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MAY-JUN 2018

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# PLANT & CIVIL engineer

May-Jun 2018

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We turn the spotlight on quick hitch safety in this, our biggest ever issue of your favourite plant & civil engineering magazine, indicative of how buoyant our industry is at the present time, despite all the uncertainties, not least what has been called 'the totally unacceptable state of decision making in Northern Ireland,' a reference to the prolonged absence of an Executive at Stormont.

Apparently, an updated standard for quick hitches - ISO 13031, Earth-Moving Machinery, Quick Couplers, Safety - has been causing confusion on jobsites throughout the south of Ireland. The standard was developed in cooperation between Health and Safety organisations and the industry following a number of fatal and serious accidents where excavator buckets became detached and fell onto workers. You can find out in this issue what many of our leading manufacturers have to say about their latest quick hitches.

Meanwhile, it's that time of year again - show time! The sun shone on many of the most recent big exhibitions, chief among them Balmoral Show, Scotplant and Vertikal Days; we have reports on all of them. Plus, we look back at Intermat 2018 and forward to Hillhead later in June which promises to be the biggest and best ever!

In other news, the search to find Northern Ireland's best plant operator has been launched for the second year by leading training provider Industry Training Services (ITS). It will host the ITS Northern Ireland Plant Operator of the Year 2018 in association with Finning and Plant and Civil Engineer; you'll find all the details inside.

Also in this edition, we have a buyers guide to tiltrotators, and we turn the spotlight on several manufacturers who are celebrating significant landmarks - both Terex Finlay and Manitou are marking 60 years in business, while Brian Scot Engineering has reached its 40th anniversary.

Our 'View from the Cab' series features a Volvo A60H 55-tonne capacity dumper, a Kobelco SK140SRLC, and a JCB 19C-1 mini excavator, and we take a look at the latest Hidromek Long Reach machine.

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, plus all you need to know about entering our annual 'Plant & Civil Engineer' awards 2018.

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

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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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# Lagan Group Sold for £445 million to Breedon

**Kevin Lagan has confirmed that he has entered into an agreement with Breedon Group plc to sell his materials business, Lagan Group, for £455 million on a cash and debt free basis.**

The deal sees Breedon, the UK's largest independent construction materials group, acquiring Whitemountain, Lagan Cement, Lagan Brick, Lagan Asphalt and Welsh Slate. Lagan Homes does not form part of the sale.

Breedon has an established relationship with Lagan Group, having operated a successful joint venture with its Whitemountain business in Scotland. The combination of Breedon and Lagan's materials interests will create a workforce of circa 3,000 and turnover of more than £900m.

Lagan Group was formed in the 1960s on the outskirts of Belfast by Kevin's father, Peter Lagan, when he opened his first quarry at Whitemountain. Chairman Kevin Lagan has undoubtedly been the driving force behind the business for over 40 years, growing its turnover to £272 million, with combined earnings (EBITDA) of approximately £55 million in 2017.

Commenting on the announcement, Kevin Lagan said, "Our committed and passionate staff at Lagan Group have contributed significantly to the development and growth of the business, differentiating us from our competition in all of the markets in which we operate. I'd like to thank the staff for the role they have played in the growth of Lagan Group, and I wish them every success as they enter an exciting new chapter with Breedon, who I am confident will build on that success, supporting the development of the business in the years ahead".

Following the disposal of the substantial materials business to Breedon, Kevin and his family intend to pursue a managed growth strategy with the Lagan Homes and FastHouse businesses, which are being retained.

Lagan Homes, one of the largest housebuilders in Northern Ireland, with a longstanding reputation for delivering quality homes, has plans to develop its markets in Ireland and in Great Britain, where it has established a strong regional presence. For the year ended 31 December 2017, the overall Lagan Homes business, a substantial element of which sits outside



Kevin Lagan

Lagan Group, posted total turnover of around £76 million, with combined profit before tax coming in at approximately £10 million.

Kevin Lagan is also the majority shareholder in LF FastHouse, an innovative manufacturer of modular closed panel and timber frame systems for the construction industry, which employs around 100 people at its state of the art factory. FastHouse aims to deliver fast, efficient, cost-effective housing solutions manufactured off-site, supporting demand in Ireland, the UK and internationally. It is currently supplying around 470 luxury holiday lodges to Ireland's first-ever CenterParcs resort in County Longford.

## FastHouse lands 470-lodge contract at Center Parcs Longford

**Limavady based manufacturing firm, FastHouse, has been awarded a major contract for the manufacture and installation of 470 holiday lodges at the eagerly-awaited Center Parcs in Longford.**

FastHouse's Installation Teams have already commenced work on the 10-month build programme

at the 400-acre Longford Forest site in Ballymahon. It is set to open in 2019.

It was awarded the deal by Ireland's largest building company, John Sisk & Son, which is the Main Contractor of the €233m project. Sisk will oversee the construction of the lodges, 30 apartments and the state-of-the-art centre buildings (including the iconic Center Parcs

Subtropical Swimming Paradise, restaurants, bars and shops).

Stephen Bell, Managing Director of FastHouse, said: "We are delighted to have this opportunity to be part of the construction of the first Center Parcs in Ireland. This is an exciting project to be part of and marks FastHouse's first major step into the Irish market.

"We have already completed numerous housing projects

throughout Northern Ireland and England over the past 15 months and Ireland will now be a core market for the Company across our modular housing and leisure lodge products."

FastHouse manufactures modular open and closed panel timber frame systems for the construction industry. Its highly automated manufacturing facility extends to 200,000 sq ft with FastHouse's closed panel product its primary focus for the housing market. FastHouse's rapid build system means it can construct a set of semi-detached homes to weathertight stage in just two days.



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# LIEBHERR

# Kilwaughter Minerals boosts fleet efficiency with FORS Bronze accreditation

**Kilwaughter Minerals has reported a boost to fleet efficiency after becoming the latest Northern Ireland operator to achieve FORS Bronze accreditation.**

The company saw FORS, the Fleet Operator Recognition Scheme, as an opportunity to not only improve the management of its fleet, but also to satisfy training and development opportunities across the company.

Larne-based Kilwaughter Minerals is just one of a number of Northern Ireland based companies to join FORS. The scheme is rapidly establishing itself as an influential reference point for operators looking to improve safety, boost efficiency and increase sustainability. The company has worked diligently to meet the FORS Bronze accreditation requirements, and as a result, has made significant changes to its working practices. The process revealed gaps in training for Kilwaughter, which led to a review of training and development across the whole site.



**L-R: Neil Bareham, Kilwaughter Minerals Quality & Environment Manager, Peter Morrow, FORS Manager Northern Ireland, Graham Matthews, Kilwaughter Minerals Production Manager and Neal Dunning, Kilwaughter Minerals Bulk Production Supervisor.**

Graham Matthews, Kilwaughter Minerals Production Manager, commented, "We decided to go for FORS as we saw this as an opportunity to improve the management of our fleet to a recognised standard and we found the accreditation process to be informative, constructive and positive. FORS will help us to deliver improvements in areas such as fleet management and fuel consumption,

supporting our aims of safe and efficient haulage."

Peter Morrow, FORS Manager – Northern Ireland, added, "Kilwaughter is the latest in a growing number of Northern Ireland based companies to join FORS, and we are delighted to have them on board. Although Kilwaughter only has a small fleet," he said, "it is striving to operate the whole business to the highest standards, and

we are keen to work closely with the company to help with continuous improvements."

Kilwaughter, which has a fleet of seven vehicles, has been an established mineral and quarry processor since 1939 and is a member of the Mineral Producers Association, Quarry Products Association and Institute of Quarries. Product lines include calcium carbonate powders, limestone sands, aggregates & minerals. The market leading K Rend brand is the UK's largest independent silicone render manufacturer.

Gordon Best, Regional Director with the Quarry Products Association NI said: "I am delighted that Kilwaughter has joined FORS. This shows their commitment to road safety, protecting the environment and improving the efficiency of their business. This aligns with many of the QPA's aims. FORS is the logical step for our members as it demonstrates to society that organisations are committed to operating their fleets above the legal minimum."



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## Contract for £220 million A6 Dungiven to Drumahoe Dualling Scheme awarded

**The Department for Infrastructure has appointed the contractor to construct the A6 Dungiven to Drumahoe Dualling Scheme.**

The award is to a consortium of Sacyr, Wills Bros and Somague and is a major milestone in the delivery of this NI Executive Flagship project.

