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When you flick through the pages of this latest issue of Plant & Civil Engineer you will come across a heading that reads: **Good News, Bad News & Worrying Times; that just about sums up the state of our industry at the present time.**

The good news is that there's been an increase in the budget for infrastructure projects in Northern Ireland, although one could see a lot of that being spent on repairing a myriad of potholes that winter has left in its wake!

The bad news is that there is an underlying concern about the financial health of some of the country's leading construction companies, brought to our attention by the recent demise of Lagan Construction; who among us saw that coming? And what does it indicate about the future? Could there be more bad news? Some believe so.

Worrying times, too, as Brexit continues to dominate the landscape. No one really knows where that is all leading to in the not too distant future.

Still, life goes on and on the wider front, we are entering 'show time.' Intermat takes place in Paris on April 23rd, Scotplant is being held in Edinburgh on April 20th, closer to home we have the annual Balmoral Show in May, Vertikal Days at Donington also in May and then in June Hillhead 2018 opens its doors. You'll find out more details in this issue.

Also in this edition, we turn the spotlight on tipplers, looking at what's new and innovative in this vibrant sector, while we get the view from the cab of a JCB 19C-1 mini excavator, a Hidromek 640 wheel loader and a Case CX145D SR, all of which makes for informative reading.

Of course, our usual features are covered, including Hire News, Auctions and Agri Plant & Equipment – and we have all the very latest news from across the industry, including the appointment of a new JCB Construction Dealer for Northern Ireland.

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)



Plant & Civil Engineer is the journal for plant, quarrying, municipal and civil engineering management. It is circulated on a controlled basis to managers in the following industries; access equipment, agricultural contracting, building, civil engineering and highways contractors, civil engineering practices, commercial vehicle distributors, concrete production, municipal and government authorities, plant dealers and operators, plant hire companies, plant manufacturers, quarrying, scrap processors, spare parts suppliers. For those outside the terms of control, Plant & Civil Engineer is available this year at £30 per annum subscription.

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Justin Carrigan **General Manager** David Stokes **Group Editor** Joel Byers **Production Manager** Nick Stokes **Designer**  
Eleanor Blane **Accounts Manager** Helen Beggs, Garfield Harrison **Publishers**

Plant & Civil Engineer is Published by: **4 SM (NI) Ltd**, The Old Coach House, 12 Main Street, Hillsborough BT26 6AE  
TEL: 028 9268 8888 FAX: 028 9268 8866 Email: [info@4squaremedia.net](mailto:info@4squaremedia.net)

# JCB Appoints New Northern Ireland Construction Dealer

**JCB has appointed a new dealer in Northern Ireland for the sales and service of construction, industrial and access equipment.**

Ballyclare-based Dennison JCB will become JCB's construction dealer covering sales, service and parts for the Northern Ireland and County Donegal markets. Dennison JCB is now recruiting in preparation for a launch in March 2018.

Best known for its leading quality truck provision in the North of Ireland, Dennison is recognised UK wide as an award winning dealership with focus on customer service, aftermarket care, growth and importantly, staff development and training.

UK and Ireland Sales Director Steve Smith said: "We see great opportunities for growth in the



**Rob Ireland at the JCB New dealership.**

Northern Ireland construction, industrial and access markets and Dennison certainly has a strong presence right across

the North of Ireland. "Dennison has great synergy with JCB; both are family-owned businesses

and we both pride ourselves on innovation and quality."

Dennison Managing Director John Jenkins said: "We are thrilled to be appointed as the JCB dealer for Northern Ireland and County Donegal for the sales and service of construction, industrial and access. Next year marks an important year for us as we celebrate 50 years in business and recognise the achievements of the founder Wilson Dennison, our chairman.

"Over the last half-century we have developed a very loyal customer base. We look forward to welcoming many of our existing customers to our dedicated premises close to our Dennison Headquarters in Ballyclare, and seek to provide a warm welcome to new and existing JCB customers into the Dennison Group."

The appointment completes JCB's new distribution in Northern Ireland, with Ballymena-based R Kennedy & Co Ltd covering the agricultural market.

# Industry Mourns the Passing of Rapid International Co-Founder

**Co-founder of Rapid International Thomas James (Jim) Lappin has died; he was aged 76.**

Jim established Rapid International originally as Craigavon Engineering in 1969 alongside the late Robert (Bertie) Pickering and together they created a business that today continues to be a leading manufacturer in its industry across the globe.

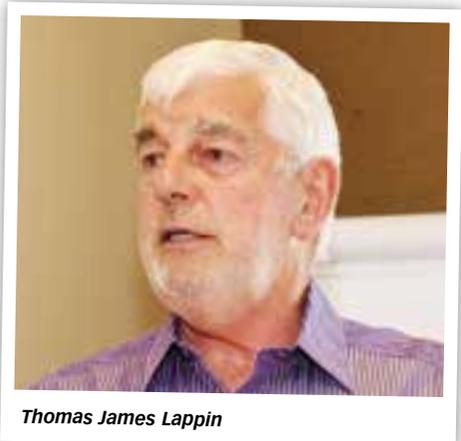
Jim up until recently had still been involved in the Tandragee, Co Armagh based business and he will be sadly missed by the whole Rapid family.

The company originally manufactured agricultural equipment out of a humble domestic garage, not more than 7m x 4m. Later in the early 1970's, Craigavon

Engineering moved into larger premises and diversified into the manufacturing of plant and equipment for the ready mixed and pre cast concrete industries.

On commencement of exporting in 1984, the Craigavon Engineering name was dropped and the company became known as 'Rapid'. Today, with a presence in more than twenty countries worldwide via an ever expanding international dealer network, Rapid is a trusted partner to a wide variety of customers ranging from multinational construction groups to small concrete producers.

Jim is survived by his wife Bessie, his son Mark (the company's current Managing Director), daughters Gillian and Allison, daughter-in-law Elaine, sons-in-



**Thomas James Lappin**

law Ken and Keith, grandchildren and the whole extended Lappin family.

Donations if desired Marie Curie Cancer Care c/o Joseph Poots and Son, Funeral Directors, 42 Bridge Street Portadown BT63 5AE.

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# LIEBHERR

## news

# Kinshofer strengthens its UK & Ireland dealership network



Brian Rea, Managing Director at F. Rogan Plant.

### Kinshofer UK, based in Stockport, Cheshire, has confirmed three new dealership agreements to expand

its distribution of world-class excavator attachments throughout markets in the UK and Ireland.

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

It has been confirmed that F. Rogan Plant in Ballynahinch, already a dealer in Northern Ireland, is to become a main dealer for both Northern and Southern Ireland. This will also include access to the company's Demarec demolition equipment division.

Brian Rea, Managing Director at F. Rogan Plant, who has been selling Kinshofer product for a number of years, said: 'Kinshofer has a massive range of products spread across attachments for loader cranes, excavators and fork lifts. At the moment we are flat out with sales and enquiries as the rate of demolition in Belfast ahead of continuing hotel, student and office accommodation gathers pace with many contractors just waiting for permissions to come through. We have just fitted the largest Demarec Multi-Quick Processor, an MQP60 to a 45 tonne Hitachi machine.'

Furthermore, as part of the continued expansion programme in Southern Ireland, Ferrybridge, based in County Wexford,

have been confirmed as a Kinshofer dealer. Ferrybridge have successfully sold several Kinshofer HPX units and have just retailed their first NOXTR06 Tiltrotator.

John Coyne, Managing Director at Ferrybridge, said: 'Bringing the Kinshofer name to the South of Ireland will have a massive impact on the choice and availability of quality excavator attachments in the region.'

Dunrave Plant Services, based in Cwmbran, Newport, has been appointed as a main dealer and will offer both Kinshofer and Demarec product ranges for the South Wales, Hereford and Gloucester region.

Dunrave will also be offering the innovative range of NOX Tiltrotators and has recently equipped a Wacker Neuson ET90 excavator with a NOXTR10 model together with a TRG10 Gripper – which will be available for demonstration and hire to potential customers across the region.

Nick Cook, Managing Director at Dunrave Plant Services, said: 'As a Wacker Neuson specialist, we are delighted to add Kinshofer to our portfolio of brands. We see a continued demand for high quality attachments for both construction and demolition based products, so it's a perfect fit for us. We're also looking forward to introducing the eagerly anticipated NOX Tiltrotator to our customer base.'

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## CDE Group purchases Caterpillar NI site in Monkstown

**CDE Group, the Cookstown-headquartered supplier of equipment for the global mining and quarry industries, has purchased the Caterpillar NI manufacturing facility located at Monkstown.**

By the end of September this year, CDE will take possession of the building and add the latest fabrication and painting equipment required to build the components necessary for their worldwide sales operations.

With demand anticipated to double by the end of 2020, this additional facility will complement the existing Northern Ireland supply base and enhance employment in the Monkstown area, where a tradition of engineering has existed for many years.

The plant extends to over 300,000 square feet and is ideal for the fabrication of complex equipment. Commenting on the purchase CDE Director of Operations Stephen McCullough

said: "Over the next 12 months the plant will be operational and will result in reduced lead times for projects, which is a key driver for CDE sales."

CDE Finance Director Colin Trainor added: "The efficiencies generated will strengthen the CDE organisation as well as underpin the prospect for employment in the wider area. With our new headquarters also completing in Q4 this is going to be an exciting time for the company and will produce high quality job opportunities."

Chairman Tony Convery and Managing Director Brendan McGurgan expressed their gratitude to the Caterpillar Northern Ireland team for their professionalism and cooperation during the sale process and provided assurance that they will continue the world class manufacturing excellence and attitude to Health and Safety they had developed over their many years in Monkstown.



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# STRENGTH



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# NI HOSES ACQUIRES DS HAMMERS

NI Hoses, which continues to go from strength to strength since its formation over three years ago, has recently acquired DS Hammers which specialises in the sales, hire and service of rock breakers across Northern and Southern Ireland.

DS Hammers' Darryl Rogan, who is also a director and partner alongside Dean Jackson in NI Hoses, says that it remains 'business as usual' following the acquisition.

"We believe that merging the two companies under the one trading name makes sound practical and financial sense," says Darryl. "DS Hammers' customers will still receive the high level of service they have come to expect over the years; nothing has changed other than the DS Hammers name will disappear."

With an ever expanding customer base, NI Hoses growing success can be attributed to many things, not least the provision of a prompt onsite service that is available on a



24/7 basis and a highly qualified team with a combined experience of more than half a century in the plant and construction industry.

NI Hoses, which runs a fleet of fully equipped service vans, operates across a wide range of sectors – from construction, plant hire and

agriculture to transport, marine and utilities – and comments Dean Jackson: "I am delighted with the recent acquisition of DS Hammers.

Diversification is key to continued growth and customers of both businesses can be assured of the highest quality of service at all times."

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# CONTRACTOR FINDS STEELWRIST TILTROTATOR VERSATILE, EFFECTIVE AND EFFICIENT

**Steelwrist tiltrotators are transforming excavator driven businesses everywhere. Just ask father and son Robin and Adam Shirley who recently acquired a second Steelwrist unit, as Plant & Civil Engineer's David Stokes reports.**

Its three years since contractors A&R Shirley bought their first Steelwrist, fitted to a six tonne Kubota, and they haven't looked back since, such has been the impact on their work.

Their latest acquisition, described as a 'spec busting' Steelwrist X18, complete with Xcontrol, SVAB Hydraulik AB Joysticks and Gripper, has been fitted to their new Volvo EC140.

"Steelwrist is the best thing since sliced bread," declares Robin Shirley who has been in the industry for more years than he cares to remember. "I can't ever imagine working without one now. They are so versatile and flexible and we can accomplish so much more than we could with a conventional bucket."

Adds Robin, who only established his own business along with son Adam a couple of years ago after more than four decades working for a local drainage contractor: "It makes work so much easier; you can dig round posts without any difficulty, infilling trenches becomes a one man operation, and shaping is made simple – it's just amazing."

"We recently added a gripper to the Steelwrist, making the excavator even more



flexible. It is really unbelievable what you can do with it and when you have got used to it you will never go back to working without it.

"We've also added several different attachments, including tree shears and a grading beam, and we plan to add more attachments in the future," says Robin.

And says Adam, who has worked with various machines for over 20 years: "It takes a while to master the tiltrotator; it's not something you can pick up straight away, but once you are in control it becomes almost second nature; it's just brilliant."

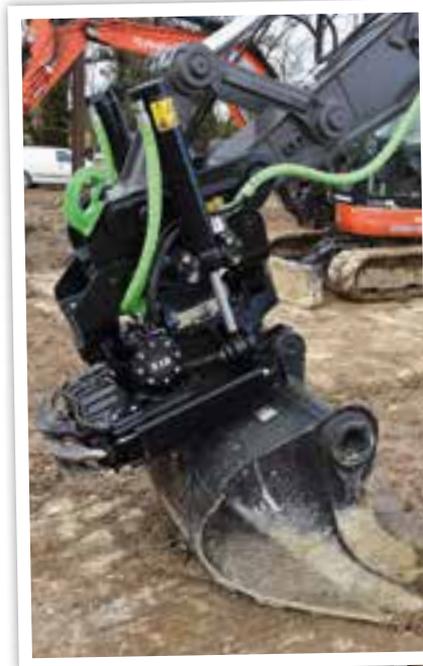


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Steelwrist tiltrotators are made from cast high tensile steel, making it lighter but keeping its strength, as Adam can testify. "Some people have said that because of its lightweight it wouldn't take much abuse, but they couldn't be more wrong. Steelwrist rotators are very durable, very reliable and well proven.

"We looked at a number of other different makes, but came to the conclusion that the Steelwrist was by far the best. It may not be the cheapest on the market, but the investment is well worth it. It has made our work more efficient and more



effective. Once you have one, you simply couldn't live without it."

He also finds the Steelwrist XControl system extremely easy to use, no wonder it has been described as 'the most operator friendly system for the control of tiltrotators on the market.'

Many excavators consume more fuel than they need because of the tiltrotator's

control system, but the Xcontrol includes Auto Tuning, meaning that the system itself sets the optimum values for minimum fuel consumption and maximum performance.



**“ Steelwrist is today the fastest growing manufacturer of tiltrotators and quick couplers in the world, with sales in over 20 countries and its own organisation in ten ”**

# NEW PRODUCTS UNVEILED AT JCB INTERNATIONAL EVENT

**JCB made company history with the unveiling of its first ever electric excavator – the quietest digger in its range and one delivering zero emissions – during a recent International Press gathering, as Plant & Civil Engineer's Justin Carrigan reports.**

The brand new JCB 19C-1 E-TEC mini excavator has been developed in top secret at JCB's World HQ in Staffordshire where it was shown for the first time during the Press event where news of other new launches was revealed.

With the drive towards lower emissions, the zero-emission JCB 19C-1 E-TEC will allow contractors to work inside buildings and in emissions-sensitive inner city environments. It will also allow rail contractors to operate in tunnels and underground, without having to install costly exhaust extraction equipment.

Another huge advantage of the new electric mini is that the external noise, at 7dBA lower, is a massive five times quieter than its traditional diesel powered counterpart.

This means contractors can work after normal hours in urban streets without disturbing residents, as well operating in other noise sensitive environments including hospitals and schools.

On digging there is no compromise on performance with the fully charged electric machine capable of putting in a full shift in normal operation. And with no daily checks of coolant and engine oil levels required, the machine is off to work quicker than its diesel counterpart.

JCB Chairman Lord Bamford said: "JCB has been at the forefront of developing innovative, low emission construction equipment for many years. In producing an electric JCB mini excavator, we are offering our customers a practical and affordable



solution for applications that demand zero emissions and quiet operation."

JCB Chief Innovation and Growth Officer Tim Burnhope said: "By replacing the diesel engine with an efficient, 48V electrical driveline, with the latest generation automotive battery cells, JCB has once again moved the mini excavator market forwards.

"The 19C-1 E-TEC will provide contractors with a zero-emission, low-noise solution, allowing them to work independently, in late night urban conditions, within buildings and even in rail tunnels with no requirement for costly exhaust extraction equipment. The 19C-1 E-TEC points the way to a new zero-emission future for JCB mini excavators."

A convenient on-board charger is provided as standard, allowing the machine to be fully recharged in six hours, using a conventional 230V plug. The self-contained power system means that there is no requirement for an electrical power connection or cable during machine operation. The battery packs allow a full working day in a typical duty cycle or four hours of operation in an extreme duty cycle.

The lack of engine noise will allow contractors to work after hours in urban streets without disturbing residents, while the zero-emission capability will permit rail contractors to operate within tunnels and underground, without having to install exhaust extraction equipment.

Designed to meet a growing need for zero-emission environmentally-friendly construction





equipment, JCB will launch the electric-drive 19C-1 E-TEC mini excavator later this year.

**Mini Excavators**

Meanwhile, JCB is further boosting its comprehensive mini excavator range, with the launch of the 15C-1, the fourteenth model new since the first of the next generation machines was introduced in 2014. Tipping the scales at 1.5 tonnes, the machine carries the same next generation DNA as the larger mini and midi excavators in the JCB line.

The conventional tailswing mini excavator shares a similar design, with the same choice of digging equipment as the 16C-1 that was launched last year. Both machines are powered by an 11.7kW diesel engine, though the 15C-1 uses a gear pump, while the hydraulic system on the 16C-1 has a variable displacement

piston pump. Both mini excavators come with mechanical auxiliary controls.

The 15C-1, is aimed primarily at the tool hire and rental market, uses a shorter fixed undercarriage, with single speed tracking, long pitch tracks and mechanical track tensioners. The higher specification 16C-1 is a plant hire model, with a variable width undercarriage for additional stability when digging and lifting. The machine benefits from short pitch tracks for smoother travel, with grease track tensioners and twin speed tracking motors.

Comments Tim Burnhope: "The all-new 15C-1 will be an important player in the sub-two tonne sector, a segment where more than 50,000 machines were sold globally last year. With

the addition of this, our fourteenth compact excavator in just four years, JCB has the right machine in very weight sector of the mini and midi excavator market, a market that topped more than 240,000 machines globally in 2017, an increase of almost 23% compared to 2016."



## international event



JCB's new electric mini.



New range of site dumpers.

### Advanced Excavators

In other developments, JCB has created advanced new 220X crawler excavators, the first models in the next generation of JCB tracked machines for the global construction market. Over a four-year development period, JCB has employed a programme of intensive component and product testing, to achieve increased levels of build quality and reliability for customers.

*The new machines feature:*

- 15% larger global cab with integral ROPS structure, offering reduced noise levels
- 200mm wider upper structure delivering improved packaging
- Central main boom mounting for increased digging accuracy and durability
- Intuitive, ergonomically-designed cab with simple user interface
- Stronger side doors for greater strength and increased protection

### Site Dumpers

JCB is also launching a completely new range of site dumpers, designed and built in-house, with capacities from one to nine tonnes to meet the needs of contractors, civil engineers, ground workers, highways and house builders.

The line-up includes a one tonne high-tip, three tonne front and swivel tip with a choice of transmissions, six tonne front and swivel tip and a nine tonne front tip model. The flagship of the new JCB site dumper range is the Hi-Viz seven tonne model, an innovative, new site dumper design.

### Tracked Teleskid

In addition, JCB is introducing a tracked version of its innovative Teleskid compact telescopic boom machine to the European market. The 3TS-8T joins the popular 3TS-8W, offering a maximum load height of 4.1m and a forward reach of 2.25m.

Based on the large platform compact tracked loader chassis, the Teleskid delivers

all the benefits of this highly manoeuvrable machine, with the added advantage of a long-reach telescopic boom.

Says Tim Burnhope: "This is the single most innovative development of the compact tracked loader concept, since its launch 20 years ago. The machine lifts higher, reaches further and digs deeper than any other compact tracked loader of this size."

### Hi-Viz Skidsteer

As JCB celebrates 25 years of skid steer production, the company is also launching seven new large-platform skid steer loaders and compact tracked machines. The machines feature a new Hi-Viz boom, which is mounted 50mm lower to further improve visibility from the cab.

Based on the firm's large skid steer platform, the previous 225 becomes the 250 and the 260 is renamed the 270. The 300 and the 330 remain unchanged. On the compact tracked loader side, the 225T is now the 250T, the 260T becomes the 270T and the 300T is unchanged.



The new 220X crawler excavator

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# THE ROBUST & VERSATILE CASE CX145D SR

When Derrriaghy based GJA Contracts Ltd, which offers services in both the agricultural and construction sectors, needed a replacement excavator it had no hesitation in opting for a new Case CX145D SR from dealers Cowan Bros. Plant & Civil Engineer's David Stokes has been getting the view from the cab.

GJA Contracts, headed up by Gerard Campbell, is involved in a wide range of projects – from land improvement schemes to grass cutting, hedge trimming

and mulching – so a robust, reliable and versatile machine is a must.

The new 14 tonne Case CX145D Short Radius tracked excavator perfectly fits the bill and has been giving excellent and dependable service since it was acquired several months ago.

"We had a CX130 prior to acquiring this bigger machine," says Gerard, "so we knew what to expect from Case and it hasn't disappointed; it is a great all round machine.

Being a short radius Isuzu engine powered model it is perfect for jobsites where space is limited, as Gerard explains: "It's a really stable and solid machine and with zero tail swing we can operate in very tight spaces; we can now take on other projects that we couldn't have done with the older digger. It's very versatile, even more so as we have fitted it with an Engcon tilt rotator that we had on the previous model."

The cab provides an excellent safe working environment for the operator, with ample legroom, a fully adjustable workstation



and an ergonomically designed high-back seat with air suspension for comfort.

Top class features include 178 mm colour LED monitor, bluetooth tuner and radio, spacious storage compartment, 12v accessory plug, clipboard holder, mobile phone holder, warm and cool box, fuse box service connection, storage tray and ergonomic arm rest.

Noteworthy, too, is the cushioning system which lowers noise and vibration levels for the operator's ultimate comfort.

"The cab is very spacious, very comfortable and very easy to operate, with all the controls



## view from the cab



The system is also very economical in its use of AdBlue, which is just 2.5% - 3% of fuel consumption. The large AdBlue tank only needs to be refilled every 5 fuel refills, so that no time is wasted.

The machine features three power modes to match different requirements: the A mode is ideal for grading, lifting and precision work, the H mode offers the best balance between productivity and fuel economy, while the SP mode provides extra speed and power for the most demanding jobs that require maximum productivity. The machine also features an Auto Power boost that automatically increases hydraulic pressure according to the operation's demands.

Visibility, of course, is paramount and the Case CX145D SR doesn't fall short in this regard, with ample glazed surfaces and efficient use of space with grouped engine, cooling and after-treatment systems to provide an excellent rear view, too. Plus, rear & side view cameras come as standard, with the option of a Case maximum view monitor (230° rear & side view).

Also available as an option is an LED lighting package to provide deeper and wider visibility coverage of the area around the machine when working after dark.

Safety features include a robust platform and handrails, wide, robust and comfortable steps for easy access to the top of the hood. Non-slip plates and top hood cover are supported by two gas pistons and secured by two mechanical stops when open.

Incidentally, the ISO compliant and foldable guard rail and hand rail not only offer more protection but also easier transportability.

### Easy maintenance

Regular and routine maintenance is simple as all filters and fill points are grouped for ease of access.

Radiator and cooler cores are mounted side by side for easy cleaning and more efficient cooling. There's also a battery shutdown switch for safe maintenance on the electrical system.

Gerard says that they have been running the machine for several months now with no problems and know that if any difficulties are encountered the team at dealers Cowan Bros. will quickly be on hand. "We have been dealing with Cowan Bros for several years and the service and support we have received is excellent," he adds.

conveniently positioned," adds Gerard. "We can do long stints without feeling tired or stressed at the end of the day."

One of the first things Gerard noticed when he began working with it was how easy it is on fuel, and that's mainly thanks to the Case's advanced energy management system which consists of 5 Energy Saving controls: Torque Control that decreases main pump loads to prevent a drop in engine rpm; Boom Economy Control to increase fuel efficiency during boom lower and swing operations, such as dump unloading; Swing Relief Control to carefully manage the hydraulic power distribution in slewing operations to deliver the most efficient flow and pressure; Spool Stroke Control to create an automatic pressure adjustment during digging and levelling operations; and the Auto Idle function that lowers engine rpm after 5 seconds of lever inactivity independently of the throttle's position, while the Idle Shutdown function shuts the engine down after a pre-set time. Both are manually switchable.



news

# BlueMAC wins million pound export deal in UAE

**Dungannon based manufacturer, BlueMAC Manufacturing Ltd has secured a deal estimated to be worth over £1.3 million with Ras Al Khaimah (RAK) Waste Management Agency in the United Arab Emirates.**

BlueMAC specialises in the design and manufacture of cutting edge recycling systems, material recovery facilities and bespoke machinery.

Speaking from the Waste Management Agency's premises in UAE whilst on a visit programme to the Middle East, Alastair Hamilton, Chief Executive of Invest Northern Ireland said: "This deal with the Waste Management Agency in RAK will see BlueMAC's range of separators and conveyors shipped to UAE in an initial contract valued at £1.3million. It follows a visit by the RAK buyers to BlueMAC's facilities in Dungannon during an Invest NI inward buyer visit last year.

"Growing exports is central to our strategy. Exporting ensures businesses are able to grow, which in turn supports and strengthens our economy. Through our extensive trade



*(L-R) Chris Brooke, BlueMAC, Sonia Y Nasser, RAK Waste Management Agency, and Alastair Hamilton, Invest NI.*

programme and inward buyer visits we are proactively helping local companies to access new markets and reach new customers.

"The Middle East is a very important market for ambitious Northern Ireland exporters.

This visit programme is enabling me to meet with local influencers and potential new investors to sell Northern Ireland as a great place to work and do business."

RAK Waste Management Agency is the government body responsible for waste collection, recycling and treatment for the emirate of Ras Al Khaimah in the United Arab Emirates.

Chris Brooke Sales Engineer from BlueMAC said: "We are delighted to secure this contract in the UAE which is our first in this market.

"Invest NI's advice and support has been invaluable in helping us to win this deal. During the inward buyer visit we were able to showcase our state of the art recycling facility to RAK Waste Management Agency and meet with key contacts in the company face to face. This has allowed us to begin a very worthwhile relationship which has led to securing this business.

"We are very much looking forward to continuing to develop relationships in the Middle East which will be vital to our future exporting successes in this market."

Invest NI has also offered BlueMAC support of £140,000 towards R&D and marketing activities. The R&D support will assist the company to develop waste separation equipment which it hopes to sell in international markets.

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# TEREX TRUCKS' ROBUST MACHINES MAKE THE GRADE IN MATLOCK

Calcium carbonate and limestone processor, Longcliffe, is using a number of Terex Trucks' proven haulers to move premium limestone and recycled materials around its quarry in Derbyshire.

The UK's leading supplier of calcium carbonate and limestone, Longcliffe, supplies a variety of industries from animal feed manufacturers to glass, plastic, adhesive and construction businesses. Revered for its versatility, high purity limestone extracted from Longcliffe's Brassington

Moor Quarry near Matlock is an essential component of feeds for poultry, pigs and cattle. Calcium carbonate plays an important role in animal nutrition as a dietary supplement and an antacid.

Founded by John Shields in 1927, Longcliffe is a family-owned business focused on continuously achieving customer satisfaction, serving the local community and playing its role to protect the environment. Hidden in the heart of Derbyshire, Longcliffe's quarry is home to one of the purest and largest limestone basins in Great Britain. Running an around-the-clock operation, the company extracts, processes and delivers more than one million tonnes of limestone and dolomite products annually. Helping to keep production on site at an all-time high, Longcliffe is using

Terex Trucks' proven off-highway machines to move material around its site.

