance for Scottish Water; today it is earning its keep on a roads contract associated with the construction of a new Lidl's supermarket in Magherafelt.

"Since we added it to our fleet it hasn't given us any problems; reliability has been exceptional," says AG Wilson's Derek Wilson. "It's a powerful machine that punches above its weight."

Those sentiments have been echoed by machine operator Mark Wheeler whose first encounter with the Hyundai HX330 L was on the Scottish project which involved the fusion welding of five kilometres of polyethylene pipe and then laying the pipe in to the ground. The HX330 L was responsible for digging the trenches and pulling strings of the pipe, mostly on waste ground.

"The HX330 L was the perfect machine for the job, moving 6.5 tonne welding huts around the site and dragging 70 tonne lengths of pipe," says Mark, who is currently employed on the Lidl project.

"It's a great all round machine, probably the most impressive I have operated over the years. The cab is certainly one of the most comfortable I have been in, and it is more powerful than similar machines of its size. Over the past 20 years I have worked on lots of 13 and 14 tonne machines, and while the Hyundai is the biggest, it still feels like a 13 tonner, albeit with loads more power and much better performance."

## All Round View

Visibility, of course, is vital when working on busy sites, and the Hyundai doesn't disappoint. "The camera system is good very good, enabling me to see all around the machine – the system even alerts me if somebody is approaching my machine – which is an excellent safety feature," says Mark.

The camera system comprises two major features: AVM (Around View Monitoring) and IMOD (Intelligent Moving Object







## view from the cab



Detection). Based upon filming by 4 cameras at each side of the machine the AVM system offers a 360° overview of the field. The IMOD indicates all movements around the machine. Movement is shown on the monitor by putting a rectangle around the moving object or by indicating the side at which there is movement by arrows.

The rear working lights are also well positioned for a better view which is safer for the operator, especially during these dark winter days. A large front screen is incorporated into the cab and the driver's door is easy to open from the inside with an additional handrail.

The interior of the HX-cab offers 13% more space for the operator (compared to 9A-series).

A newly developed air conditioning system provides better air circulation in the cab.

One of the most important innovations on the HX series is the large 8 inch touchscreen monitor – which can be operated when wearing gloves. As Mark pointed out, it's also easy to read and the main view of the screen can be adjusted according to his preferences. It can be controlled via touch control and/or new haptic control switch, which is common in passenger cars – and connecting to a mobile phone is easy.

### Efficient

The HX330 L is fitted with the very latest 212 kW/284 HP Cummins engine which complies with the with the latest emission standards Stage IV for the reduction of particles and NOX in exhaust gasses. Hyundai report that compared to the 9A series of machines –the HX range boasts a 90% reduction in PM and NOX. Hyundai has chosen a combined and proven solution with EGR and SCR technology - this results in a reduction of fuel consumption of up to 12% - depending on the type of operation – in comparison to Hyundai's 9A series of machines.

The HX300 L can load trucks up to 5% faster and levels up to 4% faster than the 9A-Series. In order to achieve efficient grading, the HX series can apply boom floating control using arm-in and arm-out operation only, allowing stable operation even in high-load work.

The machine is fitted with an ECO Gauge which enables the economic operation of the machine. The gauge level and colour displays engine torque and fuel efficiency level. On top of that, it indicates the status of fuel consumption such as average rate and the total amount of fuel consumed.

It also comes with Hi-Mate, which is a remote management system, developed by HHIE. Through its satellite powered technology, operators like AG Wilson can enjoy an unmatched level of service and product support. With one press of the button, users are able to remotely evaluate machine performance, access diagnostic information and verify machine locations. It's even possible to program a virtual 'geo-fence' to prevent the machine from leaving a specific area.





# £1.5 Million Pumped into Newpoint Wastewater Pumping Station

**NI Water has “pumped” £1.5 million into an essential programme of improvements that has just been completed at Newpoint Wastewater Pumping Station at Warrenpoint Road in Newry.**

The project got underway in February 2017 and involved upgrading the station by installing new pumps, screens and other essential equipment to increase capacity and improve services for customers.

Most of the improvement work took place on the Newpoint Site, with the installation of new screens, pumps and controls. The pumps at the Newpoint station transfer flows directly to Newry Wastewater Treatment Works which was also provided with new inlet screens as part of the work.

Peter Ferguson, NI Water’s Senior Project Manager said: “The new upgraded Pumping Station is good news for customers in the local area, it will reduce the likelihood of out of sewer flooding and bring about environmental benefits in the area, such as improving water quality in the Newry River.

“NI Water and our project team including Dawson WAM and McAdam Design worked well together to deliver this project on schedule and welcomed the opportunity to work with other local companies in the supply chain, including Newry-based



**(L-R) NI Water’s Peter Ferguson and Keith Henderson show Councillor Roisin Mulgrew - Chair of Newry Mourne and Down District Council around the newly upgraded Newpoint Pumping Station.**

company Murphy Process Engineering who installed and commissioned the new plant.”

Chair of Newry Mourne and Down District Council, Councillor Roisin Mulgrew added: “The Council welcomes this £1.5 million

investment in the local area, which will improve the sewerage infrastructure and wastewater services for customers. The scheme will also ensure that NI Water continues to meet Northern Ireland Environment Agency standards.”

## Engcon sales almost twice those of its nearest competitor

**Engcon continues to strengthen its position as the world’s largest manufacturer of tiltrotators. In 2016, the company generated sales of more than SEK 780 million (€68.5million), an increase of almost SEK 200 million (€17.6 million) over 2015. This means Engcon is almost twice as big as its nearest competitor.**

Contributing factors to the increase in turnover include a greater market share, strong growth in both the Nordic and non-Nordic markets, and a continued high rate of new product launches.

In summing up the 2016 financial year, Engcon reported an increase in sales of just

over 32 per cent compared to 2015, when sales amounted to around SEK 580 million (€51 million). Annual sales in 2016 were close on SEK 780 million (€68.5 million).

“These are without a doubt compelling figures. We were more than satisfied when sales passed the half billion mark, and now we’ve beaten that by a wide margin. The numbers speak for themselves; we are the biggest,” declares Krister Blomgren, Engcon Group CEO.

He continues, “In 2016, we expanded vigorously, opening offices in the Netherlands and France. What’s more, we once again launched several interesting products that give us further advantages over our competitors.”

Krister Blomgren can also see that sales of EC-Oil – Engcon’s solution for connecting hydraulic tools automatically without having to leave the cab – have picked up speed, and he predicts the product will become one of the future keys to the company’s growth.

“The safe, smart Q-Safe-D quick hitch, which is adapted for EC-Oil, our new GRD detachable grab and SWD cable sweeper, a standardised locking system, the DC2 proportional control system with remote support via the mobile phone network, and the many other smart functions we’ve developed all mean we enjoy a great technological lead,” says Krister Blomgren.

Things are looking good for the 2017 financial year. The

goal is to increase sales further and continue leading the pack. Krister Blomgren points to a series of events that suggest 2017 will be an equally strong year.

“During the year, we opened an office in North America, launched the EC233 – our most powerful tiltrotator thus far, aimed at excavators up to 33 metric tons – and invested millions in our Strömsund factory. An aggressive year, to say the least,” comments Blomgren, who predicts Engcon will probably enjoy annual sales of one billion kronor in time for the next financial statement.

Moreover, Engcon’s founder, Stig Engström, was honored with the 2017 Swedish Founder of the Year Award by Founders Alliance, a network for Sweden’s leading entrepreneurs, as a testament to the company’s strong economic development.



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## company profile

# CB TOOL HIRE & WACKER NEUSON CELEBRATE 20 YEAR PARTNERSHIP

Cork based CB Tool Hire, established 20 years ago by Colin Byrne, has reached another milestone in its long term and highly successful relationship with the Wacker Neuson brand.

Its Wacker Neuson hire fleet of excavators, telehandlers and dumpers will soon exceed 30 with the delivery of another three one-tonne dumpers - and the company hopes to add a further two dumpers in the not too distant future.

The new machines will replace other older makes of dumpers in the hire fleet to meet customer expectations as the rental outlet continues to grow its business in the year ahead.

"We look at all different brands before investing in new machinery and have come to the conclusion that Wacker Neuson tops the lot," says Colin Byrne, who is fully supported in the business by his wife and fellow director, Dee. "In our opinion, and from experience, Wacker Neuson machines are a step above where other



*Dee Byrne, Company Director.*

brands need to be, which is brilliant for us and, of course, for our customers."

He adds: "If you come into my yard you will not see many Wacker Neusons sitting idle; our customers love them and they are always out on hire, otherwise the yard would just be a sea of yellow and grey."

CB Tool Hire's current Wacker Neuson fleet includes nine-tonne minimum swing radius ET90 track excavators which offer one of the smoothest and most powerful



hydraulic systems available in its class, five-tonne zero swing 50Z3 excavators, which are ideal for working in compact spaces, 1.5 tonne ET16 excavators, which are spacious yet compact and can be transported on the back of a car towed trailer, TH412 all wheel drive telehandlers that offer a lifting height of 4.50 m and a load capacity of 1200 kg. and four-wheel 1001 dumpers that are particularly versatile, agile and extremely robust.

"Wacker Neuson machines feature a lot of standard equipment that at one time may have been regarded as 'extras'. For example, when hydraulic hitches became a legal requirement in the Republic last year, we didn't have to re-invest because they already came as standard on three and six tonne Wacker Neuson machines," says Colin, who has been in the industry for around 30 years.

Customer feedback has played a big part in CB Tool Hire's decision to expand its Wacker Neuson fleet. "Customers are always commenting on the build quality and the engine power of the machines. One of the machines, for example, has



*CB Tool Hire Team*



4,000 hours on it and it performs and looks as good as the day it left the production line.

"Our customers, who include builders, civil engineers and utility contractors, expect reliability from their machines and that's exactly what they get from Wacker Neuson, they can't afford unnecessary downtime."

CB Tool Hire also stock Wacker Neuson lighting equipment, including a flexible and compact light balloon module system and trailer-mounted light towers which come with their own generators.

"Wacker Neuson lighting equipment is very popular with our customers. One recent contractor commented that the equipment was 'absolutely fantastic', so that says it all."

Clearly, CB Tool Hire has come a long way over the past 20 years. The company started out as a two man operation, with just a few dumpers and small hand tools. Today, with a strong team of highly trained, experienced and professional staff, the company services the hire needs of a broad customer base that stretches throughout the city and county of Cork, and into Limerick, Kerry and Munster.

The Wacker Neuson brand was first introduced to the fleet in the early years of the company when it came to appreciate the merits of the brand over others and not surprisingly it is now the official distributor of Wacker Neuson tools and accessories in Cork.

Comments Wacker Neuson's Country Manager for Ireland, Ian McVey: "We've enjoyed a very long association with Colin and his team at CB Tool Hire. He invested early on into the Wacker Neuson brand. It has paid dividends and we look forward to working alongside the company for many more years to come."





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## New Liebherr Stereoloaders in The Fight Against Snow and Ice

**Liebherr Stereoloaders have an outstanding reputation when it comes to demanding winter related tasks. Both of the recently introduced L 514 and L 518 Liebherr Stereoloaders live up to this reputation.**

With their new Z-unit bar linkage, they can work reliably in the battle against snow and ice with a variety of tool attachments.

As "Speeders", the new models can achieve a top speed of 40 km/h. Thanks to this and other innovations, the Liebherr Stereoloaders are an economical alternative to conventional snow clearing equipment.

Their manoeuvrability is particularly useful if snow drifts are a hindrance to vehicle and pedestrian traffic. Thanks to the stereo steering, even inner courtyards, narrow parking areas or narrow alleyways in residential areas can be easily and reliably cleared of snow and ice by machine operators. In the winter the comfort and safety of the machine and operator are paramount. For high standards of safety, a range of equipment is available as optional extras for the L 514 and L 518 Stereoloaders. For the coldest times of year, items such as the heated external mirror or powerful LED headlights are recommended.



An auxiliary heater, or electrical coolant preheating prepare the Stereoloader for winter operation. The powerful air conditioning system defies the low external temperatures. For improved air circulation, the machine operator can open the hinged window by 180°. The intuitive operation of the L 514 and L 518 Stereoloader is very practical. Liebherr has positioned all the operating controls visibly and ergonomically in the spacious cab. Using the Liebherr control lever, integrated into the driver's seat, the machine operator can work with precision and sensitivity. Additional hydraulic control circuits, required for activities such as using a snow blower are easily controlled using a mini joystick on the Liebherr control lever. These and other features increase the ease of operation and thus productivity in winter service.





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Rodney Slane

## Tributes To Essener Equipment's Rodney Slane

**Tributes have been paid to one of our industry's great advocates, Rodney Slane from Material Handling & Access Specialists Essener Equipment, who passed away before Christmas.**

Rodney had been suffering from throat cancer for many months before his passing at the Royal Victoria Hospital in Belfast.

News of his death had been mentioned at the recent Plant & Civil Engineer's annual awards in Belfast when a minutes silence was observed.

Commented the magazine's General Manager Justin Carrigan: "Rodney was one of the nicest people you could ever meet. He will be dearly missed not just

by his family, but by his many friends and business colleagues throughout the plant, construction and civil engineering industries where he was well loved and respected."

Those sentiments were echoed by Rodney's friends and business associates, many on social media sites such as Facebook.

His death was the second tragedy to strike the Slane family. His brother Alan Slane also passed away having battled cancer.

A funeral service was held for Rodney at Derryloran Parish Church, followed by interment in Cookstown Cemetery.

He is survived by wife Margaret, son Chris, daughters Caroline and Joanna, and brother Graham and sister Diane.

## Hillhead Main Pavilion sells out in record time

**With six months still to go until Hillhead 2018 opens its doors in June, the organisers have announced that the show's Main Pavilion is now officially sold out.**

With 97% of outdoor space already allocated and stands also selling quickly in the recently extended Registration Pavilion, companies interested in exhibiting are advised to enquire without delay to avoid disappointment.

Event director Richard Bradbury commented: 'We have had an overwhelming response to this year's show both from existing customers wanting to rebook and from new enquiries looking to exhibit with us for the first time. Hillhead 2018 is set to be the largest edition to date, hosting more than 500 exhibitors for the first time.'

Visitor registration is already open for the 2018 event which takes place from 26-28 June at Hillhead Quarry, near Buxton.



## IPAF brief cross-party MPs' inquiry into work at height

**Key spokespeople for the International Powered Access Federation (IPAF) are working closely with a new all-party working group of Westminster MPs, whose aim is to cut the alarming number of workplace fatalities in the UK that are caused by falls from height.**

IPAF president Nick Selley and UK Market General Manager Richard Whiting attended the inaugural meeting recently of the All Party Parliamentary Group (APPG) for Working at Height at the UK Houses of Parliament in London.

Alison Thewliss, the SNP MP for Glasgow Central and convener of the APPG, invited politicians and stakeholders to work together to better investigate serious injuries and fatalities while working at height and to launch a widescale inquiry into how to improve safety and implement best practice. A final report will be published and presented to Parliament.

She told the group: "It is unacceptable that in 2016-17, 18% of people killed at work, died after a fall from height. After extensive research, myself and the fellow officers of the APPG believe that there are a number of facets that need to be urgently addressed in order to reduce the number of deaths and injuries caused by such falls.

"These include the collection of statistics relating to workplace falls, more in-depth investigations into the reasons for falls and better education regarding awareness about the dangers of working at height. Our first act is the inquiry set out today.

"Based on your evidence, we hope to submit workable recommendations to the HSE and the Government to help bring about a reduction in the number of falls, and ensure everyone who works at height can return home safely from work."

Tim Whiteman, CEO & MD of IPAF, commented: "Reducing falls from height in the workplace and promoting powered access equipment as the safest way to carry out temporary work at height is the very definition of IPAF's mission statement. Clearly this is something we at IPAF are very passionate about, and we will be heavily involved in providing evidence and suggestions to the inquiry and ensure that IPAF and its members are key influencers to the group.

"IPAF representatives will continue to work closely with the MPs in this cross-party group and we will be reporting back and consulting with all our UK members, who may wish to offer input or evidence to the inquiry and contribute to the report.

"We hope the report that is produced will be a truly comprehensive document that all those who are asked to carry out or supervise temporary work at height can use as an important point of reference to ensure the highest possible safety standards and to ultimately reduce falls from height in the workplace."



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# TAKING A DIFFERENT VIEW: KNOWLEDGE TO REPOWER

**When Midland Quarry Products (MQP) started to look at how it could improve the running of its large Cliffe Hill quarry site in Ellistown, Leicestershire, instead of opting for a big fleet renewal it took a different and much more integrated approach to its operation.**

This involved a completely new multi-million-pound tailored technology and rebuild deal with Finning, incorporating drone technology with Eco-Drive training, equipment monitoring and the rebuild of its existing fleet onsite. Financed through Cat® Financial, the deal has seen MQP's current Cat fleet retrofitted with Cat Truck Production Management System (TPMS).

This solution has in-turn been connected to the Cat MineStar productivity monitoring technology, which collects all of the data from each of the existing four Cat 775F Off Highway Trucks and Cat 992K Wheel Loader onsite.

The reason why the technology was immediately fitted to the primary mover fleet, relates to the new approach being taken by MQP, that has been developed in collaboration with experts from the Finning Managed Solutions (FMS) and Caterpillar Job Site Solutions (JSS) teams.

Combining this new data, with information collected from the machines as part of the previous onsite service support package, and also delivered by Finning; a model of the health of each machine will be created. This will help the FMS and JSS teams to optimise the time to conduct the rebuild repower strategy for each machine.

It is this strategy that is key to the delivery of the used equipment fleet

vision for MQP, as significant savings are being made on the overall life-cycle cost of running the fleet, in comparison to purchasing new equipment. With the rebuild process set to commence in 12 months, with work staggered over a further 12-month timeline, in two years' time MQP will be the first UK quarry to run a technology managed rebuilt fleet.



To support this timeframe and approach, MQP has also become the first UK quarry to incorporate Redbird drone technology into its vision, in co-ordination with a team approach to Eco-Drive training, which includes managers and operators.

Data from the drone flights and equipment is being analysed by the FMS team to improve efficiencies and allow for informed decisions to be made for future layouts of the quarry as it develops. For example, GPS information from machine alerts, including breaking and acceleration patterns, are already being combined with drone survey data to spot opportunities to make changes to haul roads.

This is all part of a joined-up approach to technology and the ongoing development

of skills within the operator and manager community, with telemetry data shared to deliver on the technology backed efficiency gains targeted for the site.

Commented Phil Bradshaw, Operations Director for MQP: "Our new approach is all about extracting material at the lowest possible cost per tonne, taking into consideration our people and the costs associated with running the equipment. By structuring the solution to give Finning responsibility for the uptime and maintenance of the equipment in one fixed monthly payment, through Cat Financial, the only variable we must deal with is fuel.

"So, it is in all our interests to make sure the overall operational costs are kept to a minimum and in order to achieve this, whilst also enhancing H&S on site, we have also built in support for our people with EcoDrive operator training. But the real step change is the retrofitting of TPMS and the connection to Cat MineStar. This will be the beating heart of our new approach as we make the transition from downloaded data to dynamic dashboard driven monitoring, all supported by the eye-in-the-sky that is Redbird drone technology and the FMS and JSS team.

"Essentially this will fundamentally change the way we operate the site. Operators and managers will be able to monitor production throughout the day, with commercial decisions made possible in a matter of minutes. Weekly meetings with the dedicated FMS Performance Manager to review production trends and asset utilisation will maintain focus on tactical operational decisions."



## Inaugural INFRA2018: NI Year of Infrastructure launched

**The inaugural Infra2018: NI Year of Infrastructure was launched recently at an event in the Titanic Hotel with over 100 delegates from a range of industries including education, finance, construction, architecture, medical and digital in attendance.**

Infra2018 has been developed to help tell the story of infrastructure and create better awareness amongst the Northern Ireland public of how it transforms our lives. Throughout the year-long initiative, the underlying theme is how social and economic infrastructure makes Northern Ireland liveable.

Each month in 2018 will have a different theme to tie in with major events throughout the year starting in February with Water – exploring how we get it, how to make the most of it and how to protect the natural cycle.

An interactive website - [www.infra2018.org](http://www.infra2018.org) - has also been created to show the public how the home, and our quality of life, is made liveable through infrastructure.

## QPANI meet with Local Councillors and MLAs

**The Association and Members have been meeting with local councillors and MLAs from a number of the main political parties to discuss areas of concern for the Association.**

The meetings focused on the four Western and Northern Councils of Fermanagh Omagh, Mid Ulster, Derry Strabane and Causeway Coast and Glens.

Highlighted were QPANI concerns over the Councils approach to Minerals and Aggregates Licensing in their areas.

They also again reinforced the importance of the Industry in the Council area and the need for the Council to support Responsible Operators.

## Companies are continuing to miss out on hundreds of thousands of pounds

**MINING and quarrying companies in the UK are continuing to miss out on hundreds of thousands of pounds of research and development (R&D) tax credits, according to the latest figures released recently by HMRC.**

The statistics show that despite R&D tax credits aiming to drive innovation, mining and quarrying firms' R&D claims are continuing to fall behind other sectors with companies claiming a total amount of £50 million in 2016.

The analysis indicates a positive trend for mining and quarrying firms with an increase of 100% in the total value of tax credits claimed since 2015, compared with the average for all sectors of 25%. The value of each claim was also extremely strong with companies in this sector receiving almost £1 million on average.

However, the number of claims has dropped 15% year on year and the sector is significantly below other sectors such as Manufacturing, which secured £860 million in R&D tax claims, and Professional, Scientific & Technical, which claimed back £635 million.

Overall, Mining & Quarrying accounted for just 0.2% of total claims and 1.8% of the total tax benefits claimed.

The statistics provide evidence that many mining and quarrying companies are continuing to miss out on this valuable tax relief initiative, and according to one of the UK's leading R&D tax credit specialists, The Momentum Group, this is due to a number of reasons, including a lack of awareness and not understanding which activities and costs qualify for this purpose.

Momentum Group managing director Tom Verner commented: 'One of the

biggest issues with mining and quarrying companies claiming their full R&D tax relief is that many believe R&D tax credits are only available for traditional research sectors and 'white coat' industries.