The 25.5 kilometre scheme represents an investment in the region of £220 million, including land acquisition. The project will construct a high standard dual carriageway between Drumahoe and Dungiven, including a bypass of Dungiven, with roundabouts connecting the scheme to the existing road network at either end.

The A6 is a strategically important route as it connects the North West to Belfast and beyond. The existing road carries around 15,000 vehicles per day and with traffic levels continuing to grow, this very significant investment will greatly improve road safety and journey times by reducing congestion.

The construction of this road will help to secure jobs in the construction industry, contribute to the economic development of the region and bring long term benefits to road users and local communities.

Work is expected to take up to four years to complete.



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# Cole Groundwork Contracts Achieve All Star Accreditation

Leading lights in Irish Business descended on Croke Park recently for the Fourth Annual All-Ireland Business Summit powered by Audi, where a 1000 strong audience from all 32 counties were captivated by the speakers who revealed their top secrets, confessions

and the do's and don'ts that have helped them achieve their business success.

The Business All-Stars competition final was one of the key elements of the summit. The Business All-Stars is an annual competition designed to identify, recognise and accredit Irish companies and individuals that have

distinguished themselves in the conduct of their business over the last 12 months.

Cole Groundwork Contracts was accredited with the All-Star Rising Star – Civil Engineering and speaking at the event, Kieran F. Ring, CEO Global Institute of Logistics, Deputy Chairperson Adjudication Panel said: "The decision to designate Cole Groundwork Contracts with All-Star Rising Star – Civil Engineering 2018-19 is based on the score achieved in four rounds of intense competition.

The application, supported by references, interviews and independent ratings from the 'mystery shopper' process left the adjudication panel in no doubt that Cole Groundwork Contracts is richly deserving of this accreditation. We would like to extend our sincere congratulations to all concerned and we wish you every success for the future."

In response Conor Cole, Managing Director said: "Achieving All-Stars accreditation is a great source of pride for us and we look forward to continuing to meet and indeed exceed the standards set by the All-Star programme." Added Dr. Briga Hynes, Kemmy Business School, University of Limerick, Chairperson Adjudication Panel: "Cole Groundwork Contracts has demonstrated an ability to innovate and has impressive growth plans which no-doubt reflects the resilience and optimism that are the hallmarks of Irish entrepreneurs. Cole Groundwork Contracts bring a real inspiration for what is possible in business in Ireland and provide important role models for the many aspiring entrepreneurs and existing small firms."



The All-Star Accreditation Programme at the Fourth Annual All-Ireland Business Summit powered by Audi at Croke Park were, Master of Ceremonies Gavin Duffy, Conor Cole, Managing Director, Cole Groundwork Contracts who was accredited with All-Star Rising Star - Civil Engineering.

An advertisement for Ballyward Plant Services. The top half shows a collage of various yellow and orange construction equipment, including excavators, a loader, and a truck. Below the image, the text reads: "Ballyward Plant Services", "Suppliers of quality used and reconditioned plant machinery", and the "BPS" logo with a diamond-shaped icon containing a digger. Contact information includes "16 Clanmaghery Road, Ballyward, Castletwellan BT31 9RR", "Tel: 07850 363747", and "Email: ballywardplant@gmail.com". At the bottom, logos for "HAPIX", "HYDREMA", and "GIANT" are displayed, along with the website "www.ballywardplantservices.com".

## Kubota UK Launches Flexible Finance Solutions

Kubota UK is introducing flexible finance packages on two of its recently launched and industry leading mini-excavators – the eco-friendly KX042-4 and the powerful zero-tail swing U36-4. The offer is available from the 1st April until 30th June 2018.

Launched in 2017, Kubota's KX042-4 is the most environmentally friendly excavator in the four-tonne weight category. The Common Rail System (CRS) electronically controls the fuel injection timing and amount in stages rather than all at once, for optimal combustion. This results in greater efficiency, better fuel economy and less engine noise.

In addition, certain features of the KX042-4, such as the AUX oil flow with proportional flow control, auto idling, auto-shift and dozer float position, provide the machine with the power and versatility to handle tough jobs with ease. Adrian Mann, Kubota UK's product manager for its Construction Equipment Division, said: "These flexible finance solutions have been launched to support owner operators and those within the plant market, giving them the opportunity to own their first Kubota or expand their fleet. At Kubota, we are constantly looking at ways we can raise the bar and enhance the service we provide. This new initiative is another example of our commitment to driving the construction sector forward."

An advertisement for the "PLANT &amp; CIVIL engineer AWARDS 2018". The text is set against a dark background with a red and white design. It includes the website "www.plantandcivilengineer.com".



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## Machinery-User.com

# EXPANDS DIGITAL MARKETING SERVICES

**Machinery-user.com is now concentrating and specialising in providing customers with a Digital Marketing Consultancy service to increase company profiles. Company Director Danielle McSorley has been telling Plant & Civil Engineer about some expansions the machinery-user team have recently made.**

Up until now the website was solely focused on the



**Aimee Brown, Sales Manager**

sourcing, selling & shipping of machinery worldwide. "This part of the business is always extremely busy with over €3.5 million of machinery advertised weekly and over 6,000 weekly page views from a worldwide market," says Danielle.

With the new data GDPR regulations coming into effect, Danielle has been reviewing the impact this will have on companies. "I am getting calls and emails constantly regarding this. First thing I say is not to panic and advise my customers accordingly."

Machinery-user's sales manager Aimee Brown found that company websites and social media accounts were long outdated, prompting Machinery- User to step in to fill a niche in the market in an area that it already excels in.

"We now not only offer the standard package for customers but we are concentrating on working with individual

companies and spending time reviewing and implementing new digital marketing strategies to offer them the most effective way to digitally increase their profiles, products and services," says Danielle.

"You have to move with the times or you will get left behind; the old school days of posting photographs and datasheets of machinery are well gone and companies need to realise that a website is like online dating today, if you don't like the look of what you see you just swipe past and move onto the next."

Machinery-User will arrange a personal consultation to discuss a company's current marketing strategy, and will then develop a report or proposal based on the company's budget and requirements to improve its business. Such a package would include a new website design, development & branding, social media strategies, Google adwords, SEO, and email marketing mail-shots directed



**Danielle McSorley, Managing-Director**

to the required target market. So, if you feel like your website needs an overhaul or you simply want some advice on promoting your company, services and products globally just give the team at Machinery-User a shout.

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dealership

# DENNISON JCB GETS OFF TO A GREAT START

**JCB's new construction dealer covering sales, service and parts for Northern Ireland and Co. Donegal, Ballyclare-based Dennison JCB, officially launched to the public at the recent Balmoral Show.**

Five JCB machines were sold over the four days of the show which was used to introduce the new Dennison JCB team to existing and potential customers.

The team includes Ian Calderwood, sales manager, Jonathan Forsythe, aftersales manager, Andy Maybin, workshop foreman, Stephen Sloan, sales executive, and Connor Smith, parts supervisor; other members of the Dennison JCB team were also on hand.

Commented Dennison managing director John Jenkins: "We are thrilled to be appointed as the JCB dealer for

Northern Ireland and County Donegal. 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."

Added Dales sales manager Ian Calderwood: "We plan to build the business on the basis of our tried-and-true formula of customer service and customer relationships."





"The Balmoral Show acted as the perfect gateway to introduce ourselves as the new dealer and the number of enquiries, visitors and customers that we encountered over the four days overwhelmed us. We look forward to working with each of them and helping our customers discover how JCB machines can improve productivity and profitability."

And said Jonathan Forsythe, aftersales manager: "Showcasing our aftermarket offering at Balmoral Show was hugely important to us. We wanted to illustrate to our new and potential customers our commitment and total offering of equipment related requirements including parts and service."

"With one of our service vans on display alongside our experienced aftermarket team on hand to answer any questions on parts and service, we hope to have displayed our dedication to the aftermarket side. Our parts and service employees are fully trained on the JCB product line and we look forward to providing unparalleled customer service, service back up and reliability."

Speaking when the appointment was first announced earlier in the year, JCB's UK and Ireland sales director Steve Smith said: "We see great opportunities for growth

in the 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."

The Dennison JCB display at Balmoral included seven JCB machines – 220X, 86-C, 51R-1, 18Z-1, 110W Hydradig, 3CX Compact and 535v125 Hi-Viz Loadall.