Longcliffe's partnership with Terex Trucks was first established in 2013 when it issued a tender to replace a dump truck in its fleet that had come to the end of its lifespan.

"The company had been happily buying machines from a particular brand, but when I came into the business we were looking to replace a dumper and I wanted to see what else was out there," explains Chris Wainwright, operations director at Longcliffe. "Terex Trucks and its dealer, TDL Equipment, came up with an offer that was as good as the one our existing equipment supplier was offering. This gave us the opportunity to try something different."

TDL supplied a 55-tonne payload TR60 on site at the quarry near Matlock for demonstration purposes, and that's when optimism within Longcliffe started to build. While the proven rigid hauler impressed, Longcliffe required a machine with a bigger payload, which is where the TR70 found favour.

"The feedback on Terex Trucks' rigid hauler was good, and





following tests on fuel consumption, cycle times and carrying capacity, we wanted to give the machine a try," says Wainwright.

The Brassington Moor Quarry is split into two working areas that are connected by a tunnel, which was initially somewhat of a concern for TDL's area sales manager, Gaz Bourne. Not leaving anything to chance, he was meticulous in ensuring that the TR70 was indeed the right truck for the site, triple-checking the dimensions of the tunnel against the rigid hauler.

### Fit for purpose

With one TR70 working well transporting blasted rock from the face of the quarry to the processing plant, Longcliffe took the decision in May 2014 to add another Terex Trucks machine to its fleet. However, this time the business opted for an articulated dump truck in the form of the versatile TA400.

"We were looking to replace another rigid dumper," says Wainwright. "We'd always traditionally had rigids at this site but because of the application, which is more tip work and running overburden, we also had the need for a machine with low sides to work in unison with one of our smaller stock shovels. That's why we started looking at articulated trucks.

"We quickly got in contact with Gaz at TDL to get an idea of what Terex Trucks could offer. We did some tests, brought in some machines from other companies and ran trials looking at turnaround times, payloads, fuel consumption etc. After all that we were most impressed with the Terex Trucks TA400."

Crafted with almost 70 years of manufacturing expertise, the innovative articulated framed truck achieves a payload of 38 tonnes and is powered by a six-cylinder, Scania DC13 EU Stage 3B compliant engine that achieves a gross power of 331 kW (444 hp) and a maximum torque of 2,255 Nm (1663 lbf ft). Renowned for high uptime and reliability, the

TA400 has great traction and an effective power-to-weight ratio to ensure material is moved as quickly as possible in all conditions – providing excellent productivity and low cost of operation. Additionally, the machine features a spacious and ergonomic cabin, complete with a commanding view for maximum operator comfort.

Happily operating two machines from Terex Trucks within its large fleet of equipment, Longcliffe placed TDL at the top of its call list in May 2017 when the time came to acquire a new truck. Pleased with the overall performance of the TR70, Longcliffe



challenged the Scottish manufacturer to modify the truck slightly to increase its body volume by adding side extensions and tweaking the machine to make it a perfect fit for its operator, Andre Needham.

"I gave Terex Trucks a long list of specifications to make the truck just right for me and they didn't disappoint," says Needham. "I've got 40 years' experience in quarrying and I've operated a lot of equipment but the TR70 is by far the most comfortable ride – even after 30 to 40 rounds a day."

Well suited to the application, which is made up of hard rock, the Motherwell-built rigid dump truck was created to journey on through the toughest terrains. The TR70 is fitted with a Detroit Diesel MTU-2000TA 12 cylinder, 24-litre engine that provides a maximum torque of 3,323 Nm (2,450 lbf ft) and a gross power of 567 kW (760 hp). The proven performer, which provides excellent rimpull thanks to a resilient drivetrain and rear axle configuration, is constructed with an Allison H6620AR, 6-speed transmission. Its effective gearing, coupled with optimum weight distribution, means the machine can move more using less fuel in less time.

The high capacity body of the machine comes complete with a 15-degree sloping tail chute and exhaust heating for low material retention and cleaner dumping. The TR70's haul cycles are kept short thanks to smooth acceleration which helps to keep operators comfortable. Furthermore, to aid productivity, the rigid hauler boasts a spacious air-conditioned cabin with an air-suspension seat to reduce operator fatigue. It also has ergonomic controls, large mirrors, a deluxe operator's seat, DAB radio and a colour reverse camera to provide excellent visibility. The hydraulic disc brakes also deliver better operator control, while the transmission retarder decreases brake wear, reducing ownership costs and increasing machine availability.

"Terex Trucks' dumpers are built to do what they should do and with our new TR70, we're getting additional body volume through the side extensions," concludes Wainwright. "The fuel consumption of both the articulated and rigid dumpers is better than other trucks we've got and the aftermarket service and response times we've received from TDL have been good. There's every chance that as our older machines come up for renewal, we'll replace those with Terex Trucks' dumpers too."

# Irish construction industry targeting students to avert future skills shortages

The construction industry has launched a transition year initiative to facilitate students interested in working in Ireland's most innovative construction companies. The initiative will see students completing work experience in the offices of construction companies in addition to on construction sites.

Dermot Carey, Director, Safety & Training, CIF said: "The construction industry has undergone significant changes in the past decade. Technology, safety, equality and diversity and salaries have all improved significantly recently.

"In the coming weeks, the Government will announce an investment programme worth €115b that will mean the construction industry will provide career security for the next decade. In addition, the Government has unveiled a plan to produce 35,000 houses per year for the next five years. So there will be an



**Eimear Sinnott (Careers Portal) Joanne Cluxton (Mercury Engineering) John Carton (Careers Portal), Beatrice Dooley (Pres. ICG), Tom Parlon, Director General, CIF, Dominic Doheny, President, CIF, John O'Shaughnessy (Chair CIF Manpower, Education & Training Committee), Sinead Savage (Collen), Dermot Carey, Director Safety and Training, CIF.**

abundance of work for young people starting their careers.

"Overall, we estimate that the industry needs at least 110,000 new workers over the next three

years to keep pace with the demand for activity. The industry now provides technology-driven careers in addition to engineering roles and of course traditional trades. Construction companies are now internationalising and they require talent in finance, operations and marketing, just like every other sector.

"As the global construction industry grows by 50% up to 2030, working in any role within an Irish construction company gives you skills that can act as a passport to work in any country. Increasingly, our employees, who are building for Facebook, Amazon, Google and other global companies, are being recruited to work in other countries.

"The industry recognises that is competing with other industries in vying for the best talent. So, we have launched this initiative to show transition year students that the industry is very safe, it provides a secure career path and increasing salaries; and is increasingly diverse. We need to show young people that there are many, very modern and innovative roles on offer. This initiative will enable companies to give Transition Year (TY) students a chance to experience construction in the very best way by exploring their interest."

The construction industry has hired an additional 50,000 people since the recovery began in 2013. The ESRI estimates that the industry is at 50% of the level considered essential to the Irish economy.

According to DKM Economic Consultants 2016 Demand for Skills report and Aecom's 2018 forecast, the industry is set to grow by between 9 - 14% this year.

The CIF has launched the "CIF Work Placement Initiative" which will enable CIF Member companies nationwide to offer work experience placements to TY students in their local schools.

In order to streamline this collaboration, the CIF has teamed up with Careersportal.ie to offer a platform to members, which will allow companies to advertise their willingness to take work placement students.

To assist with the process, the CIF and Careersportal.ie have also developed industry-specific guidance for both the sponsoring company and the student, to answer any questions and ensure that the experience meets the curriculum needs.

Construction companies interested in taking part in this initiative can visit <https://careersportal.ie/cif/> to sign up.

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## THE INTERNATIONAL EXHIBITION FOR CONSTRUCTION AND INFRASTRUCTURE



**On an improving economic backdrop, the international trade show for construction and infrastructure INTERMAT Paris is set to take place from 23 to 28 April 2018.**

Building contractors, manufacturers, suppliers of equipment and solutions – in all, more than 1,500 exhibitors and nearly 183,000 visitors from 167 countries - are expected to attend the show to promote and develop their projects which will contribute to regional and territorial development.

With displays and demonstrations, talks, networking, market analysis and the "potential of major construction projects", INTERMAT Paris 2018 offers a new and exhaustive range focusing on innovation, in response to the challenges faced by all the players in this ecosystem.

The show is now divided into four hubs of expertise: Earthmoving & Demolition, Roads, Minerals and Foundations, Building & Concrete Sector and Lifting, Handling & Transportation.

INTERMAT Paris is the only international trade show to have an outdoor zone dedicated to demonstrations, thereby providing manufacturers with the opportunity to showcase their machines in action in real-life conditions.

Alongside INTERMAT will be World Of Concrete Europe, the international exhibition for the concrete sector.

WOC Europe provides manufacturers, specifiers and users a global view of the entire sector and a glimpse of the latest trends in concrete technology through its exhibition zones, a demonstration zone and a series of dedicated talks and round tables.

Over the following pages, Plant & Civil Engineer highlights some of what visitors can expect to see.

## Impressive New Bobcat Product Display

**Bobcat and Doosan Portable Power will be presenting new products for the first time at the show. Prominent among these will be Bobcat's new ground-breaking 2-4 tonne compact excavators. They will be complemented by the debut of the new TL30.70 compact telehandler and a new version of the top-of-the-range T870 compact track loader.**

Doosan Portable Power will also have a strong presence including the launch of the new 7/53R portable compressor.

As at previous Intermat shows, the eye-catching static display on the Bobcat stand in Hall 5b will be complemented by exciting live shows on the company's outside demonstration area. With a performance every hour, Bobcat will be presenting products from the entire range, with a spotlight on the breadth and efficacy of Bobcat compact loaders and attachments, providing different solutions for construction, utilities, landscaping, grounds maintenance, rental and many other applications.

There will be several new Bobcat attachments launched at Intermat including the new WS-SL20 Self-Levelling Wheel Saw. Approved for use on the T870 and several other Bobcat compact loaders, the new WS-SL20 Wheel Saw is designed to cut



efficiently through asphalt, rock and concrete surfaces. It has a variable segments wheel, which allows the user to quickly change the width of the wheel (50, 80, 100, 120 mm) in the field, instead of replacing the complete wheel in a workshop (providing a saving of 10 hours in the process).

The self-levelling feature allows the WS-SL20 to follow and adapt to the contours of the ground and the new design means that a trench cleaner is no longer needed. Utilising well-proven Bobcat components such as the ACD, valve block and software components, the new wheel saw has an integrated stabilizers system and a standard rubber shield for stone ejection/dust reduction. There is also a water kit option for dust reduction.

## Magni to Reveal New Telescopic Handlers

**Magni will use Intermat as its showcase to present its latest products: new SH models (now 10 in total), that represent a step forward compared to Smart S and S range, as their lifting capacities has been improved without affecting their compactness and weights.**

Last year Magni began the distribution of RTH 6.46 SH, the highest rotating telehandler in the world with a 7 section boom, and the company also projected its new RTH 8.25 SH, an astonishing 8 ton rotating telehandler, that will be introduced during Intermat 2018.

"For 2018 we expect an even busier time and we will enlarge our ranges and to have a more complete offer since we expect to have 2 new models in our ranges, and we foresee a significant increase of sales in UK, North America and the most cutting edge Asian countries with a consequent increase of production, turnover and employees."

## Genie Showcasing Latest Eco-Friendly Models

Focusing on rising market demand for clean, quiet, low and emissions-free access solutions, as well as machines that offer the ability to lift heavier loads, Genie, a Terex brand, will be showcasing nine of its latest and best-selling products.

Highlights will include the brand's new generation of environment-friendly hybrid and electric work platforms, new additions to the Genie Xtra Capacity (XC) boom lift family and an upgraded model of the electric Genie GS-4047 scissor lift.

The brand will also be showcasing its new Genie Lift Guard line of operator protective systems, and new Genie Lift Power generator solution.

Genie hybrid and electric models on show will include the ERA award-winning 20 m (65 ft 7 in) Genie Z-60/37 FE hybrid articulating boom lift, the 12 m (39 ft 4 in) Genie Z-33/18 electric articulating boom lift and the 11.89 m (39 ft) Genie GS-4047 electric slab scissor lift.

Genie XC models on show will include the 41.15 m (135 ft) Genie SX-135 XC boom

lift, either the 25.91 m (85 ft) Genie S-85 XC boom lift or the 19.84 m (65 ft) Genie S-65 XC boom lift and the 13.86 m (45 ft 6 in) Genie Z-45 XC articulating booms lift.

Genie accessories on show include the new Genie Lift Power generator solution that features a dedicated hydraulic circuit, a right-sized breaker and no pressure switch to run the unit reliably, and allows the power to lift and drive during operation. The 3kW Genie Lift Power system is available on Genie XC telescopic boom lifts and is convertible from the European 230/50 power system to the 110 /50 UK system at the click of a switch.

Also on show will be the Genie Lift Guard Contact Alarm system, an electronic secondary guarding system, that in some circumstances can provide additional operator protection. Designed to immediately activate and alert ground personnel if an operator makes contact with the breakaway cable by means of a sound alarm and a flashing beacon, the Genie Lift Guard Contact Alarm system is now compatible with 2.4 m (8 ft) auxiliary top rails and new control box



protection accessories. Installed standard from the factory on most new Genie articulated and telescopic boom lifts, it is also available as an aftermarket kit which can easily be retrofitted in less than 30 minutes with only a few fasteners and electrical harness connectors on units back to 2003.

## Manitou Group recognised at the "Intermat Innovation Awards"

The Manitou group earned the "Equipment and Material" prize in the "Components and Attachments" category at the "Intermat Innovation Awards."

This distinction recognises the group for its patented machine stabilisation system for the MRT 2470 and MRT 3050 models. The

prizes were handed out at the pre-Intermat event in Paris.

The jury, made up of 14 professionals from 7 different countries, championed the strain gauge system of the MRT 2470 and MRT 3050, which measures the strain on the stabilisers' axes.

This recognition system improves reading the information

regarding the strain applied to the ground, and automatically modifies the load capacity of the machine. This allows the user to identify on the dashboard the pressure of the stabilisers on the ground and their range of expansion, which also contributes to increasing its safety.

"We are always looking to optimise our users' experience. Thanks to this new system, developed and patented by Manitou, handling operations are more precise and safer, which allows our clients to considerably increase their productivity. Awarded by a panel of experts in construction and infrastructure, this prize makes the group proud. It acknowledges, recognises and highlights the research and development work we have undertaken for several years," said Arnaud Boyer, VP Marketing and Product Development.

## New Transforming Products from ALLU

ALLU Group will be exhibiting equipment from the Transformer and Processor ranges. As well as established equipment, ALLU will unveil the latest features of the equipment and launching a new, exciting development.

The ALLU stand will be located in the inside earthmoving and demolition area of the extensive show ground. The purpose designed stand will enable ALLU to show visitors how the

ALLU equipment is able to transform business operations, delivering improved productivity, efficiency and profitability.

The ALLU Processor has proved itself throughout the world on road construction, building developments, and various contaminated soil processing applications. The Processor enables companies to treat and quickly access low bearing capacity ground for infrastructure development by the use of fully mobile equipment. The method can also be used to remediate

contaminated land, with the technology transforming hazardous constituents into a solid state thereby preventing pollution from dissolving in to the environment. The ALLU Transformer Series, meanwhile, comprises of an excavator/ loader/ tractor mounted processing bucket which screens, pulverizes, aerates, blends, mixes, separates, even crushes, feeds and loads materials. This results in the feed material being effectively transformed into highly valuable products, making your business more efficient, and more profitable.

# GKD Technologies unveil new machine control safety systems

**UK based GKD Technologies designs electronic sensor technology and software for use as safety warning devices to protect people, machines and equipment in construction, earth moving and rail industries. The company is using the forthcoming InterMat exhibition to launch two new electronic safety systems for construction machinery.**

Making its European debut at InterMat is the brand-new Sensor Height & Slew system, which has been designed for construction job-sites, where machines, especially excavators are operating in restricted areas and height-confined spaces. The retro-fit system not only

safeguards the operator but also prevents potential machine damage – therefore protecting your assets! GKD's new Sensor Height & Slew product line offers the ability to monitor and control height, or slew, or a combination of both Height and Slew. Programming of height and slew limits is easily carried out using the new integrated display with soft button controls.

The recently upgraded GKD 2RCi model will also be on display on the stand at InterMat. The 2RCi is a rated capacity indicator designed to increase safety during lifting operations. All lifting equipment and excavators have a specified safe working



load, stated by the manufacturer, to safeguard both the operator and the machine.

The 2RCi is a flexible safety system which in its basic form is a simple load indicator – but can easily be configured to incorporate height and slew monitoring. The 2RCi is also available with intelligent motion cut facilities to control the safe movement of height, slew and or load.

# 40 Years and 400,000 Units for Doosan at InterMat

**One of the main themes at InterMat 2018 of the Doosan Construction Equipment stand in Hall 5b and outside in the demonstration area will be a celebration of both the company's 40 years in excavator manufacture and the sale of the 400,000th machine since the company started in the construction equipment market.**

These milestones will be marked by a series of special events at InterMat, which will take place alongside a presentation of several new developments in the Doosan excavator range.

The first of these will be seen on the top-of-the-range 52 tonne DX530LC-5 crawler excavator on the stand in Hall 5b which in the near future will incorporate Doosan's innovative D-ECOPOWER technology for the first time.

Previously only available on the DX380LC-5 model, the



D-ECOPOWER system will be available on both the DX530LC-5 and the next model in the range – the 50 tonne DX490LC-5 – and provides operators with increases in productivity and fuel efficiency, as well as smoother controls.

There are several new innovations available to customers from Doosan Smart Solutions that will be shown for the first time at InterMat. To meet increasing

demand for grade control systems, all Doosan crawler excavators will soon be Trimble-Ready and incorporate 3D grading systems as an option, as well as the latest updated version of the company's DoosanConnect state-of-the-art, wireless fleet and asset management system as standard.

Another development from Doosan Smart Solutions is the availability of factory-

mounted SVAB joystick tilt rotor management systems for Doosan excavators. At InterMat, the Doosan SVAB system will be shown on a DX165W-5 wheeled excavator in the outside area, equipped with a tilt-rotator from Steelwrist, the preferred range for Doosan excavators. Doosan is also offering new factory-mounted options for electrical steering and digging brake systems.

Other developments just launched include a new articulated boom for the DX160LC-5 High Track crawler excavator, providing a wider working environment and more convenience when working on tough applications.

Doosan will also be presenting the company's extended mini-excavator range for the first time at InterMat 2018. Doosan will be showing the DX19, one of three models recently added to the range along with the new DX10Z and DX17Z models in 2017, which form part of full range of nine Doosan mini-excavators from 1.1 to 8.6 tonne.

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



Gordon Best, QPANI

# GOOD NEWS, BAD NEWS & WORRYING TIMES

**The publication of a Northern Ireland Budget for 2018/19 recently is to be welcomed. QPANI are pleased to see the level of capital budget for infrastructure projects has increased and the continuing commitment to the flagship projects like the A6, A5, Belfast Transport Hub, Desertcreat and the RVH Mother and Childrens Hospital. There is also a clear commitment to start the much needed York Street Junction in Belfast once procurement issues are resolved.**

However QPANI, along with other Construction colleagues, such as the Institute of Civil Engineers, Chartered Institute of Highways and Transportation and the CEF, have raised our concerns that the spending allocations within the infrastructure capital budget is not balanced properly and there needs to be a stronger commitment to maintaining the roads, water and public transport infrastructure we already have. The current level of potholes and deterioration of our £35 billion roads network is unprecedented and is a clear safety risk to the travelling public and all who use our roads.

On a more positive note, and as a result of intensive Industry lobbying and support from within the Department of Infrastructure, the recent Budget allocations have secured a much higher level of structural maintenance funding for the start of the 2018/19 financial year. This is good news for the wider construction materials industry not just our Asphalt producers and contractors.

QPANI are liaising with Department of Infrastructure and Department of Finance to ensure we build upon this increased commitment to our existing infrastructure and develop 3-4 years longer term funding so that we can address the huge underspend in the maintenance of roads, water and public transport infrastructure. The priority in the short term now is to see the additional money translated into work on the ground that will be carried out during the summer months with longer days and better weather leading to enhanced planning, safety and quality that will encourage contractors to increase investment in skills and other resources.

## Low Confidence

Despite the good news above I am sure everyone was shocked to hear of the news that Lagan Construction went into administration. This only a matter of weeks after the fall of Carillion and with the rumour mill in Northern Ireland now going at full speed there are worries that Lagan Construction will not be the last big name contractor in Northern Ireland to go.

The confidence within the construction materials supply chain is at an all time low and this is not of their making. So what is going on and how can we fix it, I hear you

ask? The reality is everyone knows what the cause is and how to fix it! Low cost tendering and the clients acceptance of it is the cause.

I believe as an industry in NI we have recently taken steps, through the Construction Industry Forum NI Task Groups, to address the endemic problems within the local Industry. A number of pilot projects have been set up by CPD awarding tenders to the mean average of the three lowest tenders. In addition requirements such as monitoring prompt and fair payment practices, increasing use of project bank accounts, proper and robust assessment of contractors financial standing one would hope we shall shortly see the end of the lowest price / sub-economic tendering practices.

What has happened should also be a wake-up call for those within the public sector who believe that contractors and their supply chain are making a fortune and ripping off the public purse. Let's hope we also see strong leadership from within the very highest levels of the construction contracting sector to end the policy and practice that you can bid on the basis of low, or even negative margins, on the assumption of discounts from the construction supply chain. Those days are over.

## Age profiling

On a very much related matter the QPANI has recently published its Age Profiling Survey results. The success and long term sustainability of any Industry is dictated both by the quality of the people within it and its ability to attract qualified, enthusiastic young people with the right work ethic. The Association last carried out an age profiling assessment back in 2015 and that highlighted the fact we have an ageing workforce with ongoing challenges in attracting and recruiting young people into our Industry.

While economic conditions are continuing to improve the construction materials industry are still experiencing difficulties in recruiting younger people as are others sectors within the wider Construction Industry and economy. Once again the survey results, as we expected, show an continuing need to address the skills and succession issues the industry is facing and which, if not addressed, will further deteriorate and endanger the long term viability and sustainability of the industry.

The work the QPANI are engaged in currently with our Young Leaders Group and Inspiring Futures Initiative will hopefully help in highlighting our Industry as an attractive career option.

The survey was carried out over the last quarter of 2017 with returns coming from 21 companies representing 2592 employees from a total industry direct workforce of 4000, a 65% return in terms of employee numbers. The survey encompassed the QPANI membership across the Asphalt, Quarrying, Ready Mixed

Concrete and Precast Concrete sectors covering those employees involved in administration, operational, technical, sales and transport roles. The results clearly show an over representation in the older age groups of 36 years of age and above, in all sectors with Quarrying and Transport having a particularly higher age profile in operational and transport roles.

The survey results will now be used by QPANI to inform members and relevant industry stakeholders of the critical succession, skills and recruitment issues facing the industry with a view to formulating and implementing an industry wide plan to address these worrying trends. The results highlight the urgent need for a partnership approach and continuing work by the QPANI and other construction materials representative bodies such as the Institute of Quarrying, Chartered Institute of Highways, Concrete Society and Institute of Asphalt Technology.

*This partnership led plan should include:*

Building partnerships with the Further Education and Post Primary Education sectors.

Government Lobbying, particularly of Department of the Economy and Department of Infrastructure through the new Minerals Forum and the Construction Forum.

The need to continue our work promoting apprenticeship schemes across all industry sectors we represent that will hopefully develop a conveyor belt of trainee managers who in time will develop skill sets and competencies which will secure the future sustainability of the industry.

A continuing commitment by our Industry to raise the bar in relation to performance, health and safety, environmental best practice and communication with communities and thereby make the industry inherently more attractive for career minded and capable young people.

Further develop training and competencies frameworks that will map out a career path for prospective employees coming into the Industry.

As part of our drive to promote careers and opportunities within our Industry a number of QPANI members from our Young Leaders Group are now part of a Construction Youth Forum put together by the NI Construction Group and CITBNI.

This year the Association has decided to organise what we are calling "Leadership Briefings" for our Young Leaders Group. This will involve a quarterly get together at which a past or present Leader from the Construction Materials Sector in NI will give of their time to come along and speak about their careers, their experiences, their Leadership technique and principles, what they have learned during their career and importantly will give free advice to our Young Leaders as they are building a career in our great Industry.

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view from the cab

# FIRST HIDROMEK 640WL ARRIVES IN THE UK

The first Hidromek 640 Wheel Loader has arrived in the UK and it's already creating a stir. Powered by a 324hp Mercedes engine, the 25.5 tonne machine is now available for hire, demonstration or for sale from Hidromek's UK northern dealer R Bunton Ltd.

Manufactured in Turkey, where Hidromek has grown to become the Number One construction machinery manufacturer, the HMK 640 WL comes with a heavy duty bucket with 4.2 m<sup>3</sup> capacity and builds on the solid reputation already established across the UK by the highly competitively priced brand that was relatively unknown in this part of the world just a couple of years ago.

The entire chassis of HMK 640 WL is designed for heavy duty operation, making it suitable for the most challenging operating conditions, and

offering ease of loading thanks to its impressive loading height of 4m.

Comments R Bunton Ltd's Richard Goodyear: "The HMK 640WL arrived in our yard just a couple of weeks ago and it has already created a positive impression among those who have seen it, including a local quarry owner who remarks that it is a very stable machine and would be ideal for moving block when fitted with heavy duty pallet forks.

"The 640WL is up there with the very best in its class but is considerably less expensive than some of its competitors, which makes it an extremely attractive proposition for those seeking good value for money."



A versatile workhorse, the wheeled loader is ideal for a wide range of applications, including those in the quarrying and recycling sectors.

Operator friendly, the spacious and comfortable cab offers an excellent working environment, with all control elements positioned on the ergonomic operator console integrated into the seat. This console can be moved independently of the seat and thus allows the operator to find the best working position for himself.

The Opera control unit, specially designed for Hidromek construction machines, is improved for the new HMK 640 WL and allows the operator to control many functions of the machine from just a single point.



Functions such as A/C, lighting, radio, information display, etc. can be managed with the 8" high definition multimedia touchscreen which also serves as the display for the rear view camera when you shift to reverse. The steering, too, can be adjusted both telescopically and forward and reverse.

The A/C and ventilation system used in the HMK 640 WL can be adjusted to create ideal ambient conditions irrespective of the weather conditions. Also, misting on the cab windows is prevented thanks to the meticulously designed air ducts.

Fitted with long lasting front and rear LED headlamps the machine is able to perform efficiently and effectively in dark or inadequately illuminated areas.

The cab has FOPS (Falling Object Protective Structure) and ROPS (Roll Over Protective

Structure) certificates, so you can be assured of good protection against objects falling down or against rolling over.

"It's two years since we brought the first Hidromek machines into the UK and some have now over 3,000 hours on them without any problems, so the brand is now well proven in this part of the world, with growing numbers of satisfied customers," says Richard, "and we believe this new heavy duty machine is set to continue and cement the manufacturer's reputation here."



# HNH GROUP SAFEGUARDING YOUR SUCCESS...

**There is no doubt that the effects of the liquidation of Carillion, the UK's second largest construction company, are being felt by many other businesses in its supply chain throughout the sector in the UK and Ireland.**

The current pressures felt in the industry have left many subcontractors and suppliers with short-term cash flow issues. Whilst in many cases the underlying business is profitable, working capital constraints divert management attention away from the general operations of the business and key strategic tendering opportunities.