'These claims are so important in encouraging companies to innovate and by not taking advantage of this available tax relief, firms risk stagnating their growth and restricting their competitiveness, which effectively holds back our overall economy. Relief can be in the form of cash or a reduction in corporation tax liability.

'Working with leading accountants, banks and financial institutions, and many others across the UK to raise the profile of this generous tax relief, The Momentum Group are calling on all mining and quarrying businesses and their accountants to take action this year to explore this valuable incentive.

'As a UK company specialising solely in R&D tax credits, Momentum partner with mining and quarrying companies of all sizes to ensure they claim what they are legitimately entitled to,' said Mr Verner.



## Best Practice Design with Concrete and Masonry seminars

**The latest series of seminars from The Concrete Centre and the Modern Masonry Alliance in partnership with QPANI, RSUA and the Concrete Society will provide the latest guidance on the design and delivery of long-lasting, resilient buildings using concrete and masonry.**

They include practical guidance on sustainability issues, benchmarks for design and evolving standards.

The seminars are being held on 19th February at the Tyrone GAA Headquarters Ballygawley, and on the 20th February at the Windsor Park International Stadium Belfast.

## 2018 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.

**1 March - Dunsilly Hotel, Antrim**  
**24 May - Elk, Toomebridge**  
**13 September - Seagoe, Portadown**  
**22 November - Glenavon, Cookstown**



# Plans For Growth Driven By Entry To Forestry And Waste Management Markets

**The appointment of McHale Plant Sales as distributors of Komatsu Forest timber harvesting machinery and Terex Ecotec environmental and waste recovery equipment, which includes waste shredders and wood chipping machinery, is one that managing director, Michael McHale says 'will augur well' for the Birdhill and Rathcoole-based firm.**

Following a highly successful year in which sales volumes at the company increased by some 20% on the previous 12 months, McHale, sees scope over the next few years for a further 40% growth within the marketplace generally.

"Within our enlarged portfolio, the Komatsu Forest and Terex lines will complement each other extremely well," says Michael.

"Together, they bring us into new areas of activity that offer considerable scope for growth – in the expanding forestry sector, in waste management and recovery, and in biomass fuel generation," he said, adding that "in other areas too, they will dovetail extremely well with other equipment we already represent."

Planned for the coming year is an even more intensified marketing drive. Attendance at the Association of Farm and Forestry

Contractors show in January, a number of agricultural shows and the National Ploughing Championships in September are amongst the activities earmarked.

With the majority of Komatsu Dash -11 excavators now available, coupled with a very large increase in demand for their PC138 model, sales activity in their traditional construction plant, civil works and quarrying sectors will be maintained with plans to increase sales across their Komatsu excavators, dozers and wheel loaders lines and Metso mobile and fixed crushing equipment.

## Close Brothers makes a new appointment in Ireland

**Close Brothers Commercial Finance, part of Close Brothers Group plc, has appointed Garvan McCauley as Sales Director for the Fermanagh, Tyrone, and Mid Ulster regions with responsibility for providing asset finance, including refinance, to the SME sector.**

Asset finance helps businesses manage cash flow, fund growth and purchase assets such as plant and machinery, equipment and commercial vehicles. It's a flexible and manageable form of business funding, with

products including hire purchase, leasing and refinancing.

Garvan brings with him over 15 years of experience in the finance sector – having previously held several positions at First Trust Bank. His most recent role was as Business Acquisitions Manager for SME & Corporate Banking at First Trust Bank.

Garvan said: "I am delighted to join a dedicated and passionate team at Close Brothers, helping SME businesses in Fermanagh and Tyrone and the wider Mid Ulster area to fund their growth and expansion plans.

"Not only are Close Brothers Commercial Finance expert providers of asset finance and invoice finance, they are extremely flexible and offer even more funding options to SMEs with asset based lending.

"I look forward to working alongside my colleagues who specialise in invoice finance as together we can offer a bespoke solution that is unique to each of our clients."

Gary Coburn, Regional Sales Director says: "Garvan's role will help us extend our local presence across Northern Ireland and Ireland. The South



Garvan McCauley

West and Mid Ulster region has many thriving SMEs that we look forward to engaging with.

"Garvan brings extensive banking experience to the team and we are pleased to welcome him to Close Brothers."

## CEA Brexit Briefing II and Markets Review Conference

**The recent Construction Equipment Association (CEA) Conference took place at Manchester United FC at Old Trafford and was attended by 60 CEA member delegates from the Construction Equipment sector and special guests.**

The conference was moderated by Chris Sleight, senior consultant at Off-Highway Research, who is recognised as one of the world's leading authorities on global Construction Equipment markets. Chris kicked off proceedings with an update on the possible impact of Brexit on the UK construction equipment industry and what the UK would like to see happen.

Free access to the single market was an aspect of the EU that the UK would like to keep, however, the EU's chief negotiator Michel Barnier told a conference in the Belgian capital that the EU wants to offer its "most ambitious free trade agreement" to the UK, but warned that there was no question

of Britain "cherry picking" elements of the single market which it wanted to keep.

Financial servicing passporting alongside the other three of the four freedoms which include free movement of goods, services and capital were also on the 'wish list' of EU keeps. Mr Barnier said that the UK's financial sector will lose the "passporting" arrangements which allow them to operate in the remaining EU as a result of Brexit.

There's also the desire that UK citizens retain the right to live and work in the EU, but have more controls on immigration however, this is not looking likely as Mr Barnier said today, "We take note of the UK decision to end free movement of people. This means, clearly, that the UK will close the benefits of the single market. This is a legal reality."

Mr Sleight also touched on Switzerland and Norway's relationship with the EU. These are two countries that are not EU members but

still have very close trading relationships with the rest of Europe. However, he pointed out that there really was no off the shelf solution that would work for the UK.

"Potential impacts for the UK CE Industry included further devaluation of the £ would drive prices up meaning higher costs of imported equipment, components and diesel – however we could experience a price advantage for UK manufactured equipment both at home and overseas. Exiting the EEA/EFTA could also mean 5-10% tariffs on imports and exports.

"We could potentially lose skilled workers and manufacturers as custom headaches will mean the UK is less attractive as a manufacturing base."

Mr Sleight also said that a 'no deal' would be very bad for the UK and could result in chaos, "There is no upside to a 'no deal' – it's uncharted territory." He also said that "There are no advantages to Brexit in the near future."

On a more positive note the UK market has remained buoyant with a reasonable pipeline of infrastructure work and housebuilding is very strong.

# POINT SHIPPING SERVICES EXPAND IN LARNE

**Point Shipping Services has opened a new office in Larne to further expand its freight forwarding, ships agency and stevedoring activities.**

Set up in 2014 by Mark O'Hare, Point Shipping Service originally operated solely out of Warrenpoint Harbour.

Mark had an extensive career working in the shipping industry having previously worked with some of the largest shipping companies on the island. Now the company has offices in Warrenpoint, Belfast and Larne.

"We began stevedoring operations in Belfast last year and saw a huge niche in the market. Our stevedoring services now take up a large percentage of our business and it made sense to open an office in Larne."



Over the last three years Point Shipping Services have invested heavily to ensure they are fully equipped to handle any cargo.

They have an impressive fleet including forklifts, telehandlers and loading shovels. However, as Operations Manager Brian

Davidson points out, 'Our skill really lies in our people. Any company can have a great fleet but we really pride ourselves on our skilled staff. We heavily invest in our staff to ensure our clients know that the shipping process will always run smoothly.'

Added Mark O'Hare: "Larne port will create significant opportunities to further expand our agency, freight forwarding and stevedoring opportunities. We have a storage area in excess of 15,000m<sup>2</sup> in Larne which greatly widens opportunities. Currently we work with a wide range of clients and handle cargo such as fertiliser, RDF/SRF bales, timber, cement, concrete and fly ash – we look forward to expanding our client base in the coming months."



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# NI Water Mourne Wall Restoration Project Progressing Well

As part of its ongoing Mourne Wall Restoration Project, NI Water has reached the half-way point for helicopter deliveries.



The helicopter airlifting and dropping of essential capping stones to various locations is necessary to provide structural integrity and thus complete sections of the wall that have already been restored.

The restoration work is progressing well on this major scheme to repair this historic monument. Subsequent helicopter lifts will be organised over the next two years as other sections of wall renovation get underway.

Health and safety is a priority for both NI Water and its contractor, GEDA Construction. Signage is in place throughout the works area and the site will be manned and closely monitored as material is lowered to site.



## Some Companies Face Staffing Crisis

Companies today are faced with many challenges – securing orders, getting paid/paid on time, competition in the marketplace, currency challenges, Brexit, and

so on. The challenges are ranked differently depending on the company but one challenge that is high on the list for all companies

**is the challenge of finding and hiring top employees.**

In a recent job search with one of Northern Ireland's leading online job sites, a search for 'Design Engineer' brought up 131 vacancies, almost half of which (63) where in Co Tyrone. Run the same search in 3 months' time and the results won't differ that much. So what's causing such a shortage of talent and how do we overcome it to ensure we maximise the potential to grow and minimise the impact staff shortages has on our business?

A shortage of people following certain career types certainly an issue. Take welding for example. We have a mechanism through our regional colleges to enrol, train and support a welding apprenticeship program but how many people are willing to embark on such a profession. The numbers have dwindled over the years and the trend doesn't look like changing anytime soon.

A general increase in the level of business enjoyed by companies exporting globally has also led to a squeeze on finding and indeed retaining top talent. Some companies, who today employ 300-400 people, have plans to increase the workforce by at least another 20-30% in the next 12-18 months which will only add to the drastic shortage of certain skills and create vacancies in organisations as a result of people moving to take up these positions. Great news on one hand but it will create a real problem for some companies on the other.

There are no quick and easy 'fixes' to the problem, particularly for skilled trades such as plumbers, joiners, electricians, welders or CNC operatives. A combined strategy is certainly needed by business, education and government to tackle the issue and encourage more people to look at our construction and engineering sectors as an exciting and highly rewarding career.

One thing companies can do is minimise the number of people leaving, particularly if they have a retention problem. Look at what you are offering staff over and above salary. Salary certainly is key in keeping staff but look at what other benefits are in place, what is being done for the health and well-being of staff, working hours, career opportunities, and so on.

For new people coming in, look at how you bring them into the organisation (a streamlined and enjoyable recruiting process), how they are inducted, trained and generally helped to settle in quickly and feel like they have made the right move.

In summary, there is a real and ongoing problem in recruiting for certain roles which is only going to get worse. It is and will continue to affect business growth and efficiency as well as put pressure on existing staff members to take on additional workload. Outside efforts will certainly help improve the situation but internal organisational reviews and actions may help reduce the impact.

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# Blue Group Acquire Murray Plant, Exclusive Rammer Hammer Dealer for UK

**Blue Group have purchased Murray Plant, who are the sales agents for a variety of attachment brands including Rammer.**

Murray Plant has been supplying equipment to the construction, mining, demolition and quarrying industries for almost 30 years, having been set up in 1988 by Bruce Murray.

The business therefore has a wealth of product knowledge and has developed strong relationships with their customer base, which will be retained by Blue Group, as both Bruce and Fergal O'Neill, who is responsible for sales at Murray Plant will be continuing with their roles, but under the Blue Group corporate umbrella.

The Rammer Range of equipment not only includes their world renowned hydraulic breaker line but also a full range of attachments for the construction, demolition, scrap and recycling sectors. These include rotating pulverisers, shears, crackers and grabs for machines weighing 3 tonnes up to 120 tonnes. These high end attachments perfectly compliment the Rammer breaker range.



**Adrian Murphy, CEO at Blue Group and founder of Murray Plant, Bruce Murray.**

Commenting on the deal, Adrian Murphy, CEO at Blue Group commented, "We are delighted to have completed the acquisition of Murray Plant, taking us into the attachments sector, which sits well alongside our current product portfolio. Murray Plant also offer sales, hire, service and spare parts on their range of plant equipment, which is similar

to Blue Group's business model for the other brands of machinery we sell. This means the business will integrate nicely, particularly as a lot of our customers are also customers of Murray Plant."

Founder of Murray Plant, Bruce Murray also commented on the deal. "This agreement with Blue Group will no doubt increase the distribution and sales of these outstanding products over the coming years, as well as providing increased exposure of the brands within the marketplace. We have an exceptionally strong collection of attachments, of which we are the exclusive UK supplier, and this deal will allow us to demonstrate this equipment to a wider audience. It also means even greater support to our existing customers as Blue will further increase stock levels of spare parts, plus have new equipment at each of their offices located throughout the UK."

With nationwide depots and unrivalled coverage, Blue will be looking to recruit further sales personnel for this new area of the business. In the short term, customers will notice very little change. All sales enquiries should continue to go through Fergal O'Neill.

## Steelwrist extend product range with high-efficiency sweeper

**Swedish tiltrotator and work tool manufacturer Steelwrist continues to broaden its product portfolio. Sweepers optimised for work with excavators are now launched. Deliveries begin from February 2018.**

As excavators increasingly turn into tool carriers, demand for additional work tools is created and sweepers are therefore a great complement that allows the excavator owner to create new business opportunities.

Steelwrist sweepers can be used for sweeping and cleaning

sidewalks, bus shelters, cable trenches, railroad gears, ceilings and other hard-to-reach areas.

The sweeper portfolio initially includes three widths (1.0 m, 1.5 m and 2.0 m), all with dual direct driven motors to ensure a high torque and efficient sweeping.

Sweepers are available for delivery as of February 1, 2018 and come with two types of brush cores, one traditional round brush (BeeLine) and one Cartridge brush for quick and easy brush replacement. Both options have an integrated parking stand and are available with mudflaps.

The entire sweeper portfolio is available with different attachments for different markets (Symmetric, Symmetric SQ - Auto Connection, Lehnhoff Type and Verachttert Type).

## Concrete Society Announce New Venue and New Premier Sponsor For Awards 2018

**The Concrete Society reveal that this year's celebratory 50th Awards' Dinner will be held at the Royal Lancaster Hotel, London on Wednesday, 21st November 2018.**

Celebrating its golden anniversary, this is the longest running Awards event in construction. The ceremony is seen as the most prestigious event to showcase industry's use of concrete and demonstrate the sheer flexibility in material application.

The Society has also announced that its Premier Sponsor for The Awards is Sika Limited. The UK subsidiary of the

worldwide Sika Group produces and markets a wide range of products and systems for a diversity of applications, including: Concrete, Waterproofing, Roofing, Flooring, Sealing and Bonding.

Tom Forsyth, Target Market Manager – Concrete & Waterproofing, Sika, comments: "The Society's Awards are recognised as one of the most respected within the construction industry and generate extensive publicity for all companies shortlisted. We are excited at the prospect of being Premier Sponsor of this event and look forward to working closely with The Society to ensure that we continue to showcase our industry

and demonstrate innovation and excellence through the use of concrete – the most versatile of structural materials and the most widely used building material in the world."

Kathy Calverley, Managing Director added: "We are delighted that Sika is supporting The Concrete Society Awards, especially in our 50th year of this wonderful ceremony. With over 500 members of the construction industry expected to attend, we know this will be an enjoyable event."

The Concrete Society is now accepting entries for projects, for more information go to: <http://www.concrete-awards.org.uk>



# THE 12TH ANNUAL EXECUTIVE HIRE SHOW – THE UK RENTAL EVENT OF THE YEAR

**The Executive Hire Show has become a hub for the hire industry and year on year the show increases in size and visitors to the event can always guarantee plenty of brand new products on display.**

The 12th annual Executive Hire Show is taking place on the 7th and 8th February 2018 at the Ricoh Arena in Coventry, UK. The team has reported that the show to-date is 99% sold out and many exhibitors have increased their stand size to accommodate more products – a sure sign that the Hire industry remains buoyant despite the uncertainty of what Brexit will bring.

New products are 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! There's also the innovation trail where the most innovative products at the show are highlighted.

For the 2018 event visitors can expect to see 'The Innovation Trail – Live!' where selected Innovation Trail products, which are considered to be particularly outstanding, will be exhibited on a specially branded stage area in Hall 2.

Each of the chosen 'Innovation Trail – Live!' suppliers are given a dedicated 10-minute slot to present and explain their product, and talk to the audience through the products innovative qualities. Paul Hutton, a radio, podcast and YouTube channel presenter, will be hosting "Innovation Trail



– Live!" He'll interview each company's representative live on the stage.

The EHS has become a magnet for hire industry professionals and each year its support grows as the biggest name suppliers to the UK hire industry commit to exhibit – the Show may only be a two-day event, but its reach and its influence continue throughout the hire industry throughout the year. With the onset of large-scale projects such as HS2 - the demand for rental equipment is predicted to be at a record high.

## Exhibitors

This year more than 180 companies have committed to the event amongst these more than 25 exhibitors are new to the 2018 Show.

New exhibitors include Astrak, Rentaload, Cautrac, AEM Spain, Scott Brothers,

Southwire, Pladdet BV, Epiroc UK & Ireland, Contractors Plant Hire.

The 2018 exhibitor list is looking like a who's who in the plant hire supply chain – with many of the 'blue chip' suppliers in the hire sector taking stands. These include A & Y Equipment, AL-KO Kober, Avant Tecno UK, Bomag, Boss Cabins, C.Scope, Doosan, Ecovolve, GenQuip, Greenmech, HAE, Husqvarna, Ifor Williams, JCB Sales, Kubota, Leica, Mace Industries, Makita, Manitou, Niftylift, Obart Pumps, Pramac UK, Ridge Tools, Shindaiwa, Thwaites, Topcon, Wilkinson Star, Yokota, Zenith and many more.

Many exhibitors offer 'show only deals', which makes the show an even better prospect for visitors. Here's a sneak peek at just some of what's going to be on display at the 12th annual Executive Hire Show.

## BOBCAT

**Bobcat will be showing the Bobcat 1.7 tonne E17z Zero Tail Swing (ZTS) canopy excavator. The E17z canopy model completes Bobcat's 1-2 tonne range of compact excavators.**

The machine boasts some excellent features for a machine of this size, from ZTS and the roomy and comfortable operator area, to the ease of transport thanks to a shipping weight close to 1.6 tonne.

Bobcat say that in the E17z, the ZTS functionality is taken a level further using Bobcat's Zero House Swing design, in which the front upper structure is also fully protected by ensuring the front corners are kept within the swing circle when the tracks are in the fully expanded position.

The uncompromised operator environment on the E17z in combination with excellent visibility, provides unmatched operator comfort and safety. The E17z has a standard operating weight of 1749 kg and a maximum digging depth of 2249 mm. Many of the well accepted features in the current Bobcat 1-2 tonne range such as the retractable undercarriage, upper-structure tie-down points and advanced diagnostics are available as standard on the E17z.



## JCB

**JCB will showcase some of the first site dumpers to roll off the new production line at its World Headquarters in Staffordshire.**

The JCB stand will feature the 3-tonne 3T-1 swivel tip model while the innovative JCB 7-tonne Hi-Viz machine will be displayed outside at the Ricoh Arena. They form part of JCB's nine machine range of site dumpers spanning from 1-9 tonnes.

The new Hi-Viz model is designed and engineered specifically to tackle concerns over accidents and injuries involving site dumpers by enhancing visibility, operator protection, stability, comfort and serviceability.

Also making its Executive Hire Show debut is JCB's new range of mini excavators. With operating weights of 1.6-1.9 tonnes, the line-up includes the rental-specific, conventional tailswing 16C-1, JCB's first zero tailswing 1.7-tonne model, the all-new 18Z-1 and the conventional tailswing 19C-1 - ideal for those looking for the ultimate performance from a premium compact excavator.

Key features of the new range include: 100% steel bodywork, improved protection on all hydraulic rams and hoses, 10 integral tie-down points to make transportation easier without damaging tracks, 500-hour greasing intervals, a swing-out counterweight providing easy access to service points and separate service access door for daily checks.

The JCB Access range will also be strongly represented with two popular models from the nine-machine electric scissor lift range which spans from 15' (4.6m) to 45' (13.8m). The S1930E and S2632E models on show boast working heights of 5.8 and 8.1 metres respectively.



## YANMAR

**Also on show will be mini excavators from the Yanmar range, complete with A&Y's excavator attachments such as AMB breakers.**

Finally, Cormidi tracked dumpers and Ammann rollers will make up the stand.

## A&amp;Y EQUIPMENT

**A&Y Equipment will be displaying a variety of models made with the hire industry in mind.**

Having taken over the construction range of Dieci telehandlers A&Y will be showing the Apollo 25.6R. This compact, rental specific telehandler has a maximum lift height of 6 metres and a maximum lift capacity of 2.5 tonnes. All this from a machine with a width of just 1.85 metres and height of 1.95 metres, where a Kubota engine produces 36.5 Kw of power.



## MANITOU

**New from Manitou is the MC18 forklift. With an overall width of 1450 mm and a height of less than 2 m on its "Buggy" version, the MC18 truck offers the user optimum visibility during handling operations thanks to a new panoramic glazed roof without a metal structure. This is composed of two tempered glass sheets separated by a plastic film (creating laminated glass).**

This combination ensures that the operator is protected from falling objects, meeting the requirement of ISO 6055 (FOPS) safety standards. This innovation allows the load to be monitored throughout the whole lifting operation. To provide users with even more comfort, the "double-skin" cover consists of a tough, rigid section and a flexible insulated section, ensuring that noise nuisance is reduced. With only 79 dB in the cabin while running, the operator works in optimal conditions, whereas the market average is 86 dB.

The MC18 delivers a ground clearance of 30 cm, the highest on the compact truck market. This development gives it greater versatility on all types of ground, and makes obstacle clearance significantly easier. The floor height, accessible without steps, is retained thanks to optimization of the machine's engine components and allows the operator to enter and exit the cab effortlessly.



The MC18-4 offers the option of switching from 2-wheel to 4-wheel drive, whether the machine is in operation or not. The 4-wheel drive mode gives the MC18 improved driveability and traction, so it is easier to make difficult crossings. By switching to 2-wheel drive, the operator can reach a speed of 25 km/h and increase productivity gains. This means that fuel consumption is reduced by 12.5% in the handling cycle optimizing the TCO of this machine.

This model has been designed to make it easy to access the engine via a cap located just behind the operator's seat. The user can check the various levels without needing to lift up the cab or have special tools.