Some great deals on machines, service offers and merchandise for sale were all available at the event which also saw Dennison JCB give £100 worth of Dennison JCB vouchers every day as part of its Balmoral show competition.





# Modern Tyres raises £5000 for the Make A Wish Foundation

Modern Tyres held their annual golf day at the Lough Erne Golf Resort in Enniskillen. With customers attending from all over Ireland it provided an ideal

platform to raise some money for their nominated charity, Make A Wish.

The money was raised through auctions and donations at the event which was hosted by

Adrian Logan; also in attendance were Craig Gilroy, Alastair Fisher and Ruth Gorman.

Stephen Shaw, Group Sales and Marketing Manager for Modern Tyres, said: "Make A Wish is a

fantastic charity they create life-changing wishes for children with critical illnesses. Whether it's starring in their own films, walking with dinosaurs, going on an amazing holiday, meeting a celebrity hero, or having a life-changing bedroom makeover, their wishes are varied, personal and, most importantly, magical. "They go above and beyond to grant very special wishes to very special children; their wishes made a reality at a time when they need it most. A child's life shouldn't be about illness, hospitals and diagnosis – it should be about wonder, joy and hope."

Gail McKee, regional fundraising manager for Northern Ireland, said: "Once again I am delighted that Make-A-Wish has been chosen as the charity partner for Modern Tyres. This is the third year we have been chosen and once again Modern Tyres has pulled out all the stops to raise another amazing total, £5000. The money will go to help grant the one true wish of children here in Northern Ireland.

Thank you to everyone involved. You are all wishmakers."



## Atlas Copco adds new compressor to 8 Series range

Atlas Copco has announced a new addition to its award-winning range of rugged and lightweight 8 Series compressors.

The XAS 88G combines a reliable source of compressed air with a 9 kVA built-in generator. The pioneering concept of the latest model, and all machines in the 8-series compressor/generator combination range, are designed to optimise fuel consumption in-line with load demand.

Easy start-up, safety and security are defining features of the machines, which are designed for use on construction and work-sites around the world. For instance, the starter motor protection and anti-air lock system features guarantee easy starting. Meanwhile, for added safety, a battery cut off switch is provided with IT relay functionality as standard; meaning there is no need for extra earthing protection.

The XAS 88G is also equipped with an alternator that delivers 100 per cent imbalance in single phase mode, and a rotary screw compressor element that produces 7 bar (100 psi) air at a Free Air Delivery (FAD) rate of 5 m<sup>3</sup>/min (175 cfm).

Furthermore, the machine is driven by an economical, quiet and emission-controlled Kubota engine that produces 33 kW at normal shaft speed. This combination offers end users the capability to power up to three pneumatic tools

and two electric tools in semi-simultaneous mode, enabling selection of air supply or power output to match on-site needs.

The XAS 88G portable compressor is available with two generator output options, depending on the operator's region of the world. It comes in a 230/400 V version with three weather-protected power sockets: 2 x 400V 16A and 1 x 230V 16A, along with a 4P 13A circuit breaker. Alternatively, an 110V version is available with three power sockets as well: 1 x 110V 63A, 1 x 110V 32A and 1 x 110V 16A, along with a 2P 63A circuit breaker.

For on-site mobility and transportation, the small footprint unit features a fail-safe lifting beam tested to take four times the weight of the machine; which at 750 kg is up to 100 kg lighter than comparable units.



Atlas Copco 8 Series compressor - XAS 88G

## ECITB backs budding engineers to build industry careers

Aspiring engineers have the opportunity to apply for a place on a prestigious year-long course to help launch a career in engineering construction.

Funded by the Engineering Construction Industry Training Board (ECITB) and delivered by 11 colleges and training providers across England and Wales, the Introduction to Engineering Construction (ITEC) course equips young people with the skills, qualifications and behaviours to prepare them for employment.

This year, the ECITB will support more than 150 young people to take the course, which is equivalent to the first year of a level 3 apprenticeship. Launched in 2015 to offset the drop in apprenticeships offered across the industry, the ITEC programme has already helped engineering construction employers recruit new talent.

Next month, the 154 learners that enrolled on the course last year will graduate and will be looking for opportunities to apply their newly-acquired skills in the industry.



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# BRIAN SCOTT ENGINEERING LTD

## CELEBRATING FOUR DECADES OF STEADY SUCCESS



**To be 40 years in business – and still growing - you have to be doing something right. That sort of success doesn't happen easily. Take Brian Scott Engineering as a prime example. It is one of Northern Ireland's success stories.**

When Brian Scott decided to go out on his own back in 1977 having worked for TBF Thompson for some years, he had a vision of building a business to be proud of, and with the help and support of other family members he has accomplished just that – and much more besides.

In those early days Brian worked out of a tin shed no bigger than 10 foot square. Today, operating out of a 50,000 sq ft state of the art facility in Garvagh, the company has grown to become one of Northern Ireland's leading manufacturers of heavy duty excavator buckets and related accessories, known and respected for its high quality workmanship not just across Ireland and the UK, but throughout many other countries around the world.

While Brian is still active in the company, his son Nigel is responsible for the day to day running of the business which supplies buckets and attachments for all makes and models of excavators.

With an expanding customer base across the construction, civil engineering, plant hire and



**Nigel Scott, Venita Scott  
& Brian Scott.**

agricultural sectors, the 40-strong team at Brian Scott Engineering has never been busier.

"The company's early success was all down to my father's hard work and dedication," says Nigel who joined the

business 26 years ago. His wife Venita is office manager, having taken over the role when his mother retired in 2002. "Today, our continuing success can be attributed in no small measure to all of our loyal and experienced staff, some of whom have been with us for over 30 years, while others have been here for more than 20 years."

It was a different story when the recession struck in 2008. Those were difficult and challenging times for everyone in business and especially for those in the manufacturing industry, but Brian Scott Engineering pulled through and since then turnover and output has increased year on year.

### Export Markets

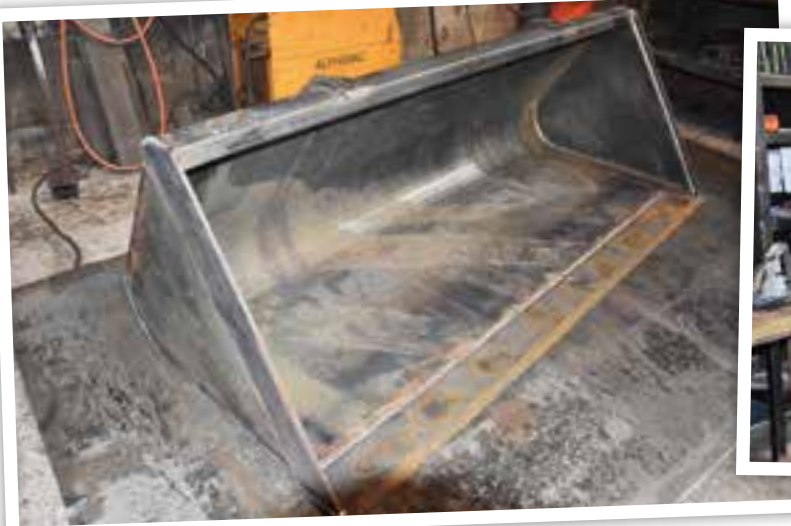
In the beginning, the company's products were mainly bought by customers in Ireland and the UK, but now a large percentage of sales is generated in the export market.

"We have representation in Australia and New Zealand, and customers in France, Norway and the United States," explains Nigel. "More often than not, customers approach us, thanks mainly to word of mouth recommendations, and we are delighted with that."

The company has been doing business with many of its clients from when it was first established, testimony to its commitment to customer care and support down through the years.







The quality and durability of the company's products, too, is well demonstrated by the fact that more than a few of the buckets that come in for repairs were first bought by customers 30 years ago, and they are still earning their keep on building sites across the country.

The same can be said of the company's extensive portfolio of attachments, ranging from forks and rippers to riddle buckets and rakes.

### Custom Designed

Apart from manufacturing standard buckets, the company also focuses on custom designed and one-off products. "Norway, the US and France would be big customers for custom designed buckets," says Nigel, "and we are also happy to supply one-offs to individual clients. Every customer, big or small, is treated in exactly the same professional, efficient and friendly manner."

Investment in the business and its people have also been key to its success. Over the last few years, the company has spent several million pounds upgrading its workshops. "It is a continual process. Technologies change all the time and we have to keep up with that. We are always exploring better and more efficient ways of doing things."