While it may seem that the industry is facing a period of uncertainty, the changes that the sector is experiencing present the opportunity for businesses to review their existing financing arrangements and to explore other options. Those businesses who can successfully navigate the challenging market conditions will undoubtedly emerge as stronger players with leaner and more efficient cost structures.

In welcome news for the sector, the Government have announced support to businesses through the Enterprise Finance Guarantee. The British Business Bank have recently announced that an extra £100million has been made available to specifically help businesses affected by the liquidation of Carillion.

The overarching provisions of the scheme are that it is aimed at small and medium businesses, which may not have the security needed for conventional bank lending, and the Government guarantee 75% of the lending which is provided by over 40 accredited lenders. The guarantees can be used to support overdraft borrowing and refinancing of existing debt.

*There are also other options available to companies and individuals including:*

- Agreeing a 'Time to Pay' arrangement with HMRC for VAT and PAYE;
- Informal and formal arrangements with creditors;
- Asset finance;
- Traditional bank lending; and
- Alternative finance providers.

Key to a successful financing strategy is to address the issues head on, make a focussed plan for a sustainable recovery and seek professional advice as soon as possible. Early advice and acting quickly is often integral to the implementation of an effective turnaround.

HNH Group are specialist advisors to personal and business clients of all sizes and would be happy to discuss any of the above on a confidential basis.

Rachel Foster, HNH Group  
Tel: 02890 316936 Email: rachel@hnhgroup.co.uk

James Neill, HNH Group  
Tel: 02890 316934 Email: james@hnhgroup.co.uk



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# ENGCON'S 'BRILLIANT' BIG DIG DAY IN THE SNOW

**Seventy five intrepid digger enthusiasts braved the Beast from the East to have a go with tiltrotator equipped excavators at an open day in Tewkesbury, Gloucester.**

Tiltrotator digger attachments are virtually standard in Scandinavia and have grown exponentially in the UK over the last 12 months. Their popularity is driven by the increased range of movement they provide, allowing excavator owner-operators to undertake more complex tasks, complete projects faster and significantly increase their productivity.

The open day, which was organised by Engcon UK in conjunction with Vally Plant Training, TC Harrison JCB, TDL Equipment and Exac-One, had a number of high-profile Engcon tiltrotator owner-operators on site to demonstrate their rigs for visitors.

Owen Mays, owner-operator of an EC206 tiltrotator equipped Takeuchi TB240, said: "The Dig Day was great. It was brilliant

to see everyone getting to grips with tiltrotators and how much they can impact your working day. Loads of people stayed all day to have a go on every make of digger, it was an amazing turnout!"

Engcon UK Managing Director, Robert Hunt, says: "This event has been a while in the planning and we were determined it would go ahead despite the weather. Could you imagine us calling it off with just six inches of snow on the ground? We'd never live it down with our colleagues in Sweden!"

"I was truly astounded so many came along. Two thirds of our visitors had not been near a tilty before, but they all wanted a go on the seven diggers we had on display. We also opened the Engcon warehouse so visitors could get their heads around the full range of Engcon tiltrotators for diggers as small as 1 tonne all the way up to big 33 tonne machines - that really stunned people. Despite the Beast from the East, it was a great success and I'm looking forward to our next Dig Day!"



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# PLANT MACHINERY SECTION BIGGER THAN EVER AT 2018 BALMORAL SHOW



**With the 2018 Balmoral Show fast approaching plans are well underway for the 150th Show, which will take place from 16th to 19th May 2018.**

This year will see the Plant Machinery section move to a new area, which has allowed for its much needed expansion.

Speaking about the move, Rhonda Geary, Operations Director for Balmoral Show said, 'Following feedback from last year's Show, it was made clear to us that the majority of exhibitors wanted to increase the size of their stands.'

'The previous location of the Plant section was already at full capacity and there was no space at all to allow existing exhibitors to grow or for new exhibitors to join.'

'We therefore took the decision to move the section ahead of this year's Show, the move has given the entire Plant Machinery section an additional 2,000 sqm of space which has enabled many to increase their stand size and has also opened the doors to new exhibitors.'

Looking ahead to the 2018 Show, many exhibitors are excited about the additional space the move has offered them.

Dermot Cunnie, Director of Glendun Plant Sales, notes, 'We are very much looking forward to the new Plant section at Balmoral Show. This gives us a great opportunity to showcase our enhanced



product portfolio, from Wacker Neuson, Skyjack, Niftylift, Kaeser and Trime. We look forward to welcoming visitors to our expanded stand at this year's Show.'

Similar sentiments have been expressed by other exhibitors at the show; they include McSharry Bros, Northern Lift Trucks, Finning

Caterpillar, Sleator Plant, TBF Thompson, Pat O'Donnell, D A Forgie, WAC McCandless, Wilsons of Rathkenny, Alan Milne, Johnson Gilpin, so there certainly should be plenty to see – and it's good to know that many visitors are attracted to the show primarily because of the various machinery displays!



# Essential tractor maintenance advice

**The Health and Safety Executive for Northern Ireland are offering advice on tractor maintenance and keeping safe around tractors.**

From 2000-2017 there have been seven deaths on Northern Ireland farms due to faulty or poorly maintained tractor brakes / handbrakes. These accidents can be simply avoided by ensuring that the parking brake is applied before leaving the tractor cab and regularly checking that the brakes and parking brakes are in good order.

The slightest incline where you park a tractor can be enough to cause the tractor to roll downhill if the brakes have not been applied properly.

Malcolm Downey, HSENI Farm Safety Inspector said: "All forms of farm machinery present many

dangers if you do not keep them in a good condition, and while they allow farmers to work quicker and more efficiently, safety is critical when carrying out important maintenance.

"Accidents involving equipment is one of the four areas targeted by the Farm Safety Partnership's on-going campaign, 'Stop and Think SAFE'. The four main causes of death and injury on our farms are slurry, animals, falls and equipment (SAFE). Please remember, working with tractors and any machinery is a risky business, so always keep them properly maintained. Also where faults arise, make sure that someone competent carries out any repairs."

*The following Farm Safety checklist should also help*

*you and others to stay safe on your farm:*

**Always**

- keep the brakes on all your machines properly maintained, especially the parking brakes
- ensure all guards are in place on tractors and equipment, especially PTO guards
- make sure that all mirrors and cameras (if fitted) are clean, correctly set and fully functional on tractors and telescopic handlers
- make sure equipment is stopped fully before clearing blockages
- operate tractors with enclosed safety cabs or roll bars
- take care when mounting or dismounting tractors or telescopic handlers

- only start your tractor from the driver's seat
- make sure that your tractors starter system works properly
- make sure the brakes are connected to the tractor and work properly when pulling heavy machinery equipped with hydraulic brakes

**Never**

- attempt to repair machinery if you do not have the correct tools and equipment and are not competent to do so
- run a tractor down a slope to start it
- work near overhead power lines when tipping trailers or using high reach machinery
- check hydraulic pipes for leaks by running your finger or hand along them while they are connected and under pressure



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# Massey Ferguson: 60 years to celebrate and looking forward to the future

**Born from the merger of farm machinery companies Massey-Harris of Canada and Harry Ferguson Ltd of the UK, 2018 marks the 60th anniversary of the creation of the world-famous Massey Ferguson brand name.**

Massey Ferguson equipment is so much part of the global agricultural landscape. Wherever you are in the world, you are never far from one of its machines badged with the iconic Triple Triangle emblem.

With vision from the very beginning, Massey Ferguson pioneered and developed key advances in farm machinery. From the first tractor three-point linkage system and first self-propelled combine harvester, the brand continues to develop appropriate, dependable solutions that farmers need to run successful and profitable businesses.

In the last 60 years alone, MF has been responsible for introducing the 'MultiPower shift-on-the-move' tractor gearbox (1962), automatic table height control for combines (1967), the PowerFlow combine header (1977), Electronic Linkage Control (1978), 'Intelligent' tractors with



on-board computers (1986), in-cab interactive information displays in combines (1988), yield-mapping via GPS (1991) and the application of Selective Catalytic Reduction technology to tractor engines (2008).

Recent years have seen a complete rejuvenation of the full-line of multi-award winning MF tractors, harvesting machinery, hay & forage tools, materials handling equipment and support services. In 2014, the MF Global Series was launched – the first conventional tractors to be completely reengineered for the 21st century. Bringing things right up to date, 2017 saw the unveiling of the all-new MF IDEAL combine,

signalling a radical new direction for harvester development.

"There is a dramatic step-change taking place in farming," says William Judge, Manager, National Sales, Massey Ferguson UK & Ireland. "New ideas and new opportunities are transforming agriculture forever and we are on the brink of another revolution on the land. Massey Ferguson is fully focused on the requirements and growth of the generation of farmers. Our key mission is to be a

reliable partner and provide clear solutions to their farming business needs."

## Events

To mark the Diamond Jubilee year, Massey Ferguson and its dealer network are planning a number of events and campaigns. This includes a series of Diamond offers that provide even more added value to the business-oriented customer and which will be available on all MF's mid- to high-specification tractors from the MF 4700 to the MF 8700 S. For example, the MF 6718 S Dyna-6 tractor comes with £6,500 worth of free specification including active mechanical cab suspension and multi-pad lever. The MF 8700 S Diamond Offer features £9,500 of free spec including 5 years' warranty, 3 years' free servicing and 5 years' finance at 0%.

Among MF dealer events being planned are special Birthday Open Days and Open Evenings and a tractor run – 60 MF tractors for 60 years.



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# SLEATOR PLANT: PROMOTING A PROUD & POSITIVE IMAGE

**In business, people are as important as the product they are selling – and promoting the people behind the product is also vital. Getting the right ‘match’ is said to be one of the cornerstones of success.**

Take Sleator Plant, for example. As part of the Ballyvesey Holdings group of companies, Sleator Plant are leading suppliers of Genie Access Equipment, Terex Trucks and Mecalac Construction Equipment.

There is a carefully selected portfolio of products supplied by world market leading manufacturers, offering innovative, value for money, quality engineered equipment.

Not surprising, its business is booming, so much so that promoting its success and the team behind that success has for some time been on the back burner; it was not being dealt with or considered, especially because it was viewed as not urgent or important.

“Truth of the matter

was,” says Sleator Plant’s General Manager Jonathan Campbell, “we simply haven’t had the time to effectively promote ourselves, but that’s all changed.”

That ‘change’ has been brought about by Laura Fuller who has been enlisted to manage the marketing side of the business; her input is producing positive and impressive results.

So who is Laura Fuller? She is the driving force behind LF Marketing Consultants Ltd. “I first entered this industry working for a market leading publishing company, advertising new and used machinery worldwide by way of print and digital platforms. Dedicated to getting the best results for my customers, I was used to spinning multiple plates at once, designing print ads and websites, optimising online adverts, analysing results and so on.

“Today, working alongside the team at Sleator Plant, I am responsible for the company’s marketing strategy, which encompasses all the major social media platforms, such as Facebook and Twitter, as well as trade shows like Balmoral,” adds Laura whose responsibility also includes actively managing the Sleator Plant website.

Initially, Sleator Plant was sceptical when Laura was recommended to them. They were unsure how she could add value to the businesses. “Most people think they can get away with doing marketing themselves; we did, but Laura has brought a new dimension to our business,” admits Jonathan.

“She is so professionally in her approach, no more so on social media outlets like Facebook. She doesn’t bombard our followers and customers with an overload of information; rather, she drip feeds the message we want to get across and gets people talking about our products, sales and services; it is having a very positive impact on our business, building on both our reputation and profile within the industry.

“Laura is currently re-designing our website and is making our signage more uniform – from our vans to our office and depot – which helps to promote not just the brands we represent but also our own identity as Sleator Plant, all of which has helped us, for example, to become the ‘go to’ company for access equipment and site dumpers.

“She also played an integral role at the Balmoral Show last year, resulting in many favourable comments about our presence and how we presented our stand, so we are looking forward to the show again this year.”



Laura Fuller,  
Sleator Plant



# Sleator Plant

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# John Deere introduces new automated combines

**The most advanced grain harvesting technology from front to back is featured in the combines and headers John Deere is introducing for 2018.**

Four new S700 Series rotary combine models – the S770, S780, S785 and S790 for the UK and Irish markets – offer producers significant improvements in ‘smart’ technology, operator comfort and data management.

Building on the proven field performance of the S600 Series combines with variable stream rotor introduced in 2012, the S700 Series models incorporate the latest in automated harvesting technology. Many of the changes make it easier for the operator by allowing the combine to carry out the necessary adjustments automatically, on the go.

“These new S700 Series combines are the result of enhancements to our previous models that optimise and automate harvesting operations for both coarse and small grains,” says John Deere’s European combines product manager Carsten Heftrig. “We’ve increased the overall intelligence of these combines by automating more adjustments and calibration tasks. We’ve also improved the lifetime durability and productivity of our front-end equipment to create a high performance harvesting solution unlike any other on the market today.”

To make it easier for operators to maximise the performance of these new combines, John Deere has introduced the next generation of automation, Integrated Combine Adjustment (ICA2). After optimising machine settings such as throughput, grain quality and losses, and cleanliness of the sample using ICA, the ICA2 system – which is part of the range’s new Combine Advisor package – changes both the threshing and cleaning system settings automatically to maintain the pre-selected output at a consistent level, whatever the harvesting conditions.

Also within the Combine Advisor package, two ActiveVision cameras give the operator a view into the tailings and clean grain elevators via the cab display. The system constantly analyses this information from the cameras along with the loss sensors to maintain optimal threshing, separating and cleaning performance based on the operator set targets.



## UK Debut for Kubota M7002 Series

**Kubota’s new M7002 Series recently made its UK debut at LAMMA 2018.**

Rob Edwards, Business Development Manager for Kubota UK’s Agriculture Division, said: “We are very excited to introduce the new M7002 Series to the UK market. The introduction of this new range is yet another example of our continued investment into the agricultural industry and our ambitious growth plans as a business.

“We constantly want to bring solutions to market that add value to our customer’s farming operations, not only through product innovation but also the aftersales services we offer. Kubota Farm Solutions gives our customers the confidence that we are there to support them every step of the way, from sales and finance options, right through to aftersales support and advice.”



The main innovation in Kubota’s new M7002 Series is the new 6-speed Powershift transmission, which is either 30/15 or 54/27 if equipped with creeper. A number of its specifications have been improved, such as the increase

in maximum permissible weight to 11,500 kg, offering a greater payload, together with efficient engine performance focused on increased power and lower fuel consumption.

Other key features on the M7002 include an increased

tyre size range with the incorporation of 600/60R28 sizes for the front axle and 710/60R38 for the rear axle to minimise compaction and maximise traction. Comfort has been improved with the inclusion of a Deluxe seat, LED working lights for better visibility and a revised finish inside the cabin. Kubota has also increased the customisation options based on the standard model. This means it is possible to fit electrical rear-view mirrors.

Technological improvements have also been made in the operation of the main joystick and the increased Headland Management System (HMS) memory, making work notably easier. Autosteer has been optimised, giving it a new “nudge” function, for example. Thanks to this, the driver can see the distance from the set route in centimetres, and several HMS settings can be created, up to a maximum of 20.

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# Terex Finlay to showcase new Impact Crusher at Hillhead

**Following hot on the heels of the recently launched I-120RS impact crusher, Terex Finlay will be showcasing the new I-120 direct drive horizontal shaft impact crusher at the upcoming Hillhead trade show.**

This second generation impact crusher with redefined styling and advanced technological design incorporates the new Terex® CR038 impact chamber. The chamber features hydraulic assist aprons, an inlet lid and hydraulic release chamber protection to assist in passing uncrushable material that enters the chamber. For efficient and safer onsite set up and tear down processes the hopper is hydraulically folded and locked from ground level.

The I-120 impactor has been rigorously tested in quarrying, demolition and recycling applications and “proven” the enhanced material flow design ethos that is now found across the range of Terex Finlay impact crushers. An additional new feature that has been designed and incorporated onto the plant is curved corners on the feeder wear plate to minimize the chances of material building up in the corners when running in sticky material.

The machine is direct driven and has an advanced electronic control system that gives optimal operation efficiency whilst consistently giving high material reduction ratios and a consistent product shape.

For operators in recycling and demolition applications the options of an underpan feeder and autoadjust on the chamber secondary apron are also available for the machine.



**Key features:**

- The ease of material through the machine has greatly improved with each component increasing in width as the material passes through the machine.
- Fully hydraulic apron setting assist provides convenient and efficient adjustment of the aprons
- Heavy duty vibrating feeder (VGF) with integrated prescreen removes dirt fines and sizes bypass material for reprocessing.
- The optional pre-screen can be used when there is a large amount of fines in the feed material and can be fitted with punch plate, mesh or grizzly bars.



# Strong Showing at Show from McSharry Bros & Kobelco

**It is fair to say that McSharry Bros have already made a very strong foot print with Kobelco machines in medium size up. Kobelco only make excavators and their expertise is well recognised. So what about their mini-excavators? McSharry Bros will be attending Balmoral this year and plan to show more of their mini range than their bigger machines.**

"Since taking on the dealership we have come to appreciate the immense value that comes from the fact that Kobelco only manufacture excavators. The fact that 100% of their design budget goes into designing 1 - 200 ton crawler excavators is unique amongst manufacturers," explains Niall McSharry. "We believe that they can arguably claim to be the excavator experts."

This has meant that Kobelco have added design features to their mini-excavators that started in their medium to heavy product lines. One of those features is their INDr – Integrated Noise and Dust reduction – system. This is a proprietary Kobelco design; initially it was standard in medium

sized SR models. It is now standard in all SR mini-excavators from SK28SR – SK55SRX models, as well as SK75SR and SK85MSR.

In terms of dust reduction, there is a removable fine wire mesh filter in front of the radiators which almost entirely reduces dust from getting on the cooling system. This filter is easy to remove, clean in seconds and refit. This system also delivers amazingly quiet operation with its proprietary air intake and exhaust system.

"We also believe we have some of the largest and most comfortable cabin designs for mini-excavators. In particular, customers can't believe the space afforded in the SK45SRX and SK55SRX models which also allow wide access in and out of the machine. For any operators who are above average size and need to get in and out of their mini during the daily operation, this is a huge advantage," adds Niall McSharry.

Kobelco's big promise on all machines is fuel saving and while mini-excavators may not be as thirsty as big machines, Kobelco customers appear to be benefitting from the best results on fuel. When switched to S

mode, the new range of Kobelco minis lower fuel consumption by up to 25% over previous models. The pump flow and pressures, along with the integrated-flow pump system which takes from the third pump also ensures solid digging performance when you need it.

Says Niall: "The feedback we always get from customers who experience operating a Kobelco is how smooth the hydraulics are. This ultimately leads to improved accuracy and increased productivity in getting work done. Obviously, we would like to see more and more customers experience the benefits of Kobelco mini-excavators, just like the bigger models."

Since relaunching in 2014 Kobelco's biggest selling model in Europe is the SK55SRX model, their 5.5 ton mini-excavator. They have recently relaunched a new SK10SR and SK17SR model which will be at Balmoral.

"We have already sold our full range of mini-excavators through Northern Ireland. We are delighted about the relaunch of SK10SR and SK17SR which we look forward to showing to customers at Balmoral," adds Niall

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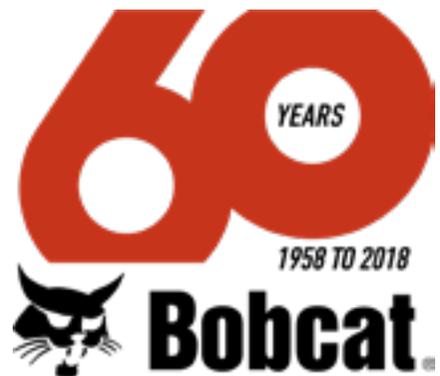
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# BOBCAT BUILDS ON 60 YEARS OF CONTINUING SUCCESS



**This year Bobcat celebrates the 60th Anniversary of both the company and the Bobcat skid-steer loader.**

Sixty years ago, Melroe Manufacturing Company, the forerunner to Bobcat Company, introduced a compact front-end loader that evolved quickly into the M-400, the world's first true skid-steer loader. The M-400 later adopted what became the world famous 'Bobcat' brand and its success created the global compact equipment industry we know today.

Over the last sixty years, Bobcat products have changed the way the world works and today the Bobcat brand and influence is as strong as ever.

In 2018, the range of compact loaders including skid-steer, compact track and all-wheel steer models that Bobcat has developed over the last six decades, continues to dominate the market,

combined with a host of attachments to meet every specific customer's needs.

Bobcat has also diversified its portfolio with a full line-up of compact excavators and telehandlers that match the same tough internal requirements on reliability and productivity that Bobcat applies to the company's loaders.

In Europe, the Middle East and Africa (EMEA), the company's passion and customer commitment has been invigorated by the development of a fully integrated structure based in the region, capable of defining, designing and manufacturing machines, products and services to meet the specific needs of local markets in EMEA.

In 2007, this culminated in the opening of the first new Bobcat manufacturing plant outside the US at the heart of the EMEA region at Dobříš, south

of Prague, the capital of the Czech Republic. Together with the existing telehandler plant at Pontchâteau in the Loire-Atlantique region in North-West France, the Dobříš facilities form part of a prominent manufacturing footprint in EMEA for Bobcat, which the company has used to produce over 80% of the products it markets and sells in the region.

Shortly after the Dobříš plant opened, Doosan Infracore purchased the Bobcat machinery business from US industrial conglomerate, Ingersoll Rand. Under Doosan, Bobcat has continued to invest in and increase its operations in the EMEA market.

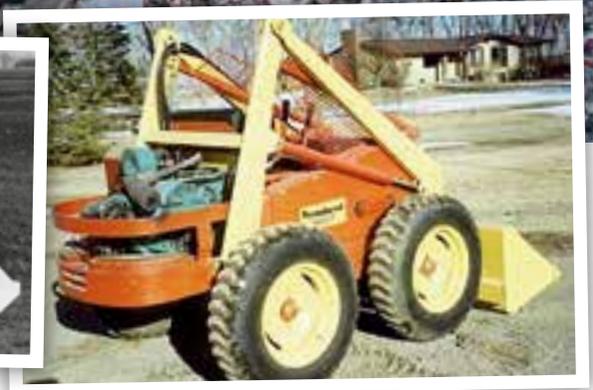
In 2008, the first Bobcat office in the Middle East opened in Dubai in the United Arab Emirates and in 2015, Bobcat opened a new Dubai-based Parts Distribution Centre to support the company's products in the Middle East and Africa. The same





year the company also opened the Innovation Center at Dobříš. This is a European Engineering Centre of Excellence, serving as an expert R&D centre for all Bobcat engineering teams across EMEA, with specific responsibility for small loaders and compact excavators from 1-3 tonne.

The Doosan Bobcat Campus at Dobříš is now unique among the company's many facilities around the world, combining the manufacturing plant, the Innovation Center, a training centre and a distribution centre at the same location, and is the development point of new products and technology,



their production and the delivery of training for dealers and customers in EMEA.

In 2016, further expanding its operations in EMEA, Bobcat launched a new range of backhoe loaders for sale in markets in the Middle East and Africa. In 2017, the company also launched a backhoe loader range for markets in Russia and CIS.

### Increased Focus

Built around the success of the Bobcat skid-steer loader, the diversification of the Bobcat product range has happened progressively. In the last twenty years, in particular, the company's operations in EMEA have played a key role in the transformation of Bobcat from a producer of skid-steer loaders only into the world's leading compact equipment manufacturer.

The contribution from Europe has continued to gather pace. The opening of the Innovation Center in 2015 and expansion of R&D at the Pontchâteau plant have provided new cutting edge engineering and technology for the compact excavator and telehandler lines, respectively.

Last year, Bobcat marked 30 years of success in the compact excavator market and the latest product developments using technology derived from the Innovation Center - the ground-breaking new 2-4 tonne compact excavators - will be shown for the first time at the Intermat Show in April 2018.

The Bobcat telehandler plant at Pontchâteau celebrates its 55th anniversary in 2018, as the company increases its focus on the telehandler lines with new ranges for both construction and agriculture. To demonstrate its confidence in product quality and performance, Bobcat is now offering a three year warranty on all of its telehandler models.



# GIANT MACHINES A 'MUST HAVE' FOR LOCAL CONTRACTORS

Since being appointed the importer for Ireland for the growing range of Giant machinery from Dutch based manufacturers, Tobroco, just a couple of years ago, Ballyward Plant Services has firmly established the brand in this part of the world.

The Giant portfolio of wheeled loaders, compact telehandlers and skid steers currently includes 42 different models from 20 to 76 hp (15 to 55,6 kW) engine power, and from 750 to 6,000 kg service weight.

Featuring high quality components including Bosch Rexroth hydraulics, Comar axles and Kubota engines, they have quickly become a 'must have' and 'can't do without' machine for many local contractors, as Plant & Civil Engineer has been finding out.

The hydro-statically driven machines with either single or two speed transmissions depending on the model are presently being employed on a variety

of diverse projects, ranging from house-building and utility contracts to highway maintenance and agricultural schemes.

Comments BPS's Robert McAlerney: "The Giant machine range is vast, with so many different variations. They are extremely well made and presented and appeal to a wide variety of customers. The possibilities are virtually endless."

And that's exactly what we have been discovering, having talked with just a handful of Giant users, among them Michael McMullan, Managing Director of FM Contracts Co Ltd from Castlewella in Co Down.

A small family business specialising in renovations, extensions and landscaping, the company opted for a Giant Tendo 4548 telehandler, a compact and versatile machine designed to manoeuvre in tight spaces and on rough terrains, while

its extendable lifting arm can reach an astonishing height of 3 metres.

"We had hired a similar machine for a job and with the lack of skilled labour and cost I decided to buy the Tendo after seeing it at the Balmoral Show, not least due to the range of attachments, pushing power and lifting capabilities over any other machine in its range," says Michael.

"The Tendo was able to replace two machines - a rough terrain forklift and a one tonne high tip dumper. It's very versatile, can easily be towed behind a jeep and I would recommend it to any construction firm. Also, Ballyward Plant Services is a local business not far from us and the service and package they provided was great."

#### Powerhouse

Andy Tubman from Hillsborough based AWT Home Improvements is also delighted with the performance of his Giant V452T X-TRA. With a tipping load of 2,600 kg, this wheel loader is a real 'powerhouse'.



Giants line up at BPS

## company profile



Due to its extra low front frame, this machine, powered by a 45hp Kubota V1505-T (4 cylinder) engine, can lift significantly more weight in comparison with its little 'brother' the V452T.

"This is my second Giant; I traded up the first for this higher spec model. It can lift almost its own weight, it is light enough to transport from site to site and the range of available attachments is impressive which transforms it into a multi-purpose machine," says Andy. "It's been worth every penny. It does everything you ask of it and more. I've never had such a versatile machine.

"My main reason for purchasing the brand was 50% product, 50% service; the support we get from BPS cannot be faulted. They go the extra mile to provide the best possible solution to meet our needs. They are top class."

### Robust & Reliable

Civil engineering contractors AG Wilson also speak highly of their V5003 Heavy Duty wheel loader. Powered by a 50 hp Kubota engine, with a top speed of 28



*AG Wilsons heavy duty wheel loader.*

km/h, and also able to reach heights of over four metres, it is ideal for loading dumpers, tippers or lifting materials.

Comments the company's Richard Chambers: "Despite being heavy duty, powerful and robust, it is lightweight, very manoeuvrable and easily transported from site to site.

"We were initially attracted to the machine because of its compact size, enabling it to operate on restricted sites. It is also very versatile because of the range of attachments we can use on it. It is currently fitted with a set of forks. We also attach brushes that enable us to keep the site clean and tidy. It's a great machine for everyday use and has exceeded our expectations."