## THWAITES

**Thwaites is showcasing its 9-tonne Cabbed Dumper. The new Level 2 ROPS and FOPS cab protects the operator with an engineered, reinforced structure, to reduce injury from machine overturn or falling objects.**

Operators and on-site personnel are further protected with the inclusion of a fully integrated camera system. Compliant to ISO 5006, and waterproof to IP67. This system provides the operator with 360 degree all round visibility.

Commenting on this innovative solution, Thwaites Engineering Manager Bob McElvogue said, "The inclusion of these critical safety features will significantly reduce the risk of site incident, accident or near miss. Having listened carefully to our customers, it was important that due consideration was applied to operator ergonomics. Our highly skilled and experienced engineering design team here at our Warwickshire manufacturing plant, have strategically developed and applied improvements to driver comfort, that will reduce operator fatigue and improve on site productivity".





## INSPIRE

**Exclusive to the EHS, a leading supplier of hire software, inspHire, will be returning to offer an unmissable show only offer and exhibit the latest developments within its extensive, cutting-edge product offering.**

Developed specifically for larger hire businesses, inspHire Corporate gives you the tools to manage complex processes and workflows with multi-country, multi-currency and multilingual functionality.

Also, inspHire will be showcasing developments within its additional product offering including; inspHire Mobile, WebPortal, inspHire CRM, and Route Planning. As well as this, visitors will be able to see inspHire's API in action, with integration to Mailchimp, Xero, Quickbooks and Sage plus many more leading third-party applications. Make sure you head over to stand B92 to get a look at how inspHire can positively impact your business.



## AMMANN

**From the Ammann compaction line there will be the brand new forward moving APF vibratory plates. These compactors weighing between 57-106 kg, have gone through a complete redesign.**

A main selling point is that they produce Hand Arm Vibration levels of under 2.5 m/sec<sup>2</sup>, allowing for longer and safer operational periods. Other new features include a maintenance free exciter system, reliable Honda petrol engines, full engine protection from the frame, tool less adding of a water tank and Vulkollan mat.

## GREENMECH

**GreenMech, will be showcasing a selection of its most popular chippers that have become the hire industry standard. Visitors will be able to see machines including the Arborist 130 and ArbTrak 150.**

The Arborist 130 is a simple-to-use, cost effective, road tow chipper designed for quality, performance and economy. It features a generous 970mm x 790mm in-feed hopper which aids bushy brash reduction, coupled with a 150cm x 230cm

letterbox-style throat enabling heavily forked branches to be fed in easily.

For those that prefer a tracked unit, the ArbTrak 150 is a 'go-anywhere' chipper, designed to get to those hard to reach locations, with the tracked chassis providing high ground clearance of 274mm. Both machines are fitted with GreenMech's patented Disc Blade system giving up to 150 hours of chipping before requiring re-sharpening and the electronically controlled 'No-Stress' feed system.

## MCS

**MCS will launch its latest RM Mobile 'app', which is set to become the Depot Manager's perfect pocket companion.**



'RM Mobile' is a handheld version of the MCS-rm Hire Management Solution that can be used on any mobile device and operating system, enabling Depot Managers to work on the move without needing to open a laptop or be tied to an office.

With RM Mobile, managers will be able to use their mobile device to oversee the smooth running of the depot's daily activities, ensuring that tasks are completed in a timely manner. They can access key customer information and perform essential tasks whether they are in the yard, the workshop, the warehouse or out visiting customers whilst still retaining a high level of productivity.

Capturing relevant data on the spot with RM Mobile means it will be saved with accurate details so that nothing gets lost. The RM Mobile app provides real-time information on your customers, contact details, equipment, quotes, contracts, invoices, purchase orders, workshop activity as well as your internal 'actions' list.

## DOOSAN PORTABLE POWER

**The new G20IIIA generator from Doosan Portable Power provides a prime power output of 19 kVA and is driven by a Yanmar 4TNV88 19 kW diesel engine, meeting EU Stage IIIA engine emission regulations for generators. Sharing a similar design to the G40-IIIA to G200-IIIA platforms launched previously, the new G20IIIA generator offers robustness and reliability, high performance and a wide choice of features to meet the needs of temporary power applications.**

Of particular interest for the rental market, the fuel tank configuration on the new G20IIIA generator will ensure autonomy of at least 47 hours at 75% of the load. Safe and easy access to operation and maintenance areas has been a priority throughout the design of the new generator. Another development from Doosan Portable Power on the EHS stand is a new generator option for the company's portable compressor range aimed at the utilities industry and rental companies serving this sector.



## KOHLER

**Kohler presents a new development of its platform of diesel engines, designed to meet the requirements of a market that demands more application flexibility and compliance with the various emissions limits, along with performance and productivity.**

KOHLER Flex™ is the range of solutions for emission control that Kohler has designed to enable each

configuration of the KDI platform to comply with all emissions standards and regulations, worldwide.

At the heart of KOHLER Flex™ there is the clean combustion of KDI engines that enables the adoption of a compact, state-of-the-art DPF to meet the Stage V emission standard.

The engine combines the clean in-cylinder combustion of KDI engines, made possible by high-

pressure common rail (2000 bar), 4 valves head, turbocharger and cooled EGR, and the most compact aftertreatment devices (DOC, DPF and SCR) to comply with all emission requirements.

These efficient and reliable systems can be deployed in many combinations to achieve effective emissions solutions for the different markets.



**KUBOTA**

**Kubota UK will be using the Executive Hire Show to officially launch its new KX030-4 mini-excavator – a powerful machine with a number of innovative features to maximise operational performance.**

The KX030-4 features two hydraulic variable pumps, along with a gear pump, which allows smooth, synchronised digging and dozing operations for improved output and productivity. A large flat floor space, full suspension seat and Kubota's intuitive ergonomic control panel come as standard within the largest in class cabin, offering quiet comfort with high visibility for reduced operator fatigue.

Available in standard and high spec versions, the KX030-4 includes Kubota's unique anti-theft technology to increase machine security and is powered by a reliable and robust EU Stage V ready Kubota-built engine. This compact machine offers impressive

digging force and the ability to simultaneously operate the boom, arm, bucket and swivel, delivering a more than competitive digging cycle. The high spec version offers users innovative thumb-operated AUX 1 & 2 oil flows with proportional flow control and Auto shift, for even greater versatility. Built with ease of maintenance in mind, the KX030-4 has three easy opening hinged access doors to provide quick and easy access for service and inspection.

Also on site will be the KX042-4, the most environmentally friendly excavator in its class. The mini-excavator incorporates a Diesel Particulate Filter (DPF) and Common Rail System (CRS) with Kubota's ECO Plus mode to maximise fuel efficiency.



In addition, a whole host of other Kubota machines will be on display, including a number of firm favourites within the plant hire sector, such as the K008-3, KX016-4 and the zero tail swing U17-3 and U27-4 models. The company's KC70VHD-4, a reliable high dump tracked carrier that's ideal for moving materials on-site through narrow spaces and on softer ground, will also feature on-stand.

**Registration - Visit [www.executivehireshow.co.uk](http://www.executivehireshow.co.uk)**

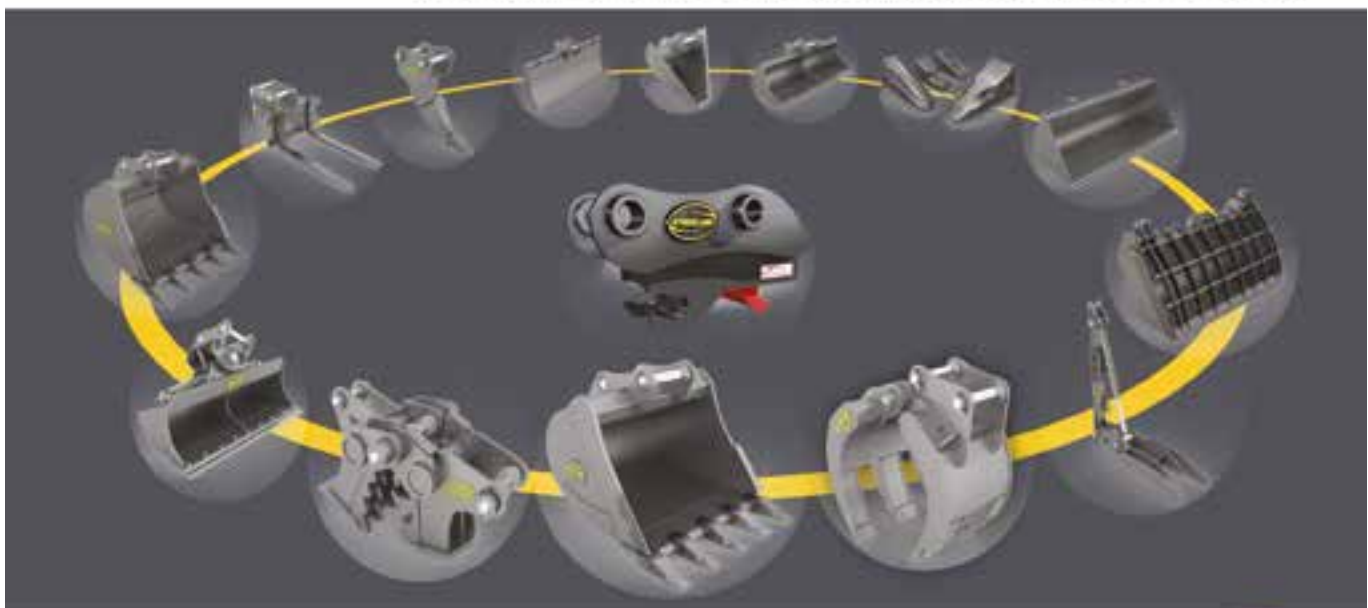
**Put the 7th and 8th February 2018 in your diary – it's one show in the 2018 exhibition calendar you can't afford to miss! Registration is free.**



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# Skills And Safety Dominate UK Hire Industry's Annual Convention

**A challenging economy, sustaining a highly-skilled and motivated workforce and ensuring best practice going forward were major themes at the HAE EHA's fourth annual Trade Fair & Convention at the Ricoh Arena in Coventry.**

The UK hire industry's yearly get-together included the latest industry initiatives for training and retaining staff, empowering women in the workplace and a safer working environment, all backed up by an impressive line-up of keynote speakers who presented their ideas on how companies can continue to remain world class during these uncertain economic times.

Paralympian rower Naomi Riches MBE gave an inspirational seminar on her trials and tribulations on the way to an ultimate gold-medal winning performance, and how companies can do the same if they have the talent to overcome adversity by helping to drive businesses forward.

To discuss the opportunities for business improvement and the importance of being recognised for supplying safe, quality equipment there were speaker sessions from construction industry bodies and Government procurement, along with a panel fronted by SafeHire plus Build UK.

On behalf of the CITB, Mark Noonan discussed the organisation's Training & Development plans to ensure employers in the construction industry can access all the sustainable, high quality training provision they need to encourage their workforce to embrace the current and emerging skills needed to help businesses remain competitive.

To ensure a steady stream of talented people, speakers at the HAE EHA Convention emphasised the point that progression in the hire industry is open to all who show the skills and commitment required to successfully deliver high quality work on time.

Education and training to help career development and improve productivity was a strong theme of the Convention and empowerment of women in the sector. A key factor in the future success of the industry will be tackling ways in which training programmes and changing attitudes can help women benefit from the huge variety of jobs which are available in plant, equipment and hire.

On security issues, Julian Grabb, from the Plant and Agricultural Intelligence Unit (PANIU), gave a presentation on what is being done to tackle the rising cost of crime committed against hire companies and how tracking

and marking solutions can help them combat the threat of equipment and plant theft.

Among other speakers over the two days were HAE EHA Chairman Andy Martin, who gave the welcome and introduction and Guy Van Der Knaap, Managing Director of MCS, who delivered a presentation on how companies working smarter, not harder, by making best use of mobile devices can help improve productivity.

In addition, there were training workshops including HAE's ILM Level 5 Graduation Scheme and the exciting developments in virtual reality (VR) programmes in partnership with the University of the West of England. Just one of the innovative VR training tools that featured at the show gave delegates the opportunity to control and operate a VR mini digger.

Members, who also took the opportunity to network, considered the HAE EHA Trade Fair & Convention a resounding success. Eugene Buchner, of the Fenco Group, said: "At this show you can be sure that every contact is looking for solutions and they have the authority to make decisions." CanTrack Global Ltd's Peter Thompson added: "The people attending the show are of a really high calibre."

## McHale Plant Sales Appointed To Distribute Terex Ecotec Equipment

**Terex Corporation, one of the world's leading specialist plant and machinery manufacturers, has appointed Birdhill and Rathcoole-based McHale Plant Sales as distributors in Ireland, north and south, of its Terex Ecotec range of environmental and waste recovery equipment.**

In its complete form, the Terex Ecotec range consists of high, medium and slow-speed shredders, trommel waste separator screens, grading screens, waste handlers and wood chippers. In their application, Terex machines are used to convert all types of waste material for which a valuable alternative use exists.

The appointment is one that will enable McHale Plant Sales to provide what its director, Michael McHale says will be 'an even more complete and complementary product offering for those with whom we already have engagement, and to the market generally'.

With manufacturing being carried out in Northern Ireland, producing shredders and screeners - materials handling products are produced in Germany - Terex is well positioned to understand the needs of Irish customers. This is viewed by Michael McHale as 'a reassuring factor and an added selling point that customers will appreciate'.



**Conor Hegarty, International Sales Director at Terex (left) pictured with McHale Plant Sales directors John O'Brien and Michael McHale at the appointment of McHale as distributors in Ireland for the Terex Ecotec range of environmental and waste recovery equipment.**



# Hæ eHæ GOLF DAY

Wednesday 16th May 2018



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# McHale Plant Sales Commits To Apprenticeship Training



McHale Plant Sales director, John O'Brien (left) and senior sales executive, Denis McGrath - himself a graduate of the company's apprenticeship programme - with copies of the company's careers booklet, the content of which can be viewed on the its website [www.mchaleplantsales.com](http://www.mchaleplantsales.com)

Construction plant and machinery distributor, McHale Plant Sales, has committed to increasing the number of apprentices taking technical training within its organisation.

The decision comes on foot of their recent publication of a career guidance booklet entitled 'Career Choices In the Construction Plant & Equipment Industry'.

Encouraging young people to view apprenticeship as a pathway to valuable skills training, and the route to a long term career in what a spokesman said is 'a most exciting and stimulating industry', the McHale programme is being implemented in association with Solus, the state agency responsible for such programmes.

In a related development, Adrian Canavan from Sligo, a McHale technician for over 15 years, recently took second place in a Komatsu Europe-wide Advanced Technical Competition held in Brussels in which he displayed 'the most in-depth knowledge' when detecting faults that had been embedded in a range of machines for examination purposes.

## Diggers Direct Sets Sights On JCB Hi Viz Loadalls

One of Ireland's leading nationwide plant hire firms has bought a fleet of JCB's new 540-180 Hi Viz Loadall telescopic handlers - becoming the first in the country to offer the new machine.

Dublin-based Diggers Direct has purchased 10 of the new models as part of its major fleet expansion to meet the needs of construction customers working on major projects across Ireland.

Supplied by dealer ECI JCB, the 18-metre addition to JCB's popular Hi Viz Loadall range of telescopic handlers has been specifically designed to meet the needs of rental companies, offering reduced cost of ownership, faster cycle times and best in class visibility, with improved lift height and increased forward reach.

Diggers Direct Director Ken Dillon said: "JCB telehandlers are the best machines for our

customers' needs and retain excellent resale values, so they are the perfect machines for us. The lift performance and visibility on the new Hi Viz machines is excellent and they are already busy on projects for our customers.

"We deal with ECI JCB in Dublin because the service they provide is excellent. We have a longstanding relationship with the team there and they always go the extra mile for us. Our business is growing and it's good to know we have the support of an exceptional dealer to support us all the way."

The new models join existing JCB 535-125 Loadalls and JCB 3CX Sitemaster backhoe loaders in the Diggers Direct fleet. From its depot in the north west of Dublin, it offers an extensive range of operated and non-operated plant including compact and tracked excavators, site dumpers, rollers, backhoe loaders and telehandlers.



The company has vast experience supporting major high-profile projects including: Dublin Port Tunnel, Dublin Airport Terminal and Luas, Dublin's Light Rail Tram System.

The 540-180 is powered by JCB's proven SmartPower Tier 4 Final EcoMAX diesel engine, delivering 55kW (74hp) with no requirement for a Diesel Particulate Filter (DPF) or Diesel Exhaust Fluid (DEF) additive, reducing operating costs for the customer. This drives through a four-speed JCB Powershift transmission with a maximum travel speed of 29kph.

The JCB Loadall side-engine design provides easy access to regular maintenance points, while the diesel tank filler is recessed into the cab structure for added protection and accessibility. With the low-maintenance boom design, no DPF and 500-hour service intervals, the 540-180 has a best-in-class SAE service rating, offering a 50% service cost saving over many competitors over a 1,000-hour operating period.





# **PLANT & CIVIL** **engineer**


**PLANT, CONSTRUCTION & QUARRY**  
**AWARDS 2017**

**AWARD  
WINNERS**  
**in profile**




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Action Not Words & Childhood Cancer Foundation receiving their cheques from Adrian Logan.



Art McNally - Winner of the Special Recognition Award with MLA Patsy McGlone.

# A NIGHT TO CELEBRATE THE VERY BEST OF OUR INDUSTRY

**It was a memorable night at the annual Plant & Civil Engineer magazine's 'Plant, Construction & Quarry 2017 Awards'.**

**It was a night to forget about local politics, about the lack of movement at Stormont, about Brexit, a night to focus on an industry that has so much to celebrate across all of its diverse sectors.**

Plant & Civil Engineer's General Manager Justin Carrigan told a packed auditorium at the Crowne Plaza Hotel in Belfast: "Ours is an industry that plays a vital role within the Irish, the UK and indeed the global economy, and we have much to be proud of.

"This event is all about recognising the very best of what our industry offers, whether you operate in the Construction sector, in Quarrying or Civil Engineering or in the supply of Plant and other products and services.

"Clearly 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. Of course, much of this goes unrecognised but

tonight we are going to try to put that right."

Among those being 'honoured' on the night was Northstone's Art McNally who, amid loud and well deserved applause, received a 'Special Recognition' award. Now retired, Art entered the industry in the 1970's, working with many of Northern Ireland's leading companies in a variety of roles – from production and distribution to contracting and Health & Safety - initially as a member of the management team and latterly as a Director. Renowned for his work ethic, integrity and loyalty, Art has been described by his colleagues as an excellent negotiator and communicator, and one very willing to offer his advice and counsel to all, irrespective of management level, but particularly to those young people entering the workplace for the first time.

But amid the joy there was a note of sadness, too, as all those gathered remembered the passing of one of our industry's great advocates, Rodney Slane from Material Handling & Access Equipment Specialists Essener Equipment.

The chosen charities for the night were Childhood

Cancer Foundation and Actions not Words, both of which received a cheque for £2,000, thanks to the generosity of those attending the awards.

Childhood Cancer Foundation is Ireland's national independent body for Childhood Cancer. Its role is to raise awareness among the Irish public about issues surrounding childhood cancer, to advocate for improved services for children affected by childhood cancer and to help fund vital supports for parents and children around the country who are affected by this disease. Here is a short video showing their work.

Actions not Words, meanwhile, is also a remarkable charity that functions entirely through donations. It takes children living and scavenging for food in the searing heat of the filthy disease ridden dumps of Nakuru, one of Kenya's most poverty stricken areas, and places them in a boarding school giving them good food, love and most importantly, education.

So, who won what on the night and why? Thirteen categories and 13 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

**Baloo Hire Centres**

Civil Engineering  
Company of the Year

**Shannon Valley Group**

Student of the Year

**Conleth Lavery,  
South West College**

Construction Fleet of the Year

**Lowry Building  
& Civil Engineering**

Excellence in Customer Service

**CDE Global Ltd**

Health & Safety

**Northstone (NI) Ltd**

Innovation of the Year

**Topcon, Smoothride  
Paving System**

High Achiever of the Year

**Cole Groundwork  
Contracts Ltd**

Construction Company of the Year

**Creagh Concrete**

Construction Project of the Year

**AG Wilson Civil  
Engineering Ltd,  
Olympia Leisure Centre  
& Windsor Park Storm  
Sewer Project**

Specialist Contractor of the Year

**Whiteford Geoservices**

Quarry of the Year

**Kilwaughter Minerals Ltd**

Special Recognition

**Art McNally**

## SPONSORS

Plant Hire Company of the Year

**HAE**

Civil Engineering  
Company of the Year

**Groundforce**

Student of the Year

**TopCon**

Construction Fleet of the Year

**Scania & Road Trucks Ltd**

Excellence in Customer Service

**Leica Geo-Systems  
& Innovate NI**

Health & Safety

**Pat O'Donnell & Co**

Innovation of the Year

**Lough Erne Resort**

High Achiever of the Year

**First Trust Bank**

Construction Company of the Year

**Close Brothers**

**Commercial Finance**

Construction Project of the Year

**Sleator Plant/Mecalac**

Specialist Contractor of the Year

**Kubota**

Quarry of the Year

**Terex Finlay & Ormonde  
Machinery Ltd**

Special Recognition

**Plant & Civil Engineer**



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# PLANT HIRE COMPANY OF THE YEAR

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**Hæe** HIRE ASSOCIATION EUROPE



**PLANT & CIVIL  
engineer**  
PLANT, CONSTRUCTION & QUARRY  
**AWARDS 2017**

**WINNER:**  
**BALLOO HIRE CENTRES**

L-R: Adrian Logan, Terry McAviney, Anne Harrison & Stephen Kane.

**The FINALISTS: Groundforce, Dromad Hire Ltd, Balloo Hire Centres & Briggs Equipment UK**

Celebrating 30 years in business this year, Balloo Hire Centres was described by the judging panel as a dynamic, progressive and client focused company who pride themselves at being right at the forefront of the Northern Ireland hire industry.

It was back in 1987 when the company established its first depot in Bangor servicing the local building trade and DIY

markets with a range of tools and light equipment.

Steady expansion over the years saw the company extend its product offering to include compact plant, agricultural equipment and much more as it opened additional depots in Belfast, Lisburn, Glenavy and Ballyclare.