Availability of product is never a problem as the company always carries a large amount of the more popular sized buckets, while more specific requests can be met within a matter of a few weeks.

There are always challenges in business, of course. Currently the price of steel is having a big impact. Over the past year steel prices have risen 40%. It's an expense that can't all be passed on to the customer in what is a competitive market place.

On the other hand, the uncertainty over Brexit is perhaps surprisingly having a more positive impact, especially in the export market, thanks to a weaker pound. "It means our products can be more attractively priced around the world. It's swings and roundabouts, and you've got to take it as it comes."

The company knows that only too well, having survived downturns and recessions over the past 40 years, and we have no doubt that it will take the next 40 years in its stride.





# Mecalac launches loader and excavator portfolio in the UK



**Group Mecalac has rolled-out its 2018 portfolio of loaders and excavators to construction professionals across the UK; the latest models are available via selected dealers nationwide.**

Perfectly blending class-leading performance with flexibility, speed and process innovation, the pioneering range is

manufactured at Group Mecalac's global headquarters in Annecy, France. Developed to meet the exacting requirements of today's urban construction sites, each product is compact, fuel-efficient and multi-functioning.

The MTX is a combined excavator, loader, forklift and tool carrier in a single machine. It features an articulated boom and frame with

a low centre of gravity. With a tilting angle of 140°, the machine loads without obstructing the operator's view. A quick coupler enables utilisation of many attachments, while the articulated chassis provides manoeuvrability.

A smart crawler-excavator combination, the MCR can switch from compact tracked excavator with a unique high speed of 10 km/h to 360° loader in seconds. Available in three model variations – 6MCR, 8MCR and 10MCR – each unit is powered by a 55kW engine. Maximum tearout force in excavator configuration is 2,580daN.

The MRW integrates proven features onto an all-new wheeled chassis. Four models are available – 7MWR, 9MWR, 11MWR and 15MWR – the preceding number representing tonnage. Fast and nimble, the transmission of the 7, 9 and 11 MWR is a closed hydrostatic system. The standard fitment is two-wheel steer, but a more favoured four-wheel steer with crab option is available.

Mecalac's tracked crawler-excavator, the MCE, has a tail swing radius of only 1,600mm and can operate within a single traffic lane. Capable of full rotation in less than

a 3,220mm space envelope, clever kinematics ensures all functions can be performed in the tightest parameters.

Whether used for professional rental or on heavy-duty construction sites, the articulated Mecalac wheeled loader range (AX 700, AX 850, AX 1000, AF 1050, AF 1200) is robust, intuitive and features cutting-edge operator technology. With bucket volumes between 0.7-2m<sup>3</sup> and an overall height less than 2.5 m to 2.7 m, outstanding performance is coupled with easy transportation.

Versatile, durable and agile, the Mecalac AS range boasts the most technologically-advanced swing loaders in the world. Thanks to innovative design and state-of-the-art technology, a full load can be collected, transported and swivelled 90° without the loss of stability. The portfolio includes five models – the AS 50, AS 700, AS 900, AS 1600 and AS 210e.

Designed for stable, versatile operation in the most confined environments, Mecalac telescopic loaders have large bucket capacity, an enormous dumping height and powerful performance. Newly developed Mecalac P-kinematics boasts high and constant tear-out and reset forces and a constant force curve across the entire tipping range. Two models are available – the AT 900 and AT 1050.

Comments Gregg Horne, General Manager at Mecalac Construction Equipment UK Ltd (MCE): "Introducing new products to the UK market comes as part of a long-term corporate strategy to meet changing sector requirements and provide innovative solutions to support operators nationwide.

"Each model from the Group Mecalac portfolio is proven, flexible and designed to perform perfectly for challenging urban environments. We're confident that the range will be well-received by professionals across the country, who recognise the benefits of adopting new technology to minimise job time and improve performance."



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**Kubota**



# FJS PLANT TEAM CELEBRATE GOLD STANDARD AWARD FOR SERVICE EXCELLENCE

**The 15-strong team at FJS Plant Ltd, one of Ireland's leading construction equipment dealers, is celebrating winning Kubota's much coveted Gold Standard Service Excellence Award.**

The award, which is assessed and presented every two years by Kubota, is based on dealer equipment, facilities, commitment to training and, most importantly, customer service. The Kubota customer satisfaction survey is submitted to customers after every product sold and is used to rate the service department.

County Kildare based FJS Plant Ltd, headed up by owner Frank Smyth, continues to see year-on-year growth, thanks in no small measure to significant investment in its fleet of Kubota mini-excavators.

In the first full year as a Kubota dealer in 2014, Frank and his team sold 38 excavators. In 2015, this had more than doubled to 88 machines, rising to 120 units in 2016, and last year saw sales increase to around 200 units, which is a record.

The growth of the business is a real success story. The quality of FJS' product offering with Kubota and the first class aftersales service it provides is a big hit with its customers, as the Service Excellence Award very well demonstrates.

"It's quite straightforward really, we are providing Kubota machines that our customers love, they never let them down and are the most reliable on the market. This, coupled with the hard work and dedication of our staff, makes it a good formula."

Kubota has become even more attractive, with the manufacturer offering customers the opportunity to acquire a new zero tailswing U36-4 or an eco friendly KX042-4 model at just 0.79% interest per annum, spread over three years, with nothing to pay for the first three months; other options are also available, up until June 30th.

Added the company's Lorraine Moran, who was heavily involved in working towards getting the service excellence award: "This is the first time we have featured in the awards and to achieve a Gold Standard is very satisfying to the whole team, every member of which played their part, from sales and service to parts and administration."

FJS Plant, which carries a large stock of Kubota machines to meet customer demand,



Pictured here (L-R) with the award is Gary Walsh, Service Manager Ireland (Kubota), Frank Smyth, Managing Director FJS Plant Repairs.





An award winning partnership – FJS Plant & Kubota.



has five fully equipped service vans on the road covering the whole of Ireland. "Staff training has also played a big role in our success. Every year we send four or five members of the team for brand training to ensure everyone is kept up to date with the latest technologies and remains fully conversant with the product," said Lorraine, who added: "Having achieved Gold Standard, we are now aiming for the ultimate Gold Standard Plus."

#### Sales Boost

Meanwhile, Dublin-based plant hire firm GK Hire has invested in a further 13 Kubota mini-excavators to bolster its fleet and meet increasing demand from the construction market in Ireland. Having built up a fleet of more than 40 Kubota excavators since 2016, ranging from 0.8 tonne right through to eight tonne machines, GK Hire has not had a single warranty claim on any piece of Kubota equipment, which has helped the plant hire firm to thrive in the construction sector.

Jerome Cunnane, Managing Director of GK Hire, said: "Our business is built upon quality, so to be able to utilise a machinery fleet that hasn't had even one warranty claim in more than two year gives our customers the peace of mind that the

equipment we provide will get the job done efficiently and without any hassle.

"Kubota clearly is a manufacturer that knows what the construction industry needs from its machinery and manufacturers its equipment accordingly. There's no doubt that the robust build and performance of Kubota machines has played a significant role in the success of our business in recent years."

GK Hire's recent order of 13 excavators includes the addition of new K008-3's, KX016-4's and U27-4's. The KX and zero-tail swing U excavator series from Kubota are the most reliable and durable machines on the market. The excavator's utilise Kubota's latest industry-leading engine technology, designed to offer maximum fuel efficiency, minimal noise and vibration, as well as low emission levels that meet current regulations.

Sam Thompson, Dealer Manager in Ireland for Kubota UK's Groundcare and Construction Divisions, said: "There is a lot of construction work being undertaken in Ireland, particularly Dublin, so it's great to see GK Hire capitalising on this and increasing its Kubota fleet to meet market demand."



# HBM Crushes Problems Faced By Terex MPS Jaw Crusher



**When Terex MPS needed a reliable and flexible system to measure stress on its range of stone crushing machines, it turned to HBM – a market leader in the field of test and measurement – to provide a solution.**

As part of its ongoing research towards the development of this powerful range, HBM was asked to consult on the LJ5139, which will be the largest tracked mobile machine in its range when fully developed.

The issues being faced by the LJ5139 Jaw Crusher, which was tracked and being used in a quarry, were varying in nature. With the machine itself weighing up to 110 tonnes, the chassis is subject to high loads when tracking across the quarry on uneven surfaces.