Demesne Contracts, based at Seaforde in Co Down, operate a Giant V4502T X-TRA telescopic wheel loader, equipped with a highly robust frame and driven by a powerful 45hp Kubota engine.

Like all models in the X-TRA Series, it is characterised by an extra low front frame and thus a lower centre of gravity of the load in comparison to the machine,

resulting in a significantly higher tipping load. An additional advantage is the driver's excellent view from the cab which improves work safety.

Demesne Contracts provides a range of services, from road works and private landscaping to schools and street works. Comments the company's Simon Davidson: "We are very pleased with the machine's performance – and equally so with the support and service we get from BPS, not that we have had to call on it because the Giant is very reliable.

"I was a bit sceptical at the start because it was a new brand to us, but the machine has really changed our thinking; we also operate a different brand of telehandler, but we are going to trade that in as the Giant is a lot more manoeuvrable and adaptable. It also has more lifting power and the cab is more comfortable; our operators love it.

"Our contracts involve a lot of rough terrain work and public realm schemes and the Giant is well suited to those, especially with its vast range of available attachments. We hope to invest in another one in the very near future."



*FM Contracts Tendo telehandler earning its keep.*



# First major trade show to set standards on diversity

**The UK's largest event for the built environment, UK Construction Week (UKCW) (which includes Civils Expo) has released a new guide for its 600+ exhibitors to promote greater equality, diversity and inclusion in their marketing at the show.**

It is thought to be the first time that any major trade show has set standards on diversity, including the use of promotional staff on exhibition stands.

Work on discussing diversity standards at UKCW and in construction marketing generally was started by the show organisers, Media 10, more than two years ago. Its new guide has been created with the help of a new steering committee, made up of representatives from all parts of the industry who attend the show, including Balfour Beatty's senior planner and LGBT Network co-chair, the Group HR and diversity manager at Willmott Dixon, and diversity and inclusion director at RICS.

Nathan Garnett, director of UK Construction Week says: "We want the show to be lively, fun and engaging, and these measures should not be interpreted as restrictions upon that. Promoting a more diverse and inclusive image of construction is a joyful thing.

"But the fear of getting it wrong is holding the construction industry

back from a frank conversation about diversity, equality and inclusion.

"We got it wrong last year, and faced criticism on social media. So we're still learning too. We have benefitted enormously from the input of many diversity champions and leaders within the construction industry over the last couple of years, and have published the videos from our Diversity in Construction panel discussions so that others can hear their advice as well.

"No-one can deny that the construction sector has more work to do in this area than most. The business case is clear, the moral case undeniable, so now is the time. It is for this reason UK Construction Week has made a commitment to change and to promote the benefits of diversity for the advantage of the whole construction sector.

"We have always promoted a very strong and diverse conference platform, but now we're looking at the exhibition too. I think UK Construction Week can play a pivotal role in highlighting those who are making great strides in balancing out inequality in our industry, to demonstrate best practice and to inspire others. We should use this event as a celebration and an opportunity to challenge ourselves to make that commitment to achieving minimum requirements and demonstrating on-going progression."

Aaron Reid, head of sustainable procurement at Balfour Beatty says: "The work that we are undertaking alongside UK Construction Week represents a vital shift change in accelerating cultural transformation in the industry and addressing the skills shortage which will affect all major infrastructure and construction projects over the coming years.

"It is essential that the industry joins together to ensure that a career in construction is considered an attractive option, and that we grow to become representative of the communities in which we operate."

The new guide from UKCW sets out an exhibitor code of conduct, including on stand design and themes, and the staffing of stands. Exhibitors are encouraged to "Consider the mix of staff you have on the stand (gender, age, ethnicity etc). Do they represent the diversity of your company, and if not, be prepared to explain why not". Standards also cover issues such as clothing worn by promotional staff and the activities on stands.

It also warns that if an exhibitor's stand theme is deemed inappropriate or non-compliant with the UKCW equality, diversity and inclusion policy, they may not be permitted to open their stand at the event.

Taking place at the Birmingham NEC from 9-11 October, UK Construction Week combines nine shows in one location. With over 35,000 trade visitors last year, the show boasts over 670 exhibitors. Visitors are able to attend the Build Show, Civils Expo, Timber Expo, the Surface & Materials Show, Energy 2018, Plant & Machinery Live, HVAC 2018, Building Tech Live and Grand Designs Live.

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# IPS Ireland Expands Parts Sales Team

**IPS Ireland the Access Parts Specialists has welcomed Roger McGowan to their sales team. Roger will take up his new role immediately and will be a key figure in supporting both new and existing accounts.**

Roger has an in-depth knowledge of parts as a result of spending the last 6 years as a parts adviser in the access industry. He also has great understanding of the value of customer service to

both the rental industry and end users, along with the true cost of customer down time.

Roger is excited about his new role and has already hit the ground running at IPS Ireland headquarters. "Joining IPS Ireland was an opportunity I couldn't miss out on, my extensive knowledge of powered access and spare parts will hopefully only strengthen the IPS team. The whole environment is very much

customer and service focused which is a breath of fresh air."

According to IPS Sales Manager, Gary Power, "I have dealt with Roger in the past and was impressed by his diverse knowledge of parts also his professionalism, he is passionate about what he does. Roger will be a great asset to the company and will play a huge role in the development and growth of IPS Ireland."



Roger McGowan

## Kubota Tops in Satisfaction Rating

**Kubota has been revealed as the best company according to the European Dealer Satisfaction Index 2017 conducted by CLIMMAR.**

The Japanese company is ranked first in this year's European Dealer Satisfaction Index, also known as the "dealer satisfaction barometer". It has outperformed its

competition and thus positioned itself at the top of the agricultural sector in terms of dealer satisfaction.

Kubota has been voted as the best company in terms of dealer satisfaction at European level. On average, the brand surpasses its competitors by almost two points. The result of the CLIMMAR survey was disclosed during Agritechnica.

The well-known Dealer Satisfaction Index constitutes the statistical average of the points awarded to each brand by the European agricultural machinery dealers. Several countries participated in this survey, including the United Kingdom, Belgium, Denmark, France, Germany, Italy, Poland, and the Netherlands.

Among all the different categories that were taken into account to analyse each company, Kubota clearly stood out in the following: after sales service and warranty, administration and terms of payment, manufacturer-dealer relations, and willingness to improve.

"We are proud of this important recognition and thank dealers who have acknowledged the hard work which the Kubota team puts in everyday to serve both dealers and customers. We will continue along this path in order to keep improving relations and service levels," said Mr. Kazunari Shimokawa, President of the Tractor Business Unit in Europe.



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# KASCO CHOOSE RAPIDMIX MOBILE CONTINUOUS CONCRETE MIXING PLANT



**Rapid International Ltd, based in County Armagh, has recently supplied Kasco Construction Ltd with a new Rapidmix mobile continuous concrete mixing plant for production of mine backfill within a mine in the North Mara region of Tanzania.**

Kasco Mining and Construction Ltd is a subsidiary of the larger Kasco Group, located in Tanzania, Africa and established in 2005. Originally a micro equipment hire contractor, Kasco Group has grown to be one of the leading mining, concrete, infrastructure and

earthworks contractors in the Tanzanian construction and mining sector.

Kasco's primary business activities include construction of heavy traffic roads, drainage, road maintenance, pipe lines and culverts, as well as total solutions in mining, drilling, construction and earthworks services. The Group also provide long distance haulage and transportation across regional countries.

Kasco purchased the Rapidmix 400CW mobile continuous concrete mixing plant for production of mine backfill in Tanzania, for

one of Africa's largest mining organisations. Mine backfill is the process by which material is used to fill the voids/cavities created by mining excavations. If the voids are left unfilled, this can create instability not only for extraction of adjacent pillars underground, but also above ground, leading to subsidence. Mine backfill makes effective use of waste rock extracted during the mining process by reusing it as aggregate within the backfill mix.



There are typically four types of mine backfill: Dry Fills, Cemented Rockfill, Hydraulic Sandfill and Paste Backfill. Kasco selected to utilise a Cemented Rockfill as the backfill type. Cemented Rockfill is comprised of waste rock mixed with a cement slurry to improve the bond strength between the fragments of rock. In terms of mix design, Cemented Rockfill contains cement slurry concentrations at typically 55% by wt. and a mixture of coarse (<150mm) and fine (<10mm) aggregates. In this application the Rapidmix 400 CW mobile continuous concrete mixing plant mixed a pre-graded aggregate, cement and water to produce the backfill.



With outputs of 400TPH, the Rapidmix machine enabled Kasco to deliver faster and more efficiently on the project. Using their own fleet of Volvo dump trucks alongside the Rapidmix 400CW mobile continuous mixing plant, Kasco were able to complete the backfill process faster, resulting in less delays in the mining cycle resulting in saved time, manpower, and money.

Jarlath Gilmore, Sales and Marketing Director, Rapid, commented, "We were pleased to have supplied Kasco with a faster and most efficient solution to their mine backfill production requirements. Kasco

were highly satisfied with the Rapidmix capabilities and the cost savings achieved."

The Rapidmix 400CW plant produces high quality controlled mixtures for utilisation in a range of applications – from airport runways and contaminated land treatment to dam construction and soil stabilisation. The mobile nature of the plant combined with the technically advanced design, is most advantageous in meeting the supply and demand requirements on projects. The Rapidmix provides a cost effective solution for on-site projects where high specification compliance coupled with a high volume fast throughput are essential.

Fully mobile and self-contained, the Rapidmix 400CW is a complete plant powered by its own power source, with on-board compressor and generator. Fitted with a self-erecting system, using hydraulics, the plant can change from travel mode to fully operational within a few hours. Available with outputs of up to 600 tonnes per hour, the Rapidmix provides feed rates that are fully adjustable for the aggregate, cement and water systems.

The Rapidmix 400CW incorporates full weighing options for all materials - aggregates, cement and water - offering record keeping that is automated, precise and detailed.

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# EPIROC - SAME PRODUCTS, SAME QUALITY, NEW NAME



**Back in January 2017, Atlas Copco announced that in 2018 the Group will split into two companies: Atlas Copco, which will focus on industrial customers; and Epiroc, focusing on customers involved in mining, infrastructure and natural resources.**

The split is proceeding according to plan with Epiroc, still a subsidiary of Atlas Copco, already operating under its own brand and logo. Subject to approval by Atlas Copco shareholders in April 2018, Epiroc will become a company in its own right.

"Epiroc is devoted to providing customers with products and services that enhance their productivity, energy efficiency, safety and ergonomics," said Petra Grandinson, General Manager of Epiroc UK & Ireland Ltd. "The split will enable both groups to further strengthen our leading positions by delivering sustainable productivity solutions to all our customers including the hire sector."

In the UK & Ireland, the Epiroc organisation started operating as a legal entity in October 2017. With 53 employees and offices/workshops in Hemel Hempstead, Stirling and Portlaoise, the new entity includes a division focused on Hydraulic Attachment Tools.

Epiroc's Hydraulic Attachment Tools (HAT) division has been a technology leader for more than 50 years. The hydraulic breaker was originally developed in 1963 by the German company Krupp Berco Bautechnik, which became part of Atlas Copco in 2002. The product range today includes 100 different hydraulic attachment tools, such as hydraulic breakers, cutters, pulverizers, bucket crushers, shears, grapples and magnets. Among others, the division manufactures the HB 10000, the largest serial hydraulic breaker in

the world – every punch equals the weight of 130 elephants.

Headquartered in Essen, Germany, and with production facilities in Essen and Hämloch (Germany) and Kalmar (Sweden), the division develops and manufactures the market leading attachment tools for use in deconstruction, demolition, recycling, rock excavation direct mining and secondary breaking in rock, reinforced concrete, steel and other materials.

Keith Lambourne, Manager of the Hydraulic Attachment Tools division said, "Epiroc's more focused product portfolio enables the team to get closer to their customers, providing improved sales support and after-sales service."

Having acquired Erkat, the German manufacturer of drum cutter attachments for excavators earlier this year, Epiroc UK & Ireland is also selling and supporting the

full range of the drum cutters under the Epiroc brand.

Keith Lambourne said: "Drum cutters close the gap between ordinary buckets for soil excavation and hydraulic breakers for hard rock extraction. They also offer a great alternative where noise and vibration need to be kept to a minimum. The inclusion of the drum cutter range demonstrates our commitment to having a product for every application in our industry."



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# COLE GROUNDWORK CONTRACTS BUILDING FOR THE FUTURE

**Cole Groundwork Contracts is a company on the move. Since it was established in 2005, it has successfully grown its business, initially in Ireland, but more recently in England and Scotland.**

Managing Director Conor Cole, who was voted 'High Achiever of the Year' in the 2017 Plant & Civil Engineer awards, attributes the company's continuing success to having a strong, dedicated and very experienced and knowledgeable team, all of whom are fully committed to the business.

With a substantial fleet of excavators, dumpers and other equipment, the company currently employs 25 people on contracts in England and a further 10 in Ireland.

Initially offering services to domestic and small commercial building contractors, the company today provides a comprehensive range of Groundwork and Civil Engineering

services covering the entirety of the UK and Ireland from its head office in Rostrevor near Newry in County Down.

Working jointly with some of the biggest named construction companies in the world, Cole Groundwork Contracts is involved in a wide spectrum of areas including housing and commercial developments, schools and universities, electrical generation sites, telecommunications, and the water industry.

The company's cutting edge construction services, with an emphasis on providing outstanding quality of workmanship, total reliability and first class value for money, have seen it win major contracts up and down the country.

Cole Groundwork Contracts, for example, acted as the principle contractor to build and manage the construction of two power generating stations for the SIMEC Group in Scotland.

The bio liquid generating stations were connected to Liberty Steel Dalzell, and the British Aluminium site to provide embedded green energy to the plants. They oversaw the successful completion of them on time and on budget.

"Their team has managed and conducted the works with huge amounts of dedication, and while unfamiliar with the nuances of power plants they enabled the works without any hiccups and managed the multi skilled teams that worked on the projects," commented Magnus Hammick, Chief Innovation Officer, SIMEC Group.

Another challenging project was at the Ebury Bridge Centre, located on Sutherland Street, close to Sloane Square, Pimlico and Victoria underground stations in London.

The building comprises an 11-storey residential tower with 47 one, two and three-bedroom apartments and a new 56,000 sq ft University Technical

### Fully Focused

"My aim is to establish one of the biggest civil engineering and construction companies in the UK and Ireland," says Conor, an ardent advocate of the industry and highly focused and motivated.

He 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.

Clearly, it is all a long way from the day when 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.

*Initially, it went well, but then the recession hit around 2010, with many of his clients going bankrupt or out of business, impacting badly on his company. But he managed to survive and today, as we mentioned, the company operates as a main contractor, providing a range of services which includes:*

- Civil Engineering
- Groundworks
- Concrete Works
- Drainage
- Attenuation Tanks
- Bulk Dig and Site
- Project Management
- Paving
- Kerbing
- Fencing
- Marine Works
- Shuttering Works
- Sheet Piling
- Telecommunications
- Ducting

### Versatile Workforce

Accredited by both CHAS and Construction Line and currently focusing on the process to become ISO9001 and ISO14001 certified, Cole Groundwork Contracts is a strong supporter of Equal Opportunities, judging people solely on their abilities, and because its contracts and projects are varied - from infrastructure and regeneration to marine and water industry works - employees can gain experience across a broad range of civil engineering disciplines.

"We strive to develop a highly skilled workforce, constantly headhunting for management and new people to add to and benefit our organisation. We show great interest in training our staff to offer our clients a niche service within the construction industry," says Conor, who adds: "We also involve all of our staff in our corporate events so that our clients can create relationships with all of our team members and make a better working relationship."

"With exciting plans for growth and expansion already being realised, we are always looking for people with the ambition to further their career and help continue to drive the company forward."



College (UTC). The half-acre site also includes 23 secure underground car parking spaces.

The footprint of the building occupies 95% of the surface of the building site making access and egress a challenge. Cole Groundwork Contracts excavated over 500m<sup>2</sup> of non hazardous soil, installed 120m of sheet piling next to the network rail boundary line, 6m away from very sensitive signalling equipment, necessitating vibration levels to be maintained at an absolute minimum. It was also close to the boundary of busy public and pedestrianised areas.

Despite the challenges and constraints, Cole Groundwork Contracts delivered its part of the project on budget and some 16 weeks ahead of schedule.



# VERTIKAL DAYS MOVES TO DONINGTON

**Vertikal Days is moving to Castle Donington for the 2018 event, a new site with more space and facilities to cope with the additional companies looking to exhibit.**

The two day event will take place on May 16th and 17th at Donington Park - one of the famous grounds of British motorsport. Donington Park hosts numerous national and international events, as well as a wide variety of exhibitions, shows and other music concerts. It is certainly well equipped for what promises to be the largest Vertikal Days so far.

This year's event look set to be the launch pad for several new product launches from crane, access and telehandler manufacturers as well as component and ancillary service companies.

From the crane industry, the newly established Böcker UK will debut its new 12 tonne AK52-1200 aluminium truck crane, which the company says will be the world's strongest aluminium boomed crane on a 26 tonne chassis. Kranlyft meanwhile will launch the German built Klaas range of aluminium cranes in the UK, the first time that the 'other' German aluminium crane producer will be exhibited in the UK. Liebherr will introduce its new Rough Terrain crane to the UK market, with the 90 tonne LRT 1090-2.1. Spierings will demonstrate its all new three axle hybrid City Boy, seven tonne SK597-AT3 mobile self-erecting tower crane. Tadano will highlight its latest All Terrain crane, the three axle 60 tonne ATF 60G-3.

#### Powered Access

Moving on to powered access, US based aerial lift supplier GMG, which had its global launch at Vertikal Days last year, promises to unveil a number of radical new products along with the 10 metre VM26-J mast boom and all new 15ft 1530-ED micro scissor, which weighs just 860kg.

It will also demonstrate its new radar based overhead protection system for scissor lifts. Promax Access will unveil the new 30 metre Platform Basket Spider 30T, which it claims is the world's narrowest 30 metre spider lift at 890mm wide. From China, Lingong Group Jinan Heavy Machinery (LGMG) makes it Vertikal Days and UK debut, with the 15ft SS0507, 19ft AS0607E and 26ft AS0808E slab electric scissor lifts.

From Italy, Comet will launch the highly unusual Xiraffe 4x4 ultra compact articulated boom lift range, ideal for forestry and other off road applications, as well as the Solar truck mounted platforms.

Hinowa will launch the 33 metre Lightlift 33.17 Performance IIS spider lift, a radical departure for the world's largest spider lift manufacturer, with its twin telescopic booms and articulated jib with a range of 180 degrees. Snorkel is planning a major display, not only showing its own new products, including the UK debut of the new 16ft TM16E mast type lift, but it will also be its first outing since becoming a distributor for the Bluelift spider lift range.

Genie will highlight its expanded range of accessories, including the Fall Arrest Bar allowing workers to exit the platform and remain safely harnessed to its boom lifts. Niftylift will show its all new 60ft hybrid telescopic boom lift, its new HR21 Hybrid Mark III articulated boom lift, and its all new 33ft lithium ion battery powered HR12E. Ruthmann is hoping to have its new 90 metre truck mount on display, while ATN promises a brand new machine that will extend its product range. Finally, JCB will launch its new Lithium battery powered scissors and says that it will also introduce the next new model in its new access range.

#### Telehandlers

Moving on to telehandlers, Magni, and its new direct sale operation Magni UK,

will launch the world's largest 360 degree telehandler at the show, the 46 metre/ six tonne RTH 6.46 SH. This will be joined by the 5,000kg/25 metre RTH 5.25 Smart SH and the 10 tonne/10 metre HTH 10.10 heavy duty, high capacity telehandler. JCB will show its new 4,000kg/18 metre 540-180 and will have a 17 metre/4,000kg 540-170 on CW Plant stand. Other telehandlers will be shown by JLG, Genie and possibly Snorkel.

#### Pavilion

For new technology, services, software suppliers and lifting gear, a visit to the Marketplace Pavilion is essential with its central café, serving complimentary tea, coffee and pastries all day, while providing a good location for off-stand meetings and networking. Point of Rental will demonstrate its Syrxin Workshop and Inspection apps, while French electronics manufacturer AMCS will show its tower crane anti collision devices and other innovations.

#### Associations

Industry associations are well represented with the CPA and IPAF – which will hold safety demonstrations and display a range of its members products. Speaking of demonstrations, SpanSet will host a 'rescue and evacuation from an aerial work platform' display, with a platform supplied by Nationwide Platforms.

#### Networking

A key aspect of Vertikal Days is the ability for visitors and exhibitors to 'network' with their peers, as everyone on site is certain to share the same interests. There will also be a number of seminars and workshops held over the two days, including My Future My Choice, which aims to inspire children to work within the engineering and lifting industry sectors. Lunch and all refreshments are as usual included, with lunch provided each day from 12:30 - 14:30 in the Catering Pavilion.

Visitors and exhibitors can enjoy a free-range hog roast, a barbecue and a sandwich bar. As usual, parking is free, and hotel rooms within a five mile radius are plentiful, with good connections to the venue.

The venue is located next door to East Midlands Airport, and close to major towns of Derby, Nottingham and Leicester, while Birmingham is just under an hour away. The site is located just off the M1 junction 23a northbound or junction 24 southbound and can be accessed from the nearby A50 and A42 roads.





# **FULL SPEED AHEAD!**

We're on the road to Donington Park for an even bigger **Vertikal Days**.

Strap yourself in and be a part of the UK's largest lifting equipment event.



**Reserve the dates now  
May 16th-17th 2018**

**Vertikal  
days**  
DONINGTON PARK

Registration is now open for both exhibitors and visitors. Go to [www.vertikaldays.net](http://www.vertikaldays.net)



# Genie Showcasing Eco Friendly Models At Vertikal Days

**Focusing on responding to rapidly rising market demand for clean, quiet, low and emissions-free access solutions, and machines that offer the ability to lift heavier loads, at Vertikal Days 2018 – booth number 110 - Genie will be highlighting its new generation of environment-friendly work platforms, new additions to the Genie Xtra Capacity (XC) boom lift family.**

The brand will also be showcasing a new generator Genie Lift Power, the fall

arrest bar accessory and a new Genie Lift Guard contact alarm system to fit on a larger range of Genie products.

Genie hybrid and electric models on show will include the ERA award-winning 20 m (65 ft 7 in) Genie Z-60/37 hybrid articulating boom lift, 12 m (39 ft 4 in) Genie Z-33/18, Genie Xtra Capacity models on show will include the 25.91 m (85 ft) Genie S-85 XC and 13.86 m (45 ft 6 in) articulating Genie Z-45 XC booms lifts.

Genie accessories on show include the new Genie Lift Power generator solution that

features a dedicated hydraulic circuit, a right-sized breaker and no pressure switch to run the unit reliably, and allows the power to lift and drive during operation. The 3kW Genie Lift Power system is available on Genie XC telescopic boom lifts and is convertible from the European 230/50 power system to the 115 /50 UK system at the click of a switch.

Also on show will be the Genie Lift Guard Contact Alarm system, an electronic secondary guarding system that in some circumstances can provide additional operator protection.

Designed to immediately activate and alert ground personnel if an operator makes contact with the breakaway cable by means of a sound alarm and a flashing beacon, the Genie Lift Guard Contact Alarm system is now compatible with 2.4 m (8 ft) auxiliary top rails and new control box protection accessories. Installed standard from the factory on most new Genie articulated and telescopic boom lifts, it is also available as an aftermarket kit which can easily be retrofitted in less than 30 minutes with only a few fasteners and electrical harness connectors on units back to 2003.

There too will be a Genie Fall Arrest Bar. Because there can be times when a worker need to perform their necessary tasks from a structure adjacent to the platform, this new system enables the worker to use their Genie boom lifts as a fall arrest anchor to enjoy the benefit of a greater working area to move around in, while remaining connected to the platform

Other products on display will include the Genie GRC-12 and popular Genie GS-1932 scissor lift.



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# Industry First As JCB Leads Way With Lithium Powered Scissors

**JCB has notched up an innovative industry first with the launch of a range of electric scissor lift aerial work platforms powered by lithium ion batteries – just a year after entering the access sector.**

In 2017 the newly-launched JCB Access business unveiled nine all new electric scissors as the company signalled its intention to become a major player in the \$8 billion powered access market.

Now JCB Access has unveiled a new innovation for the sector with the launch of the five brand new lithium ion models: the S1530E, S1930E, S2032E, S2646E and the S2646E, offering working heights of 6.6m through to 10.1m.

Lithium ion batteries offer up to 40% longer operation and a 50% cut in recharging times and innovative Dutch rental company Hoogwerkt has already placed an order for 420 of the new lithium ion scissor lifts as it sets up a new 'green' rental business.

Access Managing Director Jonathan Garnham said: "We are delighted to be offering innovative new solutions to the powered access industry so early into JCB's entry into the sector. Lithium ion powered scissor lifts will offer real benefits to our customers around the world, particularly in significantly reducing total cost of ownership."

The lithium ion design has been created in response to customer demand, including from Hoogwerkt ([www.hoogwerkt.nl](http://www.hoogwerkt.nl)). The company is establishing a green rental business across Holland, with a web-based ordering system and hourly rental periods. Having a simple, safe recharging system was a critical component of the company's development plan.

The biggest concern for all electric work platform operators, particularly in the rental industry, is battery misuse and damage through incorrect recharging. By offering a range of scissor lifts with lithium ion batteries, in place of conventional lead acid units, JCB Access has delivered a solution that will allow platforms to operate for up to 40% longer between recharging periods. Recharging times are reduced by up to 50%, improving utilisation on site. Plus, unlike



lead acid batteries, lithium ion batteries can be left in a low state of charge without damaging the cells and can be set to cut-out when minimum charge level is reached, to protect the battery. No maintenance is required with lithium ion and there are no hydrogen emissions during charging.

The lithium ion powered machines come with a Smartphone app which provides wireless connectivity for real-time condition checks of the batteries. The battery has up to 2000 recharge cycles – four times as many as a lead acid battery. JCB Access has developed a Battery Management System (BMS) that allows customers to monitor each cell in the battery pack, adjusting the load to ensure all cells are performing at their optimum. The BMS works in conjunction with the motor controller to

ensure that batteries deliver maximum power and performance throughout their lives. As the batteries reach a low charge level, the JCB motor controller activates a cut-out to alert the operator to the need to recharge the machine. This ensures that there is sufficient charge in the battery for the operator to return the machine to the charging station.