Balloo Hire Centres believe that their most important asset are their people and are extremely lucky to have a workforce that has such a superb mix of attributes to service the needs of very busy hire centres.

Added the awards judges: "Balloo Hire Centres boast a well balanced and broadly spanned product range that has been refined

and bolstered over time to best meet the ever changing demands of its customer base."

Commented Terry McAviney from Balloo Hire Centres: "We are delighted with this award. It is the result of a very strong team effort; our employee numbers are growing every year, and we strive to provide a high level of customer service at all times, listening to our customers, providing what they want, when they want it"

Added Ann Harrison, Marketing Manager of sponsors Hire Association Europe: "We are very happy to see one of our members win this award; we weren't expecting that, especially as it is our first time at this wonderful event and we hope to be here again next year."

## 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.





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**PLANT & CIVIL  
engineer**  
PLANT, CONSTRUCTION & QUARRY  
**AWARDS 2017**

**WINNER:**  
**SHANNON  
VALLEY GROUP**

L-R: Adrian Logan, Dermot English & Richard Dunn

**The FINALISTS: Shannon Valley Group, Cole Groundwork Contracts Ltd & AG Wilson Civil Engineering Group Ltd**

Established in 1991, The Shannon Valley Group has evolved and grown into a major player in the construction arena.

The company competes in the challenging setting of a highly regulated industry whilst taking its knowledge, experience and expertise to construction projects across Ireland.

The Group has a proven track record of delivering numerous challenging and complex projects in a timely fashion whilst always maintaining the highest levels of safety, sustainability, and environment management to minimise landfill waste through re-use, recycling

and other recovery methods wherever possible.

The Shannon Valley Group also utilises the latest in surveying technology, including laser scanning, GPS and ATS fully integrated guidance systems and UAV technology which has massive benefits for the refining of workflows.

Its team of experts include planners, quantity surveyors, on-site engineers, environmental and health and safety officers, legal and IT professionals, all working together provide clients with an unrivalled service.

Works undertaken by the Group's ground works and civil engineering division include site development projects, top-down construction excavations, City Centre bulk excavation basements/ underground car parks, infrastructure, coastal defences, motorways including the M50 Motorway Reconstruction

as well as international motorway projects (A4 Motorway Poland).

Separately, the Group's quarry division produces its own aggregates at a rate of 550,000 tonnes per year, whilst its haulage division operates its own extensive fleet of trucks and utility vehicles.

Commented Shannon Valley Group's Dermot English: "We are delighted to win this award; this is a very proud moment for the whole team. Awards such as this have a very positive impact on the image of the company."

Added Richard Dunn, Technical Sales Representative for sponsors Groundforce: "It's a real pleasure to be part of these awards which present us with a great networking opportunity when we can meet others in our industry. The Shannon Valley Group is a very worthy winner."

## SPONSORS

**Groundforce is one of the leading specialist equipment rental providers. From its locations in Lisburn, Clane and Portlaoise, Groundforce deliver solutions in the areas of excavation support, piling, pipe testing, trenchless technology, temporary access products and excavation safety training.**

Operating a fully supported service throughout the UK, Ireland and mainland Europe, Groundforce remains at the very forefront of its industry, with a number of divisions that include Groundforce Shorco, Piletec, Stopper Specialists, Groundforce Bridge, U Mole, Shorflo and Groundforce Training Services.

Groundforce continues to invest heavily in acquiring associated businesses to complement its existing product portfolio; this ensures a good availability of reliable, high quality equipment can be offered to our customers.



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# STUDENT OF THE YEAR

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**PLANT & CIVIL  
engineer**  
PLANT, CONSTRUCTION & QUARRY  
**AWARDS 2017**

**WINNER:**  
**CONLETH LAVERY**  
**SOUTH WEST COLLEGE**

L-R: Adrian Logan, Conleth Lavery & Karol Friel,

**The FINALISTS: Conleth Lavery, SWC, Jason Ferguson, UOU, Chanelle McCook, NWRC, Stephen McIlwee, NWRC, Stuart Hooks, QUB, Tim McDaid, QUB, Greg Shelvin, QUB, Michael Rea, QUB & Adam Ewart, QUB.**

Conleth's onsite experience began with a six-month work placement as part of his Foundation Degree in Civil & Environmental Engineering with Gibson (Banbridge) Ltd on the A99 Millennium way scheme in Lurgan, Country Armagh.

That role was eventually extended to a full-time position as a site engineer to see out completion of the scheme, after which he was transferred to a landfill restoration project outside Lisburn.

"I was the only full-time engineer on-site for

this scheme and therefore was responsible for all aspects including implementation of health, safety, environmental and quality control procedures, direct resource allocation, subcontractor coordination as well as setting out control. This exposed me to a different aspect of Civil Engineering than roads and highways, namely environmental engineering," says Conleth.

"I am very surprised with winning this award, especially as I was up against some very good students from Queens University and other Colleges. It is a great achievement and should look well on my CV!"

He adds: "I have been very satisfied with my year experience with Gibson (Banbridge) Ltd and believe that I have chosen a profession that I will have a future in."

Conleth has since been accepted as a second

year entrant onto the Civil Engineering Degree course in Queens University Belfast.

"My aims are to complete this course, attain chartership and progress my career in Civil Engineering. Gibson (Banbridge) Ltd have offered me employment post-graduation and I look forward to undertaking exciting and challenging times in the future utilising my further education to develop and adapt innovative, new ideas and technologies to enhance ability to successfully deliver projects."

Commented Karol Friel, Sales Manager for sponsors Topcon Ireland: "Education is so very important in the construction industry where there is a massive skills gap, so universities have a vital role to play. Topcon, too, is playing its part by showing students what the industry has to offer, especially in the area of latest technologies and we are delighted to see students like Conleth coming on board."

## SPONSORS

**Topcon Ireland has been operating in Ireland for over 20 years and is the positioning partner for construction 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 latest products is the new Smoothride paving system, which won our '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.*



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# CONSTRUCTION FLEET OF THE YEAR

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**PLANT & CIVIL  
engineer**  
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**AWARDS 2017**

## WINNER: **LOWRY BUILDING & CIVIL ENGINEERING**

L-R: Adrian Logan, Robert Waugh & John Ramsey

**The FINALISTS: Newton Ground Engineering, RTU, Robinson Quarry Masters Ltd, Quinn Building Products & Lowry Building & 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.

Today, as the award judges noted, it operates a large, modern, fully equipped plant fleet which covers all needs and further strengthens its capability to fulfil the most demanding of projects in a number of areas including building, civil engineering, facilities management and demolition.

Its proven experience in the successful delivery

across all leading sectors - from Education, Healthcare, Commercial to Leisure & Tourism, Community, Industrial and Utilities – was another aspect that also caught the attention of the awards judges.

The company's expanding fleet extends from 1.5 tonne to 33 tonne excavators including specialist low ground pressure and long reach machines to rollers, dumpers, telescopic handlers and trucks and vans.

Recent additions include a number of new Volkswagen Crafter, Vauxhall Vivaro and Peugeot Partner vans, as well as new Hitachi excavators and Rotatilt tilt rotating hitches enabling the digger bucket to reach previously inaccessible areas to excavate.

The company was also recently presented with the Federation of Master Builders National Award for the best Commercial Project

2017, having earlier won the Northern Ireland (Regional) awards in April this year.

The project involved the renovation the Silverbirch Hotel in Omagh where one of the main challenges was successfully completing the work while the hotel continued to operate without affecting guests.

Robert Waugh from Lowry Building & Civil Engineering commented: "We were not expecting this award, so we feel very privileged to have won it. It is definitely down to a team effort; everyone in the company pulls together and it is great to be recognised in this way."

Scania's Regional Support Manager John Ramsay added: "Along with Road Trucks, it's a great privilege to be a sponsor at this event; it's the second time we have been here and it is a brilliant night. Lowry Building & Civil Engineering are certainly worthy winners."

### SPONSORS

***It's been a massive year for Scania: sales are riding high; its S-series is International Truck of the Year 2017; its new XT range is rewriting the standard for the construction and arduous operations sectors, and, in a clear signal of its commitment to sustainability, Scania has recently extended its dedicated natural gas engine line-up with the addition of a powerful new 13-litre option.***

*So it's great a time for Scania, and its long-standing dealer for the Province, Road Trucks Limited, who themselves are a past winner of the Export & Freight 'Excellence in Customer Service' Award.*



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# EXCELLENCE IN CUSTOMER SERVICE

Sponsored by



**PLANT & CIVIL  
engineer**  
PLANT, CONSTRUCTION & QUARRY  
**AWARDS 2017**

**WINNER:**  
**CDE GLOBAL LTD**

L-R: Adrian Logan, Joanne Hayden & James Dowley.

**The FINALISTS: Sleator Plant, Groundforce, IPS Ireland, Ballyward Plant Services, Cole Groundwork Contracts Ltd & CDE Global Ltd.**

Established in 1992, CDE's global headquarters in Cookstown, Co Tyrone is the world's largest campus dedicated to the wet processing of materials in the sand & aggregates, mining, C&D waste recycling, industrial sands and environmental sectors.

According to the judging panel, "CDE Global has demonstrated a structured and defined approach to Customer Service from pre-sales to aftercare and ongoing maintenance. Their strategy also identifies continuous improvement in Safety, Health, Environment and Quality as an integral part of their Customer Service culture."

'CustomCare' is CDE Global's branded world-class after sales service. It is a service it rolls out to every customer to ensure the efficiency levels of their plant are maintained. This part of the 'Customer for Life' circle is dedicated to excellent customer service and in the past year CDE have more than doubled its CustomCare Team to meet the growing demands in the marketplace.

CDE Global's CustomCare department have access to a wealth of knowledge from its design, research and development, electrical, technical, service and installation engineers. Once customers come forward with a problem, CustomCare are equipped to find the expert person to solve it.

The CustomCare team are proficient in the commissioning and on-going maintenance of all CDE equipment to provide maximum profitability, for every project and every client.

They have kept up with the growing demands of CDE as a global company which has expanded rapidly. In the past twelve months the business has focused on 'localising' this service regionally as it recognises customer service and essential maintenance needs to be accessed quickly and easily.

Joanne Hayden, CDE Global's Director of Marketing, commented: "We put the customer at the heart of everything we do, so we are absolutely delighted to win this award. We have a huge customer care team and this is great recognition for all their hard work."

James Dowley, Sales Manager for Ireland, Leica GeoSystems, added: "Customer service in general is so vital, so sponsoring this award is incredibly important to us. This is a brilliant event that enables us to get together with our customers, and we are delighted to be able to present this award to CDE Global."

## SPONSORS

**Leica Geo-Systems and Innovate NI - Revolutionising the world of measurement and survey for nearly 200 years, Leica Geosystems create complete solutions for professionals across the globe in a diverse mix of industries, such as aerospace and defence, safety and security, construction and manufacturing.**

With Innovate NI as their only fully authorised Northern Ireland distributor, Leica Geosystems has without doubt set the benchmark of new technologies and innovations with the launch of the Leica BLK 360 and the Leica GS18T in the past 12 months, products that have already won numerous accolades, including the 2017 Rod Dot award and the 2017 CES Innovation Award





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**PLANT & CIVIL  
engineer**  
PLANT, CONSTRUCTION & QUARRY  
**AWARDS 2017**

**WINNER:**  
**NORTHSTONE (NI) LTD**

L-R: Adrian Logan, Craig Chisum & PJ O'Donnell

**The FINALISTS: CDE Global Ltd, Finning UK, Northstone (NI) Ltd, Quinn Building Products, Shannon Valley Group & Lagan Products.**

Northstone (NI) Ltd is part of the largest construction and building materials group in Northern Ireland and is made up of three operational divisions, namely Farrans, Northstone Materials and CUBIS Systems.

It is a wholly owned subsidiary of CRH plc, the international building materials group, employing in the region of 100,000 people; CRH plc is now the second largest building materials group in the world.

Northstone Materials is a major supplier of quarry products, ready mixed concrete, bituminous coated materials, concrete roof tiles, concrete blocks and bricks as well as sand within Northern Ireland. Northstone products are also exported to Great Britain.

Catching the attention of the judges was the company's CRH 16 Life Saving rules Initiative, which covers machinery, transport, contractors, working at height and other high risk activities.

According to the judging panel, all entrants in this category were to be highly commended for the initiatives they take, but Northstone was a clear winner with a carefully thought through initiative designed to lay out clear and specific requirements that provides consistency across all of its operations.

Craig Chisholm, Northstone (NI) Ltd's senior Health & Safety Manager commented: "We are overjoyed with winning this award. It reflects well on the efforts of whole team at Northstone; I am just the person who is collecting this award on their behalf. Quarries are high risk areas and health and safety procedures and programmes are vitally important to protect our employees. This award recognises our investment and initiatives in that regard."

PJ O'Donnell from sponsors Pat O'Donnell & Co added: "Health and Safety has always been a cornerstone of our business philosophy as is shown through our products and innovations that we bring to the marketplace. We are delighted that such a good customer has won this category."

## 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.**

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**THURSDAY 30th AUGUST 2018**



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# INNOVATION OF THE YEAR

Sponsored by



**PLANT & CIVIL  
engineer**  
PLANT, CONSTRUCTION & QUARRY  
**AWARDS 2017**

**WINNER:**  
**TOPCON**  
**SMOOTHRIDE PAVING**

L-R: Adrian Logan, The Topcon Team & Lynn McCool.

**The FINALISTS: Creagh Concrete - CAD Academy, Belfast MET, Topcon - Smoothride Paving, Shannon Valley Group - Cloud Based Management System, McCloskey Washing Systems - Sandstorm 620 & Conveyortek - Conveyor Metal Detector**

Topcon is the positioning partner for construction and geo-businesses in the UK and Ireland, offering precision technology that delivers increased efficiency across the workflow.

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

The company's latest award winning innovation, described as a game changer, is its new Smoothride Paving system. 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.

In most situations, it's inconvenient or impossible to shut down a road and map its surface using traditional survey methods. Topcon has developed a way to scan roads at motorway speeds with no need for lane closures, crash trucks, escorts or any other typical road survey collection obstacles.

With the new RD-M1 scanning unit, the system maps the existing surface elevations - with many more points captured versus what can be expected with traditional tools - providing more accurate data needed to confidently estimate materials, as well as form the basis of the final design surface.

The workflow consists of a vehicle-mounted road scan, existing and finish surface design,

and machine control using GNSS with sonic tracker sensor guidance, with each phase devised to contribute an overall time and cost saving, as well as maximise crew safety for projects.

Once the road information is gathered, operators can use Mobile Master Office point data processing software to recreate the existing surface. MAGNET® Office with Resurfacing is then used to digitally create a high-resolution model of the required finished mat. The resurfacing module allows operators to create a design using specific regulatory requirements such as minimum thickness, desired cross-slope, and overall smoothness.

That information is taken to a paver or milling machine, allowing variable depth performance. The result is a much smoother road and faster completion times.

## SPONSORS

**Winner of Hotel of the Year 2017, Lough Erne Resort, is a luxurious 5-Star hotel in Enniskillen, the gateway to North West Ireland. Nestled on a 600 acre peninsula with spectacular views of the Fermanagh Lakelands and The Faldo Golf Course, it's clear to see why Lough Erne Resort is renowned as one of the finest 5 Star hotels Northern Ireland has to offer.**

*With 120 rooms and suites, it is ideal for a romantic getaway, corporate outing, family trip or holiday with friends, with access to spa services and gourmet special offers – and of course, Lough Erne Resort also provides the ultimate 36-hole golf experience.*



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# HIGH ACHIEVER OF THE YEAR

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**PLANT & CIVIL  
engineer**  
PLANT, CONSTRUCTION & QUARRY  
**AWARDS 2017**

**WINNER:**  
**CONOR COLE**  
**COLE GROUNDWORK CONTRACTS**

L-R: Adrian Logan, Conor Cole & Grainne Fox.

**The FINALISTS: Groundforce, Sleator Plant, Topcon Ireland - Joe Glennon, Cole Groundwork Contracts - Conor Cole, IF Consulting & Marketing - Suzanna Hall, Strickland MFG, Blockbusters Environmental & Ridgeway**

Conor Cole operates as a main contractor, with business growing rapidly as his civil engineering and groundworks services are increasingly in demand from some of the country's leading construction companies.

Beginning as a sole trader with just a handful of employees, Conor brought the company to 'Limited' status in 2007 and today has built up a 25-strong team in England, with a further 10 employees in Ireland.

"My aim is to become one of the biggest civil engineering and construction companies in the UK and Ireland," says Conor whose home and headquarters are in Rostrevor in County Down.

"I have a strong, dedicated and very experienced and knowledgeable team around me, and I couldn't achieve what I have so far without their commitment to the business."

Conor began his career in the industry as a bricklayer after finishing his A Levels. He was then employed for a period with a groundworks company before deciding to return to university to further his education in civil engineering, but later opted out because he missed being on site, and subsequently he started his own sub contracting business.

An ardent advocate of the industry and highly motivated, Conor has a personal interest in developing his workforce and company as a whole, always striving to be the best in the business. Conor gets actively involved with his workforce on the ground, always trying to identify and research potential ways for the company to improve its range and quality of services.

Adds Grainne Fox, Business Relationship Manager with sponsor First Trust Bank: "We would like to congratulate Conor for this great achievement. First Trust is always in the market to support the plant, construction and civil engineering sectors, helping companies like Conors to grow."

## SPONSORS

**First Trust Bank supports local businesses of all sizes across a broad range of sectors. The diversity of firms they work with and the flexible and innovative approach they see businesses adopt, is reflected in the range of products and services offered to customers.**

Committed to understanding the unique needs of clients and the sectors in which it operates, First Trust Bank recognises its support is essential for the development of your business. "From your working capital requirements, aiding your business expansion, or cross-border trade, we want to help you achieve your business goals so whether you're an emerging or existing business, talk to us today."





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# CONSTRUCTION COMPANY OF THE YEAR

Sponsored by



**PLANT & CIVIL  
engineer**  
PLANT, CONSTRUCTION & QUARRY  
AWARDS 2017

**WINNER:**  
**CREAGH CONCRETE**

L-R: Adrian Logan, Conor McCloy, Joan Belton, Paul Feeley & Gary Coburn.

**The FINALISTS: Creagh Concrete, Lowry Building & Civil Engineering,  
Cole Groundwork Contracts & Quinn Building Products**

A privately owned business with its head office in Toomebridge, Creagh Concrete has a network of manufacturing plants and operates out of five different sites across Northern Ireland, with other facilities in England and Scotland.

The awards judges noted that a key feature of the company's success is not only creating innovative solutions to meet their client needs, but developing skills and innovation within their business to identify and cater for future demands within the industry.

Since it was established more than four decades ago, Creagh Concrete has grown to become one of the most innovative manufacturers of concrete products and a leader in its markets for a diverse range of sectors throughout Ireland and the UK, providing employment for over 500 people.

It operates across a wide range of sectors including commercial, residential, educational and railways. Key projects the company has been involved in over the past year include seven multi-storey car parks, 22 schools & colleges, the University of Ulster and the provision of a new world-class library housing 350,000 books and 1,060 study spaces at the University of Roehampton.

Creagh has differentiated itself over the years by providing excellence in customer service. It

prides itself in offering a holistic service not just the product.

"We believe in conducting our business with integrity, consistency and reliability. The success of Creagh Concrete is built upon customer service and flexibility with each project considered from the customer's point of view."

The company's in-house engineering department and technical staff work with clients and partners to ensure their requirements are understood and to develop cost effective solutions that work on site. Business growth is facilitated through continuous product development, investment in state of the art production technology and the ongoing training and development of all employees.

## SPONSORS

**Close Brothers Commercial Finance is a leading, independent provider of asset and invoice finance and asset based lending (ABL).**

*They specialise in helping construction firms acquire both new and used equipment and machinery and have a unique ability to refinance existing assets to release vital working capital back into their customers' businesses. With extensive coverage throughout Ireland their local teams provide specialist knowledge, fast decisions and excellent service.*





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# CONSTRUCTION PROJECT OF THE YEAR

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engineer**  
PLANT, CONSTRUCTION & QUARRY  
**AWARDS 2017**

## **WINNER:** **AG WILSON** **CIVIL ENGINEERING** **OLYMPIA LEISURE CENTRE** **AND WINDSOR PARK**

L-R: Adrian Logan, The AG Wilson Civil Engineering Ltd Team & Allison Tucker.

**The FINALISTS: Cole Groundwork Contracts - Ebury Bridge Westminster, AG Wilson Civil Engineering - Olympia Leisure Centre and Windsor Park, Lowry Building & Civil Engineering for the Doyen, Belfast, AG Wilson Civil Engineering - Laurelvale Flood Alleviation Scheme & Lowry Building & Civil Engineering for the Silverbirch Hotel, Omagh**

AG Wilson has been trading since 1981 and during these years its strength has been its workforces' breadth of experience from the traditional open cut pipe laying to the construction of modern Bio digesters.

The company's success and growth is underpinned by a strong and varied knowledge of industry standards guidelines and specifications which make it one of the Top Civil Engineering Contractors in Northern Ireland.

The award was specifically for its work on a challenging Storm Sewer Project in Belfast. It was needed because the existing combined sewerage system in the area did not have the capacity to take the increase in flow from the new Olympia Leisure Centre and Windsor Park major developments.

The overall project included the laying of over 600m of storm sewer, with construction techniques deployed including both open cut and trenchless works at depths up to 6m.

The project also gave NI Water the opportunity to update the 1930s combined drainage system in the area by the removal of significant volumes of storm water from the existing

sewer. This will reduce the risk of out-of-sewer flooding which can result in overflows to local watercourses and environmental pollution.

Noted awards judging panel: "This project encompassed all that is difficult in an engineering construction project...complex ground conditions, underground and overhead utilities, and very tight site constraints within a dense residential area.

"Add to the need for management of multiple stakeholders and health & safety of those around the site as well as within it, resulted in a tricky proposition for the design team and the contractor, but despite all that, the project was delivered two weeks ahead of schedule."