In addition, the hopper and feeder receives high impact forces when large stones, often up to 1 cubic m are dropped from the excavator which is used to feed it; this opens up the risk of damaging the part. Moreover, the crusher itself is subject to forces of up to 8000kN during the crushing process.

"To deal with these issues, we initially made use of Finite Element Analysis during the design process and verified the results in the

field using strain gauges. Previously relying on rented equipment, we were keen to invest in our own equipment for increased flexibility," said Ian Boast from Terex Corporation.

Furthermore, the initial equipment being hired was susceptible to noise interference from surrounding equipment. This was particularly problematic as the loadings in the crusher are often random and transient in nature which could potentially cause confusion and false results. In addition to this, the physical environment in the quarry, which is arduous with high levels of dust, not only limits the test options on site, but also requires extra care to be undertaken with the conventional equipment being used.

After a study of the issues faced, HBM specified its DAQ, SomatXR series, which is particularly suitable for use in harsh environments. To compliment this package, HBM also suggested the Somat MX1615B-R module and related accessories, which included RF-9 strain gauge rosettes.

"Given the demanding environment, it was important that we choose the correct equipment available" explains Greg Todd, Mobile Data Acquisition Specialist. "Often faced with wet and arduous conditions, the

ability to operate reliably, despite sudden knocks, was a key consideration."

When operating under such extreme conditions, it is also often hard to anticipate all of the problems that may occur, such as losing measurement data due to unforeseen events, such as a power failure.

This is a particularly relevant feature in terms of long term tests, such as those required by Terex MPS. The SomatXR system enables data to be continuously recorded. This means that should a failure interrupt a test, recorded data up until that point will be saved. This is particularly beneficial as it also means the system should also continue data logging automatically, after the interruption, without any need for user interaction.

HBM data acquisition systems are suitable for a wide range of mobile testing applications but the immense load requirements and extreme environmental conditions surrounding Terex MPS did present a challenge. However, thanks to HBMs extensive experience in mobile testing and demanding fields, it was able to provide a solution which offers Terex MPS the flexibility of being able to work around available and convenient testing windows.

## NI Water Invests £1m to Upgrade Watermain Supplying Fermanagh Reservoirs

**NI Water's contractor, BSG Civil Engineering, has completed the first section of a 3.5km watermain between Ally Hill Service Reservoir (SR), on the outskirts of Lough Bradan and Doochrock SR near Ederney, as part of a million pound investment to improve and safeguard the local water supply.**

The new upsized watermain will replace the old cast iron pipe which runs through Lough Bradan Forest and along Glen Road and Mweelbane Road.

The first section in the forest – which to improve future access is being laid along a cleared fire break away from the overgrown path of the old pipe – is now complete.

*Stephen Glackin BSG Civil Engineering, Martin Gillen NI Water, Councillor Stephen McCann Chairman of Fermanagh and Omagh District Council, Ricky Bratton NI Water, Willie Dornan, Alvin Edwards McAdam Design and Justin Donaghey from NI Water.*







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# GLEESON STEEL & ENGINEERING LTD MARKS HALF A CENTURY OF EXPERTISE & INNOVATION

Putting the customer first has always held Gleeson Steel & Engineering Ltd (GSE) in good stead since it was first established in 1968. Now, 50 years on, the company has become one of the country's leading truck body manufacturers and steel fabricators.

Success hasn't happened by accident. It has taken not only hard work and dedication, but also a focused strategy that has encompassed diversification and continual investment in the business and its people.

Founded by the Gleeson family, more specifically, the late Murt Gleeson and his wife Alice, the County Tipperary headquartered company has evolved over the last half century by producing products that meet the demands of an ever increasing competitive steel market.

GSE can trace its success right back to the days when it initially supplied steel fabrication buildings and other products to the farming community, and it still does, but its cutting edge truck body building expertise now plays a major part of today's operation.

Participating in major shows and exhibitions across Ireland and the UK, including the Hillhead and Tip-Ex events, has



seen the company's name and products come to the fore in recent years.

Today, it is headed up by sons PJ and Tomas Gleeson, with their mother still playing an active role in the day to day running of the business which, through its truck bodies division, supplies an innovative and extensive

range of certified type approved bodies and trailers for a customer base that is both broad and diverse – from construction and quarry operations to utilities and agricultural.

## Commitment

"We are 100% committed to offering the high spec, high quality and durable products that our customers have come to







expect. Our commitment to manufacturing technologies, as well as our investment in highly skilled engineers, certified welders and production personnel, ensures that each product manufactured fully meets customers' expectations," says PJ.

It is a business that doesn't stand still, with significant investment going into research and development to come up with designs and products that the customer needs and wants. Indeed, with 50 years in manufacturing, the company's reputation for delivering timely, competitive and valued products is nationally recognised.

## Another First

One of the company's more recent sales was to Mercedes Benz Truck & Van NI involving the delivery of four custom designed 'Rock Armour' tipper bodies, the first of their kind in the country.

The heavy duty bodies, which were fitted to Mercedes Benz eight-wheeler AroC trucks for Quinn Building Products in Fermanagh who've been recently updating their fleet, can easily withstand the rugged and tough quarry environment in which they are working.

The Hardox bodies each feature an hydraulic tail door, as well as a cab protector hood to prevent potential damage to the vehicle or injury to the driver.

## Innovation

This latest order is indicative of just how impressive the company's product portfolio is. Several years ago it partnered Italian tipper



specialists Drago as its exclusive distributors to introduce what was then a new style tipper body into the UK and Irish markets, suitable for all bulk materials with a contoured body designed to optimise material discharge and allow for bulk material centering.

The design, using a bolt together technique, makes for quick and easy assembly. This also makes maintenance and repair much simpler, as these can be done in far less time and at far lower cost than repairs to the traditional welded bodies. It minimises the time that a truck needs to be taken out of service.

The E100 has a full Hardox body, complete with a 5mm floor, 4mm sides, headboard and tailboard and an automatic tailboard. The top rail is 5mm and is profiled to ensure its strength. The body comes with a sub-frame as standard. The top lifting ram used increases stability when tipping. The bolt together technology used also eliminates the risk of weld fracture and fatigue.

The company now has a full range of bolted bodies suitable for 26 and 32 tonne and five axle trucks, with a number of options including a full range of traditional welded bodies, grab bodies and smaller tipper bodies in the 3.5 tonne and 7.5 tonne truck range.

All Gleeson bodies are finished to the highest standard, each body being shot blasted, primed and finished to either single pack

CONTINUED ON NEXT PAGE ➡





## 50th anniversary



➔ CONTINUED

or two pack Crown paint finish; indeed, the company is renowned for its paint quality. The company's state-of-the-art 30,000 sq ft facilities outside Thurles is fully equipped with a Saw and CNC Drill Line, a CNC Angle Line, an Industrial Spray Paint Booth, complete with Extractor Units and an Air Flow Heating System, and a Powder Coating Plant.

Apart from its truck body activities, parent company Gleeson Steel has successfully completed a wide range of high quality projects throughout Munster and Ireland over the last number of years - from industrial buildings to fire stations, hospital refurbishments and medical facilities.

### Health & Safety

With Safe-T certification and a rigorous health and safety management system in place, members of staff are trained

and certified in every aspect of steel fabrication, facilitating the delivery of steel products, measured and cut to precision.

In 2014, it achieved compliance with the requirements of I.S. EN1090-1:2009 + A1:2011 for CE marking of Structural Steel, up to Execution Class 2 (EXC 2) which covers the fabrication of most of the structural steel used in Ireland and the UK.

This achievement follows a significant programme of investment by the company in a factory production control system, which covers stock management, skilled personnel, fabrication equipment and consumables, together with the implementation of a regime of continuous inspection and testing of our welding and painting procedures.

All its steel erectors are fully trained in on-site safety measures and procedures. Ongoing training is a high priority for the

company and is frequently reviewed. On site Health and Safety inspections are regularly carried out by Gleeson trained personnel and also by a consultant H&S company, employed by Gleeson Steel.

### Team Focus

The company is quick to point out that apart from the quality of the product its continuing success is due in no small measure to the dedication and focus of the workforce – from designers and draftsmen to fabricators and paint sprayers - who are fully committed to customer satisfaction.

It's an approach that has seen this family owned and run business blossom in the good times and bad, and with 50 years of expertise and success already under its belt there is every reason to believe that the next 50 years will be every bit as exciting and productive.