INTRODUCING THE

# NEW MT420

The Ultra Compact Telehandler

Max. outreach

**2.1m**

**4.3m**

Max. lift height

Max. capacity

**2000kg**

360° inside cab  
due to the low  
boom pivot point

4 wheel drive  
3 steering modes

Spacious fully  
enclosed cab  
(as used on the MT625)

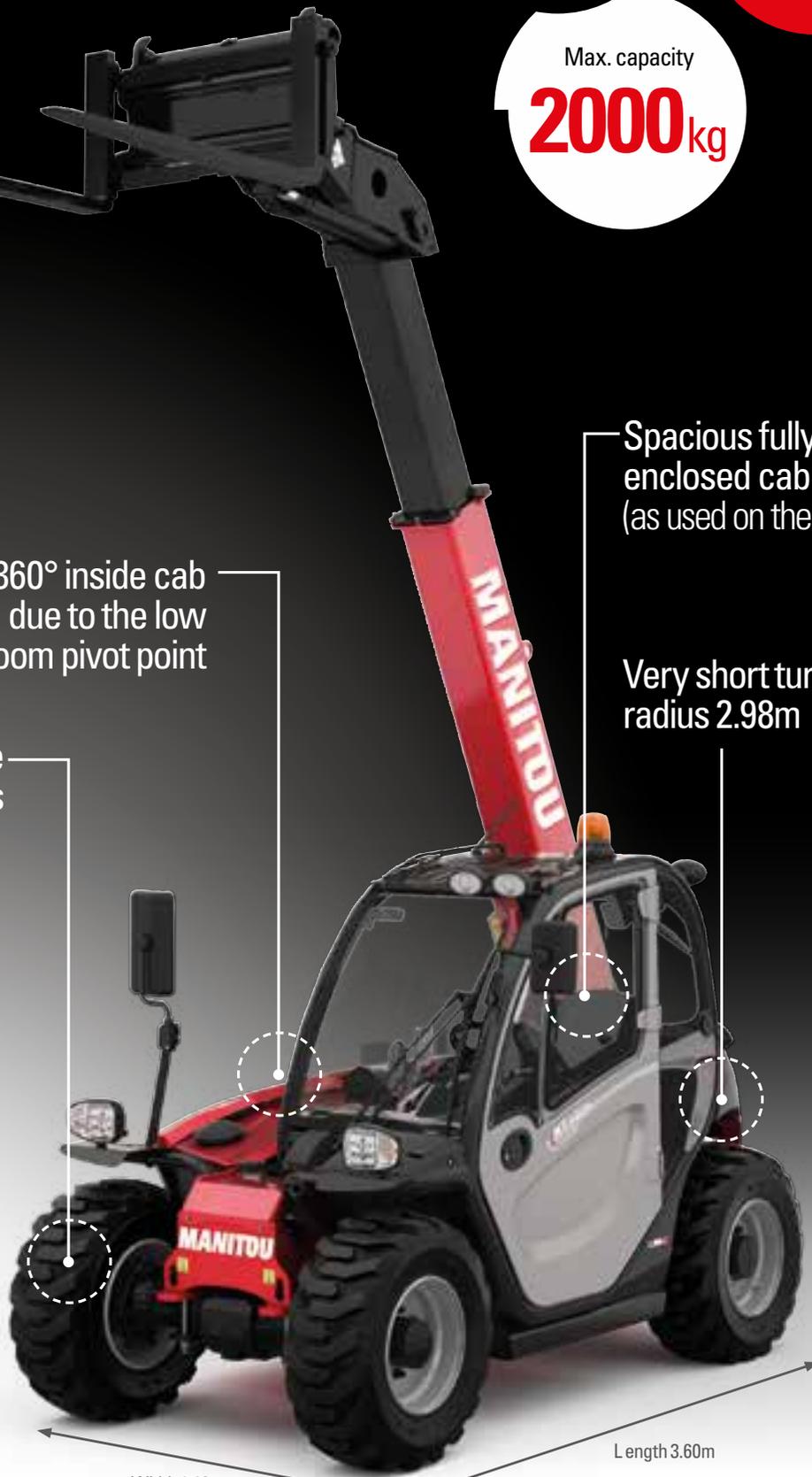
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Height 1.90m

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Length 3.60m

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# HAE EHA REVEAL HIRE AWARDS OF EXCELLENCE FINALISTS 2018

**Hire Association Europe and Event Hire Association (HAE EHA) have announced the chosen finalists for their prestigious Hire Awards of Excellence 2018.**

This much-anticipated awards ceremony will be held at London's Grosvenor House Hotel on Saturday 28th April and will be hosted by BBC Breakfast's Chris Hollins.

The ceremony, which is a stand-out event in many hire companies' calendars, is expected to be attended by a diverse selection of the hire industry's leading lights. The awards celebrate the amazing achievements of hire and supply companies across the UK's plant, tool, equipment and event hire industry. Crucial recognition is also given to outstanding individuals who have consistently stood out from the crowd and achieved and set some of the highest standards in the industry.

All winners have been independently judged against stringent criteria, with the awards providing an excellent way of acknowledging and showcasing some of the very best practices that the hire industry can offer.

There are 16 categories in all, with a total of 60 finalists. Joining the established players this year will be the three 'Apprentice of the Year' finalists, Bonnie Stanton, Charlotte Spencer and Tyler Lloyd, the winner of which will also be entered in the Hire Achiever Award.

Chris Hollins, a well-respected BBC sports journalist and former winner of Strictly Come Dancing, is the ideal man to head up the ceremony. Known for diving head-



first into a variety of physically gruelling challenges for the BBC, Chris should find this role a 'walk in the park'. Personable and professional, he is sure to connect with the hire audience and add sparkle to a fantastic evening of celebration.

Following the announcements, HAE EHA's managing director, Graham Arundell commented: "The excellent mix of large companies and smaller independents will

certainly make for a very enjoyable and rewarding evening. The calibre of all the finalists is extremely high and the judges had some tough decisions to make in order to choose the winners. We are proud to be involved in such a vibrant industry which is not only supporting and rewarding its experienced members, but is proactive in nurturing its youth skills too. I'm very excited to see how the evening turns out."



*Last year's happy winners. Who will be among them this time around? We'll find out soon...*



# Hire Awards 2018

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now Available

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Hire Awards of  
Excellence

2018



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# QPANI Say Budget Scenarios Now an Issue of Public Safety

**The Quarry Products Association NI has painted a bleak picture after calling on political leaders to take action to alleviate the acute challenges facing Departmental Budgets as a matter of public safety.**

The Association says that the scenarios being presented by the Departments, particularly the Department of Infrastructure, present a real threat to public safety and the economy.

Commented Gordon Best, Regional Director QPANI: "The recently published Budget Outlook 2018-2020 by the Finance Department outlines the challenges for all Government Departments in the face of cuts to the NI Resource Budget which will significantly affect the day to day operation of Departments and delivery of services they provide."

In real terms the day to day operational budget for Departments will be cut by 0.9% next year and a further 2.3% in 2019/20.

Added Gordon: "It is now abundantly clear that the NI Budget pressures are so acute that difficult political decisions need to be taken in the areas of

revenue raising, review of policies and Departmental reductions."

In reply to these reductions the Department of Infrastructure have indicated they will have to impose significant cutbacks on services and programmes. The DoI set out three possible scenarios they face in making reductions to programmes and activities to ensure they live within the Budget imposed on them.

Scenario 2 is the most favourable and preferred option to take.

Taking this option will impact on NI Water's ability to respond to events of service outage "no water", out of sewer flooding incidents. Also extreme weather environmental compliance failures would result in fines. In addition to the damage to the environment, these failures would also create legal problems and potential licence issues for NI Water.

## Roads Budget

In terms of Roads the resource budget amounts to some £138 million. However, when committed amounts for Public Private Partnerships, salaries and wages, road drainage payments to NI Water and other expenditure is taken into consideration, there remains only a budget of some £19.8 million in 2018-19

and £11 million in 2019-20 for energy and maintenance costs.

"To place this in context a fully resourced service in these areas would cost £43 million. The consequences of the budget reductions would be that only traffic signals would be energised and maintained, with statutory electrical inspection and testing carried out.

"There would be no routine roads and street lighting repairs outside of strategic trunk roads and motorways, with only a limited reactive response capability. This would mean no grass cutting, no gully emptying, and no repair of almost all potholes.

"In 2018-19 street lights could be kept on, but there would be no funding to provide a Winter Service (£4.5 million), including salting and snow clearance. In 2019-20 when the reduction in budget is considerably greater, all street lights, with the exception of those on motorways and strategic trunk roads, would have to be switched off. There would be no funding for a Winter Service."

## Public Transport

For Public Transport, due to reduced subsidy for bus and rail services since 2014-15, Translink has maintained the public

transport network by sustaining annual losses of around £13 million. These losses have been covered by drawing on reserves but there is limited capacity for this to continue beyond the 2019-20 financial year.

"There would be a requirement to significantly reduce the public transport network to ensure financial viability going forward. This would require a substantial reduction in service levels."

## Unacceptable

In terms of capital the budget is actually very healthy, but added Gordon: "The problem is that the Executive, before its collapse, signed off on and ring fenced the funding for the flag ship projects of A5, A6, Transport hub, Belfast Rapid Transport leaving only £50million per year for the entire maintenance budget for roads, water, sewage and public transport. Civil Servants say they can't change what Ministers have agreed without a new Minister being in place.

"What is being proposed will actually cost us tens of millions over the next few years as maintenance turns into reconstruction and our roads, water and public transport network deteriorates to an unacceptable and unsafe standard. QPANI believe that the Capital Budget allocations are unbalanced with not enough priority given to maintaining the existing infrastructure we have."



## Students Enjoy Visit to Creagh Concrete

**Creagh Concrete are committed to broadening the horizons of younger generations by hosting educational visits to the site for students as extensions to their classroom learning.**

Most recently, the company welcomed St Patrick's College Maghera, B-Tech Construction students, with course requirements to learn about concrete/ concrete products. The tailored visit consisted of a presentation on the company, a product overview, as well as a tour of the manufacturing facilities. The students then took part in a Q&A with some of the staff.

Director Lorna McMullan comments: "Educational visits to Creagh provide an excellent opportunity for local students to learn about the company's activities and types of available job roles. We hope this visit adds value to their studies and inspires them in their future careers."

## 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.

28 March	Hilton Hotel Templepatrick
24 May	Elk Toomebridge
13 September	Seagoe Portadown
22 November	Glenavon Cookstown

**ARE YOU THE BEST? PROVE IT!**

Enter online at [www.plantandcivilengineer.com](http://www.plantandcivilengineer.com)

**CLOSING DATE for Entries 28th SEPTEMBER**

# **PLANT & CIVIL engineer**

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

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**GALA DINNER**  
**THURS 22<sup>ND</sup> NOV 2018**  
**CROWNE PLAZA BELFAST**

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Entries and nominations are invited from individuals or companies connected with the plant, construction & quarry industry, to enter in any or all of the categories listed

IN ASSOCIATION WITH

CIHT: Chartered Institute of Highways & Transportation • CITB NI: Construction Industry Training Board

QPANI: Quarry Products Association Northern Ireland • IMQS: Irish Mining & Quarrying Society • HAE: Hire Association Europe

IOQ: Institute of Quarrying • CPA: Construction Plant-Hire Association

# PLANT & CIVIL engineer

# PLANT, CONSTRUCTION & QUARRY AWARDS 2018

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## Plant Hire Company of the Year

This Award will be presented to the organisation which offers an extensive portfolio of high quality products, flexible hire options, and respected customer service policies. Entrants should outline how their company provides a level of plant hire expertise that puts them ahead of the competition, eg: product knowledge, distribution network, prompt delivery and collection, equipment options, cost effective hiring and any unique services available. Customer testimonies may also be submitted.

sponsor to be confirmed



## Innovation of the Year

This category is open to all civil engineering, construction and quarrying companies who have introduced, created or invested within their operations innovative solutions that make their activities more efficient, more profitable and more successful. The innovation can range from the latest equipment and facilities to cutting edge technology or environmental solutions.

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## Excellence in Customer Service

This category is open to all companies in the construction, quarrying, and plant & machinery sectors, including dealers, equipment suppliers, service and maintenance agents and other associated businesses. Entrants need to demonstrate a high level of customer care and support. Customer testimonies will be accepted.

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## Construction Company of the Year

This Award will be presented to the company or organisation who has demonstrated over the past year involvement with major or specialist projects throughout the island of Ireland, Great Britain or worldwide which illustrate high levels of skill within project management, innovation, specialist projects.

Customer testimonies may also be submitted.

sponsor to be confirmed



## Construction Fleet of the Year

This award will be presented to the company operating an outstanding fleet of vehicles ranging from tippers to readymix trucks. Judging criteria will be based on appearance, quality, maintenance programmes, driver or operator efficiency, skill and professionalism. The category is open to all those involved in the construction, quarrying and associated sectors.

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## Special Recognition Award

This award, for which nominations are now open, will be presented to the individual who has been outstanding in his or her service to the industry, whose personal achievements, accomplishments or initiatives in the construction, quarrying or plant & machinery sectors deserve recognition.

## SO HOW DO YOU ENTER?

**IT'S NOT AS COMPLICATED AS YOU MIGHT THINK. IN FACT, OUR ADVICE AS ALWAYS IS: KEEP IT SIMPLE**

### Here are some points to consider:

The Award categories require short entries stating why you believe your company should win.

Your entry will not be judged on presentation, but make sure it is easy for the judges to readily locate the necessary information.

Any factual information, such as operational, service, financial or personal details, to back up any claims expressed in your entry should be clearly and concisely laid out.

You don't have to be a big concern to enter.

You could be an individual, a company with less than

10 employees or a large national/international outfit.

You will be judged on merit, not size.

The judges are looking for excellence, outstanding qualities or contributions, unrivalled service and innovation, individuals and organisations who have gone the extra mile – so demonstrate all of that in your entry; make it stand out from the rest!

If you have faced any difficulties or obstacles in achieving your goals, make sure you note it on your entry.

If you need to provide any additional information to support your entry, keep it as brief and to the point as possible. Feel free to send customer testimonies to support your entries.

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## Quarry of the Year

This category is open to individual working quarries, whether hardrock, sand or gravel, where the operator demonstrates safe working practices, the highest levels of pollution control, sustainability, biodiversity, and operational efficiency, while offering a strong portfolio of products and services. Customer testimonies can be submitted.

**ALL ENTRIES/NOMINATIONS SHOULD BE RECEIVED BY 28th September 2018**

**THE CATEGORIES ARE AS FOLLOWS: Tick the categories you wish to enter**



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### Plant Manager of the Year

This category is open to individuals who have delivered outstanding results in terms of efficiency, safety and health when dealing with all aspects of heavy (plant machinery) used in the construction industry. They will have worked on projects throughout Ireland, overseeing the important business of buying, hiring or transporting (often huge) pieces of equipment according to strict rules and regulations, and will be involved in supervising & motivating staff on a daily basis.



Sleator Plant  
[www.sleatorplant.com](http://www.sleatorplant.com)



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### Construction Project of the Year

This award is for the company, team or individual who has demonstrated exceptional skills, expertise, design and innovation on a construction project, be it a building, a road, a utility facility or any other similar undertaking throughout the island of Ireland, Great Britain or worldwide.



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### Student of the Year

This category is open to students working in a civil engineering environment or other associated activities within the construction sector. The winning student must demonstrate a high degree of dedication and commitment to the industry, outlining why he or she chose this particular career path and detailing their current and future goals. Employer references can be included in this entry.



Groundforce  
Specialist Construction Solutions

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### Civil Engineering Company of the Year

This Award will be presented to the organisation who can report on successful involvement within a wide variety of civil engineering projects including planning, construction and maintenance of fixed structures or public works throughout the island of Ireland, Great Britain, or worldwide. The information provided should demonstrate high levels of skill within project management, procurement, innovation and specialist projects. Customer testimonies may also be submitted.



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### Health & Safety Award

This Award will be presented to the company who demonstrates best health and safety management practices in the plant, quarry and construction industries. The company must have implemented detailed health and safety measures that incorporate a high level of management and workforce involvement. The company must demonstrate how it assigns H&S responsibilities and maintains competence across its organisation. Customer testimonies may also be submitted.

sponsor to be confirmed



### Specialist Contractor of the Year

This category is open to contractors involved in any sector of the industry, including Civil Engineering, Highways, Quarrying, Utilities, Construction and Groundworks.

The award will be presented to the contractor who has successfully demonstrated or employed specialist, individual, unique, and/or innovative skills on any project or scheme within the last 12 months.

sponsor to be confirmed



### High Achiever of the Year

This category is for the individual or company that has achieved outstanding success such as in sales, contract wins, company expansion / development or other areas of business over the past 12 months.

It is open to any individual or company currently active in the construction, civil engineering, quarrying and plant & machinery sectors. The winner must highlight the area in which they operate, level and type of achievement, and outline any relevant factors or reasons that contributed to that success.

## ENTRY FORM

**VISIT OUR WEBSITE**

**[www.plantandcivilengineer.com](http://www.plantandcivilengineer.com)**

**AND FILL IN YOUR DETAILS & SEND ENTRY ONLINE**

You can also submit supporting corporate material – brochures etc, including photographs of projects, services or products. You can enter any number of categories but bear in mind, it is left to the judges opinion to reallocate any entry which may be more suitable to another category or an additional category.

The judges' decision is final and no correspondence will be entered into. All entries are private & confidential. The winner will remain confidential until the event.

All entries/nominations should be received by **28th September 2018** via online submission at **[www.plantandcivilengineer.com](http://www.plantandcivilengineer.com)** or email to **[justin@4squaremedia.net](mailto:justin@4squaremedia.net)** or post to **4SM (NI) Ltd, 12 Main Street, Hillsborough, Co Down BT26 6AE**

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

# PLANT & CIVIL engineer

## PLANT, CONSTRUCTION & QUARRY AWARDS 2018

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**Start preparing your entries. You simply cannot afford to miss it!**

**All inclusive tickets cost just £95 each – a table of 10 works  
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**Please Reserve  seats @£95 or  tables(s) of ten places @£850**

at the **Plant & Civil Engineer** Plant, Construction & Quarry Awards 2018 in the Crowne Plaza, Belfast  
on Thursday 22nd November 2018 at 7pm for 7:30pm sharp.

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Contact Name: \_\_\_\_\_ Tel: \_\_\_\_\_

**Dress Code: Gentlemen - Lounge Suit. Ladies - Cocktail Dress**

The above prices are plus VAT and will be shown as such on the official receipt.

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Narrow trenching and working in confined spaces is made easier and more profitable without cylinders

### NOX+Durable construction

Robust build quality and an oil-immersed rotation unit maximises output and lowers maintenance

### NOX+Powerful operation

*Elliptic Rotary Actuator* delivers smooth, constant power through the entire tilting angle

### NOX+Increased versatility

Large range of attachment options available for greater productivity and maximum cost-effectiveness

### NOX+Smart control system

*NOX Prop* smooth, fully-proportional controls reduce operator fatigue and offer multi-user profiling

ELLIPTIC ROTARY ACTUATOR  
Patented drive unit with no hydraulic rams, help deliver larger, flexible tilting angle.

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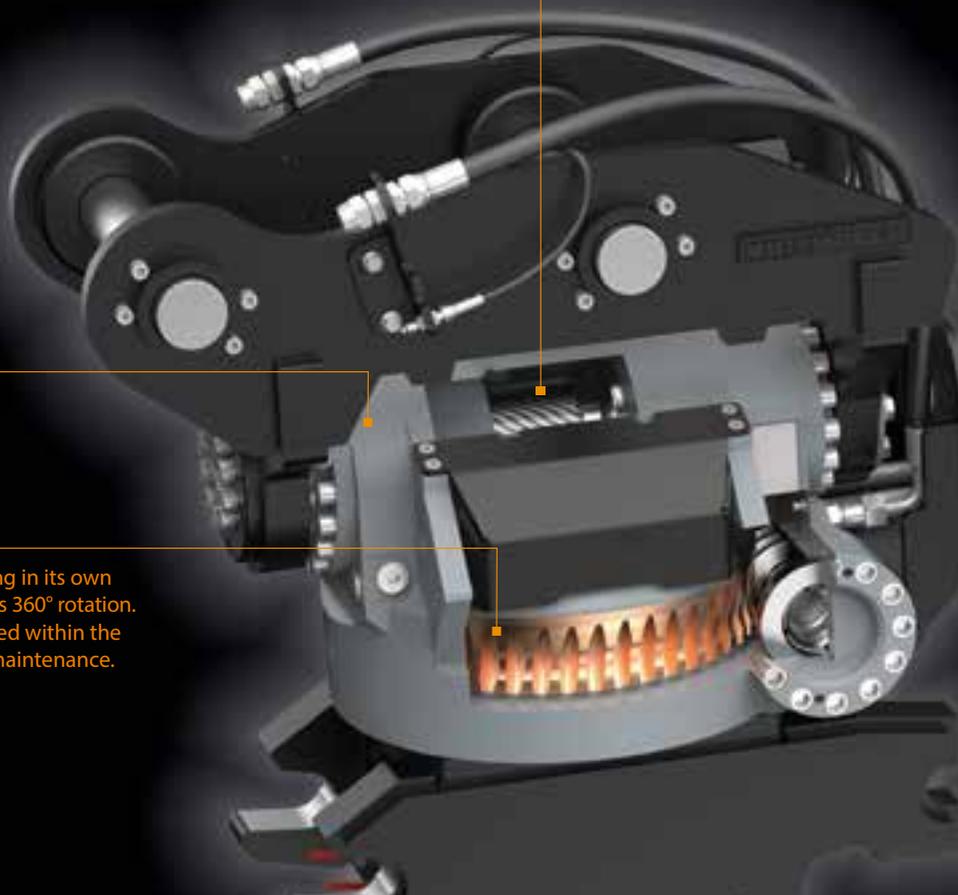
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# KINSHOFER NOX TILTROTATOR 'A BIG LEAP FORWARD'

**As a long time fan of the tiltrotator, Derek W Hancox Ltd has used a number of different brands down through the years, and still does today, but it is the Kinshofer NOX tiltrotator that has really excited the contractor. Plant & Civil Engineer's David Stokes has been finding out why.**

The company acquired its first NOX TR14 just a few months ago – it's fitted to a Doosan 140 excavator - and so impressed were they that they ordered a second NOX for their Doosan 160.

Derek W. Hancox Ltd is a family run business formed in 1982, its original role being plant hire. As time progressed and contracts became established a requirement for specialist earth moving plant to serve the needs of the golf course construction industry became apparent.

The company was soon supplying machinery to projects under construction in Portugal, France, Belgium, Germany, Ireland and, of course, GB and Scotland.

Over the past twenty years its equipment list has grown and is constantly updated and renewed with the manufacturers latest innovations; its range of services has also



expanded. One of its current projects involves clearing an area of trees and undergrowth in Gloucestershire's picturesque Forest of Dean to restore it to heathland.

It was during a visit to the Hillhead Show around 2003/2004 when they spotted a tilt rotator being demonstrated. "We were so impressed by its performance that we

bought that demonstration unit at the show, realising that it had great potential for shaping Tee's and Bunkers on golf courses. The logic was that contours could be achieved with far fewer manoeuvres which in turn would create less ground disruption plus a time saving benefit," says company director Shaun Hancox.





"We at that stage were amongst some of the very first users of tilt rotators in this country, and as the years have progressed we have purchased more tilt rotators from various manufacturers. During this time we have identified the advantages and in some cases the disadvantages of one product versus another."

**Ramless**

So what's the big attraction of the Kinshofer tiltrotator that's employed on the Forest of Dean project? "In choosing the Kinshofer the deciding factors were compactness and smoothness of operation, with no rams for tilt function. Rams in some applications are very vulnerable and their replacement comes with the cost both materially and downtime. If this could be avoided the advantages are obvious. "We got a lot of damage inflicted to rams on the other brands, and still do, but that's been eliminated by the Kinshofer. We are always looking to improve the way we work and if we see something better that's what we'll go for. We are definitely a convert to the ramless system.

"So far we have been very impressed by the Kinshofer fitted to our new Doosan 140 excavator, which is proving to be a well matched combination. So impressed that we have now placed a further order for another Doosan Kinshofer combination, specifically designed for forestry work."

**Greater Tilt**

He adds: "The Kinshofer is a slick and smooth system and is very simple to operate – and it also has a greater degree of tilt which makes it even more versatile and flexible."

Indeed, the Kinshofer's 360° endless rotation and tilting angles of up to 2 x 50° make it a universal joint. This cylinderless solution features a very compact design with a narrow width and without any protruding parts. The flexible tool is extremely service friendly, as there are only two greasing points, there are less wear parts, and the hydraulics are integrated into the solid cast housing.

The worm drive runs in a permanent oil bath. The patented tilting function is provided by the elliptic piston design with only one thread. Due to the closed system,

the risks of damages are reduced and the tilting force is constant. Attachments that require a high oil flow are also no problem for the NOX tiltrotator.

**Configuration**

Shaun was also impressed with its 'sandwich' configuration. "We've always had direct mount before, but obviously you get occasions when you may want to put a breaker or another attachment, for example, on the machine; the sandwich configuration means you can simply drop off the Kinshofer to do so."

Shaun adds: "If the Kinshofer continues to perform as well as it is at the present we will probably switch entirely to the brand; I think the manufacturer, in my opinion, has definitely hit on something with a design that represents a big leap forward in tiltrotators."

There are five models in the Kinshofer range of NOX tiltrotators – suitable for excavators from three tonne to 25 tonne. A large variety of attachments is also available and there is a good tolerance against back pressure thanks to the standard high flow swivel.



## factory visit

# TEREX WASHING SYSTEMS WELL PLACED FOR FURTHER GROWTH

Based on the Farlough Road in Dungannon, Terex Washing Systems (TWS) is aiming to further grow the business over the coming year, as Plant & Civil Engineer's Justin Carrigan learned on a recent visit to the company.

With extensive facilities that include a suite of offices and a large new state-of-the-art manufacturing bay, now all one roof, providing a much more streamlined operation, the company is well placed to increase production in the months ahead.

Comments Oliver Donnelly, TWS Global business line director: "We moved into our new facility back in early 2016; the manufacturing bay was specifically designed around the TWS product and is 50ft high, has four 20 tonne cranes, and covers an area of 23,000 sq ft.

"This huge new assembly bay allows us to assemble all of our wash plants under one roof and facilitates enhanced quality control and product testing methods. This operation means that we iron out any slight bugs or snags during the assembly process meaning that when the plant gets to site, the end-product is fully checked and tested.

"In terms of manufacture, the cutting of steel, fabrication and painting process is all carried out very close by, at one of our other sites, meaning that all parts can be transferred quickly and easily to this new assembly facility, cutting the build time down as much as possible for our clients.

"Since 2012 Terex Washing Systems had grown substantially and this new facility increases our capacity for production. We are currently running at around 50-60% meaning that we have lots of growth available for our business strategy moving forward, and 2018 will see us producing around 180 units here, with a growth plan to build over 350 units per year.



"The important thing is the continuous investment from Terex, not only with this facility, but with Granville, a state of the art parts facility located around 5 miles away. The overall investment across these two sites has been in the region of £9m. Investing in people is also high on our agenda, and we intend to grow the engineering team, the applications function, and the sales force so we can reduce the territories for each manager meaning they are each closer to their customers and markets.

"Investment in our dealers and developing them technically is also key for us and this is now the role of Fergal McPhillips, our Global Technical Business Development Manager, who specifically looks after our dealers and imparts as much technical knowledge and expertise as possible so they are much more proficient through the overall application sales process.

### New Products

"We have a very exciting new product road-map over the next few years, and

this will make sure that we maintain our position as market leader. Coupled with that we are extremely keen to bring telemetry to our product range, expanding on our already in-depth on-board HMI, we want to leverage the detailed information and make it available to our customers, dealers and our own servicing team to give our clients a more efficient preventative maintenance experience."

TWS are excited for the year ahead and indicated there will be a huge focus on customer open days and plan to invest heavily in such events throughout Europe and the USA, allowing customers to see machines working, to see the material going through, and to help them build up a picture in their own mind of how that would benefit their own operation.

"This adds much more impact for us and we can spend more quality time with them to give them a true experience of the product.

"We will also attend the Hillhead exhibition in June as well as a few other industry shows globally which are key to our market."





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# Slow but sustained growth predicted for local construction sector

The recovery in the Northern Ireland construction industry continued last year, with an estimated rise in output of 11% to just under £2.9bn in 2015 prices which was the best outturn since 2008, according to the Construction Skills Network (CSN) report, the UK's most comprehensive and up to date sector forecast.