### **SPONSORS**

***It's been an exciting year for Mecalac Construction Equipment UK Ltd (formerly Terex GB) as they began to embark on their new future in the construction industry, bringing almost 60 years of experience with them to the Mecalac Group.***

*They are committed to lead the compact equipment market 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 service 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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# SPECIALIST CONTRACTOR OF THE YEAR

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PLANT & CIVIL  
**engineer**  
PLANT, CONSTRUCTION & QUARRY  
**AWARDS 2017**

**WINNER:**  
**WHITEFORD  
GEOSERVICES**

L-R: Adrian Logan, John Whiteford, Joy McNeill, James Whiteford & Sam Thompson.

**The FINALISTS: Cole Groundwork Contracts, Whiteford Geoservices, Ridgeway & McCormick Contracts**

Whiteford GeoServices has grown to become one of the foremost companies of its kind in Ireland, providing unique services across the civil engineering, renewable energy, rail, marine and contaminated land sectors.

Established in 1996, the company, using the latest state of the art equipment and techniques, provide high quality bespoke geotechnical and geophysical expertise with particular emphasis on helping a client to better understand the nature of the ground beneath their development site.

It has a history of providing innovative testing solutions for a host of varied construction projects, with its problem-solving ability benefiting a wide range of clients in both the private and public sectors.

Bringing experience and professionalism to every project investigating, planning, managing and developing projects in a safe and efficient manner, the company's customer base is broad - ranging from SMEs to local government and major utility suppliers.

Through a framework agreement with Irish Water PLC, Whiteford Geoservices Ltd has, for example, extensive experience in utility mapping for complex water supply infrastructure schemes. For geophysical investigations it uses seismic surveying and electrical resistivity surveying to profile soil and rock levels. It also employs ground penetrating radar and electromagnetic surveying to check for the

presence of utilities and other obstructions that might compromise construction activities.

Another area of expertise is in rail-orientated projects. For more than 20 years it has worked extensively throughout Ireland to provide accurate subsurface information to aid the design of new railway lines, the construction of new bridges and the assessment of existing bridge structures.

It has also established an enviable reputation for providing geotechnical and geophysical solutions to Europe's leading renewable energy developers, being market leaders in Ireland in the provision of ground investigation services to wind and solar developers, having worked on over 200 large wind energy projects since 2000 for clients such as SSE Renewables, Energia, ESB International, Mainstream Renewable Power, Centrica and many others.

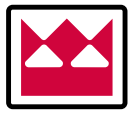
## SPONSORS

**Kubota is the UK's market leading compact construction equipment manufacturer, offering high performance and innovative machinery solutions that are renowned across the industry for their ability to carry out demanding tasks in the toughest conditions.**

*Its range includes mini excavators, wheel loaders, and compact track loaders. Its mini excavators in particular are renowned for their advanced features and amenities.*

*Kubota has recently invested £1.2 million to enhance operational performance and continue to set the highest health and safety standards at its UK headquarters in Thame. The investment in state-of-the-art office facilities is part of the Kubota UK's commitment to provide its customers with a first class service.*





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# QUARRY OF THE YEAR

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**PLANT & CIVIL  
engineer**  
PLANT, CONSTRUCTION & QUARRY  
**AWARDS 2017**

**WINNER:**  
**KILWAUGHTER  
MINERALS**

L-R: Adrian Logan, Graham Bennet, Eddie Nethery, Graham Matthews & Conal Mullan.

**The FINALISTS: Creagh Concrete – Brackagh Pit, Loughran Rock Industries (Nil),  
Robinsons Quarry Masters – Glenwherry, Kilwaughter Minerals & Gibson Brothers**

Kilwaughter Minerals Ltd has been an established mineral and quarry processor since 1939. Quarrying and production facilities are based at headquarters in Larne, County Antrim, where operations span a 75 acre site.

The awards judges praised the exceptionally high standard of entries in this category, but say Kilwaughter Minerals stood out as being 'an example of professionalism and innovation that exists within the Quarry Industry.'

Kilwaughter Minerals is a privately owned business with strong values. Social responsibility is comprehensive and involves employees, charitable organisations, school children and various community groups.

Its quarry produces the much sought after 'Co. Antrim white limestone' used in the construction and agricultural industries throughout Ireland. Other product lines include calcium carbonate powders, limestone sands, aggregates & minerals; the company distributes its products under its K Rend and Kilwaughter Lime brands.

The company continuously looks at ways it can further improve customer service, with capital investment in plant and systems boosting capacity, streamlining deliveries and cementing its position in its core markets as a leading manufacturer.

"We currently have a strong pipeline of work and with the help of a motivated workforce we are confident of meeting all our customers' needs. We believe there are always challenges and opportunities ahead and with a potential market upturn we look forward to a growth phase in the business."

Kilwaughter Minerals Ltd has also been awarded top place in the Mining and Quarrying sector in Northern Ireland's only independent environmental business standards.

This prestigious accolade now places them amongst some of the most environmentally responsible companies in Northern Ireland. It achieved Quintile One status by improving their carbon footprint through a major drive to reduce waste, power and energy usage.

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**WINNER:**  
**ART McNALLY**  
**NORTHSTONE (NI) LTD**

L-R: Adrian Logan, Art McNally & Patsy McGlone, MLA.

Northstone (NI) Ltd's Art McNally has been described as one of the most highly respected, well known, and much admired gentlemen in the Northern Ireland construction industry, both by colleagues and competitors.

Amid loud and well deserved applause, Art was presented with the award by MLA Patsy McGlone, Chair of All-Party Group on Construction.

Now retired, Art entered the industry in the

1970's, working with many of Northern Ireland's leading companies in a variety of roles – from production and distribution to contracting and Health & Safety - initially as a member of the management team and latterly as a Director.

Renowned for his work ethic, integrity and loyalty, Art has been described by his colleagues as an excellent negotiator and communicator, and one very willing to offer his advice and counsel to all, irrespective of management level, but particularly to those young people entering the workplace for the first time.

He was a keen member and active participant in all the key Industry Institutions during his working life, and it is something which today he still thoroughly enjoys.



A man who religiously gets up at 5am every morning to get the best out of every day, Art still runs a busy farm and finds time to indulge in his favourite passion - cars, both classic and the latest models.

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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.*





*John Whiteford, Joy McNeill and James Whiteford, of Whiteford Geoservices.*



*Dan Coen, Rachel Woodhall and Colin Wilkins, of Groundforce.*



*Chanelle McCooke and Stephen McElwee of North West Regional College.*



*Brenda and Karol Friel, with Topcon.*



*Paul Brogan and Andrew Murray of CIHT.*



*John Ramsay of Scania, Vincent Taggart and John Marks of Roadtrucks, and Graham McCormick of McCormick Contracts.*



*Student of the Year Nominee Chanelle McCooke with Daryl McAuley.*



*Paul McCrory, Robert Jackson, Veronica Parr and Adam Finlay of Mercedes-Benz Truck & Van (NI).*



*Mark Bradshaw of HAE with Ridgeway Chairman Maurice Kane.*



*Pierce Kirwin of Northstone with Parker Anderson, Davy Hamill and John Francis of Finning.*



*David Adams and Cathy Doyle of Pirtek.*



*Mark Grundy, Colin Magee and Terry McAviney, of Balloo Hire.*





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*Laura Gallagher and Student of the Year Nominee Stephen McElwee.*



*Ciaran Timoney, Wellington International; Mark Bradshaw and Anne Harrison, HAE; Stephen Kane, Ridgeway; and Kevin McShane, Chairman of CIHT.*



*NW Regional College students Channele McCooke and Stephen McElwee, Ccollege's Built Environment Curriculum Manager John Logue.*



*Jonathana Campbell, Cameron Watson, Allison Tucker of Mecalec CE, Aaron McCall, Andy Lowry, Alister McClintock and Stephen Wilson, with Sleator Plant.*



*Michelle Madden and Grainne Fox of First Trust Bank.*



*Ciara McKay and Connor McCloy.*



*Martin Graham, James Dowley, Leica Innovate; Clive Kilpatrick, Trueline Services; Stuart Loach, Leica Innovate; and Francis Mulvenna, NIRBC.*



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# GENIE GTH TELEHANDLERS - GREAT PERFORMANCE IN A SMALL PACKAGE

Following the success of the redesigned 6.89-m (22.6-ft) Genie® GTH™-3007 compact telehandler launched at Bauma 2016, Genie has recently updated its 5.79-m (19-ft) Genie® GTH™-2506 compact telehandler to offer the same reliable performance and design features provided by its heavier lifting, higher reaching brother.

Extremely versatile and nimble, both models are an increasingly popular choice among rental customers.

As accessibly priced, versatile and cost-efficient to own and operate as the GTH-3007 telehandler, the smaller dimensions of the GTH-2506 unit make this model a particularly manoeuvrable and agile solution, well suited to a broad field of indoor and outdoor applications on confined and busy jobsites. Key sectors of application include most building, refurbishment, masonry, landscape, and industrial jobs.

Combining the durable 'built-to-last' quality and serviceability features that Genie products are known for, both the GTH-2506 and GTH-3007 telehandlers include the same redesigned cab for excellent all-round visibility, a rugged chassis, a two-stage boom with no chains or cables, durable heavy-duty steel front fenders, field-proven Dana® axles with dual brakes that have improved anti-slip capabilities for increased



performance on rough terrain. Both units also feature full-time planetary four-wheel drive and four-wheel steer, and a variable speed hydrostatic transmission for smooth, powerful drive... among other enhancements.

"We are experiencing strong demand for our compact Genie GTH models, as demonstrated by the acquisition of a significant number GTH-2506 units in the past year by UK rental customer Charles

Wilson Engineers Ltd.," says Lee Edwards, Sales Director UK & Ireland Terex AWP.

## Sleator Plant

He adds: "The high number of both models ordered by Sleator Plant, Authorised Genie Distributor in Ireland, also reflects their confidence in the strong appeal of Genie GTH compact telehandlers among rental customers."

According to Jonathan Campbell, General Manager Sleator Plant: "It is fair to say Genie have had some historic issues with the GTH range, however they have clearly recognised them and have really set about making the necessary improvements.

"The most popular compact Genie model has been the GTH 2506, 6-metre (19-ft) telehandler, and we have also enjoyed strong success with the GTH-3007, 7-metre (22.6 -ft) telehandler. The manoeuvrability of the GTH-2506 is fantastic, operators can turn it on a sixpence and it gets into any little nook or cranny on site. It's a real winner for the rental market."

Other characteristics of the redesigned compact Genie GTH-3007 telehandler - now featured on the compact Genie GTH-2506 model include:



*Pictured, the completed Cherry orchard site.*





**The GTH-3007**

- A side-mounted fiberglass engine cover with a comfortable opening angle for easy access to engine components
- An inspection door on the engine housing for easy access to fuel pumps and fuel filters to simplify inspection and replacement.
- Hydraulic test ports are conveniently located at the front of the chassis.
- An optional auxiliary hydraulics Quick Attach carriage for attachment flexibility
- An enhanced air conditioning system for enhanced operator comfort.

The Genie GTH-2506 compact telehandler boasts a maximum lift capacity of 2,500 kg (5,511 lbs), a vertical reach capacity of 2,000 kg (4,409 lbs) at a maximum height of 5.79 m (19 ft), and a max. horizontal reach capacity of 900 kg 1,984 lbs at 3.35 m (10 ft 12 in). Coupled with a low 3.25 m (10 ft 8 in) outside turning radius and 0.33 m (1 ft 1 in) ground clearance, its compact dimensions offer a front-wheel machine length of 3.35 m (10 ft 12 in), a machine width of 1.81 m (5 ft 11 in) and a machine height of 1.92 m (6 ft 4 in).

The Genie GTH-3007 compact telehandler boasts a maximum lift capacity of 3000 kg (6,614 lbs), a vertical reach capacity of 2500 kg (5,511 lbs) at a maximum height of 7 m (23 ft), and a max. horizontal reach capacity of 1000 kg (2,205 lbs) at 4 m (13 ft). Coupled with a low 4.4 m (14 ft 4 in) outside turning radius and high 45 cm (18 in) ground clearance, its compact dimensions offer a

front-wheel machine length of 4.06 m (13 ft 4 in), a machine width of 2 m (6 ft 6 in) and a machine height of 2.07 m (6 ft 8 in).

Both models offer the productive capacity and rapid rental returns on investment (rROI) that only a low-emissions 74-hp (55.4 kW) Deutz Stage IIIB (Tier IV Final) compliant engine can provide.





# The Bison 280 - Compact With Impact

**EvoQuip's new Bison 280 jaw crusher has been working in a tough granite site at Peter O'Donnell & Sons Quarry in County Donegal.**

Peter O'Donnell, Managing Director, says productivity and performance of the EvoQuip Bison 280 really has surpassed expectations.

"While the machine itself is very compact it is definitely not a lightweight machine as it consistently produced a quality product at a high throughput and low cost per tonne in our Quarry," he says.

Matt Dickson, EvoQuip, Product Line Director, added: "The Bison



280 jaw crusher is a machine that offers versatility with supreme durability while also providing our customers with excellent productivity and fuel efficiency. The quick set up times, simple

intuitive operation and ease of transport makes this machine an ideal solution for all applications."

The compact footprint makes the EvoQuip Bison 280 easy to transport and also makes

it an ideal machine for working in urban areas.

The rapid set up time and intuitive control system on the EvoQuip Bison 280 enables the operator to be crushing minutes after unloading the machine from the lorry. The operator can also adjust the crusher setting easily without the need for any tools using the user friendly hydraulic jaw adjustment system.

## Versatility

The EvoQuip Bison 280 offers the customer exceptional flexibility as it can be used on a multitude of natural stone applications including granite, river gravel and basalt. The Bison 280 can also be used on various recycling applications including construction and demolition waste, recycled concrete, reclaimed railway sleepers.

The Bison 280 uses a fuel efficient and high performing direct drive system to power the jaw crusher. This along with the simple to operate jaw adjustment allows the operator to optimize the material throughput and reduction whilst ensuring the best fuel efficiency.

There are a number of key design features in the Bison 280 that ensure an optimal material flow throughout the crushing process. The vibrating feeder automatically regulates the flow of material into the crusher based on the engine load and this ensures that an optimal choke feed is kept in the jaw. The impressive under crusher clearance along with the excellent tunneling then ensures an unrestricted flow of material even in the harshest of recycling applications.

## Serviceability

Serviceability has been integral throughout the design and development of the Bison 280. With excellent access to the engine, hydraulics, service and refueling points, it ensures maintenance is easy for the operator.

EvoQuip machines can come directly to your site to crush and screen the waste from your demolition projects. When customers are not farming they can use EvoQuip equipment to demolish old farm buildings, process material for lanes, driveways or drainage projects. Certain models in the range can even be transported on an agricultural trailer and can overcome access issues on narrow lanes, country roads and remote access sites.



## BISON 280 JAW CRUSHER

The Bison 280 Jaw Crusher provides class leading productivity, unmatched versatility and excellent fuel efficiency.

The quick set up times, simple intuitive operation and ease of transport makes this machine an ideal solution for all applications



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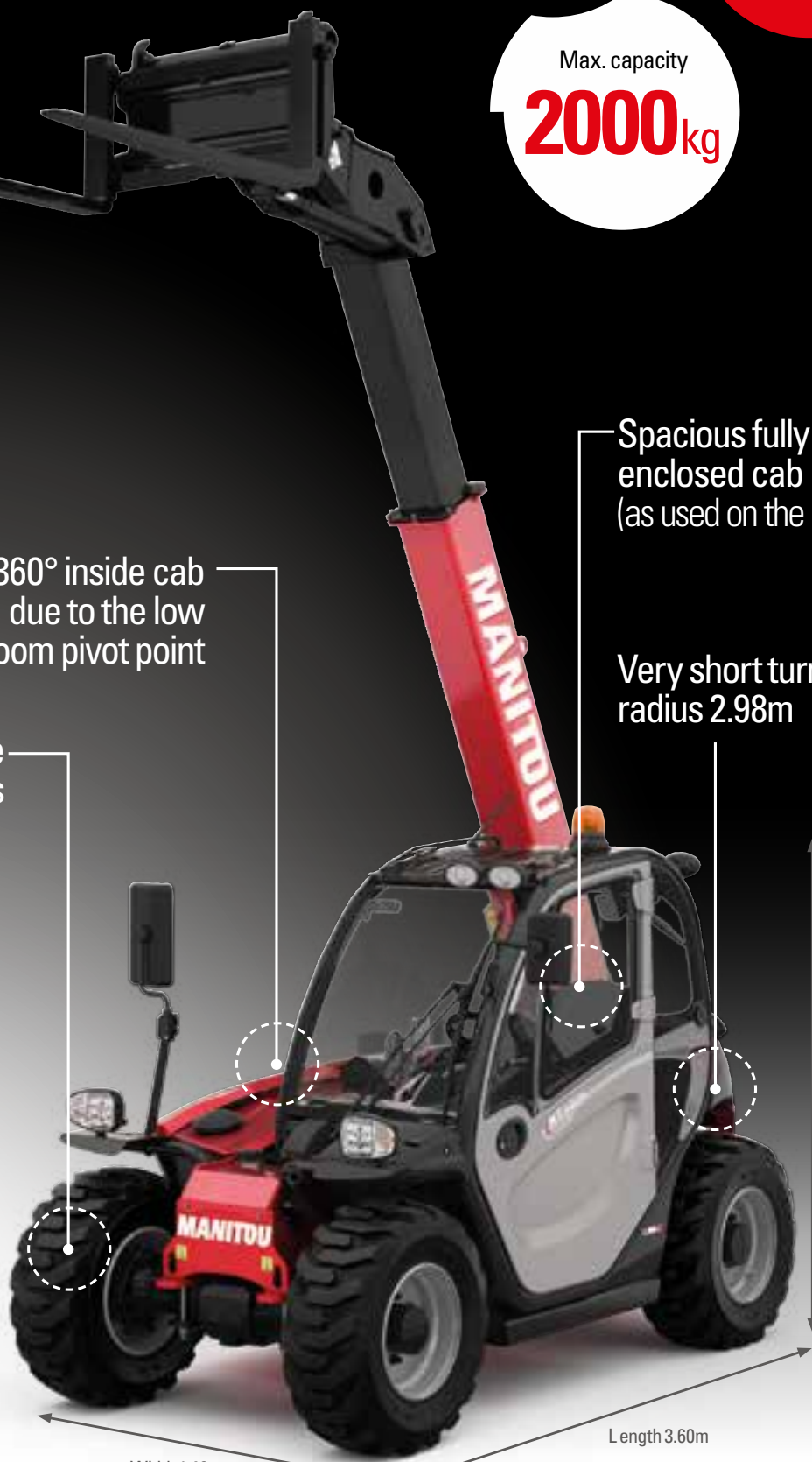
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## excavators

# Efficient, powerful and clean SK210HLC-10 Hybrid plus SK210D Car Dismantler from KOBELCO



Kobelco Construction Machinery Europe B.V. (KCME) has announced the arrival of the all-new Kobelco SK210HLC-10 – the first true hybrid specialist excavator in the 21-tonne operating class. Borne from over 80 years of Kobelco design, technical innovation and manufacture, the Japanese company has been at the forefront of hybrid technology since 1999 when development for a hybrid excavator began.

Forward thinking by Kobelco led to a hybrid excavator (SK70) in 2006, followed by sales of the hybrid excavator SK80 (8-tonne class) in 2010. Demand for a larger category Kobelco hybrid machine was realised with the SK200H-9 – the first 20-tonne class hybrid excavator from Japan.

With the new SK210HLC-10 and the introduction of its latest hybrid technology, combined with SCR (Selective Catalyst Reduction) and DEF/AdBlue to reduce particulate matter, Kobelco has once again raised the bar in terms of efficiency, power and, ultimately, carbon footprint reduction.

Technical excellence and experience has enabled Kobelco to deliver the very latest in hybrid technology to one of the most demanding working-weight classes. At the heart of the SK210HLC-10 are two major power supplies. Firstly, an efficient Stage 4 (Tier IV) Hino Motors turbocharged diesel

engine producing 117 kW (2000rpm), coupled to which is a new and larger Kobelco generator-motor. *In an industry-first, the use of a large-capacity lithium-ion battery provides exceptional “power-assist” via the new generator-motor.*

Up to 25 kW power assist – nearly five times that of a conventional model – results in significant reduction in engine load, which promotes superior fuel efficiency. The new lithium-ion battery also has greater retention of stored electricity; this in turn also provides greater control functionality to a new all-electric swing motor. This new swing motor also reduces engine load by not being directly linked to the hydraulic system and, therefore, to the engine. Another plus point is the regenerative function of the swing motor – when the swing motor decelerates it generates charge to the lithium-ion battery.

Superior fuel efficiency delivers greater working efficiency, while at the same time reducing carbon footprint. As is the case for all Kobelco products, less also happens to mean more – SK210HLC-10 delivers class-leading work volume e.g. H-mode with an increased torque setting delivers in the region of approximately 7% greater digging volume over a conventional-powered equivalent (SK210LC-9). More also happens to mean less: the rise in work volume doesn't come at the cost of increased fuel consumption.

Because of the use of power-assist, the engine can run at a steady more consistent speed/load in most work applications.

Innovative Kobelco technology is also found in boom and arm structure of SK210HLC-10. Revised pin and boss structural reinforcement design furthers Kobelco's reputation for strength and reliability. Like all Generation 10 excavators, the SK210HLC-10 has control levers with lighter-feel for increased sensitivity and a new lock lever and control box, all of which reduce operator fatigue.

A Kobelco advanced hydraulic oil contamination detection system is standard equipment. Sensors each side of the oil filter can detect changes in flow pressure and alert the operator via the in-cab monitoring system, the same system that tells the operator at a glance the charging levels of the new lithium-ion battery pack. Complementing the rear facing CCTV is a second CCTV attached to the upper right-hand structure. An Arm Interflow System is automatically used when lowering the boom – the boom's weight on the downward shift forces fluid to the hydraulic arm and reduces power required from the main pumping unit. Factory fitted quick hitch piping comes as standard.

Operator working conditions play a major part in work productivity. The latest Generation 10 Kobelco machines feature impressive cabin features that are standard equipment. Full



SK210HLC-10 Hybrid

air-conditioning and perfectly placed revised venting maintain a constant temperature and air quality regardless of the operating region or location. Operator storage boxes are plentiful, a cup holder and a 12v feed socket with a modern Bluetooth media unit installed.