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**60th anniversary**

# TEREX FINLAY

## CELEBRATING 60 YEARS OF INNOVATION

**Terex|Finlay is marking a significant milestone of '60 Years of Passion and Innovation' during 2018.**

Founder, John Finlay, laid the foundations for his business interests in 1953. With a background owning and operating his own aggregate, sand and gravel operations in Co. Tyrone, John's real passion was engineering.

In 1958 John called on his engineering expertise to design and launch the world's first hydraulic screener. It was in the same year that John successfully registered a patent for the centre placed single shaft screenbox technology that today is widely used across the industry. It was from the invention of the single shaft screenbox that the brand 'Finlay Hydrascreens' was born.

The Finlay Hydrascreens brand was acquired by Terex Corporation in 1999. Such was the reputation of the Finlay Hydrascreen brand that Terex retained 'Finlay' and introduced today's brand: Terex|Finlay.

The values of integrity, customer satisfaction and innovation that John Finlay instilled in the company remain key pillars of the business today. To celebrate its continued success and this landmark anniversary, Terex|Finlay will be marking the occasion at the 2018 Hillhead Exhibition.

"Sixty five years is a major milestone and it brings the Finlay family back to our father John Finlay's vision and inventiveness in 1953," says Stephen John Finlay.

"He was the pioneer of screening and an inspiration to us all. He also invented the concrete block making machine and washing plant systems. We are proud that many of the major engineering companies in Northern Ireland have a direct link back to our dad's designs and they are still being used worldwide today. We would like to wish Terex Finlay every success in the future and congratulate them on this special anniversary."

Adds Paul O'Donnell (Global Business Line Director): "It's an incredible milestone for our business and we are thrilled to be here, at the forefront of our industry."

"Our business has grown on the core values and beliefs of delivering world class leading products that our customers can depend upon. We are not





### New products

At the Hillhead show Terex|Finlay will be launching new products to its crushing, screening and conveying range.

*The full machine line up for the show is confirmed as:*

### Crushing range

- New J-960, J-1160 and J-1170 jaw crushers.
- New I-120RS impact crushers. The NEW I-120 impact crusher is also being previewed in the working demonstration area in advance of its launch in Q3, 2018.
- C-1540 (direct drive) cone crusher

### Screening range

- 674 inclined screen
- 883+ heavy duty screen
- New 883+ triple shaft heavy duty screen

### Conveying range

- TC-65 & TC-80 tracked conveyors
- New TC-100 tracked conveyor
- New TF-75HL tracked feeder

only celebrating 60 years in business, but 60 years of building and supplying innovative products across the globe.

"We wouldn't be able to offer an unrivalled product range and service to our customers without the dedication and determination of our staff and I thank each and every one of them. I would also like to thank our loyal customers, wherever they are in the world for trusting in Terex|Finlay.

"We are delighted to have arrived here and are looking forward to the years to come where we will continue to deliver dynamic and innovative solutions for our global customers."

Two of the key new models being introduced at the show is the second generation J-1160 jaw crusher and the new 883+ triple shaft heavy duty screener which is being previewed in advance of its launch in Q3, 2018.

The second generation J-1160 jaw crusher has been designed with the customer and operator in mind. In comparison to its predecessor the plant has a number of improvements such as increased under jaw clearance and all round preventative maintenance and serviceability access. The machine is also fitted with the innovative T-Link telematics system as standard.

The heart beat of the machine is the renowned and aggressive Terex 1000 x 600mm (40" x 24") jaw crusher with a proven pedigree in recycling, demolition and aggregate production applications. The hydrostatic drive gives the operator the flexibility of variable crushing speed and the ability to run the chamber in reverse in recycling applications.

The machine is designed for maximum fuel efficiency delivering one of the lowest cost per ton in the market place and features an updated

and larger heavy duty variable speed vibrating grizzly feeder with integrated pre-screen. This increased screening area and aggressive action provides a more efficient method of separating and removing fines before entering the crushing chamber.

The variable speed VGF ensures continuous choke feeding of the crushing chamber. Material from the pre-screen can be diverted to a stock pile via the on board by-pass conveyor, or join the crushed product on the main belt.

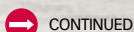
The large 5m<sup>3</sup> (6.6yd<sup>3</sup>) hopper has fixed sides as standard and is also available with hopper extensions fitted with hydraulic self-locking to provide efficient and faster machine set up and tear down times.

A key new design feature of the machine is the 900mm (36") wide main conveyor which can be raised and lowered allowing the operator to perform maintenance functions from ground level and for ease of removal in clearing blockages.

CONTINUED ON NEXT PAGE →







CONTINUED

### Key Features:

- The robust high performance hydrostatic driven single toggle jaw chamber provides high capacity with large reduction ratio's.
- Automatic variable speed VGF ensures continuous choke feeding of the crushing chamber for optimal productivity.
- High powered hydrostatic drive ensures precise chamber controls and reverse functionality for clearing blockages and assisting in demolition and recycling applications.
- Fully hydraulic adjustable closed side setting minimises downtime and offers quick adjustment

### New 883+ Screener

Terex|Finlay will also be showcasing the latest addition to its 8-Series line up of heavy duty screeners, the 883+ triple shaft.

This new model is being demonstrated in the working demonstration area and has been developed specifically to work in a variety of dry and difficult sticky applications including quarry, mining, sand and gravel, construction and demolition debris and recycling applications.

The heart of this new model is the new triple shaft screenbox, featuring two "true" full size 16' x 5' screening decks. The triple-shaft design of this new screenbox employs an oval motion stroke to generate an aggressive screening action, reducing plugging and blinding over the screen decks to ultimately provide a quality product with high tonnage output.

The aggressive screening action of the machine with the larger throw on the screenbox makes it ideal for fine screening a diverse range of materials. Even when under heavy load during the testing

phase the screenbox has consistently produced high tonnages across a range of difficult and challenging applications.

Terex|Finlay has retained some of the in-built features of its current 883+ screener, including the ability to hydraulically raise the discharge end 500mm to facilitate easy and efficient media changing.

Terex|Finlay is introducing three new design features in this plant; firstly it has increased the width of the fines conveyor to 900mm wide. Secondly, it has increased the hydraulic power to the fines conveyor and thirdly it has set the engine to run at a lower speed. Each of these features have been incorporated to maximise the overall operational efficiency of the plant.

Terex|Finlay has confirmed these updates will be carried across into its standard

883+ platform and will be a feature on plants configured with either the standard screenbox or Spaleck screenbox option.

### Key features:

- Higher G-force and larger stroke of the triple shaft screenbox provides the optimal solution for high productivity in dry and sticky applications.
- Multiple media configurations including bofor bars, finger screens, woven mesh and punch plates are available for a wide range of applications, from fine screening to heavy scalping.
- All media configurations are compatible with both the standard and triple shaft screenboxes.
- The banana profile of the bottom deck maximizes the screening of fine materials.





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# HAND-BUILT IN JAPAN

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Featured Model: SK230SRLC-5

view from the cab

# KOBELCO SK140SRLC

## COMPACT, STRONG AND STABLE

Heron Brothers Ltd's Jim Connolly has been operating excavators for most of his working life; currently, he's using a new Kobelco SK140SRLC on a project close to Casemount Park off the Andersonstown Road in Belfast. Plant & Civil Engineer's David Stokes has been getting the view from the cab.

Heron Bros is an award winning construction and property development company which operates throughout the UK, Ireland and Europe; the contractors work with public, private and third sector clients delivering education, leisure and stadia, commercial retail and office space, industrial, health, pharmaceutical, community and regeneration projects.

The company is presently working on the next phase of Belfast City Council's £105m Leisure Transformation Programme. It involves the construction of three new leisure facilities across the city replacing the existing facilities at Andersonstown Leisure Centre, the Robinson Centre and Brook Activity Centre.

The Kobelco SK140SRLC-5 was one of two machines – the other being an SK210LC – delivered to the contractor by McSharry Bros, the exclusive dealer for Kobelco in the Republic of Ireland and Northern Ireland.

We caught up with Jim on the site of the new £25 million state-of-the-art Andersonstown leisure centre, due to open in summer 2019. It will include a 25m six lane pool with 50 spectator seats, a 140 station fitness suite, exercise



studios, café and a range of outdoor provision such as five-a-side pitches.