The public housing sector remained buoyant with a third consecutive year of double-digit output increases, and robust growth was seen in the private housing and commercial construction sectors.

Almost inevitably after a period of strong recovery, output growth is projected to slow over the next few years, and average 0.5% a year over the 2018 to 2022 period, but sustain a level not far short of £3bn (2015 prices), the best performance since 2008. The engines of expansion are expected to be the housing (public and private) and repair & maintenance (R&M) sectors.



The private housing sector is likely to see much more modest growth, of around 0.8% a year over the forecast period. There are some very big projects either on site or in the pipeline at Newtownards, Coleraine, and Ballyclare, amongst others. However, they are all long-term, with output spread over many years, thus have only a moderate impact on year-on-year growth. Nevertheless,

output is projected to be in the £530m to £560m region (2015 prices) a year over the forecast period, the best sustained level of activity since 2010.

The public housing sector will be driven by the Northern Ireland Executive's plans to build 1,600 new social and affordable housing units. This target is being delivered in partnership with organisations such as Clanmill Housing Group, which has some 900 units on site or due to start within the next year. Output growth is predicted to average close to 6% a year over the 2018 to 2022 period.

While over the past 25 years the R&M sectors have fared better in Northern Ireland compared with the UK, a similar level of R&M growth in both geographies is expected going forward as the share in NI has now reached the same level as in the UK, and weaker economic growth and some retrenchment in disposable incomes are likely to affect expenditure in the sector. Construction employment in Northern Ireland is expected to fall by 0.4% a year on average over the forecast period, to around 61,770 in 2022, after peaking in 2019 at close to 63,500. The professional occupations

are predicted to see growth overall, but some managerial and trade roles will decline.

The average annual recruitment requirement is estimated at 310, representing 0.5% of base 2018 employment, a lower ratio than for the UK (1.2%). Only one occupation, bricklayers, is flagged up as having a ratio to base employment of over 2.5%. In absolute terms the biggest annual average requirements are for bricklayers, other construction process managers, and other construction professionals and technical staff.

CSN predicts UK growth of 1.3% over the next five years, with 158,000 jobs to be created. Although UK growth is slightly down on the 1.7% predicted in 2017, the fall was expected and is not dramatic, when taking into account the economy slowing as a whole and uncertainty around Brexit.

## Summary

**Growth rate:** Construction output growth in Northern Ireland is projected to average 0.5% a year over the 2018 to 2022 period.

**Job creation:** Employment is predicted to fall by 0.4% a year on average over the five-year period.

**Main growth drivers/contracts:** The engines of expansion are expected to be the housing (public and private) and repair & maintenance sectors.

**Annual Recruitment Rate (ARR):** Due to net outflows from Northern Ireland, there will still be an ARR estimated at 310, 0.5% of base 2018 employment.

**In a UK context:** CSN predicts UK growth of 1.3% over the next five years, with 158,000 jobs to be created. Although UK growth is slightly down on the 1.7% predicted in 2017, the fall was expected and is not dramatic, when taking into account the economy slowing as a whole and uncertainty around Brexit.

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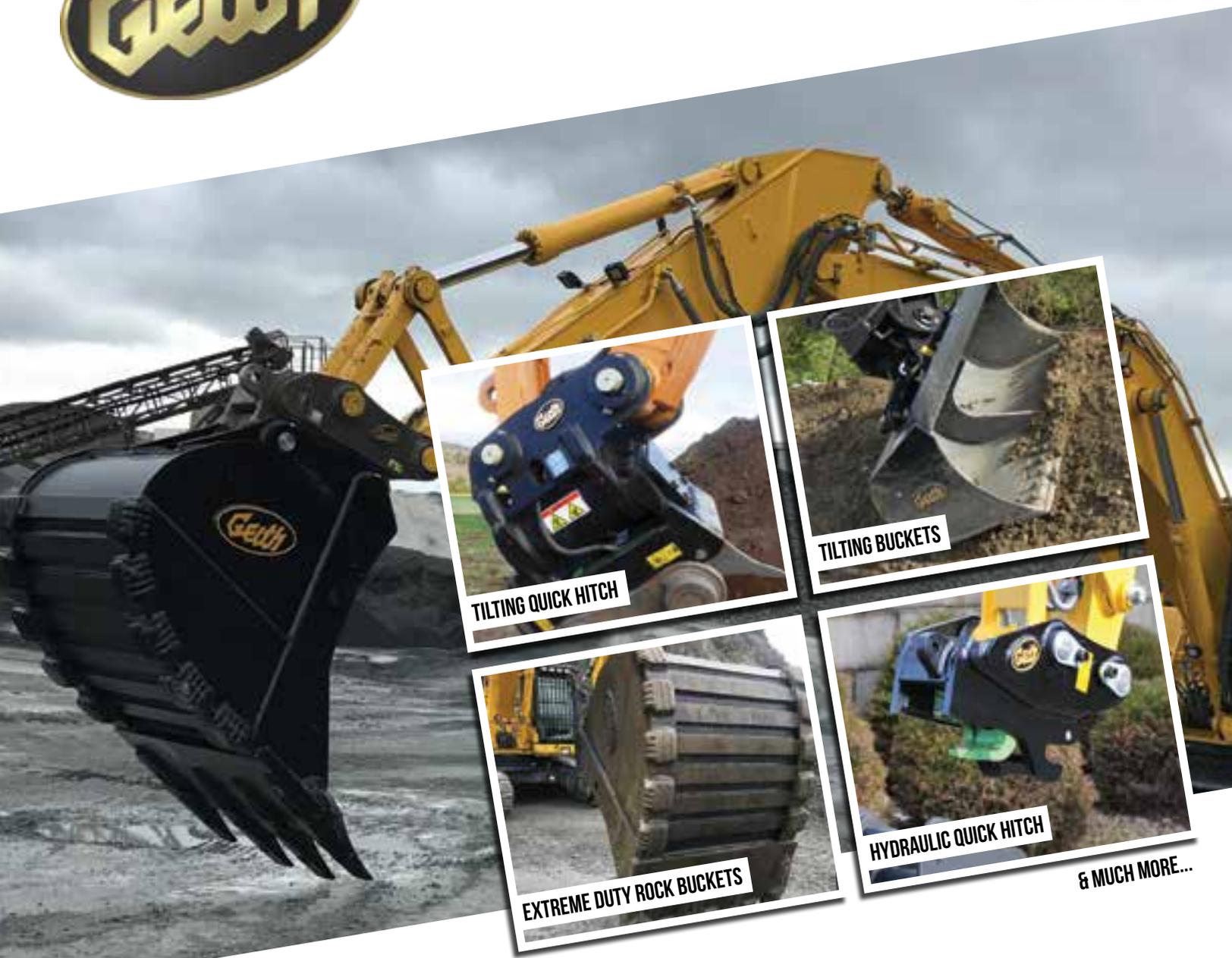
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# EURO AUCTIONS REPORTS HUGE LEAP IN BIDDERS AND SALES AT RECENT LEEDS EVENT

**Euro Auctions reported record results for its three-day Leeds 'start of the year' unreserved auction; the total hammer was over £40.5 million, almost 30% up on the previous year's opening sale.**

The total number of lots sold also topped the 4,500 mark delivering an average lot price of almost £9,000 with total bidder numbers up almost 20% to over 2,600; with more than half opting to be online bidders. Over 460 vendors from 26 countries also consigned equipment to the sale; around one in 14 being first time sellers.

"We were absolutely delighted with how the start of the year has gone with growth being achieved right across the board at the opening auction of 2018 at our premiere Leeds site," reported Jonnie Keys, Operations Manager of Euro Auctions.

"Demand for quality used and 'as new' plant and equipment in the UK and around the globe is definitely on the rise. We're seeing record growth in the overall number of consignors and the number of lots consigned, along with jumps in registered bidders, the number of successful first time buyers, and the average lot prices achieved. Our Leeds auction attracts a truly global audience, with depth in numbers in the UK, from across Europe, North Africa and the Middle East, but also ever growing interest from the USA, Far East and Australia."

In 2017 Euro Auctions' Leeds site alone broke the £200 million annual sales mark for the first time. Euro Auctions also reported



successes elsewhere within its global network with the upcoming Kissimmee, Florida, USA sale under its Yoder & Frey banner that starts on 13th February, shaping up well; with the new Hong Kong and Dubai auction sites, both established in 2017, similarly reported solid growth. Euro Auctions also operates successful sites in Dormagen, Germany and Zaragoza, Spain; in Dromore, Northern Ireland; and Brisbane, Australia.

Euro Auctions also conducts a growing number of offsite sales; which in 2017 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 in March for a final hammer price exceeding £27.4m.

The next Euro Auctions sale in Leeds is scheduled for 4-6th April; all offering potential buyers a great opportunity to acquire some impressive lots with full details for consignors and bidder catalogues for these events available on the Euro Auctions website at [www.euroauctions.com](http://www.euroauctions.com)



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17-18 Doosan DX530LC  
- choice



Unused Hyundai Robex  
R300LC-9S LR



2017 Hitachi ZX130LCN-6



2014 CAT 312E - choice



2008 Liebherr A944C HD  
Wheeled Material Handler



Unused Case CX80C  
- choice



2014 CAT 308E2CR  
- choice



11-14 Kubota U48-4  
- choice



2013 CAT D6T - choice



2013 CAT 140K



2015 Komatsu HM300-3



Unused CAT 950GC - choice



2014 JCB 4CX P21



2013 JCB 540-170



2013 Manitou MT1030ST



2015 Terex TA9 9 Ton



Unused CAT CB2.7  
- choice



2006 JLG LIFTLUX 153-22



08-14 Terex Finlay 883  
Tracked 3 Way - choice



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# CIS and Esri Ireland map €56 billion worth of construction projects throughout Ireland

Esri Ireland, the market leader in geographic information services, has revealed that Construction Information Services (CIS) has leveraged its digital mapping platform to present its members with a visual guide to construction projects around Ireland. 36,500 construction projects, worth €56 billion, are currently mapped on this visual platform.

CIS is Ireland's leading construction intelligence service whose database provides comprehensive, real-time and verified information about construction projects throughout Ireland and Northern Ireland. Since being founded in 1972, CIS has become an invaluable source of information and data to Irish construction companies about planned projects.

Having published a weekly report since the 1970s providing companies with the information about construction projects, and transitioning online in 2008, CIS



*Pictured at the announcement are (L-R): Dermot O'Kane, sales manager, Esri Ireland; and Tom Moloney, managing director, CIS.*

wanted to provide its subscriber base with a more interactive experience. To do this, CIS approached Esri Ireland to create a map showing the location of all projects around the country.

The result is CIS Mapping, an interactive system that enables construction companies planning

for the future to examine the opportunities for new builds throughout the country. Subscribers to the service can view their search results on a highly-detailed map of Ireland, and filter results using a number of criteria, including project type, location and size of the project. This allows companies to quickly assess jobs that might be of interest and proceed to the next stage of the process.

Esri's platform also enables CIS to illustrate other data sets that may be of interest to their customers, including area demographics and zoning information. All of this information can be very helpful to companies bidding for business.

Tom Moloney, managing director, CIS, said: "The construction sector in Ireland is once again becoming an important pillar of the Irish economy after a number of difficult years. To ensure this

positive momentum continues, companies need access to in-depth, reliable data about projects across the country from the pre-planning to on-site stages.

"This is where CIS Mapping comes in. With over 36,500 construction projects worth €56 billion already listed on the map, this tool presents organisations with a huge opportunity to quickly and efficiently decide on the projects that interest them most, and that demonstrate the most potential. Esri's platform allows us to present information, such as the population density of an area or an overview of local amenities, that is of utmost importance to companies in the construction sector. This simply wouldn't be possible using other mapping software."

Dermot O'Kane, sales manager, Esri Ireland, said: "CIS has long been at the forefront of providing Irish companies with the information they need to develop their businesses. The company celebrated its 45th anniversary in 2017, and the development of CIS Mapping is a testament to its continuing adaptability and commitment to innovation. The CIS Online Service remains an authoritative source of information, but people now are more visually led than ever before, and CIS Mapping is a powerful tool that will appeal to a new generation of users. We are thrilled to have been able to work closely with CIS on the development of this service, and we're eager to continue to develop the platform to bring it to more and more users around Ireland."

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## New MD at Manitou UK

**Mark Ormond has been appointed Managing Director of Manitou UK Ltd. Mark brings significant experience in the management of capital equipment suppliers in the UK and Republic of Ireland, specifically within the agricultural sector.**

Most recently he was Managing Director of the UK subsidiary of SAME Deutz-Fahr which sells and supports SAME tractors and Deutz-Fahr tractors and combines throughout the UK and Republic of Ireland. He has previously managed UK subsidiaries of other leading European manufacturers, and has spent time in the dealer side of the industry. He is the current President (2017-2018) of the Agricultural Engineers Association.

"I am delighted to join Manitou and look forward to working with the team, and with our dealer network, to continue the great success of the brand in the UK and Irish market," says Mark. "My background is agriculture but I look forward to learning about the construction and industrial sectors, and to seeing how I can add value to this highly successful company."

## Brigade's Backsense Radar Tackles Blind Spots

Waste collection company, Sheerness Recycling, has fitted Brigade Electronic's radar obstacle detection system to provide drivers with clear warnings of people or obstructions in the way of manoeuvring mobile plant.

Sheerness Recycling operates two landfill and five recycling sites, with a fleet of vehicles including grab, rigid and articulated vehicles and loading shovels.

Huge machinery is continuously in operation at these sites, working on harsh terrain with a range of materials including concrete, brick and asphalt.

Simon Carter, Sheerness Recycling's General Manager, explains: "There is a two to three metre blind spot around the machine due to the height of the vehicle and the fact that the driver is stationed in a central location. Large vehicles can often be spotted but the smaller vehicles and pedestrians are difficult to see and can sometimes creep up behind you."

To ensure proper, safe and effective operation, Sheerness Recycling has fit their equipment with Brigades BackSense Radar System. Built and engineered by Brigade, the easily calibrated sensors can detect stationary and moving objects, providing in-cab visual and audible warnings, alerting the operator whose attention cannot be focused on all danger areas.

Brigade's Backsense emits a continuous wave radar which is faster than competitor pulsed radar products. The sensor system (BS-8000) controls the radar beam pattern, so the spread of the beam can be restricted to the width of



the plant for the length of the detection area, to minimise false alerts on a busy site.

The unit is fixed to an adjustable mounting bracket, meaning the radar can be directed at different angles to optimise detection performance and to help prevent ground detections when approaching ramps.

Brigade offer a range of Backsense models with programmable and fixed detection zones of up to 30 metres, dependent on customer requirements, a considerably larger range than that offered by other products on the market. The rugged design, in line with IP69K standards, allows the sensors to operate effectively in areas of harsh terrain, dust and in poor weather conditions.

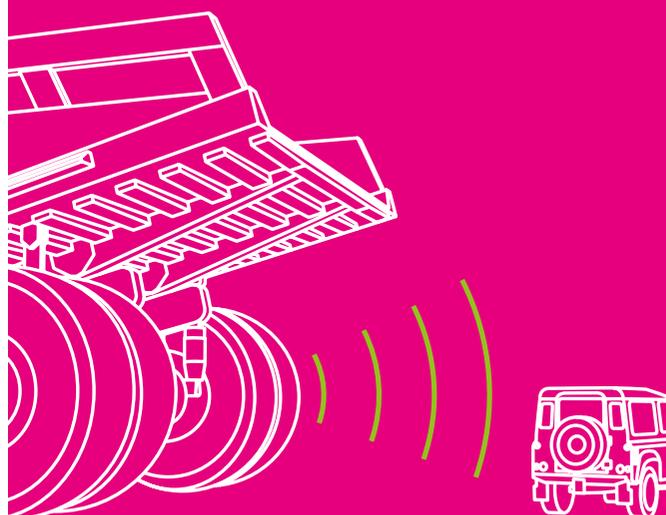
The in-cab display has a clear, easy-to-read visual warning with five LEDs corresponding to five distance zones from the vehicle. The audible warning buzzer, although adjustable, cannot be switched off, eliminating the possibility of driver interference and providing fleet operators with peace of mind.

Adds Simon: "It gives me extra confidence knowing that the radar system is there and that it will alert me if there is an obstacle within a couple of meters of the vehicle."



# Backsense®

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Backsense® is a new affordable radar system from Brigade designed to help reduce collisions in tough working environments. It offers a controlled beam pattern that ensures targeted detection with fewer false alerts than alternative radar systems. Available in 3 fixed-length models and a fully configurable version for bespoke detection zones of up to 30m length.

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## Terex Trucks to exhibit on home turf



**Terex Trucks is gearing up to showcase its TA400 and TA300 articulated haulers on home ground at ScotPlant.**

The Gen 10 machines will have pride of place on the Motherwell-based company's exhibition stand which can be found at space D18.

Joining Terex Trucks throughout the two-day event will be the company's official UK dealer, TDL Equipment, which will be exhibiting nearby at stand D20.

"Scotland is the home of Terex Trucks, so we're excited to be exhibiting once again at the leading construction show in the country," says Paul Douglas,

Managing Director of Terex Trucks. "Scotland is known for the quality of its engineering and at Terex Trucks we are proud of our Scottish roots. We are looking forward to exhibiting the Gen 10 TA400 and TA300 so we can discuss our latest innovations and investments with customers."

"TDL Equipment is proud to be the UK mainland distributor for Terex Trucks," says John Black, Sales Director at TDL Equipment. "ScotPlant is an important fixture in our calendar because it's a chance for us to meet with existing and potential future customers to showcase the latest Gen 10 articulated haulers."

## Best Sellers from Sandvik at Scotplant

**The mobile crushing and screening division of Sandvik Mining and Rock Technology will be taking the opportunity of this year's Scotplant in April to highlight their bestselling models within their mobile crushing and screening portfolio.**

These models have been developed with customer's requirements in mind. This ensures Sandvik produces the right equipment, for the right application and with features that ensure maximum levels of productivity with the lowest levels of cost and environmental impact.

The Sandvik product offering provides solutions for virtually any application, but has delivered solutions for companies of all sizes involved



in demolition, recycling and aggregate production. Built to the highest possible standards, the product range includes jaw, cone and impact crushers, screens and scalpers

On display at the Sandvik stand at this year's Scotplant will be a QJ341 Jaw Crusher and a QH331 Hydrocone crusher.

The QJ341 mobile jaw crusher is the flagship of the range and the ideal solution for a wide range of applications. Equipped with a powerful, fuel-efficient engine and a C12 jaw crusher, with a large jaw opening of 1200 x 750mm, means it operates in a class of its own.

The QH331 is a compact, high quality machine designed to meet high product quality demands

through the use of the renowned Sandvik CH430 Hydrocone crusher combined with the mobility of a tracked unit. It offers you one of the most versatile units on the market with a choice of six different crushing chambers and a variety of bush settings. Possessing sturdy construction, its power management, coupled with the market leading CH430 cone crusher, makes the QH331 ideal for aggregate production wherever it is needed.

A key attribute of the QH331 is the advanced design of the CH430 cone. It possesses a longer and steeper crushing chamber than other comparable models. The material therefore remains in the crushing chamber longer, optimising reduction and providing a superior product shape.

## Miller To Kick Off 40th Celebrations

**Earthmoving attachments manufacturer, Miller UK will be celebrating 40 years of innovation when they return to ScotPlant, Scotland's biggest construction equipment trade show.**

Visitors to Miller's dedicated stand [Avenue B, Stand 6] will have the opportunity browse the full Miller product range and watch live product demonstrations of the new Miller PowerLatch Tilt which has taken the UK market by storm since its full production launch at Plantworx last June.

Barry Robison, Miller UK's marketing manager said, "The new PowerLatch

tilting quick coupler from Miller is ideal for those customers who would benefit from having an additional 180 degree tilt function and versatility for all of their attachments, rather than having to invest in sets of dedicated attachments.

"With its slimline ram-free design, the PowerLatch tilting quick coupler from Miller is perfect for use with the narrowest of attachments without the operator having to worry about damaging expensive external rams during regular groundworks."

He added, "We are looking forward to demonstrating the Miller PowerLatch tilt coupler at ScotPlant and validating

how it offers the bulk of functionalities customers seek of a tilt rotator with the flexibility of utilising existing attachments at a fraction of the investment costs."

Sales and marketing director at Miller UK, Brendan Quill, said, "It's a monumental year for Miller celebrating 40 years of constant evolution of innovative, ground breaking, attachment solutions. Scotland has always been an important market for Miller over the last 40 years and ScotPlant is our first real opportunity to celebrate our 40th anniversary with new and existing customers. We look forward to building even stronger partnerships for the next 40 years."

## Hyundai HX130LCR makes its European debut at ScotPlant

Since its launch in 1998 Scotplant has been promoted as 'the exhibition where deals are done' and the 2018 event (20th & 21st April, Royal Highland Centre, Edinburgh) is on track to successfully showcase quality equipment to the right buyers once again.

Hyundai dealer Young Plant, based in Doune Scotland, will be exhibiting at the event and have confirmed that the company will be showing the very first Hyundai HX130LCR crawler excavator to arrive into Europe.

Also, on display will be the 22-ton Hyundai HX220 L crawler excavator and the Hyundai HL960 HD wheeled loader, which has an operating weight of 19-ton. The HX130 LCR is the third compact-radius excavator model in Hyundai's HX series product line.

The 13-ton machine is also available in a second standard configuration, the HX130 LCRD, which includes a dozer blade. Visitors to the Young Plant stand will be amongst the first in Europe to see the new machine and its many features.

The HX130 LCR excavator is powered by a 73.6 hp (55 kW) Perkins 854F Tier 4 final compliant diesel engine. When it comes to performance and productivity, the engine and hydraulic system of the HX130 LCR are unbeatable. Its 'Diesel Particulate Filter (DPF)' equipped engine delivers optimum power and fuel efficiency, without the need for SCR. So, users do not have the hassle with AdBlue.

The LCR model has a standard operating weight of 28,510 lbs (12,930 kg), while the LCRD model's standard operating weight is 30,075 lbs (13,560 kg). It achieves a maximum dig depth of 18 ft 4 in (5,570



mm) and maximum digging reach of 27 ft (8,220 mm), and provides bucket digging force of 22,860 lbf (10,369 kgf). The HL130 LCR excavator is equipped with a standard 0.77 yd<sup>3</sup> (0.59 m<sup>3</sup>) capacity, 40.6 in wide (1,030 mm) bucket. The new machine fills an important gap in Hyundai's excavator line-up. The market demand is growing for this weight class, especially for compact-swing machines that give contractors the added versatility of working in confined spaces.

## RDS shows Its LoadMaster Range

On show on the RDS Technology stand will be the Loadmaster50, Loadex100, Loadmaster100, iSosync and Weighlog10.

Loadmaster50, the enhanced colour touchscreen replacement for the Loadmaster 8kiX is an on-board weighing system designed for larger loaders. The Loadmaster50 is designed to help increase loading efficiency, cut vehicle movements on site and ensure lorries are correctly loaded first time.

Loadex100 is a retrofittable scale installed on both tracked and wheeled 360 degree excavators and material handling machines to weigh the amount of material in the bucket, grab or clamshell.

Loadmaster100 is an on-board weighing scale for wheeled loaders. A CAN based system combining cutting edge sensor technology and signal processing techniques, the Loadmaster100 is designed to provide precise and consistent bucket weight information and to emphasise the gains in productivity and profitability that can be achieved with such technology.

Loadmaster100 is designed to operate within the fastest loading environments and toughest of conditions, to reduce cycle times and maximise tons per hour performance. iSosync enables control of the loadout operation and inventory, productivity & traceability management.



The software can be used with either Loadmaster100 or Loadex 100 and allows the rapid transfer of job information from a central computer to the loader or excavator and the resultant load information is sent back to the PC upon completion.

For smaller loaders and skid-steers, RDS offers the Weighlog

10, which also benefits from a colour touch screen display. This instrument is designed to be a user friendly on-board weighing system which provides accurate and consistent bucket and total load results, meaning stock management and check-weighing operations can be controlled more effectively.



news

# Engcon UK's new hub and team of tiltrotator experts

2017 was an important milestone for Engcon UK, the fast growing subsidiary of Engcon AB, the world's leading manufacturer of tiltrotators. It was also a critical milestone for the UK, as interest in the potential for tiltrotators to transform the productivity of excavator owner-operators moved into the fast lane.

To support this rapid growth and provide everything UK dealers and owner-operators need, Engcon UK has set up an easily accessible, dedicated hub. It's a one-stop shop for customers in Tewkesbury, just off J9 of the M5.

The hub houses a sales centre, spare parts division, repair workshop, training centre, and a 7-strong team of tiltrotator experts who cover sales, service, maintenance, training and all aspects of the business. Importantly, all staff have hands-on experience of heavy construction equipment, and each has an in-depth understanding of how Engcon



The Engcon UK team.

tiltrotators make work safer, more efficient, productive and profitable for customers.

Tim Leach and Jamie Kirk are responsible for installation and engineering support; Andrew Badham runs internal sales, admin and logistics.

Product Ambassador Joseph Jonsson, who joined from Engcon Sweden says: "The UK is a very different market

to the Nordic one. There you are hard pressed to find an excavator without a tiltrotator. In the UK, it's a young market and we need to explain the role tiltrotators play in business."

Mark Clare, Area Sales Manager/ Demonstrator is a certified NPORS (National Plant Operators Registration Scheme) Training Provider and Assessor who is fully qualified to train and

qualify owner-operators on all sizes and types of excavator, as well as Engcon's tiltrotator safety awareness course.

The latest recruit, Jack Sklenar has just completed his training as a Sales/Product Ambassador in Sweden.

"I'm from a family-run construction training company with several construction plant operator licences including the Excavator 360, front tipper etc," says Jack. "I'm so pleased to be joining at this very exciting time in the UK's adoption of tiltrotators."

Engcon UK Managing Director, Robert Hunt, says: "The Engcon philosophy is all about our customers and the journey that they go through to become a tiltrotator owner. Everyone in our team is passionate about what we do and how it can transform customers' businesses.

"Now that our team is complete and the one-stop-shop is fully operational, we're able to provide a cradle-to-grave service that includes product selection, test drives, sales, installation, service and spare parts including warranty, and trade-in and upgrade work. It doesn't matter whether you have a 30tonne+ excavator or a micro-digger; the experience must be the same."

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# More than 10,000 now use Engcon's DC2 control system

**Leading manufacturer of tilt rotators for 1 -33 tonne excavators Engcon delivered its 10,000th DC2 proportional control system.**

The DC2 is one of the smartest control systems on the market: not only does it have a range of functions, but it also has remote support via the mobile phone network.

Engcon recently delivered its 10,000th DC2 control system from its factory in Strömsund, Sweden. Demand for the DC2 is steadily increasing, which comes as no surprise to Roberth Jonsson, general manager of Microprop of Umeå, which developed the DC2 for Engcon.

"DC2 is one of the smartest systems on the market. Used with the MIG2 joystick,

the DC2 can proportionally control up to 6 excavator functions simultaneously.

"For those who need it, many other functions can be connected in and turned on and off by buttons on the joystick. It is also possible to equip the DC2 with wheel or track control and to use it to control boom swing or a 2-piece boom."

One of the DC2's smartest features however is the opportunity for remote support via the mobile phone network.

"Remote support via the mobile phone network is a unique function that helps excavators to save time and money. The support team at Engcon or its dealer can connect to the DC2 control system, wherever the excavator is located. This improves customer support and saves a lot of travel



and technician time, and money," explains Jonsson. "Contractors are very happy with the DC2 and Engcon can see a steady increase in sales. Many of them have been using other control systems purely out of habit, but when they appreciate the many advantages of the DC2 and its remote support, for example, they quickly change."