Commenting on the introduction of SK210HLC-10, Product Marketing Manager, Peter Stuijt, said: "The all-new SK210HLC-10 is working proof of the fact Kobelco is a leading authority in hybrid excavator technology. The machine is remarkable for its exceptional ability to increase productivity levels while reducing operator costs. Reduced fuel consumption is obviously a key feature of SK210HLC-10, but to do so with improved working efficiency and performance is perhaps even more spectacular."

McSharry Bros are Kobelco's exclusive dealer for Ireland. Fintan McSharry believes that Kobelco lead the way in terms of excavator innovation. "Because Kobelco only make excavators, Kobelco are the only excavator manufacture with 100% of the design budget going into excavators and it shows in terms of their lead in innovation and design. That is why they can arguably claim to be the excavator experts. We expect 2018 to be the year of our first sales of the SK210HLC-10."

At the end of last year, McSharry Bros also sold the first SK210D Car Dismantler in Ireland to St. Margaret's Recycling, Co. Dublin (covered in the plant sales). For greater productivity and safety, Kobelco's SK210D is already changing the dismantling business.



**SK210D Car Dismantler**

The machines allow up to 4 times the dismantling capacity compared with hand dismantling of passenger cars. Since their first dismantler in 1979, Kobelco have sold over 1,000 units establishing the machine as an integral part of the metal recycling industry in Japan. "We were delighted to introduce the SK210D to Ireland in 2017 and we believe there are opportunities to sell more of this machine going forward. Any customer with a SK210D quickly realises how it can transform

their business. Between the SK210D and now the SK210HLC-10, it shows how Kobelco are leading innovation in excavator design." Fintan adds. "Our range of conventional and SR excavators are class leading in terms of fuel consumption so it pays to run Kobelcos."

For more information please visit  
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## excavators

# Doosan Bobcat Launches New High Track Excavators

**Doosan Construction Equipment has launched the new DX160LC-5 HT and DX180LC-5 HT Stage IV compliant High Track Crawler Excavators, complementing the company's best-selling standard configuration DX140LC-5 14 tonne and DX180LC-5 18 tonne mid-range excavators.**

The new High Track models are designed to meet the needs of customers requiring a combination of higher ground clearance, a reinforced track frame and a strong traction system with reinforced upper rollers for work in harsh environments and on projects where larger travelling distances are involved.

The new High Track models are particularly suited for constructing roadways, mounding, earthmoving and other duties in the forestry industry, where the higher ground clearance, durable travelling system and the traction force allow them to move with ease over rough terrain, negotiate obstacles such as fallen tree trunks and to pull trailers loaded with wood.

The new DX160LC-5 HT excavator combines the upper structure from the DX140LC-5 14 tonne model with an 18 tonne class high track undercarriage system, increasing the ground clearance from 410 mm in the DX140LC-5 to an impressive 615 mm. The DX180LC-5 HT is an enhanced version of the DX180LC-5 excavator, incorporating a reinforced structure and a carefully re-engineered, high performance braking system, offering the same ground clearance of 615 mm, compared to 460 mm in the DX180LC-5.

Part of Doosan's new generation 'LC-5' range of machines meeting the latest Stage IV emission regulations, the DX160LC-5 HT and DX180LC-5 HT are powered by the Perkins 1204F engine, which combines reduced fuel consumption with the power and torque of larger engines with a smaller displacement. The Perkins 1204F engine provides an output of 81.6 kW (109 HP) and 94.9 kW (127 HP) at 2000 rpm, respectively, in the DX160LC-5 HT and DX180LC-5 HT. The Perkins engine uses an electronically controlled,

high-pressure common-rail fuel system (2000 bar) – which reduces particulate matter emissions from the cylinder – and a waste-gate turbocharger.

The Perkins 1204F engine also guarantees trouble-free operation by meeting Stage IV emission regulations without the need for a diesel particulate filter (DPF), through the use of cooled exhaust gas recirculation (EGR) and selective catalyst reduction (SCR) after-treatment technologies.

New systems and functions have also been incorporated which reduce fuel consumption. For example, the current fuel consumption can be read directly on the LCD panel, and the engine can be shut off automatically after a pre-set time when the machine is not being operated. In addition, to save fuel, Doosan has developed a proprietary system – called SPC (Smart Power Control) – to optimise the balance between the pumps' output and the diesel engine.

Further fuel efficiency results from the electric fan clutch on the excavators which drives the cooling fan at optimum speed.

Based on coolant, hydraulic oil, cooled charged air temperatures and target engine speeds, the fan speed is controlled electrically – resulting in much lower fan noise and better fuel efficiency.

### Increased Comfort

The features offered as standard in the operator's cab in the DX160LC-5 HT and DX180LC-5 HT are among the best in the market. Already excelling in spaciousness and ergonomics, the cab has been further refined for outstanding operator comfort and ease of operation. The cab offers super controllability with a novel system that enables attachments to be operated from either the joystick or a two-way pedal.

Being able to switch control of the auxiliary lines between the joystick and the two-way pedal greatly lessens any discomfort that may be caused by extended or repetitive use of the joystick alone to control attachments (such as a shear or a breaker). It is also helpful when precision is required – as the operator can keep full control of the excavator via the joystick while using the two-way pedal for attachments.

For additional convenience, the controls for the auxiliary lines on the joysticks have been repositioned, with the rotation and shear rollers positioned for left/right movement. 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.

New gauges, functions and menus have been added to the control panel, including a new AdBlue® gauge. A new quick menu bar has been installed which allows key functions to be accessed quickly, without having to go through all the menus and validations.

A side-view camera is available as an option and the control panel allows the views from both the rear and side view cameras to be combined on the same screen, simply by pressing a button on the control panel. For more safety when using the cameras, a menu bar now stays open so that the operator can keep an eye out for warning symbols and the levels of key gauges.

The auto-idling rpm on the DX160LC-5 HT and DX180LC-5 HT automatically increases from 800 rpm to 1100 rpm when the temperature goes below 10 °C. This boosts the efficiency of the heating inside the cab.



# Latest Guidance on Lifting Operations With Excavators Now Available

**The Strategic Forum Plant Safety Group (SFPSG) has released a new refreshed plant safety guidance document entitled 'Lifting Operations With 180° and 360° Excavators.'**

Taking into account the prolific use of excavators for lifting operations in the construction and allied sectors, the Strategic Forum Plant Safety Group has revised, expanded and updated the group's original guidance publication which was first introduced in 2008. Additions to the original document are so widespread that the guidance has increased from seven pages to 72 pages.

The Strategic Forum Plant Safety Group was formed to produce good practice guidance on plant safety-based topics. Chaired by the Construction Plant-hire Association (CPA), the SFPSG also has membership for this project from the Health & Safety Executive (HSE), as well as significant representation from a range of construction and contracting companies, plant hirers, manufacturers and training organisations. This latest guidance adds to a number of Plant Safety Group publications on various topics, produced through subject-specific meetings by those from industry holding the relevant expertise.

The new 'Lifting Operations With 180° and 360° Excavators' Good Practice Guide thoroughly

sets out the precautions and procedures that should be taken into account when planning and carrying out lifting operations with 360° tracked and wheeled excavators as



well as 180° excavators/backhoe loaders. The precautions and procedures specified in the publication should enable work to be carried out safely and in accordance with the law.

A core message within the guidance is that in terms of selection of lifting equipment, excavators are primarily designed for excavating and handling loose material rather than lifting suspended loads. The document

advocates that an excavator should not be the first or only choice for lifting, even if it is already on site, is quicker and maybe more cost-effective than using another, more appropriate, piece of lifting equipment that has specifically designed for lifting operations such as cranes and telehandlers.

Topics covered within the guidance include planning and supervision requirements, machine selection, roles and responsibilities, specific issues and maintenance and inspections. A key part of the guidance is a flowchart that introduces a hierarchy and sequence to the planning process.

The section on specific issues includes information on the factors that affect topics such as stability, ground conditions, specific issues when using 180° excavators, the use of fork attachments and the effects of tilt-rotators during lifting operations.

A number of case studies have been incorporated within an annex which identifies how the changing environmental and load complexity determines the classification of a lifting activity as a basic, intermediate or complex operation. As with all CPA Plant Safety Group publications, the Good Practice Guide for Lifting Operations With 180° and 360° Excavators can be downloaded free of charge from [www.cpa.uk.net/sfpsgpublications](http://www.cpa.uk.net/sfpsgpublications)

## Liebherr machines take part in West Argyll floating pier project

**The Ardcastle floating pier project is part of a strategy for sustainable transport planning initiated by Scotland's £1bn timber industry sector. It will allow c£10m worth of timber reserves to be unlocked in West Argyll.**

Situated on the banks of Loch Fyne, the new pier has been commissioned by one of the UK's largest cargo handling specialists, JST Services (Scotland) Ltd, through its sub-division JST Floating Piers Ltd. and is open to all users that want to transport timber from the region.

An arched back linkspan connects the floating barge to the shore and the large barge accommodates JST's new 40 tonne Liebherr LH 40 C material handler. On the land-based side is a wheeled A 934 C material handler from JST's fleet.

Building of the new pier, which will handle an estimated 250,000 tonnes from the



local forests over the next 10 years, underpins a long-term contract between Forest Enterprise Scotland and wood processing company Norbord.

The pier will reduce the impact on infrastructure by more than three million lorry miles over the course of harvesting the area. Some development costs were met with grant assistance

from the Scottish Strategic Timber Transport Scheme.

JST has a long history of purchasing Liebherr machines but, unusually, the new 40 tonne Liebherr LH 40 C material handler has a crawler undercarriage.

JST has opted for a hydraulically-elevating cab mounted with a fixed 1.2 m riser that, with its theoretical eye level view of over

6 m from the ground, is ideal for looking into the hold of the coasters being loaded. Precise attachment control makes positioning logs within the ship hold easier and with a 1.5 m<sup>3</sup> HSP timber grab, the Liebherr can empty a full 28 tonne load in under three minutes.

JST has specified the curved main boom option at 8.6 m and a 7.5 m flat angled stick, which gives a maximum reach of over 15 m, and a choice of position for the lift cylinders enables a deeper reach into cargo holds.

The land-based side of the operation is catered for by another Liebherr material handler from the JST fleet: a wheeled A 934 C. With a similar specification to the LH 40 C-EW, it unloads incoming vehicles and loads the two 8 x 4 rigid Volvo trucks used to carry timber from the stock yard to the floating dock.

Neil Stoddart, General Manager of JST Services (Scotland) Ltd, commented, "Once again, our close working relationship with Liebherr has resulted in a solution that increases productivity and reliability for both JST and our customers."



# Liebherr presents 8 new models in 26 different versions



**In the course of 2018, Liebherr will launch 8 new telescopic handler models in a total of 26 different versions.**

The new Liebherr telescopic handlers will be available in two model lines: First, the top-of-the-range models for materials handling or for production applications (identified by the suffix S). Second, the simple, cost-optimised value models for stacking and lifting applications. As of January, three 7 metre models with a load bearing capacity of 3.2 t, 3.6 t and 4.1 t, one 6 metre model with a load bearing capacity of 3.5 t and one 10 metre model with a load

bearing capacity of 3.3 t will be produced in the manufacturing plant in Telfs, Tirol.

Two additional 7 metre models with a load bearing capacity of 4.6 t and 5.5 t will follow in the course of the year. A 9 metre model with a load bearing capacity of 6 t will complete the extensive range of the new Liebherr telescopic handlers for the time being.

In the new generation of telescopic handlers, Liebherr is also relying on established Deutz diesel engines. These have been optimised in terms of performance and fuel consumption and have a displacement of 3.6 l and 74 or 100 kW and a displacement of 4.1

l with 115 kW. The engines comply with Stage IV/Tier 4 Final emission standards thanks to the diesel oxidation catalyst (DOC) and selective catalytic reduction (SCR).

The telescopic handlers with a displacement of 4.1 l are additionally equipped with diesel particulate filters; this is offered ex-works as an option for engines with a displacement of 3.6 l. For operating sites in countries with differing emission regulations, where the diesel grade available often has a negative impact on engine operation, Liebherr will also offer telescopic handlers in emission Stage IIIa, staggered over time. When it comes to the travel drive, Liebherr relies on the established hydrostatics. The infinitely variable, and always powerful, hydrostatic drive produces a maximum traction of up to 70 kN, depending on the engine power available. The new Liebherr telescopic handlers have a maximum speed of 40 km/h. As an alternative, the machines are offered in speed versions of 20 km/h and 30 km/h. The telescopic handlers are braked without wear by means of the hydrostatic drive's self-stoppage function. The "Liebherr hill assist", installed as standard, ensures safety and maximum driving comfort when travelling over uneven ground thanks to the automatic activation of the parking brake.

The machines' performance has been improved as a result of the complete redesign of the working hydraulics. As an alternative to the established working hydraulics in the value models, Liebherr is equipping the S models with high-performance hydraulics. A powerful load sensing working hydraulic pump with an oil output of 160 l/min and a control block with load-independent flow rate distribution enable overlapping working movements and therefore dynamic and rapid operating cycles. Different machine hitches are offered for all models in the new generation of telescopic handlers ex-works. In addition to the Liebherr quick coupler, quick couplers which are compatible with the machine hitches from the manufacturers Claas, Manitou, Kramer, JCB and Volvo are also offered. The variety of machine hitches available means that customers can also use their existing tool attachments from other manufacturers on the Liebherr telescopic handlers.

## Piletec gets attached to new business

**To meet the ever-increasing demand for multi-purpose attachments, the UK's leading specialist supplier of piling equipment to the construction industry, Piletec, is launching a dedicated attachments business.**

Previously supplied under the holistic Piletec banner, the company's existing attachments portfolio including excavator-mounted vibrators and pile breakers will be significantly enhanced with the addition of high-quality mini crushers and shears, multi-processors, grabs, hydraulic compactors and hammers, and digging and re-handling clamshells, to name just a few – basically anything that uses a hydraulic excavator's linkage.

The move is partly designed to give Piletec access to new sectors such as demolition, waste and recycling, agriculture and forestry, with the aim of becoming the £60 million industry's leading attachments supplier (as Piletec is in the piling and pile cropping industry) within three years.

The business has a sales team of seven who are in turn supported by the 25-strong sales team at parent company Groundforce.

Parts and servicing of the hire products will be carried out in-house at Piletec's many depots throughout the UK and Republic of Ireland.

Piletec Director Bill Gorton said: "Previously we had focussed on supplying equipment allied to the piling industry but we found we were losing hires because people wanted a one-stop-shop for attachments which are increasingly being used to save costs.

"This new business is a natural extension to our current offerings within Piletec and as well as meeting our customers' needs also gives us access to revenue sectors which will benefit from the decades of experience our personnel have built up offering guidance on the best solutions."

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# Five Reasons Selling at an International Auction Should Be Your Top Priority

**Rupert Craven, Ritchie Bros. Sales Director UK and Ireland, delivers his unrivalled insight, highlighting five key reasons why now is the best time to sell your used construction machinery at an international auction.**

## One: It's the right time to sell

Why is there currently such a great opportunity? There are several trends behind the favourable market conditions. Sales of new machinery are holding up in the traditional large economies in Europe, such as the UK and Germany. Companies are relatively affluent; there's a lot of work available; finance is cheap and easily arranged. Buying new is affordable. A machine moved on after three to five years use, typically enjoys another two to three lives.

How is this affecting the market? Buying new created a cascade of used machinery globally. When an economy is booming there's a ready supply competitively priced. The advantage for buyers and sellers is availability. A customer buying on the day at our auctions can have the machine working on site tomorrow. Purchasing new may involve a long order process and a significant wait if stock is unavailable.

## Two: It's a clear trend at Ritchie Bros.' auctions

Why the big growth in new customers? The increase in out of country buyers at UK auctions is substantial. Last year achieved a record, with the highest number of non-UK buyers in attendance - part of a clear upward trend. The main driver since the middle of 2016, has been in the attractive exchange rate for the pound putting the prices up. A large proportion of machinery goes abroad, maintaining the price level for UK sellers.

Which countries are driving the market? From our figures, five countries provide the best



opportunities for sellers. Poland is clearly number one; reflecting its growing economy and position as a major trading point; likewise, the Netherlands. The recovering economies of Ireland, Spain and Romania, whose stock of machinery was massively reduced, complete the top five. They are targeting growth, preferring cheaper second-hand machinery due to the exchange rate. The predominant demand is for excavators of all sizes and telehandlers.

## Three: It's a simple, convenient solution

Why is an auction your best solution? Ritchie Bros. has been providing transparent auctions for nearly sixty years. The auction is a benchmark: tried, trusted, and highly-valued. We keep all transactions simple to deliver clarity at every stage and clear provenance. Getting things done quickly is key. Our UK auctions are well established and it's cheap to move machinery to our centrally-located yard. Any machine to be sold has photos and descriptions. Potential buyers can do their own due diligence - remotely if they wish. That some customers see no requirement to do this in person

is evidence of trust. Certainty of sale is also a prime factor.

What else can I do? Disposition needs may vary. Offering options is increasingly important. We deliver a range of flexible solutions for different markets. Online solutions complement and deliver new services. Ritchie Bros. provides three platforms: onsite unreserved auctions at Donington Park; Marketplace-E - an online marketplace that allows reserves as an intermediary step to an auction - and online auctions on IronPlanet, which are successful when geographic requirements are costly. With limited time and ability to travel internet purchase can be preferable.

Am I really selling to the world? Our auctions are genuinely global with worldwide databases of reputable buyers and sellers built over many years. Smaller local auctions can't provide that level of global exposure.

## Four: Time to realise the value of your idle machines?

Have I really got the time? Customers in the UK construction industry know they should be selling machinery but are too busy. Speed, efficiency and convenience are decisive: you

simply need to call, or email. Your machines are collected and everything is taken care of. Payment is made within 21 days. If the choice is turning a machine worth tens of thousands of pounds into cash at market value at a competitive cost in less than a month, or leaving it standing idle in your yard; why wouldn't you?

## Five: Make the most of it while you can

How long will it last? Change is in the air... The current advantageous exchange rates won't last forever. Minor changes in the pound's value can be absorbed. If it becomes significantly stronger the rest is academic.

It's difficult to predict. Commodity prices are gaining ground, driving an appetite for machinery worldwide. The effects of Brexit remain unclear. Good economies drive the market. Negatives balance with the fact that a lot of our auctioned machinery goes outside of Europe. Exports are a main driver.

Whether these gains continue, or not; it's crucial you should make the most of the current favourable situation - while you can.



# RITCHIE BROS. AND A-PLANT TEAM UP FOR MASSIVE AUCTION AT ROCKINGHAM MOTOR SPEEDWAY

**This February Ritchie Bros. will host its first-ever, one-owner auction in the UK, selling hundreds of items for leading UK equipment rental company A-Plant at the Rockingham Motor Speedway in Corby.**

The one-day auction, being held on February 8, 2018, features surplus equipment from A-Plant's first-class rental fleet, including boom lifts, scissor lifts, telehandlers, excavators, dumpers, and rollers, as well as a great selection of smaller tools and groundcare equipment. All items will be sold without minimum bids or reserve prices.

"We are delighted A-Plant has decided to partner with Ritchie Bros.," said Rupert Craven, Sales Director (UK & Ireland), Ritchie Bros.

"Ritchie Bros. is committed to providing the highest level of customer service and the best auction experience for both

sellers and buyers. We are currently listing equipment for the A-Plant auction on our website and will be adding hundreds more in the new year. Our team looks forward to building a great auction event for our customers from the UK and overseas."

A-Plant forms part of FTSE 100 company Ashted Group plc and is the UK's largest equipment rental company with over 185 Service Centres nationwide, more than 3,600 employees and over 35,000 customers in the construction, industrial, infrastructure and events sectors.

Established in 1958, Ritchie Bros. is a global asset management and disposition company, offering customers end-to-end solutions for buying and selling used heavy equipment, trucks and other assets.

Operating in a multitude of sectors, including construction, transportation, agriculture,

energy, oil and gas, mining, and forestry, the company's selling channels include: Ritchie Bros. Auctioneers, the world's largest industrial auctioneer offers live auction events with online bidding; IronPlanet, an online marketplace with featured weekly auctions and providing its exclusive IronClad Assurance equipment condition certification; Marketplacee, an online marketplace offering multiple price and timing options; Mascus, a leading European online equipment listing service; and Ritchie Bros. Private Treaty, offering privately negotiated sales.

The company also offers sector-specific solutions including GovPlanet, TruckPlanet, Kruse Energy Auctioneers, and Cat auctions, plus equipment financing and leasing through Ritchie Bros. Financial Services.

For more information about the February 8th auction, including detailed equipment information, visit [rbauction.co.uk](http://rbauction.co.uk)



***"Ritchie Bros. is committed to providing the highest level of customer service and the best auction experience for both sellers and buyers. We are currently listing equipment for the A-Plant auction on our website and will be adding hundreds more in the new year. Our team looks forward to building a great auction event for our customers from the UK and overseas."***

**Rupert Craven**  
Sales Director (UK & Ireland),  
Ritchie Bros.

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# EURO AUCTIONS TOPS THE £200 MILLION MARK AT ITS LEEDS SALES SITE

**Euro Auctions continues to hold the largest single auctions anywhere in Europe in recent years, with the final sale of 2017 at its Leeds site taking the annual hammer total over the £200million mark year for this site for the first time.**

Staged every couple of months, each of the three-day auctions at Leeds consistently attracts around 4375 quality lots from 450 vendors, which in turn attract around 2100 bidder registrations, many still preferring to attend the sales in person rather than bid online.

"Demand for used and as new quality plant and equipment in the UK and around the globe is on definitely on the rise, which is why we are seeing record growth in consignments and the number of bidders signing up for each sale," declared Jonnie Keys, Operations Manager of Euro Auctions. "Our ever popular Leeds sale has broken the £200 million mark for annual sales for the first time and interest from both consignors and bidders is already high for the next sale in Leeds in late January 2018 and we're forecasting great things for our upcoming event at Kissimmee, Florida in February."