"I've been operating the new Kobelco for the last couple of months and am really impressed by its performance; it is compact, strong and stable and ideal for site work in restricted areas such as this," says Jim, who's been in the industry for some 35 years, so he clearly knows what he is talking about when it comes to excavators!

Being a short radius machine the tail of the upper body extends very little past the crawlers, so the operator can concentrate on the job at hand. The compact design allows continuous 180° dig, swing, and load operations within a tight working space, reaching places larger machines would have difficulty doing so, while its smooth hydraulics help accurate and more productive work.

### Quiet Operator

One of the things Jim noticed right away about this popular class leading 14.8 tonne Kobelco was how quiet it was, an obvious bonus when working close to residential areas.

That's because the machine benefits from Kobelco's proprietary iNDr - integrated Noise & Dust reduction – system. In contrast to conventional systems, which use a large fan near the intake port to cool the engine, iNDr creates a 'wind pathway' that naturally introduces air into the system with a fan located further inside the



machine, reducing noise and heat. Sound waves generated by the fan and engine hit several internal duct walls and lose much of their energy before reaching outside. There is also a removable fine mesh filter in front of the cooling rads which reduces dust from entering the system.

### Space & Comfort

Not only is it a quiet cab, it is also spacious. "I've plenty of room," says Jim. "There's no difficulty climbing in or out, (that's thanks to wide doors and ample head clearance) and all the controls are within easy reach of my seat; everything is of a high standard, and it is also very comfortable; I can't complain about my working environment."

Also standard is an automatic air conditioning system that maintains a comfortable working environment all year around, no matter what the weather outside.

At Jim's disposal is an LCD multi-display in the console, with brilliant colours







and graphics that are easy to recognise. The display shows fuel consumption, maintenance intervals, and more.

For example, an analogue gauge provides an intuitive reading of fuel level and engine water temperature, a green indicator light shows low fuel consumption during operation, there's also a urea level gauge, a digging mode switch and a monitor display switch, while a simple flick of a switch converts the hydraulic circuit and flow amount to match attachment changes, with icons to help the operator to confirm the proper configuration at a glance, all of which puts the operator in complete control.

#### All Round Visibility

Good all round visibility, of course, is essential when operating on restricted or busy sites and the Kobelco doesn't disappoint. "I've a very clear view from my seat of what's happening around the machine at all times," says Jim.

On the right side, the large single window has no centre pillar; the whole cab is designed for

a wide field of view. Mirrors in three positions, giving the operator a direct view ahead and to the left and right, are complemented by a rear-view camera, while a camera for the right side is also fitted as standard.

#### Fuel Efficient

Fuel efficiency is also a notable feature of the Kobelco. It is powered by a Tier 4 certified Isuzu AR-4JJ1XASK-01, diesel engine with turbocharger and intercooler, featuring auto idle stop and automatic engine deceleration. The Isuzu engine is renowned for environmental performance, and has been tuned specifically for use in Kobelco machines. On the current job site, this SK140SRLC is averaging just 6 litres per hour as confirmed by the remote access KOMEX system.

There is a choice of three different operating modes – all Jim has to do is just press a button to choose the mode best suited to the working conditions and the task at hand. There is H-mode, offering maximum power on your toughest jobs; S-mode, which balances



productivity with fuel efficiency for a range of urban engineering projects; and Eco-mode, for minimum fuel consumption on utility projects and other work that demands precision.



# Construction Firm Becomes First Irish Company To Join Global Initiative

**John Sisk & Son ("Sisk"), Ireland's largest construction company, has become the first Irish business to join global energy efficiency initiative EP100.**

As part of its EP100 membership commitment, Sisk has pledged to double its energy productivity within 25 years, joining companies such as Schneider Electric, Johnson Controls, Danfoss and H&M in demonstrating climate leadership by reducing energy use. Supported by The Climate Group, which leads EP100 in partnership with the Alliance to Save Energy, Sisk will now work to identify, assess and implement energy conservation measures while assisting business growth through enhanced resilience and competitiveness. This will help the business achieve its aim of doubling its energy productivity, measured in kWh/turnover, by 2030. This is based on the 2014 benchmark Sisk has set under its ISO50001 Certified Energy Management System.

Sisk has identified site fuel and fleet fuel as its significant energy users and has a number of projects on its action plan for implementation over the coming year. The development of generator efficiencies and an Eco Driving pilot project has produced impressive results that will extend through the company's operations. The Eco Driving initiative has been implemented on over 100 vehicles and



has resulted in a saving of approximately 33,000 litres or 10% of annual consumption.

Commenting on Sisk's membership of EP100, Ian O'Connor, Energy Manager, John Sisk & Son, said: "We are delighted to announce our membership of global energy efficiency initiative EP100 and our commitment to doubling our energy productivity within 25 years. As the first Irish business to join EP100, Sisk is proud to be leading the way in demonstrating climate leadership by reducing energy use."

Stephen Bowcott, CEO, John Sisk & Son, added: "Energy efficiency is an important part of our long-term business strategy at John Sisk & Son. As an innovative, international,

engineering and construction company with extensive operations across Ireland, the United Kingdom and mainland Europe, we are committed to reducing our carbon footprint and contributing to the global fight against climate change. Sisk's membership of EP100 further demonstrates this commitment."

Sisk joins EP100 in the recognition that doubling energy productivity improves corporate stability and profitability, while also contributing to limiting global warming to well below 2°C as set out by the UN COP21 Paris Agreement. Business accounts for around half of the electricity used worldwide. By focusing on energy productivity outcomes, Sisk can reduce its own energy costs and significantly contribute to reducing energy demand.

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## Concrete Society 50th National Concrete Awards 2018

The Concrete Society can reveal that this year's celebratory guest host for its 50<sup>th</sup> Awards' Dinner will be the charming broadcaster and raconteur Huw Edwards.



After presenting The UK Concrete Society Awards in 2015, The Society is welcoming back Huw Edwards who will once again entertain guests with his interesting stories and witty humour. Originally a Parliamentary correspondent, Huw has since won a BAFTA award, made a cameo appearance in the Bond movie Skyfall and commented on Barack Obama's inauguration from a Washington rooftop. He has interviewed Presidents, Prime Ministers and major figures in all areas of public life.

Managing Director, Kathy Calverley said, "We are delighted that Huw Edwards is able to join us in celebrating our golden anniversary. The ceremony is seen as the most prestigious event to showcase industry's use of concrete and demonstrates the sheer flexibility in material application. Huw Edwards is the perfect choice as guest host." Huw Edwards stated, "I am so pleased to be invited to return as guest presenter at this landmark occasion and looking forward to renewing my acquaintance with the Concrete Community once again at the Lancaster Hotel, London on Wednesday, 21st November 2018."

The Society has also thanked its premier sponsor Sika Ltd and its other sponsors, Ancon, Socotec, PERI, MASS Concrete and IHS for supporting this event and helping to make it such a memorable occasion.