Unit number 10,000 is being accompanied by an invitation to the end customer to contact Engcon to receive a special prize.

## IRTE Ireland North wins Region of the Year award

**The IRTE Ireland North Centre was recognised for its inventive approach in promoting local engineering through regional lectures, meetings and presentations, at the Society of Operations Engineers lunch ceremony in London.**

In pursuing novel new ways of strengthening the influence of its centre, the Ireland North group has seen a resurgent local member engagement in the road transport sector.

Chair Sam Patterson, Trevor Hassin and Gary Greer collected the award at the RAC Club on behalf of the centre which, last year, held an award ceremony of its own to acknowledge the

outstanding achievements of student engineers in the region.

Sam believes the key to their ongoing success is in adapting to changing local market conditions and using new techniques to connect with younger members.

The 'Year of Engineering' campaign in 2018 aims to attract more young people into the sector, and Sam believes regional engineering institutions in Northern Ireland can play an influential role in fulfilling that requirement.

"We knew we had to introduce change," said Sam. "The landscape of the IRTE is not the same as it was 20-30 years ago, so we cannot

use the same methods that were used back then."

To continue to remain in the minds of young engineers, regional centres must be able to plan ahead and be open to change, Sam said, to ensure new ideas are consistently brought forward.

"I am going to the five colleges here in Northern Ireland and I'm doing a short presentation to the third-year students to let them know about membership of IRTE. I believe that people in these colleges are the first people that we need to target. The lecturers can then influence the students. We need young people and we need to get them involved in what we are doing here.

"The whole business of transport in Northern Ireland has changed dramatically – the number transport companies have reduced; companies have merged and, certainly, there don't seem to be as many people coming through in the supervisory roles in the industry. This creates problems in finding suitable candidates for succession."

The team in Northern Ireland is happy to share its blueprint for a modern regional centre by reaffirming regular channels of connectivity between other regions and the SOE.

"It's fantastic to be recognised for the changes we are trying to make. Our intention is to make a positive impact on engineering in Northern Ireland," said Sam.

## Dates And Venue Announced For Plantworx 2019

**The Construction Equipment Association (CEA) has announced the venue and dates for their next PLANTWORX trade show. It will be held at the East of England Arena and Events Centre, Peterborough, on 11th, 12th, 13th June 2019.**

The last two editions of the biennial event for the construction equipment industry were held at the Bruntingthorpe Proving Ground, near Lutterworth. PLANTWORX 2017 attracted 400 exhibitors and an attendance of c.13,000. The East of

England venue is a permanent exhibition centre which has hosted other 'big machine' events such as LAMMA (for agricultural equipment) and Truckfest.

The PLANTWORX directors conducted an extensive search for a new site based on criteria which were set on the basis of exhibitor feedback. These included good road and rail links, easy site access and improved on site services. East of England has permanent indoor and outdoor exhibition facilities and areas for machine demonstration. PLANTWORX 2019 will

occupy a gross area of approximately 200,000 sqm, c.40% more than 2017.

CEA chief executive, Rob Oliver said, "The last PLANTWORX show was blighted by the weather, so we were looking for somewhere that would provide a good opportunity for a better exhibitor and visitor experience whatever the weather. Inside exhibitors can be accommodated in the purpose-built Arena and outside there are more permanent roadways and facilities for visitors. Good mobile phone and wi fi facilities are also part of the package – plus it is just 5 minutes from the A1. We took our time making the selection, but we are confident that we have found the best solution and we have an option for at least two further events at East of England Arena."

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news

# DAY AGGREGATES RAMP UP RECYCLED GLASS OPERATIONS

**Tesab Engineering have helped increase productivity and efficiency with the installation of a high-volume loader/unloader at Day Group's glass-recycling operation.**

The Trackstack VL1000 is delivering recycled glass directly from tipper trucks on to Thames barges via its 13.5m discharge conveyor.

The machine is based at Day Group's Murphy's Wharf Recycling Depot in Charlton, London - one of the UK's largest recycling centres.

Day Group have been supplying natural and recycled aggregates to the construction and civil engineering industry since 1974. The glass recycling business has been operating for the last 12 years and exports more than 30,000 tonne a year.

Adam Day, of Day Group, said: "The machine is working brilliantly. We previously used a long-reach excavator, but it could not deliver the volumes we can now achieve.

As well as speeding up the process we save on the cost of an excavator, and the fuel and labour, by operating this system.

"The VL1000 is currently running at 600 tonnes/h, although there is the potential to run at up to 900 tonnes/h if required. As well



as sending out recycled glass, it has also been running with recycled aggregate."

The sheer price of fuel for operating machinery to move material and labour costs, makes a compelling case for the introduction of the Trackstack bulk-handling system in this type of environment. As well as glass, this versatile machine can

handle a broad range of materials and it is highly mobile and quick to set up.

The VL1000 can be fed by wheel loader, excavator or tipper truck and can be used to load barges and trains, as well as for stockpiling. It can also integrate with the Tesab range of Crushers and Screeners.

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IVECO have a wide variety of Tipper options available throughout their range. From the award-winning Daily, to their robust Trakker through to the new heavy duty Stralis X-Way, IVECO have a tipper for every mission.

# IVECO

Your partner for sustainable transport

## TRAKKER

New Trakker, IVECO's off road vehicle, is designed for quarries and construction and is highly robust, proven recently by its success in the Dakar rally.

The frames of the New Trakker are made of flexible, high yield strength steel suitable for the heaviest of duties.

New Trakker is available in 4x2, 4x4, 6x4, 6x6 and 8x4 configurations. The Cursor 9 and Cursor 13 litre engines offer class leading power and torque whilst delivering power ratings

between 330BHP and 500BHP.

As well as this, the SCR technology (Selective Catalytic Reduction using AdBlue additive) exclusive to Iveco, also contributes to reducing running costs with 5% lower fuel consumption. With service intervals of up to 150,000km it eliminates the need for gas recirculation.

New Trakker can be built for any application including tipper, mixer and special transport applications both on and off the road.



## STRALIS X-WAY

The new X-WAY is perfect for on-road applications requiring light off-road mobility. With the highest payload in its segment it combines the best of IVECO's fuel efficiency and safety technologies with the brand's most robust chassis design.

Pierre Lahutte, IVECO Brand President, comments: "The Stralis X-WAY breaks new ground in missions that have very specific requirements. Designed for on-road applications and light off-road mobility, our new X-WAY combines the legendary Trakker chassis strength with all the fuel saving and safety features of the New Stralis. It offers all the

performance and comfort benefits of our most advanced long haul trucks, like the latest XP, together with the robustness of our toughest off-road vehicle."

"With the X-WAY, our customers can have the confidence to tackle the uneven and sometimes challenging terrain encountered during the 'last mile' when delivering to construction sites."

"High productivity, safety and excellent total cost of ownership (TCO) for light off-road missions: this is what our customers can expect from our brand new truck."

The Stralis X-WAY pushes the boundaries when it comes to its exceptionally low kerb weight. This, combined with the sturdy chassis, gives it the best payload capacity in its category with its Super Loader (SL) version (on an 8x4 chassis) offering a

kerb weight as low as 9 tonnes – the lowest in the industry.

The wide line-up of high-efficiency engines, available with displacements of 9, 11 and 13 litres, ensures there is a solution to suit every mission – all of them delivering excellent fuel economy and powerful performance.

The Hi-SCR engine technology, with no EGR and no parked regeneration, dramatically cuts emissions and increases fuel efficiency whilst lowering maintenance costs. It is particularly well suited to construction logistics missions where the absence of EGR (which lowers power density) also brings benefits in terms of payload, as it makes the vehicle lighter.

## IVECO DAILY

– International Van of the Year again in 2018

The IVECO Daily Euro 6 has been entirely re-engineered to meet all the needs of the light commercial vehicle operator. Offering improvements in fuel consumption, payload, ergonomics, ride comfort, handling and manoeuvrability, the Daily stands out for providing the most extensive line-up of models in its class.

The Daily line-up includes vans, chassis cabs, crew cabs and chassis cowl with availability in both two and four wheel drive versions. The chassis, which is the only Light Commercial Vehicle chassis engineered in steel C section side

members for strength, is ideally suited for Tipper applications. It can offer body lengths of up to 6.2m and a payload of around four tonnes in its biggest variant. In addition, all IVECO Daily will tow 3.5 tonnes straight from the factory

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# EMPLOYING PROPER TIPPER MAINTENANCE TO AVOID LIABILITY

**Under Health & Safety legislation, it is the operators of commercial vehicles who are responsible for ensuring vehicles are properly maintained and all equipment, including tipping gear, is in good working order, writes Paul Clayton, UK & Regional Technical Sales & Support Manager for Jost UK Ltd.**

Operators could arguably be defined as the vehicle's owner, the fleet manager or the driver, and understandably many rely on the manufacturer's maintenance packages to keep their vehicles in good health. What they don't realise is that unless clearly stated, many of these packages don't include inspection or maintenance of tipping equipment.

Further, should the tipping equipment fail as a result of the poor maintenance, it is the operator that would be responsible in the view of the HSE.

The Edbro brand is known globally for manufacturing some of the lightest and most reliable tipping cylinders currently on the market. Part of the JOST Group, Edbro cylinders are found on vehicles the world over from 7.5 to 44 tonne trucks and larger vehicles



**Edbro cylinders are found on vehicles the world over from 7.5 to 44 tonne trucks and larger vehicles for off-highway applications.**

for off-highway applications. Its products are well known for their reliability, often outlasting the life of the vehicle. However, this is only possible when they are properly maintained. Some end users don't benefit from this level of reliability due to simple omissions made during routine maintenance.

Danny Broomfield, Sales Director for JOST UK, explains: "All of our cylinders are capable of lasting the life of the vehicle, no matter what the application. But the fact of the matter is they contain moving parts, so therefore must be properly maintained and inspected to avoid premature failure. You'd never dream of running an engine year after year without regular maintenance, and it shouldn't be any different for your tipping equipment."

"Every year we're approached by operators that have experienced a failure that would have been easily avoided if simple checks had been carried out on a regular basis. They often assume that the tipping equipment has been inspected as part of the manufacturer's service package, but, unless it's expressly stated to be the case in the service agreement, it's unlikely to have been included."

According to the HSE, "By law, every employer must make sure that work equipment is maintained in an efficient state, in efficient working order and in good repair." It's the responsibility of management to ensure that regular preventative maintenance inspections are made, paying special attention to hydraulic hoses, rams and moving parts. This includes providing a list of daily, weekly and monthly checks which should be signed off and recorded.

There is currently no standard certificate of conformity for inspecting and maintaining tipping gear and accessories, but this doesn't mean that owners and operators aren't responsible. Rather, it is their responsibility to find out what the maintenance requirements are and to keep a log of the actions carried out.

Danny continues: "At JOST we recommend a simple process of visual and mechanical checks that shouldn't take any more than 15 minutes each week. These checks will allow a driver to notice any potential problems and address them before they result in a failure."

"Even when a problem is identified, in most cases it is a simple in-house maintenance job to put them right. Unfortunately for many operators, when these issues aren't spotted



**At JOST we recommend a simple process of visual and mechanical checks that shouldn't take any more than 15 minutes each week. These checks will allow a driver to notice any potential problems and address them before they result in a failure.**

in time, they can result in repair bills reaching into the tens of thousands of pounds.

"We regularly see examples where the tipping bed is running metal on metal with the chassis or where the hinge bush has completely worn. It's no surprise that these parts will wear, but they are easily replaced and should be spotted before they lead to further damage."

Edbro is proud of the reliability of its products and wants to ensure that all of its customers reap the benefits. Its engineers will happily provide free onsite training and general advice on basic vehicle maintenance to make sure your drivers and engineers know what to look out for. Equally you can take your vehicle to an Edbro distributor who can carry out an inspection and maintenance service for you.

Taking matter into your own hands regarding tipper maintenance is the only way to protect yourself from liability should the worst happen. It's also the best way to ensure you get the best value for money out of your equipment.



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# DAF 'WEIGHT WATCHERS' DELIVER IMPRESSIVE PERFORMANCE

**More power and less weight define the latest tipper range from DAF Trucks. Plant & Civil Engineer spent the day in a quarry to see if the revamped aggregate and construction spec trucks deliver, as Kevin Swallow reports.**

Last year, DAF Trucks unveiled its revised multi-axle rigids promising better

performance and efficiency from its engines and more payload, so the chance to put these promises to the test at Smiths (Bletchington) Gill Mill quarry just out Witney, Oxfordshire was eagerly anticipated.

DAF Trucks offered two eight-wheelers for us to drive, both powered by the MX-11 engine using single reduction drive axles; a lightweight road-friendly CF410 FAD and more heavy-duty CF450 Construction.

The key characteristics of the MX-11 is more power (10-to-20hp per engine) and 'down-speeding', which is lowered revs for maximum power and for peak torque. At the same time, the torque levels are increased via 'Multi-Torque', which releases an additional 100-to-150Nm in the highest gear, or top two gears with an overdrive transmission. This means driving for longer periods in the highest gear to optimise fuel consumption and maximise performance.

First up was the aggregate-spec CF410. Badged 410, it delivers 402hp and 2,000Nm torque that increases to 2,100Nm in the top two gears of the 12-speed ZF TraXon overdrive box makes working through undulating terrain easy. The engine lugs in top gear for longer and switching to manual override stops unwanted changes down the box on the crest of a hill.

## Payload

Of more interest is payload. In 2015 DAF removed the axle-load compensation system from the front bogie, it's only needed for axles rated above 8.5 tonnes, taking 140kg off the kerbweight. To complement that DAF claims the latest changes have removed approximately 250kg from the chassis-cab. The revised powertrain is slightly lighter, the smaller after-treatment system reduces kerbweight by 65kg, aluminium air tanks save up to 30kg, and removing





the second-steer axle pump takes off 14kg. Introducing multiplex wiring to send signals, instead of yards of wires, means less copper on the truck too.

Other changes are operational; a smaller 220kg fuel tank instead of the 340kg, on the rear bogie disc brakes replace drums saving 100kg, and choosing a chassis-mounted exhaust that emerges behind the second steer axle instead of a vertical stack behind the cab saves another 30kg. On a 5,700mm wheelbase, the kerbweight for the chassis and day-cab is 9,189kg (with 220-litres of fuel and 45-litres of AdBlue).

Using the smaller fuel tank, putting the AdBlue tank housed under

the batteries on the nearside and a smaller aftertreatment system frees the chassis up for ancillary equipment like crane legs and toolboxes.

Using offset axles for the twin-steer front bogie, rather than straight beam on the aggregate-spec CF410, allows DAF to lower the overall day and sleeper cab height by 115mm to 2,990mm. Space cab option is 670mm higher. With two steps, the cab floor height is 959mm. By contrast using straight-beam axles the overall height of the day or sleeper cab for the Construction model is 3,080mm, making the cab floor height 1,114mm with three steps.

### Heavy Duty

Appealing to the more rural tipper operators who work the peaks, the CF450 Construction was fitted with a 16-speed manual. Those four extra gears offer much greater scope and nuance for day-to-day work. Starting out in 2L from a standing start and block changing to 4L its single gears through to 6L. Here the splits become more important. A 200rpm leap up or down the box helps utilise

the broad peak torque band. Driving the CF450 was the day's highlight.

Weight saving for muckaway is slightly less important but it's worth noting that like-for-like (full 220-litre diesel tank and 45-litre AdBlue tank) the new FAD weighs 9,296kg, some 260kg lighter than the outgoing version. Mind you the manual gearbox does add 90kg.

To cash in on that weight saving you'd need to persuade a muckaway haulier to go for disc-brakes rather than drums and successfully argue filling a smaller diesel tank more often is better than losing up to 100kg in payload.

### Verdict

Rarely does a manufacturer make significant progress with what is really a revamp, and Plant & Civil Engineer was really impressed. That extra oomph from the Multi-Torque coupled with the extra power means the engines are potentially more efficient and definitely more robust. Operators will welcome the driveline improvements and the lower kerbweights is something all operators can successfully tap into.



# GITI TIRE MIXED SERVICE PORTFOLIO PROVING A HUGE HIT IN IRELAND

**Giti Tire's mixed service portfolio is proving a huge hit with a wide range of companies, including FP McCann, a family run business headquartered in Knockloughrim Quarry, just outside Magherafelt.**

Spread over six divisions including precast concrete, civil engineering, ready mix concrete, quarrying, surfacing and FP McCann Homes and with a around 1500 employees, FP McCann is the largest precast concrete manufacturer in the United Kingdom.

Their manufacturing facilities incorporate the latest computerised batching, distribution, casting, curing and handling systems and are operated by skilled and experienced workforces to ensure consistency of quality. The geographical spread of their facilities gives them an unrivalled ability to serve the construction industry throughout the UK and Ireland.

FP McCann offers an extensive range of quality precast concrete solutions that include drainage and water management, tunnels and shafts, rail, power and infrastructure, walling, fencing, agricultural, flooring, bespoke precast and architectural & structural products. They customise their solutions to ensure that customers receive maximum value for their customers' projects, accommodating site conditions, design requirements and construction needs.

Through their quarries, surfacing, ready-mix concrete and precast plants, FP McCann



**Chris McCloy, Regional Quarry and Transport Manager for FP McCann, with Stephen Shaw, Sales and Marketing Manager for Modern Tyres.**

supplies a wide range of heavy building materials to the construction industry.

They also have an extensive civil engineering portfolio in Northern Ireland which includes transportation (roads, bridges and rail), regeneration projects (public realm), as well as recreation centre projects, which include sports pavilions and grounds.

When it comes to their fleet of vehicles, efficiency and reducing costs are a major challenge. Comments Chris McCloy, Regional Quarry and Transport Manager for FP McCann: "We noticed almost immediately with the GDM686 and GAM831 that stone penetration is now almost non-existent. We also seem to have very few punctures compared to our previous make in the same working conditions, reducing down time and breakdown costs. Overall, we've had a great response introducing Giti into our fleet with a great performance shift all round."

Stephen Shaw, Sales and Marketing Manager for Modern Tyres and sole Distributor for Giti in Ireland, added: "Giti's extensive market research looks at all customers, vehicle types and applications, and when they see a pattern emerging and a clear future demand they will always be quick to bring a quality tyre to the respective sector.

"The new GAM837 and GAM851 are examples of this commitment to stay abreast of the market, both being launched for specific on/off road applications in sizes and with certifications which are currently quite scarce in the aftermarket.

"It is through this comprehensive qualitative approach that Giti will continue to develop a well-designed portfolio which meets the needs of the Irish market."





**GAM831**



**GAM837**



**GAM851**



**GDM686**

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For further information on the **MIXED SERVICE RANGE** or any Giti Products please call **Stephen Shaw +44 (0) 7715 326003** or visit **[www.gitifleet.com](http://www.gitifleet.com)**



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# A cautionary tale for the UK construction industry

**Over the last twelve months two of my clients involved in the construction industry have suffered joint visits by the HMRC VAT and Construction Industry Team, reports Peter Webb, a partner at Thomas Westcott Chartered Accountants.**

With the demise of local HMRC offices, this approach represents a change from previous HMRC practice.

These visits were ostensibly to ensure that the clients had complied with VAT and CIS rules but turned out to be more in depth than was expected. It is beneficial to share some of the main points arising from the visits.

Both clients were involved in the construction of new build domestic dwellings for large national house building contractors, on a self-billing basis. As such, the supplies were quite correctly zero- rated and both companies were able to make substantial reclaims of input VAT in respect of material and other relevant costs.

However, in both cases, the client was asked to prove that the correct VAT rate had been applied. The self-billing invoice was not deemed sufficient proof and because the HMRC teams had travelled from outside the area (one from Reading), there was no local knowledge of the sites involved.

The clients were asked to produce plans and planning permissions which, in both cases, they were able to do and thus prove their returns.

However, this complication added time and stress to the process. Here, the checks took a two-pronged approach:

1. Were payments being made to bona-fide subcontractors or should the recipient be treated as an employee, in which case the liability to PAYE and National Insurance payable by the contractor would be that much greater? Also, this could result in the contractor being liable for Auto-Enrolment pensions, holiday pay, sick pay and paternity/maternity pay.
2. Where the sub-contractor was properly classified as such, had the appropriate verification steps been taken and were the correct tax deductions being taken?

In relation to the first area, much has been written in the press in recent times regarding the classification of workers and there have been two high-profile employment tribunal cases involving Pimlico Plumbers and Uber which have found in favour of employed status. It is therefore vitally important that, where self-employed sub-contractors are used, their employment status is reviewed



Peter Webb

on a regular basis. There is a useful tool for checking status on the HMRC website.

Once status has been determined, the sub-contractor must be confirmed with HMRC before any payment is made in order to ascertain the tax treatment, i.e. whether no tax, 20% or the higher, 30% rate should be used. If the wrong rate is used, it is the contractor that will be liable for any additional tax due together with penalties for non-compliance.

These steps are easy to overlook in a busy working environment but failure to adhere to the rules can lead to substantial liabilities.

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## **fleet investment**

# **INVESTMENT IN QUINN FLEET CONTINUES WITH 13 NEW MERCEDES LORRIES**

**Quinn Building Products' fleet replenishment programme reached another milestone this month with the delivery of 13 new Mercedes Tractor Units.**

The 44 tonne lorries include 12 for Quinn Building Products' operations, and one for Quinn Packaging, another subsidiary of Quinn Industrial Holdings. Quinn Building Products' new units include seven for Quinn Cement (six for bulk cement and one for bagged cement products), three for Quinn Therm, and two for Quinn Lite Pac.

The receipt of the new lorries marks the latest phase of an ongoing fleet replenishment programme, which is

taking place over a four year period with a multi-million pound investment.

On completion of the programme, older vehicles and plant machinery will be replaced with new models, ensuring the safety of the fleet and reducing the overall environmental impact through the upgrades.

The new lorries received in the most recent phase of the replenishment are Mercedes Tractor Units, supplied by MBNI Truck & Van. They are more environmentally friendly models than those vehicles being replaced, with Euro 6 emissions level engines, ensuring a significant reduction in harmful emissions levels.



The supplier, MBNI Truck & Van, will also supply Quinn Building Products with a number of other vehicles as part of the replenishment programme, including ready-mix lorries, mountain tippers and an 8-wheeler tipper for Quinn's Tarmac and Quarries divisions.

This latest investment follows the opening of Quinn's state of the art Vehicle Inspection Centre in the latter half of 2017, which is dedicated to the maintenance of their fleet of over 300 trucks and trailers. The large-scale investments underline Quinn Building Products' commitment to vehicle maintenance and safety, a responsibility which is a high priority for the company.



*“We’re delighted to be the chosen supplier of a large number of heavy vehicles for Quinn’s operations. They have been a valued customer for many years, and with a total of 36 units ordered from Mercedes Benz NI as part of their fleet replenishment programme in the last 12 months, the relationship has been further strengthened and we look forward to supplying them in the future.”*

**Julian Brown**  
Mercedes Benz Northern Ireland’s  
Sales Director



# Industry Needs More Young People & More Diversity

**The Construction Industry has reported that a worsening skills shortage revealed that 27,000 building projects within UK are set to suffer within the next five years with this trend now an issue across many built-environment sectors.**

One of the main contributors to this skills shortage is a lack of young people entering the industry. Although these figures relate to the UK, Northern Ireland has suffered with the advent of Brexit and the perceived reluctance of skilled European workers coming to Northern Ireland. This could lead to a renewed shortage within the highways, transport

and construction industry within Northern Ireland.

CIHT, in association with the Royal Academy of Engineering, conducted a study of the diversity and inclusion within the highways and transportation sector and it reveals what employers have been doing to recruit, retain and develop a more diverse workforce. But what is diversity and inclusion?

Diversity is difference, every aspect that is unique and different about an individual and much more than characteristics such as gender and age. Inclusion is creating environments where people are valued, and their voices are encouraged and heard. Research by Hays highlights that companies with

women on their management boards outperform those without by 26%. Companies who report the highest levels of racial diversity bring in nearly 15 times more sales revenue on average than those with the lowest levels of racial diversity.

Therefore, being diverse and inclusive matters because opening the sector to a more diverse workforce helps to retain and develop the people that work with us, which is vital to the capacity capability and future sustainability of the sector. Our sector is changing, and we can no longer think and act in ways that puts people off important careers in our industry and we need to encourage people from

all backgrounds to look at a career within Northern Ireland.

## Results

Looking at the results of the UK based survey, 90% of the workforce and management is white and 90% of management roles and board positions are held by men. This is a problem as 90% of the companies responding to the survey reported difficulties attracting and retaining people with the skills that the industry needs.

Other business drivers reported were the need for creativity and innovation; pressure from clients; rising cost of recruitment; corporate reputation and customer insight.

There are many different groups associated with diversity within Northern Ireland, and in a study of employee diversity across 50 global economies, 14 industrial sectors and nine occupations by Forbes they ranked construction as 12<sup>th</sup> out of 14 in terms of sector diversity in relation to two of the groupings, gender and ethnicity.

Only Utilities scored below construction. The Forbes report places transport and communication 9<sup>th</sup> out of 14 with manufacturing, construction, utilities and mining at 11<sup>th</sup>, 12<sup>th</sup>, 13<sup>th</sup> and 14<sup>th</sup> respectively. This flags that we have an opportunity to recruit more diverse employees in our workplace.

The Forbes composite index considers five groupings, whereas the equality act 2010 includes 9 groupings but these can be expanded to include: Gender including women and Trans people; Sexual Orientation i.e. LGB&T; Ethnicity / Race; Disability; Age (Youth and Older people); Part time workforce; Educational Background; Marital Status; Pregnancy; Political background; and Religion. If we can overcome the perceived barriers from these backgrounds we can open the industry to a wider skill set with more diverse employees.

Some of the statistics from the research highlighted that women make up between a quarter and a half of the workforce, depending on the organisation, but they are concentrated in certain areas. Almost four out of five organisations told us that



(L-R) Karen McShane, Chair CIHT NI, Andreas Markides President CIHT, Robert Edie (Chair EI), Eva Grosman, Centre for Democracy and Peace Building.

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women occupy less than half of managerial or technical roles.

Minority ethnic people make up less than 10% of the highways and construction workforce and are mostly in non-managerial roles. Yet over the last decade we have had a large European contingent working in Northern Ireland and delivering on major projects including the M1 widening and other strategic routes.

**Barriers**

*Talking to some of the organisations this highlighted some of the barriers to diversity and inclusion. They were:*

- Direct discrimination – where someone is treated less favourably than another person because of a protected characteristic

- Associative discrimination – this is direct discrimination against someone because they are associated with another person who possesses a protected characteristic

- Discrimination by perception – this is direct discrimination against someone because others think that they possess a particular protected characteristic. They do not necessarily have to possess the characteristic, just be perceived to.

- Indirect discrimination – this can occur when you have a rule or policy that applies to everyone but disadvantages a person with a particular protected characteristic

- Harassment – this is behaviour that is deemed offensive by the recipient. Employees can now complain of the behaviour

they find offensive even if it is not directed at them.

- Victimization – this occurs when someone is treated badly because they have made or supported a complaint or grievance under this legislation.

**Seminar**

A lack of visible role models, too few mentors and discrimination also play a part. According to the Royal Academy of Engineering minority ethnic people face barriers relating to the biased recruiting practices of employers.

To promote the Diversity and Inclusion agenda CIHT and Engineers Ireland held a seminar to look at the benefits of employing a more diverse workforce. Richard Gelder from Hays highlighted that companies in the top quartile for racial and ethnic diversity are 35%

more likely to have financial returns above their respective national industry medians.