In addition to Leeds, Euro Auctions successfully operates sites in Germany and Spain; in Dromore, Northern Ireland in Brisbane, Australia; plus added both Dubai and Hong Kong as new locations in 2017. Both off to really successful starts, Hong Kong also coordinated the Group's first ever timed auction. Euro Auctions also operates a growing number of offsite sales; which this year included the multiple world record achieving Hewden mobile crane disposal sale where the impressive spectacle of 127 cranes were lined along the Newark showground runway and sold in a single day for a final hammer price exceeding €32m (£27.4m).

In the US Euro Auctions trades as Yoder & Frey and in the two closing sales there in December bidder numbers quadrupled at the Atlanta, Georgia sale and were up 30% at the Ashland, Ohio auction, reflecting the global trend. Acquired a year ago the business has seen real growth in international business as it benefitted from Euro Auctions global audience and marketing initiatives.

Jonnie Keys added: "We have really ambitious international expansion plans for the coming year plus we will include further enhancements to the 80 acre plot acquired earlier this year adjacent to the Leeds auction site plus further plans to provide more space and better facilities to the growing number of bidders."

## Planned

Upcoming auctions comprise: Leeds 31 Jan – 2 February; in Brisbane on 8 February; Kissimmee in Florida 13-17 February; and Zaragoza in Spain in early March.

Further details for consignors and bidder catalogues for these events are available on the Euro Auctions website at [www.euroauctions.com](http://www.euroauctions.com) or email [info@euroauctions.com](mailto:info@euroauctions.com)



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2017 Doosan DX530LC



2014 Hyundai Robex  
330LC-9A



2012 Case CX180B



2003 CAT M313C



2014 CAT 308E



2012 JCB 8085ZTS - choice



11-14 JCB 8050RTS - choice



2014 Hitachi ZX38U-5A  
- choice



2007 CAT D6R LGP - choice



2012 Volvo A30F



2007 CAT 966H



2013 JCB 3CX P21 ECO



13-14 JCB 535-140 - choice



Unused Merlo P35.7



05-08 Bobcat S220 - choice



2013 Powerscreen XR400S  
Jaw



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2010 Genie Z80/60

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# UTILISING THE RIGHT FINANCE TO CREATE NEW OPPORTUNITIES

**Gary Coburn, Regional Sales Director Asset Finance of Close Brothers Commercial Finance, talks to us about growth predictions for the construction industry and how businesses in Northern Ireland can take advantage of new opportunities by utilising the right finance.**

Output is holding firm in the construction industry despite political and economic uncertainty over the last year. Sector output growth is predicted at 1.6% up to 2021 (CITB). This figure is down from previous predictions, reflecting the uncertain climate the industry is facing.

However, despite this slowdown, prospects are still positive and the sector is set to withstand a changing economy. There has been a general upward trend in recorded industry output since late 2014, which points towards a continued recovery of the industry following the recession and future growth (NISRA).

Close Brothers Commercial Finance opened their first office in Belfast ten years ago, in the midst of the recession, and since then have supported clients during what was a hugely difficult period for SMEs. When the banking market reined in its appetite for lending, Close Brothers forged new customer relationships and supported SMEs through to crisis making sure they had the capital they needed.



**Gary Coburn, Regional Sales Director**

Firms are returning to sustained growth, and we continue to support their trade.

The Close Brothers Business Barometer, a quarterly survey of over 900 SMEs across the UK and Ireland, has found that one in five in the construction industry are confident about the steady recovery of the economy. Even in the face of current

political uncertainties, one in five construction firms feel that business is improving, while almost half say trade is remaining stable.

Close Brothers works with firms throughout the UK and Ireland, making fast, local decisions and offering flexible finance packages with industry-specific advice. Asset finance is an increasingly popular choice in the construction sector, as it offers high levels of funding to purchase equipment while spreading the costs in an affordable way.

Asset finance helps companies manage cash flow, fund growth and purchase assets such as plant and machinery, equipment and commercial vehicles, with products including hire purchase, leasing and refinancing. This allows firms to release the value of existing assets back into the business, making it a strategic tool to meet goals. This form of funding is sustainable and, as part of a carefully planned financial strategy, can provide capital for continued growth.

Our experienced team is working with businesses across Northern Ireland to deliver sustainable funding solutions that allow firms to grasp opportunities. A carefully planned financial strategy is key to taking advantage of the growing economy and allowing trade to prosper. We are proud to have worked closely with the construction sector for many years, and look forward to supporting more firms in future.

## Case Study: Norman Emerson Group

*Asset based lending including invoice discounting*

**Norman Emerson Group Ltd has been at the forefront of the Northern Ireland construction industry for almost seven decades and is one of only five companies with a commercial licence to extract sand from Lough Neagh.**

Sales of Norman Emerson's ready mix and sand products

are weather dependent, with sales peaking during the summer months and dropping in winter. The company relied upon an annual short term loan from its bank during the winter to ease cash flow and an additional long term loan and invoice discounting facilities. After their bank could no longer provide the annual short term loan, Norman Emerson engaged with Close Brothers Commercial Finance.

The provision of facilities would need to be structured to reimburse the incumbent

lender in full. Facilities were structured to reduce the short-term burden on capital repayments on the long term, thereby easing the pressure on cash flow and assisting the company in the continued progress with its turnaround.

As a result, an innovative ABL arrangement was structured combining invoice discounting with funding against property. This provided an immediate cash injection to working capital which supported their seasonal demands, especially in the winter months.

George Emerson, Managing Director, felt that the ability of his relationship manager to make swift funding decisions made a material difference to the day-to-day running of his business. George was particularly impressed with Close Brothers' flexibility and creativity in structuring the transaction.

The finance solutions Close Brothers Commercial Finance were able to offer has enabled Norman Emerson Group to drive forward their vision for growth.



## Specialist finance for new machinery.

If you're looking to purchase new machinery in 2018, Close Brothers Commercial Finance can help. We provide funding for almost all types of construction and quarry equipment and can tailor repayments to match your income patterns.

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# JCB FINANCE: 20 YEARS OF FLEXIBLE FINANCE SUPPORTS HIRE COMPANY TO SET UP AND GROW

**JCB Finance is providing additional support for SMEs in the plant hire sector when taking out external funding.**

The campaign comes after research commissioned by JCB Finance revealed that more than a quarter of respondents who had bank loans or overdrafts did not believe they had the potential risks to personal assets explained to them when borrowing from the banks.

JCB Finance has therefore pledged to help SMEs access more secure funding to finance capital equipment without unnecessary security of personal assets.

Paul Jennings, Managing Director of JCB Finance, commented: "We've been providing asset finance and supporting business growth in the construction, agriculture and industrial sectors since 1970 so we understand the kind of challenges our customers may face. We know that investment in plant, machinery or commercial vehicles is key to maintaining and developing successful businesses.

"At times of uncertainty it's particularly important for any business to hold any cash reserves against potential dips in activity or income but that doesn't have to delay or prevent investment in vital assets. Asset finance can also spread the cost of investment, perhaps help reduce your

tax bill and enable you to retain your cash for wages, tax and day to day needs.

"Unlike big banks, who have in some cases withdrawn funding from small businesses when they needed it most, JCB Finance has always gone out of its way to support customers with asset finance, using hire purchase and leasing to help small businesses secure the resources they needed while protecting their working capital.

"Such options give customers a regular and fixed payment schedule as a secure alternative to payment on demand loans, something which the research highlighted as a top priority, with 89% of those



## Satisfied Customers

**One of the customers attracted to using JCB Finance's flexible HP Plus finance option is Mackay Plant Hire, formed in December 1997 by Gordon Mackay, Penny Mackay and Jon Macaulay. The three directors have over 100 years' experience in all aspects of the plant hire industry between them.**

Based in Nottingham, Mackay Plant Hire specialises in excavators and materials handling equipment and has worked with JCB Finance for almost 20 years, leasing and purchasing over 400 JCB machines.

It offers a comprehensive selection of equipment which is renewed on a regular basis in order to keep the majority of machines under manufacturer's warranty. Expanding and updating the fleet is fundamental to the business as it ensures equipment is well-maintained and is important to customer satisfaction.

Using HP Plus and Operating Leases, the company has purchased many telescopic handlers and mini excavators over the

years, using JCB Finance's flexible finance options, helping the business grow.

Gordon Mackay, director of Mackay Plant Hire Limited, said: "JCB Finance helped massively when we started out as it was willing to take a risk on somebody starting a new business.

"They are easy to deal with and decisive, and JCB Finance genuinely care about our business. Since then we have always used JCB Finance and JCB equipment where we can."

JCB Finance offers a range of options designed to help spread costs and, depending on your circumstances, can also provide the flexibility to cope with unpredictable events such as bad weather and payment delays for jobs done.

The HP Plus package, created by JCB Finance, allows for unplanned payment holidays with as little as 15 days' notice and there are no additional costs for early settlement.



**Gordon Mackay, Director of Mackay Plant Hire Limited**



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# Even More Experience at Pirtek with New Recruit

**Great news for the team and Pirtek with Neil Megarry starting with them as a mobile sales and service technician after having been with Finning for 16 years.**

Neil initially joined heavy plant supplier McCormick Macnaughton (who were bought over by Finning a number of years ago) as an apprentice at the age of 16, and after serving his time, spent the next 10 of his years there on a hose van.

"The companies are similar," Neil says, "but the good thing about Pirtek is that the work is on a wide range of equipment and you never know what the next job will involve." His work at Finning mostly involved only construction and quarrying equipment.

Although experienced, Neil still completed his training at the Pirtek National Training Centre which will go towards his City & Guilds accreditation. The 32-year-old now works with a lot of local councils and government departments on the likes of gritters, ploughs and other vehicles as well as continuing to serve our loyal customers in the construction, plant hire and quarrying industries.

The business, conveniently based in Newtownabbey but covering every corner of Northern Ireland, currently has five MSSTs on the road, and is recruiting due to expansion plans. Neil says "everyone

gets on very well with everyone helping each other out when needed."

Pirtek Belfast Managing Director, David Adams, states: "Neil not only has a wealth of experience, but, as he comes CAT trained, his employment is a real opportunity for us. We have recently purchased a CAT press to ensure that we can service any and all of his previous customers as well as developing new business."

David continues, "We are seeing a significant and sustained period of growth and having experienced technicians on board, like Neil, ensure that we remain the number one choice for onsite hose replacement in Northern Ireland and beyond"

While he was happy at Finning, with a young family Neil wanted to tweak his working life. "It was a very big career decision for me, a big step. It has certainly ended up for the best though.

"I was looking for more convenient working hours so I could spend more time with my family and I had been thinking about the move for a while. I had no reason to leave as such but felt I had had my time at that company. They were a good firm to work for, but it was time for a change and with Pirtek having more MSSTs meant more time off-call giving me the work/life balance I was looking for."



Neil Megarry

From Dromara, 25 miles outside Belfast, Neil is well known across Northern Ireland. "I have a very good customer base and was able to bring some of them to Pirtek."

He is married with a two-year-old daughter and helps his father on his cattle and sheep hill farm at the weekend.

With a recruitment drive underway for more technicians, David comments: "It really is an exciting time here at Pirtek, not only are we recruiting locally, as we have new vans on order, but Pirtek as a whole are expanding their fleet meaning better and further coverage for our customers which is at the heart of what we do, all of which helps us attain our ETA 1 Hour response."

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## Massey Ferguson Introduces Specialist MF3700 Series

**Massey Ferguson recently introduced its new specialist MF 3700 Series, which offers extensive updates and improvements over its predecessor, the MF 3600 Xtra.**

This outstanding specialist tractor range offers ideal solutions for fruit, orchard and hill farmers. It represents a top quality,

yet straightforward machine, providing high performance, superb fuel efficiency, extreme comfort and versatility.

An extended series of tractors offers ranges dedicated to each specialist farming category, and now includes a brand new Wide Fruit model with a wider chassis for greater stability, also ideal for livestock farms with sloping fields.

"Farmers whose high value crops and challenging terrain present additional demands will enjoy even higher levels of specification, which can be precisely tailored to meet their individual requirements," comments Campbell Scott, Director, Marketing Services Massey Ferguson Europe and Middle East. "In addition

they will benefit from the extensive knowhow of our specialist engineers who have worked extremely hard on this impressive new range."

MF 3700 Series tractors are equipped for optimum performance with powerful four-cylinder, stage 3B new generation engines, hydraulic flow increased to a maximum of 120l/min and the option of a fully integrated factory-fitted front linkage, PTO and front loader frame, allowing a wider range of specialist implements to be utilised.

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# Kubota Insight Programme flies into Ireland

**Kubota UK's long-term commitment to the Irish agricultural market continues to increase as the machinery manufacturer recently completed its Kubota Insight Programme (KIP) in Ireland.**

Now in its seventh year globally, Kubota's KIP is an annual service-focused initiative where a team of Japanese service engineers are flown into certain territories for a week-long tour of selected dealerships and customers.

The aim is to help Kubota's Japanese engineers understand customer requirements and gauge feedback on Kubota machinery on a local level, so they can report their findings back to Kubota Corporation Research & Development teams in Japan.

Kevin Pryce, Dealer Manager for Kubota UK's agriculture division, said: "We were delighted Ireland was chosen for KIP this year as it highlights the importance Kubota Corporation places on this region from a global perspective.

"KIP is a combination of 'on-farm' customer visits and 'tractor clinics' at



dealerships. It proves to be a really worthwhile exercise as it presents an invaluable chance for Kubota Japan to meet those working within the industry.

"It is readily recognised that the customers who work with our machines day-to-day are best placed to feedback on usability and performance, whilst the tractor clinics present a great opportunity for Kubota Japan to gain insight and a better understanding of how Irish dealers approach the service

and diagnostic process, which all contributes towards delivering service excellence.

"Having the right distribution channels in place is absolutely critical to achieving market penetration and growth. We currently have seven agriculture dealers in Ireland, but we'd like to increase this number and we are talking to prospective dealers all the time. We're making good progress; it's about getting the dealer network right and making sure we have the necessary back-up in place."

Kubota's global commitment to the agriculture industry has been gathering pace in recent years, with new 170hp tractors launched, the investment in a new production facility in Northern France, and the strengthening of Kubota's agricultural team. For Ireland, this includes the appointment of Kevin Pryce as the agricultural dealer manager, as well as Gary Walsh, Kubota's Ireland service manager.

The visit of KIP to Ireland included engineers visiting a number of Kubota's independent dealer customers, including Clarkes of Cavan, Mulchrone Brothers in Co. Mayo and Agricare in County Dublin.

## New 5 Series tractors from John Deere

**John Deere has announced a number of improvements to its lower horsepower 5M and 5E Series tractors up to 115hp, which are suitable for arable, livestock and mixed farms as well as specialist growers.**

The company has also extended the 5E range with the introduction of the new 49hp 5050E, John Deere's smallest agricultural tractor.

John Deere's 5M Series is Europe's bestselling tractor range. Following the success of its predecessors, the new model line-up for 2018 has been designed to further increase operator comfort and overall performance, while remaining versatile and easy to use.

The new 5090M replaces the 5085M in this four-model range, which also includes the 5075M, 5100M and 5115M. All are equipped with Stage IIIB compliant John Deere PowerTech PWX engines – a 2.9-litre three-cylinder unit on the 5075M, and a 4.5-litre four-cylinder unit on the three bigger models.

To meet current emission standards these use the same common rail technology featured in John Deere's larger tractors, combined with the company's well established diesel-only design. There is a choice of



16/16 PowrReverser or 32/16 PowrReverser Plus transmissions on all four models, plus 94-litre/min open centre hydraulics and three pto system options.

The 5M Series offers a choice of open station, standard or premium cab with sunroof, as well as a narrow cab option. The cab has been updated to include an air suspended driver's seat, more storage compartments, improved interior finishing, a new digital display and a redesigned gear lever with a new declutch function.

These restyled tractors are also now available with larger

540/65R38 rear tyres, although the turning radius remains low at only 4m. The new lower bonnet design improves forward visibility, particularly for front loader and front-mounted implement work.

In addition, the rear hitch capacity has been increased to 4.32 tonnes and payload to 7.5 tonnes. The new 5M Series tractors can be equipped with John Deere's latest 543R and 603R front loaders, with a 'loader ready' option allowing the necessary components to be fitted ex-factory.

Introduced alongside this new range and aimed primarily at

livestock and small arable farms, John Deere's newly designed 5E Series three-cylinder tractors for 2018 also feature enhanced operator comfort and a fuel efficient PowerTech E engine (PowerTech M on the new 5050E).

Maximum power ratings of the 5050E, 5058E, 5067E and 5075E models are 49, 60.3, 68.5 and 74.7hp respectively. The electronically controlled 2.9-litre engine meets Stage IIIB emission regulations (IIIA on the 5050E), thanks to John Deere's well-established diesel-only design.

There is a choice of two transmission options, a basic 12/12 PowrReverser and a new 24/12 PowrReverser unit with a top speed of 40kph. The standard 540rpm pto operates at a rated engine speed of 2100rpm, while the 540E economy version runs at 1600 engine rpm.

Cab comfort has been significantly increased, with the option of a new air suspension seat and a new right hand control console which, together with the standard EQRL (electric quick raise & lowering) hitch system, simplifies implement operations. A new digital instrument panel provides better monitoring of the main tractor functions, and other features include electro-hydraulic activation of the pto and hand throttle.

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# SITECH LAUNCH AUTOMATIC TRIMBLE EARTHWORKS SYSTEM



Trimble dealer SITECH UK & Ireland has collaborated with the multi-discipline Sirius Group to deliver the brand-new Trimble automatic system for Earthworks, with the UK's first install already proving its worth on the businesses Cat 320E excavator.

The new Trimble Earthworks excavator's grade control platform has been reengineered from the ground up. Its intuitive software and hardware allows operators of all skill levels the ability to work faster and more productively than ever before.

Comments SITECH UK & Ireland Business Unit Manager, Jon Hatton: "Earthworks is a real game changer for the UK market, as it gives even more control to the machine operator, particularly when the automatics functionality is used. Here, when the excavator is placed in 'Autos' mode, the operator controls the stick, and Trimble Earthworks systems controls the boom and bucket to stay on grade, reduce overcut and increase production. "This automation of the excavator operation, allows operators of all skill

levels to achieve grade consistently, with high accuracy and in less time, thus making the machine and operator combination much more productive

"The automation feature is not the only change for the excavator operator, as when they

look inside the cab, they are greeted with a much bigger 10-inch touch screen, running on the Android operating system and making the user interface much more intuitive. Coupled with brand new higher accuracy GS520 sensors across the machine, this gives the operator a faster response and better results.

"From first impressions, when we have demonstrated the system to operators, the new tablet approach has made it much easier to learn and get to grips with the new software, especially as most people are now used to tablet style interactions and gestures. One of the significant changes that this app based software brings for the operator, comes in the form of the self-discovery features and personalisation of the system.

"Put simply, when an operator that has previously configured the system logs in, the machine will match their workflow and selection made from the variety of configurable views available, which are designed to make it easier for them to see the right perspective, for maximum productivity. So even if there are multiple operators using a machine, each individual can programme in their preferences.

"It is this functionality that will become increasingly important as Earthworks systems start to become the norm for more and more jobsites, with login information in the future being able to be taken from one machine to another.

## Wireless functionality

Because of the wireless two-way flow of data from the Earthworks enabled machines to the office, an operator is always using the latest design. In addition, the benefits of running an app based system means that updates and future applications can be simply downloaded, to ensure customers have the productivity and safety benefits associated with them, inside the cab. Equally because of the flexibility of the system, contractors or plant hirers can use either the Trimble TD520 display or a third-party Android device.

"But it is not just the excavator system that has changed with Earthworks, as the new dozer configuration moves the dual GNSS receivers from the blade to the roof of the cab. This improves visibility and keeps valuable receivers safer, reducing the time needed to remove and reinstall them each day.

When it came to mounting the new Earthworks system on the Sirius Cat 320E machine, SITECH was also able to make some changes, new mounts were fabricated and positioned closer together and away from the back of the excavator, again allowing for easier removal of the receivers. For Sirius Group Operations & Plant Manager Stuart Kirk, this was an added safety measure for the operator.

Explaining why the business decided to opt for the Earthworks solution he said:





"Health and safety is really important to Sirius Group, so any step we can take to improve our sites and operator tasks, we will take it. Having used machine control on dozers and excavators for a number of years, when we heard about the new excavator system, we felt it was the right time to make a further investment into the technology. What really appealed to us was the fact that excavator machine control is not just suited to larger infrastructure style jobs, but for other projects like smaller housing developments, which we have been using the new system on.

"The benefits of operating Earthworks machine control on these smaller sites is two-fold. Firstly, with smaller plots it just isn't always financially viable to use a dozer. Secondly, if one machine can be used to complete all of the relevant setting out to the exacting requirements of our customer, you reduce the overall site movements, making it safer and more efficient.

"In particular, with the new Trimble Earthworks system, we are able to give our operators that added level of accuracy onsite. This is thanks to our partnership with the SITECH UK & Ireland team, that gives us both engineering and technical support. In practical terms, this means we have access to experts that help us to setup each site and support us.

"This helps us to achieve the best cut and fill for a site, whilst ensuring the trenches and bases for each plot are to centimetre accuracy. When we were looking at machine



control it wasn't just about the system itself. By working with SITECH we have been able to hit the ground running, concentrating first on training our operators that are already very experienced, then developing with the new technology and its capabilities, which we are just starting to touch on.

"We are excited to be the first company in the UK to have this technology, as a business, we're always looking to be at the forefront of what's available in terms of machine technology and engineering. So having proven the advantages of Trimble 3D machine control on four dozers and five excavators already, it made sense to us to take this opportunity to lead the way with this new Earthworks Platform from Trimble.

"What this strategic move into widening our machine control capabilities

does is put us at the forefront of the digital construction transformation the industry is currently undergoing"

### Productivity

Stuart Kirk continued: "With demolition, remediation and site preparation increasingly falling into a single package, the delivery of projects in the future is increasingly going to be about speed, accuracy and productivity.

"This is further supported by the recent Government announcement highlighting targets for annual productivity gains of £15bn in the wider construction industry, so we recognise that to be industry leaders within our chosen earthworks markets, we have to invest in the right equipment, systems, partnerships and training.