Gareth Johnston who is a Director from the Central Procurement Directive and is heavily involved in Government Procurement give some thought on the changing situation from a Local Government Perspective.

Naomi Long MLA and Eva Grosman from the centre for Peace Building and Democracy covered issues relating to disabled, older people, ethnic groups and women in Engineering.

We can no longer continue to recruit and operate in a blinkered community and we must embrace the more diverse workforce that already exists in our communities if we wish to grow our businesses.

# CIHT Hit Out After N. Ireland Draft Budget Briefing

**The Chartered Institution of Highways and Transportation (CIHT) says it is 'shocked' at the implications of a recent briefing on Northern Ireland's draft budget.**

Three scenarios were presented by the government and the CIHT, in a statement, says that except for the motorways, these would mean the virtual ending of the maintenance of the road network and the running down of public transport systems.

"It is very clear that if any of the three budget scenarios were actually implemented, Northern Ireland would become a very difficult and unsafe place for businesses and the travelling public. We would be damaging our economy and building up a backlog of costs that would need to be met in the future. We would also be increasing the cost pressures in relation to Health and Security as a result of unsafe footway and carriageway surfaces, and the lack of street lighting," says the CIHT statement.

"DfI (and DRD before) has been working with a significantly underfunded budget for a number of years, with this position being partially made up by in-year injections. This combination of lack of initial budget and uncertainty and short-termism over additions has led to inadequate maintenance of an asset valued at some £35bn and which is vital to the life and commerce of the province.

"Results of this include: the inability to program ahead so that maximum value for money can be achieved from the available resources; the departure from the province of skilled manpower and other resources

leading to increased difficulties over safety and quality, and in reacting fully when injections of budget do become available; and increased costs due to the stop/go flow of work on the supply chain.

"We are all too well aware of the current condition of our roads with potholes and flooding, and how, apart from the immediate problems, this can only lead to greater problems and costs for everybody in the future. Potholes lead to further breakup of the road and flooding leads to failure of both the surface and of the foundation.

"It is clear that the most economic way to maintain an asset is to maintain it in good condition. If this is not done, infrastructure as with other assets will deteriorate increasingly rapidly, to the increasing detriment of users and resulting in a rapidly increasing cost to restore and make good. And expensive flagship schemes are all very good, but they do not maintain the existing network.

"If a leak develops in the roof of one's' house, we get it fixed at the earliest opportunity. We do not leave it to get worse, causing rot and further damage below, and eventually destroying the property. If the windows need painted, we get them painted; we do not leave them to deteriorate, eventually needing replacement.

"In the same way, roads, if left unmaintained, will deteriorate increasingly rapidly, needing increased work and hence cost to restore them, eventually needing total reconstruction. However, in the case of roads, there is the added cost to road users of delay, disruption,

and vehicle damage, with the subsequent cost of claims against the Department.

In a recent survey, Belfast was named as the UK's most congested city for the fifth year running, with drivers wasting 200 hours a year stuck in traffic. The obvious primary reason for this is the amount of commuting by private car, with, apart from lost time, the detrimental impact this has on the environment; air quality, noise, consumption of fossil fuels, etc.

Adds the CIHT: "Equally obviously, a major part of the remedy is to provide appropriate public transport and persuade people to move to it. Translink has been working hard to improve services and increase passenger footfall, with significant success. Any cut in funding will work against this success, and again, we will pay dearly for it in the future.

**Conclusion**

"It is clear that far from a reduced budget, DfI needs an appropriate increase. We need to fund to improve public transport, rather than eating into reserves to stand still. Roads need a minimum increase of £30m per year in revenue and at least £50m, preferably £100m in Capital, properly budgeted in advance, so that maintenance and improvement of the existing road network can be programmed and carried out in a proper sustainable manner.

"The amount of money needed for the DfI budget is small in relation to the Northern Ireland vote, and the lack of it will have an impact on everybody and all other departments. Cutting the DfI budget to provide extra funds for the much larger spending Departments instead of proceeding with reforms which have been acknowledged as being needed in those departments will ultimately prove both expensive and detrimental for everybody in Northern Ireland, both for commerce and for private citizens."

# WHAT DOES A MAIN CONTRACTOR REQUIRE FROM ITS EARTHWORKS CONTRACTOR?

**The plant sector has changed dramatically in recent years, writes Mick Knight, Head of Infrastructure at Finning UK & Ireland. Typically, the industry has always been perceived as 'more traditional', and not necessarily considered to be at the forefront of innovations.**

However, I have seen our industry take vast strides into the 'connected' world, and collectively start breaking down 'traditions', particularly in highways infrastructure projects.

One of the things I've really started to recognise this year are the requirements of main contractors. As the plant sector starts to work smarter, our evolving skill sets and ways of working are now crucial to the management and delivery of key UK road infrastructure projects.

So, what does a main contractor require from its earthworks contractor? Well, from any supplier in its supply chain, main contractors require efficient and practical solutions that will deliver swift, and most importantly, safe ways of working. As we begin to develop more technologies and embrace connectivity, the ways in which the plant sector operates is proving to be integral when it comes to truly understanding the job site.

A great example of end-to-end supply chain collaboration and 'connectivity-in-action' is the work P. Flannery Plant Hire is undertaking on the Norwich Bypass. To provide some

background, the Norwich Bypass is one of the UK's largest road infrastructure projects currently underway. Led by Balfour Beatty, the new dual carriageway will be 20.1km and include a number of structures and junctions along the route. The earthworks task on this project is vast and P. Flannery Plant Hire is operating a range of Cat machines, from five to 50 tonnes. Amongst these are the Cat 730C Ejector Trucks equipped with Cat Product Measurement (CPM) technology.



When it comes to productivity the Ejectors are much more efficient and ensure safer working on site. They're much more stable, and they're able to discharge whilst on the move or at inclines. In addition, operators are able to see the payload from the in-cab monitor. Quite simply, this means that operators can ensure the truck is neither under or overloaded, which has a direct impact on fuel burn per tonne on each cycle.

This level of understanding is vital for main contractors, and in this instance, vital for Balfour Beatty as they analyse the carbon footprint across such a large site. In addition, P. Flannery operates a range of equipment fitted with Product-Link telemetry hardware, which means the majority of their fleet is connected. As each machine is connected via VisionLink, no matter the location of each machine, real-time data is transmitted and relevant information extracted. Balfour Beatty are able to access the VisionLink portal and manage the operations on site remotely and as road infrastructure projects are so vast, this level of transparency and connectivity is needed to fulfil project requirements.

This is just one example of the work our customers are doing on some of the UK's most important highways infrastructure projects; there are plenty more. However, what this project does is highlight technological capabilities – P. Flannery and Balfour Beatty are working together to measure and calculate all sorts of data; including the tonnes per load, tonnes per cycle, distance travelled per day, and how many litres of fuel a machine burns per hour.

So really, the answer is simple: main contractors want transparency, real-time communication and practical information that provides a clear picture of operations in relation to programme time.





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#### CONTACT:

Northern Ireland: Ken Hood,  
Belfast Terminal, Airport Road West, Belfast BT3 9DY.  
T: +0044 28 90731949. F: +0044 28 90732320.  
M: +0044 77 68728183. E: [info@atlanticbitumen.co.uk](mailto:info@atlanticbitumen.co.uk)

Republic of Ireland: Gearóid Lohan,  
Dublin Terminal, Alexandra Road, East Wall, Dublin 1.  
T: +353 1 819 7030. F: +353 1 808 8250.  
E: [info@atlanticbitumen.ie](mailto:info@atlanticbitumen.ie)

**30th anniversary**

# PIRTEK: THREE DECADES AT THE TOP

**Since the Australian franchise-model emergency hose repair business entered the UK market in 1988, Pirtek has grown to become the dominant force in the sector.**

Having opened the door of its pilot hose centre towards the end of 1988, Pirtek is celebrating its 30th anniversary; a three decade period of growth, network expansion and product and service innovation.

From a local level, the franchise covering Northern Ireland operates from their main depot based in Newtownabbey and it too is celebrating milestones, not only the 30th anniversary but also

recently adding vans to bring their fleet of mobile service workshops to seven!

David Adams, who has owned and operated the Northern Ireland franchise for the past thirteen years commented: "We are over the moon at bringing on a further two vans to the fleet this year, primarily to cover counties Fermanagh and Tyrone.

"We have seen significant growth over the past few years growing from a 3-van to 5-van centre and now becoming a 7-van centre is great, not only does this increase our number of vans meaning better response times and maximum coverage for our loyal customer base, but also brings employment to the province

with additional service technicians and support staff.

"The additional support staff also meant that we were outgrowing our office space and we are doubling the size of our offices and extensively renovating them at the same time. I would very much like to use this opportunity to thank all of our customers for their support over the years and I look forward to continuing to provide a first class onsite hose replacement service throughout Northern Ireland."

The concept of Pirtek – a network of independently-owned but closely





## 30th anniversary

linked hose centres supported by fully-equipped mobile workshops – was brought to this country by Pirtek UK founders and franchising veterans, Peter Brennan and Forbes Petrie, following a fact-finding mission to Australia, where the Pirtek business model was established.

Having acquired the master licence, the pair set up the UK's first dedicated hose centre in London's Park Royal; a facility that would double as the home of Pirtek UK for the next five years.



Within 18 months, the network had doubled in size with the sale of the first real franchise, Pirtek Greenwich.

Just five years later, the network comprised more than 20 centres and Pirtek had outgrown its Park Royal home. Pirtek Park Royal was sold and the head office operation moved to its current home in Acton, west London.

The network continued to grow in the UK and with the opening of the Dublin centre in 1994, Pirtek began a similarly fruitful iteration of its business model in the Irish Republic.

Pirtek then turned its attention to continental Europe, quickly establishing a footing in Germany, and the Benelux countries in 1996. The following year proved similarly significant in Pirtek's history as the company netted the coveted British Franchise Association (BFA) Franchise of the Year award.

"We had the right product and quality service in the right place at the right time," says Pirtek's Paul Dunlop, who has been with the company for 25 years.

"We had a superb range of products and services and we were offering them at a time when the growth in self-employment had made franchising desirable and when many industrial companies were seeking to outsource what had previously been conducted in-house."

Pirtek UK clocked up 60 centres within its first 10 years. "By 1998, we had around 200 mobile workshops on the road and were already seen as the benchmark for the emergency hose replacement sector. We continued to innovate, adding new products and services to our portfolio, leading to further expansion of the network. Now after 30 years in the British market, Pirtek UK has 85 centres and 350 mobile workshops."

### Awards Double

At the turn of the millennium, Pirtek UK was nominated for the BFA's Franchise of the Year award again and following its ongoing growth across Europe, the International Franchise of the Year. Remarkably, the company netted the double, collecting both awards.

With so many achievements to its name, it would be easy for Pirtek to rest



on its laurels as UK number one. But that's not how Pirtek operates. As the company celebrates the 30th anniversary of its entry into the UK market, it is continuously innovating and evolving.

Pirtek established Total Hose Management, a holistic data-driven system whereby franchises record, service and maintain hose systems, replacing parts at an optimal time and reducing hose failure. The success of this system is now being carried over into Total Hydraulic Management, covering entire hydraulic systems. Pirtek Tyne and Wear has established an ongoing relationship with Banks Mining, with scheduled maintenance of its heavy plant pre-empting failure, thus reducing unplanned maintenance as a percentage of all work to single figures.

Pirtek has also addressed one of the major dangers of working with high pressure systems – fluid injection injuries. The company's Fluid Power Glove is unique in resisting jets of oil at the highest pressures found in regular hydraulic systems. This protects from certain injury and the need for surgery, and in some cases, death.

The company takes its responsibilities very seriously. As a result, it has ISO 9001 accreditation to meet customer service objectives and ISO 14001 to measure and improve its environmental impact. These are ongoing commitments and Pirtek will continue to be ahead of the curve on these issues.

The company has made use of information technology to coordinate jobs, communicate and regulate stock for many years. All jobs are recorded on iPads and stock is managed via a bespoke system. However, the passion to grow and improve doesn't stop there as Pirtek is in the process of rolling out a new, improved IT system that will be launched this year.



# New campaign targets cartels as tip offs rise by third

**A new crackdown is being launched by the UK's competition authority amidst a 30% rise in the number of tip offs about cartels.**

The increase follows a previous Competition and Markets Authority (CMA) campaign targeting this illegal behaviour.

The CMA is now launching a new campaign to encourage more people to come forward with information that will help it hunt out illegal cartels. The campaign is part of a ramping up of the CMA's enforcement activity and comes after the award of an extra £2.8m from the government for this work.

The campaign will target those working in industries with a history of reported cartel activity both in the UK and internationally, as well as sectors with characteristics that make them susceptible to cartels, including construction. The CMA currently has four open investigations in the construction sector.

The CMA's research shows that, when compared with other sectors, construction companies were the least likely to have run any training for staff on cartels. Those working in construction were also more likely to meet with competitors to discuss prices, with a risk that those discussions cross the line into illegal cartel activity.

Cartels are businesses which cheat their customers by agreeing not to compete with each other so that they can keep their prices high. There are serious penalties for being in a cartel, but many workers in the UK know little about them, putting them and their companies at risk.

The new campaign encourages people to be "Safe, not Sorry" if they think they may have involved themselves in cartel activity and to make sure they are the first to report it

to the CMA. Witnesses – those not involved themselves but who have seen something untoward – are also asked to "Do the Right Thing" by reporting it to the CMA.

The CMA saw a 30% increase in tip offs in 2017, following the launch of the CMA's first digital campaign.

As part of the new campaign, the CMA is reminding people that, if they come forward with information about their involvement, they can receive significant reductions in fines and avoid being disqualified from running a company. If they are the first to come forward, they can receive total immunity, including from criminal



prosecution. Witnesses who blow the whistle can receive a reward of up to £100,000.

Stephen Blake, Senior Director for Cartels at the CMA, said: "We are committed to tackling cartels wherever we find them.

More people are reporting illegal activity to us and we urge anyone with information to come forward. If you're involved, it's better to be safe, not sorry and to tell us about it first – before someone else does.



"For those who were not involved but have witnessed illegal activity, we urge them to do the right thing. We know that this is a sensitive issue and some people could worry about what might happen to them if they speak to us. All information is treated confidentially and we can discuss any concerns that people may have over keeping their identity secret."

Over the past two years, the CMA has issued £151m in fines following successful investigations into anti-competitive practices and it is currently investigating 15 cases where competition law may have been broken.

## Action Taken

Cases where the CMA or its predecessor have taken enforcement action include:

- Water tank firms fined over £2.6 million, after they formed a cartel to divide up customers and fix minimum prices for tanks used in large construction projects (such as, schools and hospitals).
- Construction companies fined over £63 million for engaging in bid-rigging on nearly 200 building projects for schools, universities and hospitals. The companies colluded when tendering for building contracts, mostly in the form of cover pricing.
- Construction recruitment agencies fined over £7.9 million for agreeing to boycott a new competitor and fix the fee rates charged to clients. For more information, log on to <https://stopcartels.campaign.gov.uk>

## Blue Group Become UK Distributor for Fortress Shears

**Following on from their recent acquisition of Murray Plant, Blue Group have announced an agreement with shear manufacturer, Shearcore, to become the exclusive dealer of the FORTRESS range of equipment across the UK.**

The FORTRESS series of excavator mounted shears are sophisticated pieces of equipment that are structurally sound and are made up of a reduced number of parts when compared to other shears in the marketplace. This is made possible due to their innovative design. The shears feature a patented two piece style piercing tip that covers the entire tip, and doubles the size of the protected area. They also incorporate a

large pivot group that eliminates the need for an auto-guide, (puck) giving a longer life to the shear as well as increased cutting stability. Furthermore, FORTRESS shears offer more power at the piercing tip than any other comparable shears in each weight class, as well as having a much larger pivot assembly to accommodate the increased power.

The deal follows the recent acquisition of Murray Plant, an attachment specialist company who have the exclusive UK distribution rights for the popular Rammer brand of attachments. The Rammer series includes pulverisers, shears, grapples and hammers. The FORTRESS Line will be sold and supported via Murray Plant sales and service

teams, meaning all sales and demonstration enquiries should be made to Fergal O'Neill on 07968 340382. Furthermore, to support customers throughout the life of their FORTRESS shear, Blue will be working closely with Vinny Healey from Hydraulic Attachment Solutions for the supply of new blades. Vinny has many years of experience with shear blades and will prove invaluable in assisting customers going forward.

Commenting on the deal, Blue Group's C.E.O Adrian Murphy commented, "We are delighted to add this class leading range of shears to our portfolio of equipment. The acquisition will give our customer base within the Demolition and Scrap



Industries access to this highly regarded line of products".  
Fortress shears are manufactured in the USA by Shearcore Ltd. The brand is sold in over XX countries throughout the world.

# Kubota UK launches L1361 Compact Utility Tractor



*Kubota  
L1361  
Compact  
Utility  
Tractor*

**Kubota UK has launched its latest high performance L1361 Compact Utility Tractor; for those looking to complete a wide range of maintenance tasks with ease, the 36.6 HP machine is a flexible choice, featuring a powerful three cylinder Kubota D1803-M-E2 engine, manual or three range speed hydrostatic transmission and a 38 litre capacity fuel tank for extended periods of use.**

The new L1361 also includes 4WD and live, continuous-running rear PTO exclusively available on the HST model. The frequent and alternating use of various implements are supported by the machine's three-point hitch and impressive lifting capacity, for easier and flexible use.

By featuring a quick detach front loader, the model allows for easier and quicker use of implements, including the new Kubota LA525

front loader with a curved boom design, for easy completion of the biggest of tasks.

The bevel gear front axle has been designed to deliver an extremely tight turning radius, with full power transfer to the wheels at every steering angle. This enables greater traction across all terrains for secure high performance.

However, productivity and performance aren't the only key benefits of the machine. Ergonomics have also played a significant part in the L1361's refreshed design, with a spacious operator deck and slanted front bonnet for greater field of vision when handling front loader operations to ensure maximum safety.

Speaking of the latest L1361 tractor, Adrian Langmead, Business Development Manager for Groundcare, said: "As a market leader in the manufacture of high performance solutions, Kubota is dedicated to developing machines that combine innovation and technology together to constantly improve the way in which the industry works.

"Regardless of terrain or job requirement, the L1361 allows operators to get the job done better and faster, all with greater comfort, performance and ease."



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# CITB NI Celebrate Construction winners at Annual CIOB Awards

**CITB NI hosted another successful Chartered Institute of Building (CIOB) Lecture and Awards evening at Nutts Corner Training Centre acknowledging local students in their professional exams in 2017.**

The presentation focused on the exceptional work by GRAHAM-BAM Healthcare Partnership for the £85m Ulster Hospital Phase B2 Inpatient Ward Block which was awarded the overall winner at the Construction Excellence Awards 2017. Certificates were awarded to candidates who successfully passed their CIOB examinations last year through QTAS and Training LMS training organisations. Sharon Dempster (Training LMS) was presented with the Best Overall Performance Award for her outstanding results in the CMP programme in 2017 achieving both the highest marks in NI and overall.

Barry Neilson, Chief Executive CITB NI, presented the students with their certificates. He commented: "Congratulations to everyone who achieved recognition in their professional exams. CITB NI are proud to host these awards annually and acknowledge those who have worked incredibly hard to achieve CIOB status. "Special congratulations go to Sharon Dempster who has excelled in her achievements but in doing so also demonstrates that construction is no longer considered an industry only suitable for men. CITB NI facilitates a women in construction network to help raise the profile of females working in the industry highlighting their



**Pictured here are Susanna Crabbe and James Dickey, both Ballymena Academy, with Caoimhinn Gormley, St Louis Grammar, Ballymena.**

success in order to break down the stereotypes traditionally related to the sector."

As part of the ceremony certificates were awarded to those who gained top grades in GCSE Construction and Built Environment in 2017. First place was awarded to Caoimhinn Gormley, St Louis Grammar School, Ballymena, second place Susanna Crabbe and third place James Dickey both from Ballymena Academy. Barry Neilson continued: "We are delighted to also present awards to those young people who have excelled at GCSE in Construction and Built Environment. We

congratulate them for undertaking the subject and acknowledge their success. Again it is wonderful to see young female students excel in these subject areas that historically would have been male dominated and we hope this trend continues. Construction is a diverse and dynamic industry with opportunity for a range of career roles from project management to working onsite. Today's youth are essentially the constructors of the future and we need to invest in their training and development also to help the industry grow and develop."



**Sharon Dempster Top CMP student with Maurice Johnston CITB NI, Gerard Graham CIOB, Roger Gillespie Training LMS and Barry Neilson CITB NI.**



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New Takeuchi TB240 ready to be delivered to ABC Hire in Naas by Alan Milne Tractors Newry.



AG Wilson new Wacker Neuson RD27-120 roller supplied by Glendun Plant.



O'Neill of Clonoe new Wacker Neuson DW90 9 ton cab dumper from Glendun Plant.



Jason at Taggart Jack, Ardstaw taking delivery of the very first Manitou MLT741 V+ telehandler.



NI Hoses supplied this new stelco sel to Francis Conlon.



Bann Hire - Andrew and Brendan taking delivery of their new Wacker Neuson LTN6 light tower and RD45-140 roller from Glendun Plant.



NI Hoses supplied this new stelco sel 250s to Martin Kelly Newry.



CP Hire - Andrew Hutchinson taking delivery of 12 new TRIME X-ECO light towers from Glendun Plant.



2 x Hitachi ZX55U-5 to All Plant, Co Kildare sold by TBF Construction Machinery Dublin.



New Cp 2040 excavator mounted trench Compactor recently sold to a Dublin civil engineering company by SME Plant Sales.



New Hammer Hs 700 recently sold to Wright plant hire in Cork by SME Plant Sales.



New PC138US-11 with Blade & EngCon tilt rotator supplied to A. McKee & Co - Wac McCandless.

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New Dieci Agri Plus 40.7 PS being delivered to Alan McMurray in Dungiren Co Londonderry by Alan Milne Tractors Newry.



Hitachi ZX48U-5 - Shannonvalley Plant Hire, Donabate, Co Dublin sold by TBF Construction Machinery Dublin.



Bruce Eakin with his new PC210LC-11 - Wac McCandless.



Genie S45 Booms sold to H McLarnon & Son by Sleator Plant.



Willie from GDC Construction (ir) LTD taking delivery of their new Manitou MT1840 telescopic handler.



McCarroll Plant Hire - Michael taking delivery of a new Skyjack SJ46AJ boom from Glendun Plant.



Mark Gillespie of McGaffin Contracts with their new Manitou MT1335.



TB230 and TB210 sold to ABC Hire in Naas by Alan Milne Tractors Newry.



Hitachi ZX85USB-5 - E Lynch & Sons Ltd, Navan, Co Meath sold by TBF Construction Machinery Dublin.



New Cp Fast tow Led light tower recently sold to Mulcrone Bros, Westport, Co Mayo by SME Plant Sales.



New Case CX26C supplied by Cowan Bros to Dens Hill Garden Services Limited, Portlengone.



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New stelco sel 350s for Dawson Wam supplied by NI Hoses.



Kellys Point Hire - Gary, Ronan, Leonard and Conor Kelly with some of their new Skyjack scissors supplied by Glendun Plant.



Hitachi ZX26U-5 to Graham Ellis, Enniskillen sold by TBF Thompson (Garvagh) Ltd.



New Case CX210D supplied by Cowan Bros to RTD Crawford, Lisbellaw.



Hitachi ZX130LCN-6 - Smylie Site Services, Glenavy sold by TBF Thompson (Garvagh) Ltd.



Takeuchi TB230 on its way to Leeman Contracts in Keady Co Armagh.



New Cp Ms 595 Rammer sold to Mr Hire in Dublin by SME Plant Sales.



KC Hire, Newry, Gary and Gavin Clarke with their new Wacker Neuson RD18-80 roller and plates from Glendun Plant.



New Cp Compressor recently sold to Nenagh Plant Hire by SME Plant Sales.



New PC490LC-11 recently delivered to Robinsons Quarry Masters - Wac McCandless.



Richard Armstrong of Armstrong Surfacing Lisburn collecting his new Takeuchi TB235 from Alan Milne Tractors Newry.



Hitachi ZX130LCN-6 - Balloo Hire, Bangor sold by TBF Thompson (Garvagh) Ltd.

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A new Truxta B300-E Electric Mini Dumper for Balloo Hire, from Ballyward Plant Services.



Genie Z45 Boom Lift sold to Boles Hire by Sleator Plant.



RJ Smyth, Omagh taking delivery of their new Manitou MT625.



A new Terex Finlay C-1545 supplied to T.Harley & Sons by Ormonde Machinery.



New Dieci Agri Pivot T60 sold to Robert Stinton in Ballyshannon Co Donegal by Alan Milne Tractors Newry.



New Takeuchi TB216 ready to be delivered to Ashfield Landscaping Services Dublin by Alan Milne Tractors Newry.



AG Wilson take delivery of a new Adler K600 Sweeper from Ballyward Plant Services.jpg



Genie GS3369 RT Scissor Lift sold to FM Services by Sleator Plant.

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New Takeuchi TB216 delivered to Douglas Nurseries in Ardee Co Louth by Alan Milne Tractors Newry.



A new Giant D254SW for B Barry, from Ballyward Plant Services.



New Case CX30C supplied by Cowan Bros to Hill Utilities Ltd, Newtownabbey.



McCrory Contracts - New Wacker Neuson DW90 & 3001 cab dumpers and an RD18-80 roller supplied by Glendun Plant.



New Hammer FH 14 fixed Concrete Mulcher to fit 20t excavator recently sold to CHI Environmental in Waterford City by SME Plant Sales.



New Dieci 17m Icarus 40.17 ready to be delivered to TJ Garahy in Kilkeegan Co Wicklow by Alan Milne Tractors Newry.



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New Case CX35B supplied by Cowan Bros to Army Homes, Army.



New TB230 Takeuchi delivered to MB Premiere Contracts Ltd in Navan by Alan Milne Tractors Newry.



5 ton Takeuchi TB250 ready to be delivered to Cono Keenan in Maybridge Co Down by Alan Milne Tractors Newry.



A new Giant V5003HD Tele for EOS from Ballyward Plant Services.



Kx027-4 Excavators Sold To Cp Hire By D A Forgie.

# PLANT sales

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Hitachi ZX190W-6 sold to Lagan Plant, Belfast by TBF Thompson (Garvagh) Ltd.



ECI First Steelwrist sold to Healy Rae, by Denis O'Kelly.



Takeuchi TB210 loaded to be delivered to Derek Byrne in Shankhill Co Dubli by Alan Milne Tractors Newry.



New Hammer SB 150 recently sold to Gaelic Plant Hire, Wicklow by SME Plant Sales.



Hitachi ZX19U-5 - M H Plant Hire (IRL) Ltd, Omagh sold by TBF Thompson (Garvagh) Ltd.



Mr Conor Keenan from Mayobridge Co Down collecting his new 5 ton Takeuchi TB250 from Alan Milne Tractors Newry.



A new Truxta B450-E Electric Mini Dumper for KC Hire, from Ballyward Plant Services.



A new Giant Plus 150 Sweeper for Bann Hire from Ballyward Plant Services.



New Case CX26C supplied by Cowan Bros to Glenview Contracts, Cushendall.



A new Giant V5003 X Tra for a Co Down Contractor, from Ballyward Plant Services.



Hitachi ZX225USLC-6 - John Cradock Ltd, Co Kildare sold by TBF Construction Machinery Dublin.



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