# Quarry Expansion Leads To Bell B30E For Skene



**Skene Group Construction Services Ltd, a leading independent operator within the construction supply sector, has drawn on seven years of success using a Bell Equipment B30D, and has further invested in an evolved B30E ADT.**

The new-breed machine was brought into the fleet within one of Skene's quarry sites in September, working alongside the company's existing B30D, which continues to deliver.

Skene Group, a company based in Fife which originated in 1968, is a major supplier to the construction industry, manufacturing and supplying concrete blocks, ready-mix concrete and aggregates throughout Scotland and beyond. The company's own plant and equipment are utilised within its two quarries and Contract Division, carrying out civil engineering works within both private and commercial sectors. The company's quarries have expanded in recent years to meet with growing commercial and domestic demand, leading Skene's taskforce of hardworking ADTs, excavators and wheel loaders to perform considerable working hours involving stripping, primary and secondary crushing, and tipping.

"The machines we choose for working within the quarries are certainly put through their paces," says Skene's Joint Managing Director, Darren Forrester. "We use the ADTs daily,

primarily to perform overburden tasks to access rock, but also to shift and retrieve material from the quarries' main faces for subsequent processing at our static plants.

"The use of capable ADTs has been essential in achieving these tasks effectively, and we've tried and tested the benefits of various makes and models over the years. We bought our first Bell ADT seven years ago, and have been truly impressed with the machine's reliability and performance, right to the present day."

That machine is still 'very much up and running' and has an impressive 7,000 hours under its belt. Its robust performance has been a key contributor in forming Darren's decision to invest in another Bell. However, during the time Skene's B30D has been grafting in the quarry, the leading ADT manufacturer has been further developing the capabilities future machines, and has presented a new and improved line of vehicles to the market – the E-series. Development of the E-series took the course of five years, and led machines to be stringently tested within some of the harshest mine sites in the world. With increased suspension travel and an A-frame adaptation to give operators a more independent ride, E-series vehicles have already proved a 'driver success'. The series offers 6x6-technology to provide class leading power and weight-ratios together with advanced engine and drivetrain

characteristics, while the improvements made to the onboard diagnostics enable the interface to be more detailed, but also user friendly.

"From experience, we can see why Bell Equipment's D-series platform was so well regarded by the industry throughout its lifetime, so by carrying its successful platform through to the smaller trucks in the new E-series range and by changing the front suspension to an A-frame layout, there's a formula in place for another winning succession of machines.

"In short, we've been really impressed with the new B30E ADT. It's a cracking machine that we've used every day since delivery, without a hitch.

"The machine type has, like our own relationship with Bell Equipment, evolved over the years, and grown from strength to strength.

"As a company, we're proud of the strong position we've created for ourselves within the national construction industry, and have always strived to find ways to continually commit to moving our business forward, and facilitating success for our clients, locally and nationally.

"This latest investment in an evolved machine and its potential to deliver, chimes perfectly with that valued Skene approach."

## Kubota UK build for the future with £1.2m investment to improve operations

**Machinery manufacturer Kubota UK has invested £1.2 million to enhance operational performance and continue to set the highest health and safety standards at its UK headquarters in Thame.**

The investment, part of the Kubota UK's commitment to provide its customers with a first class service offering, includes expanding its office and meeting room space by renovating a previous storage building into state-of-the-art office facilities.

The Thame site has also had groundworks resurfacing completed to enhance traffic flow around the site, as well as refurbishment works carried out to its industry leading Training Academy and Research & Development (R&D) centre.

The improvements also include a new cantilever racking system that will help streamline its inventory, offer more space to hold stock and help maintain its 'first in, first out' (FIFO) supply method. In turn, customers



will experience an even better service, ensuring they receive the required machinery parts exactly when they need them and in the best condition.

Supply Chain Manager at Kubota UK, Solly Wilson, said: "The investment into our operations at Thame is a great example of our commitment to future proofing our business, ensuring the right infrastructure is in

place and that we are always operating efficiently and safely. By doing so, we can maintain the highest levels of service that we provide our customers.

"The new office and meeting spaces for example give us the opportunity to continue to grow and evolve as a business. In the last 12 months, staff numbers at Thame have

increased, highlighting the need for additional capacity.

"The new cantilever racking system also means we are far better equipped to allocate, monitor and transport products more effectively. FIFO is a widely-known supply chain method where stock is rotated quickly so that no item sits in the warehouse for too long. If this process isn't maintained to the highest standard, stock can spend significant periods of time on the shelf, taking up valuable space and potentially becoming obsolete, causing cost issues. It's simple in theory, but each product has its own unique characteristics that will affect the overall operation depending on how well it's dealt with.

"With this in mind, it's vital that we're able to operate at maximum capacity, not only from an operations point of view, but also from a customers, who need their orders delivered in a timely fashion and in first class condition."

# TRACKER COMES TO THE RESCUE

**Did you know 95% of plant and agricultural equipment is stolen every year and never recovered? This wasn't the case for Alistair Dobbin of Carryduff, who had his new New Holland T5.115 worth £40,000 stolen. It was returned within 24 hours.**

A TRACKER plant device was installed in his Alistair Dobbin's New Holland tractor earlier this year that allowed the £40,000 asset to be tracked when thieves broke into his yard in Co Down.

He reported the vehicle stolen and the PSNI used their vehicles with TRACKER installed receivers to locate the stolen tractor, identify it and recover the tractor the same morning.

Earlier this year, a new Farm Watch initiative was launched by the Mid and East Antrim's Community Safety Partnership, the PSNI and Ulster Farmers Union, working together to reduce the threat of crime on rural communities and spread safety advice.

PCSP Chair Cllr Brian Collins said, "With almost two thousand farm related businesses across the Borough, we have a significant rural community to protect. This partnership is extremely welcome to help maintain those livelihoods that not only prop up our economy, but make up our fantastic communities here in Mid and East Antrim.

"Farm Watch will see the rural farming community working closely with Council, the Department of Agriculture Environment and Rural Affairs, the Department of Justice and Police. This collaborative working approach helps us build stronger, safer communities."

With the estimate of stolen plant and machinery equipment calculated at £70 million every year and as stated previously that 95% of equipment is never recovered, it's clear that tracking plant and machinery with the correct tracking product is vital.

A swift recovery is also greatly beneficial as it means the likes of Alistair Dobbin gets back to work faster, minimising disruption and loss of earnings.

Alistair came across TRACKER at the Balmoral Show where he met Pauline Nelmes, who has worked with TRACKER products for over 25 years. There, he was able to see, first hand, how the device works.

Pauline can be contacted on 07775 773806 or email: pauline@dfctracker.co.uk.



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# Atlas Copco expands QIS generators range

**Atlas Copco has extended its range of QIS generators with the addition of five models that deliver optimised performance in the most demanding industrial environments.**

The new generators, ranging from 875 to 1420 kVA, build upon the success of the original QIS range and offers low-noise levels and modular capabilities: with 30 per cent more interior space available to allow for expansions or the inclusion of extra communications modules.

"The latest additions to the QIS range offer a no compromise solution to noise. We have tested and certified a 1 MW generator at a noise level of 70 dB(A) at 15 metres distance, which means they are suitable even for use in residential areas," said Julio Tome, Product Marketing Manager – Large Generators, for Atlas Copco's Portable Energy division.

QIS models are intended for outdoor installation and undergo the most rigorous testing procedure on the market, including a transient behaviour test, ambient temperature performance test, water ingress



**The new additions to the range are the QIS 875, QIS 1015, QIS 1115, QIS 1250 and QIS 1420.**

test and certification, along with extensive noise testing. These features not only minimise environmental impact but also guarantee performance under any conditions.

They deliver fuel consumption savings of 5 per cent on average, are up to four times quieter; and have a 25 per cent smaller footprint than comparable models on the

market. All of the generators feature premium engines with high load acceptance, in addition to an IP23 alternator with auxiliary winding that withstands 300 per cent overcurrent during the first 20 seconds. "This ensures an instant start, guaranteeing power and performance at exactly the moment it's needed", explains Tome.

The compact design of the generators makes them ideal for overseas transportation, with integrated lifting slots to support the process. Moreover, the plug-and-play design enables simple and fast installation. All units also come with a spillage free-frame, made to contain all fluids inside the machine.

The new models offer 500 hour service intervals and are designed to perform reliably and efficiently in both standby and stationary prime power applications: across market sectors including data centres, healthcare, manufacturing, utilities and retail.

Service downtime is reduced further if end users choose to integrate optional features such as a heavy duty fuel filtration system with water separator, dual stage air filtration and oil drain pump. Additionally, all the latest models provide easy access to key internal components, for instance the engine, alternator (AVR and diode bridge) and radiator, via large service doors and panels.

## MEWPs now available in global BIM library thanks to IPAF

**A selection of 3D virtual Mobile Elevating Work Platforms (MEWPs) and Mast Climbing Work Platforms (MCWPs) is now available in the National Building Information Modelling (BIM) Library with more to follow thanks to the efforts of experts from the International Powered Access Federation (IPAF).**

BIM is increasingly recognised and employed around the world by architects and project managers when designing new buildings and considering how they will be constructed and maintained. Three-dimensional computer modelling allows a 360-degree view of any structure even before it is built, and allows for

better project planning and to map out the construction and maintenance process in the virtual realm.

Now IPAF is in the process of developing highly detailed and scalable 3D BIM MEWPs and MCWPs that can be used to visualise their use in the construction of new buildings or the conservation, repair or maintenance of existing structures before work gets underway. This allows for easier selection of the correct type of machine and also for managers to plan work more effectively and design better site risk assessments.

So far IPAF has had four virtual models produced and accepted into the National BIM Library for use in modelling projects around the globe. These completed models are: MCWP; Vertical Lift; Mobile Boom – Telescopic; and Mobile Boom – Articulated. Three more are still in development and will be available soon, namely: Static Boom – Spider type; Static Boom – Vehicle mounted; Static Boom – Trailer mounted.

The models are each based on a typical, generic design as opposed to specific makes or models of machine, but all are adjustable for height and outreach so can be used to identify what type and capability of equipment is required by adjusting the

specifications to suit the intended task and checking things like reach and clearance.

Tim Whiteman, CEO & MD of IPAF, comments: "Thanks to the diligent efforts of IPAF's Technical & Safety team, architects and project planners now have access to accurate, scalable 3D models of MEWPs and MCWPs that can be used to design construction or maintenance work at height more effectively and in particular to identify the capabilities and limitations of specific types of equipment before that work begins. It has taken a particularly creative approach to come up with these BIM models, which others have previously attempted but were thwarted by the sheer variety of different shapes, sizes and capabilities of equipment available in the market.

"This is certainly in line with IPAF's core mandate – promoting the safe and effective use of MEWPs and MCWPs worldwide. I am sure the new virtual models will prove valuable as BIM is increasingly being adopted for a whole range of applications in countries around the globe."

The new IPAF MEWP and MCWP models can be found using the search term "International Powered Access Federation" on the National BIM Library [www.nationalbimlibrary.com/search](http://www.nationalbimlibrary.com/search)

# Engcon Invests £1.5m In European Production Facilities

**Tiltrotator manufacturer Engcon has expanded its production facilities in Poland to meet demand.**

Engcon had barely finished celebrating the opening of its new factory in Strömsund, Sweden, before announcing its next investment to extend its factory in Poland.

One of the reasons for the investment is to meet the growing demand for tiltrotators in Europe, especially in France, Holland and the UK.

"I am pleased and proud of the growth we have been experiencing since starting up in Poland," Stig Engström, founder and owner of Engcon says. "We built the factory in Niepruszewo in 2012 to meet growing demand for buckets, ground compactors, grabbers and welded components. Due to our continued sales growth, we have just had the factory extended."

The extension has added 1,000 square meters (10,764 square feet) to the factory, which will host a new assembly hall, testing facilities and an expanded space for processing, sheet metal cutting and burring. The office section has also been extended and Engcon has invested a total of more than £1.5 million in building the extension and procuring new equipment.



"Europe has discovered the tiltrotator," confirms Stig. "It all started with explosive growth in sales back in the early 2000s. That meant that we had to seriously step up our rate of production."

In 2003, Engcon decided to establish a strategic presence in Poland and to start up manufacturing operations in the country. The company leased a factory building and began production.

"Starting up production in Poland gave us a real boost," continues Stig. "Eventually, we began reaching such large volumes that we needed to invest again. We bought a larger industrial site and built a new, modern factory, which opened its doors

in 2012. The factory was built entirely in line with our Swedish requirements."

As the factory now expands its capacity, it looks to the factory in Strömsund, which recently implemented a completely automatic testing facility. This concept is currently being replicated in Poland for the products manufactured there.

"It is important for us to have the same conditions in Poland as we do in our other facilities so that we can reach our common quality objectives," adds Dan Ekholm, production manager for the Engcon Group. "This expansion of our operations in Poland creates five new jobs directly, and it looks like there will be many more on the way."

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# New Fuel Efficient Doosan DL420CVT-5 Wheel Loader

Doosan is launching the new DL420CVT-5 Stage IV compliant wheel loader, the first model in the Doosan wheel loader range to be equipped with a Continuously Variable Transmission (CVT). A CVT transmission is composed of a hydraulic motor combined with a hydraulic pump which provides a smooth and continuous speed variation.

The CVT design combines the benefits of a mechanical transmission and a hydrostatic transmission in the same machine. It allows the DL420CVT-5 to automatically transition from hydrostatic power at low speed to the mechanical system to operate at higher speeds.

By combining the two types of transmission, the new CVT technology ensures high loads can be carried at low engine speeds with high dynamics for an optimum wheel loader operating cycle. The DL420CVT-5 therefore provides an increase in machine performance for operators working in digging, loading and lifting applications.

With a maximum bucket capacity of 4.2 m<sup>3</sup>, the new Doosan DL420CVT-5 wheel loader is intended to meet a wide range of material-handling needs from loading and transporting granular material (such as sand and gravel) to industrial, construction, demolition, mining and quarrying applications.



For most tasks, operators will utilise the hydrostatic part of the transmission, which offers greater fuel efficiency in low-speed applications. The combination of the two transmissions is automatic and fully transparent for the operator.

The complete driving range, forwards and in reverse, is controlled by the CVT system. Low engine speeds ensure a high efficiency and the highest driving comfort irrespective of the traction speed. The power splitting continuously variable technology facilitates moving off softly and hydraulically. Furthermore,

with the CVT, a fuel saving of up to 15% can be achieved.

The engine compartment door size has been increased to provide easier maintenance of engine area. The exhaust and after-treatment system for the engine is installed on the left-hand side of the machine, whilst the components for maintenance are grouped on the right-hand side. All the daily checking of gauges can take place from ground level to ensure it is a quick and safe process.

## New modes

Digging mode is available below 3 km/h and by pressing a button, the machine exerts the maximum

torque to the transmission to ensure the best performance.

When the machine travels forward at over 14 km/h (or backwards at over 5.4 km/h), with the front pressure stabilized, the loader recognises that the task is driving only and thus shifts automatically into the Drive mode to ensure the best traction and decrease the fuel consumption.

A Creep setting is also available with the CVT transmission. The Creep 'function' enables the operator to drive the machine at low speed with no need to press on the accelerator pedal when shifting into forward or reverse.

## High Comfort Cab

Offering generous headroom and an ultra-comfortable, fully adjustable, heated Grammer air suspension seat, the cab features a new steering column design giving more clearance for the operator's legs and knees. The steering wheel can also be tilted and moved telescopically to match the operator's preferred position or if they prefer, they can use the convenient and ergonomic electric joystick steering control fixed on the seat armrest which provides a smooth and comfortable drive.

The increased space, better visibility and plentiful storage space in the cab allows operators to work for hours without fatigue or discomfort.

A new, more ergonomic joystick has also been integrated for the operator, offering a new rocker switch for the FNR function and also a new progressive thumb wheel to operate the hydraulic auxiliary line when a hydraulic work tool is being used on the wheel loader.

## John Chandler Returns To Genie In EMEAR Region

Terex AWP has revealed John Chandler has rejoined the Genie team where, based in the UK, he is appointed to the newly created position of Strategic Accounts and Business Development Manager for Europe, the Middle East, Africa and Russia (EMEAR). The existing Genie UK & Ireland sales structure remains unchanged.

Reporting to Jacco de Kluijver, Genie VP Sales & Marketing for EMEAR, Terex AWP, in this newly created role, John is directly responsible for the development of some strategic Genie customer accounts.

Working in close collaboration with Matt Skipworth, Genie Senior Manager Service Solutions, Terex AWP, John is also

responsible for supporting the development of the Genie Service Solutions (GSS) offering.

"It has always been a pleasure to work with John, and we are very glad to have him back on the team," says de Kluijver. "His skills and experience go without saying. For Genie, customer service is a top priority. With his level of understanding of the market, our customers' business challenges, and Genie products and services, I have every confidence that John's multi-faceted abilities will add value to our customer sales and service offering."

"I'm delighted to be back!" says Chandler. "Genie is a true global OEM market leader that offers a level of product quality and innovation second to none. I'm also



John Chandler

looking forward to rejoining the team and working in an environment where direct contact with customers is valued as the foundation of every business relationship."

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Anew Takeuch TB216 with a Thor rock hammer redy to be delivered to O'Rourke Furniture in Isle of Man by Alan Milne Tractors Newry.



General Cabins taking delivery of a new Manitou MT625.



Mark Cowley receives his SK300LC from Conor McSharry, McSharry Bros.



A new Lumag 700 , Truxta B300-G, Quadzilla Tracker and Hanix H09D for C Ramsey from Ballyward Plant Services.



New Yanmar V1033-6 For martin McColgan fgrm Crumlin Plant Sales.



Dromad Hire Dundalk add 2 new Yanmar V1025'S to their fleet From Crumlin Plant Sales.



New Messursi TCH07 For John Joe Ferry Dublin From Crumlin Plant Sales.



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CES Holland Bros collecting their new Terex TA3sh dumper from Sleator Plant, Tony Graham pictured.



New Atlas Copco/Epiroc SB152 Rockbreaker sold to Lowry Construction by WAC McCandles.



Chris McGovern of Tullyish Stone with his new Manitou MI30D - delivery.



Richard Sloan delighted to be delivering 3 of 6 new Manitou MT1440's & MT1840's to Andrew Hutchinson of CP Hire Ltd.



New Case 721G wheeled loader supplied by Cowan Bros to McKinstry Skip Hire, Nutts Corner, Crumlin.



New Takeuchi TB216 being delivered to Brian Quinn in Cookstown Co Tyrone by Alan Milne Tractors Newry copy.



JFM Construction collecting their new Terex TA6S dumper from Sleator Plant.



A new Tobroco Giant V4502T our for delivery to P McCormack from Ballyward Plant Services.



SK140SRC-5 and SK210LC-10 double delivered to Heron Bros, Co. Derry by McSharry Bros.



Takeuchi TB235 delivered to Jordan Contracts in Lisburn by Alan Milne Tractors, Newry.





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New Case CX26C supplied by Cowan Bros to Mid & East Antrim Borough Council.



New Yanmar C50R Swivel tip dumper for CP Hire from Crumlin Plant Sales.



Nw Takeuchi TB260 delivered to WLG Constructions Ltd in Tara by Alan Milne Tractors Newry.



The first 30m roto Dieci Pegasus sold by Alan Milne Tractor to D & J Daly in Cork.



A new Tobroco Giant V452T HD for D&S McMurran from Ballyward Plant Services.



A new Tobroco Giant Tendo 4548HD for K Watson, from Ballyward Plant Services.



TB260 collected by ABC Hire in Naas from Alan Milne Tractors Newry.



New PC490LC-11 for Robinson Quarry Masters sold by Wac McCandless.



New Case CX18C supplied by Cowan Bros to Paul Connolly Plant Hire, Newry.



John of MFL Garden & Plant Machinery with his new Generac V20 lighting tower from Sleanor Plant.



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New Atlas Copco/Epiroc MB1500 Rockbreaker sold to B McCaffrey & Sons by WAC McCandless.



SK140SRLC-5 and SK230SRLC double to John Watson, Co. Dublin by McSharry Bros.



New Atlas Copco/Epiroc SB302 Rockbreaker sold to IJ Lynn by WAC McCandless.



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New Manitou MLT625 Premium to John McKenzie from Cookstown.



New Yanmar C50R Straight tip tracked dumper for CP Hire FROM Crumlin Plant Sales.



A new Tobroco Giant D263SW for Down Hire from Ballyward Plant Services.



New Atlas Copco/Epiroc SB102 Rockbreaker sold to Campbell Contracts by WAC McCandless.



4 KX016-4 DIGGERS PART OF THE ORDER SOLD TO BALLOO HIRE by D.A Forgie.



SK140SRLC-5 Side Drain (Off-set boom) delivered to Source Civils, Co. Donegal by McSharry Bros.





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New Case 821G wheeled loader supplied by Cowan Bros to Londonderry Port & Harbour.



This fab new Manitou MT1840 was put straight to work on site for McGreevy Construction.



A new Lumag RP160HPC for Doyle Groundworks from Ballyward Plant Services.



John Watt, Co. Armagh with his SK28SR-6 from McSharry Bros.



New Genie GS2632 Scissor Lift loaded up and leaving Sleator Plant with Tony of CES Holland Bros.



A new Takeuchi TB210 to be delivered to Morgan O'Reilly in Stillorgan Dublin by Alan Milne Tractor Newry.



First SK210D Car Dismantler in Ireland to St. Margaret's Recycling, Co. Dublin from McSharry Bros.



New Case CX26C supplied by Cowan Bros to Paul Connolly Plant Hire, Newry.



Gongratulation to Richard Draffin in Craigavon as his new Schaffer 9630 is getting loaded to be delivered by Alan Milne Tractors Newry copy.



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Takeuchi TB216 being delivered to Loftus Constructions in Ballinagh Co Cavan by Alan Milne Tractors Newry.



Case CX18B supplied by Cowan Bros to James Mulholland, Tommebridge.

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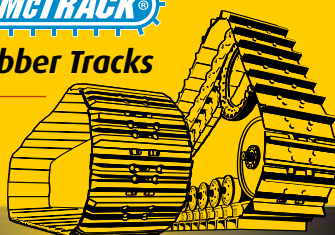
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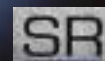
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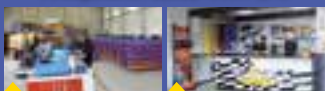
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