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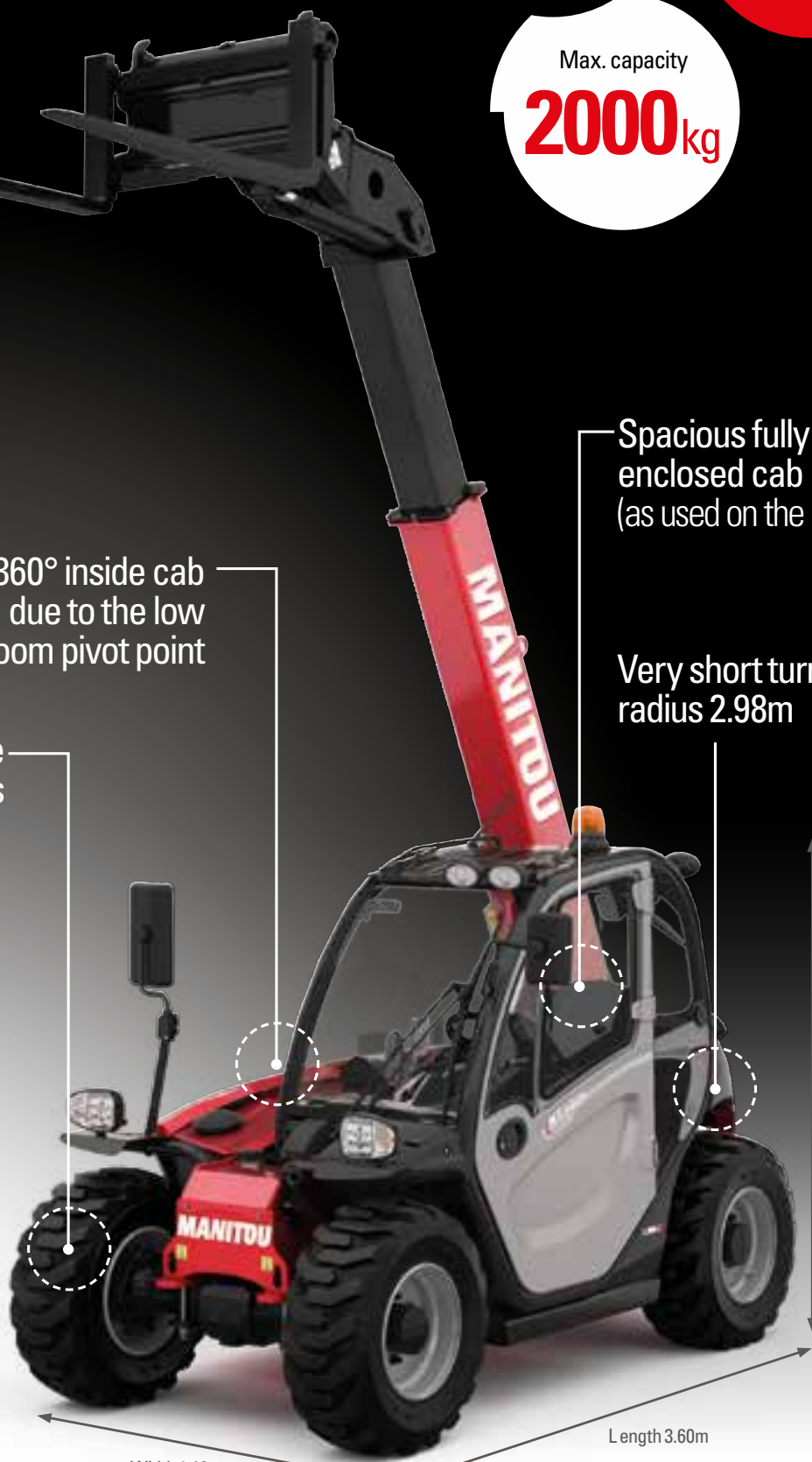
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60th anniversary

# MANITOU MARKS 60th ANNIVERSARY WITH AN EYE ON THE FUTURE

Manitou has been celebrating its 60<sup>th</sup> anniversary; its very first forklift was manufactured back in 1958 and it hasn't looked back since. Today, its eye is very much focused on the future.

Over the years, Manitou's products have received no less than 10 top awards worldwide, with one out of every three rough terrain forklifts, and one in every four telehandlers, sold across the globe being a Manitou.

Last year, the company sold 22,000 machines, resulting in a 19% growth in sales over the previous year. Twenty-one new models were also launched in 2017.

It is all a long way from when the company was first established. Recalls Marcel Braud, the founder of the first Manitou: "My mother told

me in 1944, when I was 13, that we were going to create BRAUD general mechanics; it was 'what your father would have wanted', she told me."

He adds: "So, I was initiated into the profession and gradually learned to manage a company. In 1958 I thought about an original machine. Why not reverse an agricultural tractor, add a lifting mast and hydraulic steering, I reasoned, and so the first Manitou forklift truck was born: the MC5, the starting point for a whole range of MCs."

Finding a name for the company was the result of a family brainstorming session. Manitou, in French, means 'who can handle everything' and as Marcel says, it is pronounceable in all different languages, making it an ideal name for international development.



One of the first Manitou machines.



One of the very latest models.



To mark 60 years of success, company officials and guests gathered recently at the Musée des Arts Forains, and there was a good reason, as Martcel explained: "Just like Manitou Group, this museum was created thanks to a family history made up of passion, entrepreneurial spirit and the desire to surprise."

Today, Manitou provide employment for almost 4,000 people, it sells in 140 countries, has 11 production sites, nine logistic centres, 26 subsidiaries and 1,500 dealers.

If the company's past has been innovative and exciting, the future is shaping up to be even more so.

"In terms of machines, we will keep innovating. We want to accelerate our development of MEWPs and the service





## KEY FACTS

- **1958:** First "Manitou" forklift tractor with reverse drive
- **1972:** First subsidiary in UK
- **1981:** First telehandler
- **1984:** initial public offering
- **1993:** First Manitou Rotative Telehandler
- **1993:** First Aerial Work Platform Manitou
- **2010:** First Gehl & Mustang articulated loaders
- **2015:** 500 000th machine produced
- **2017:** Inauguration of Manitou Equipment India (who produce Manitou backhoe loaders)
- **2017:** Jacqueline Himsworth becomes Chairman of the new Board



*Celebrating six decades of success.*



*Marcel Braud, the founder of the first Manitou, with Jacqueline Himsworth, Chairman of the new Board.*

that goes around these machines. Today we are the fourth largest worldwide manufacturer of aerial work platforms, not including scissor lifts. In 2022, we will be in the top three, and we will be producing the whole range of MEWPs, including very high lift boom MEWPs.

"In terms of service, we are not only focusing on world class after sales,

support, financing, and spare part availability, but on innovation. Innovation is about new concepts, new patents, smart machines, connected machines, TCO optimisation, virtual reality, artificial intelligence, 3D printing... and we're moving fast in all these fields.

"Our goal is to create value and performance through innovation, digitalisation and transformation. We will keep on being the front runners on machines and service design for the next 60 years."

# Talented young construction Apprentices shine at Skillbuild NI 2018

**Over 70 local construction apprentices gathered their tools to compete against each other in the annual Skillbuild NI National Finals which was held recently in North West Regional College, Greystone Campus, Limavady.**

Skillbuild NI is organised by CITB NI and supported by the Department for the Economy and helps to assist with maintaining and raising the status and standards of professional and technical education and training.

The competition is held annually each spring with many winners progressing further to represent Northern Ireland in the Skills Show UK and potentially at WorldSkills and is also supported by local construction employers who sponsor each trade category.

The Skillbuild NI competition is designed to test skills, technique and ability within tight timeframes in order to win coveted titles in 10 different trades ranging from brickwork to wall and floor tiling.

Maurice Johnston, Chairman CITB NI said: "Skills competitions are a very positive news story for Northern Ireland. They are a great way to showcase our vocational skills and demonstrate to employers and future investors the high standard of training provision which exists in our colleges and training organisations.

CITB NI is proud to have been involved in construction skills competitions for over 40 years and we have a record of success at skills competitions not only on a local level but also on a regional, national and world level. The Skillbuild NI competition allows our young apprentices to demonstrate that they have the high level of skills which our economy needs to stay competitive and gives all the competitors a chance to showcase their skills.

Congratulations to everyone who has taken part and those who have excelled in their trade. Skillbuild NI couldn't happen without the support of the local sponsors and the training network and we extend our thanks to all who have helped the apprentices to be able to compete at this competition. Our young people are more ambitious now than ever and we hope that Skillbuild NI National Finals will be part of their journey and future careers within the construction industry."

Leo Murphy, Principal and Chief Executive, North West Regional College said: "We are delighted to have hosted the Skillbuild



***Pictured is Samuel Gilmore from Northern Regional College who achieved Gold in Carpentry and was awarded the Best Overall Skillbuild NI Young Apprentice 2018.***

NI National Finals for the third time at our Greystone Campus in Limavady.

"I'd like to congratulate all of the competitors and their trainers who have put a huge amount of time into preparing for the event which brings together our most talented young people from across Northern Ireland.

"The Skillbuild NI National finals provide the perfect platform to showcase the depth of talent we have in the industry, and the high level of skills coming through the next generation which our economy needs to stay competitive. Our best wishes go to the many participants who will now go on to compete in the UK and WorldSkills competitions."



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# PRODUCT 'GROWTH CURVE' SEES McHALE PLANT SALES BUILD NEW MARKETS, NORTH AND SOUTH

**In the highly competitive world of construction plant, quarrying and civil engineering, machinery distributors McHale Plant Sales has been on something akin to a product growth curve over recent years.**

Well known to southern businesses as distributor in the Republic of Ireland for Komatsu excavators and construction machinery, new high-profile product additions have seen it broaden its all-island footprint considerably.

Latest north-and-south product additions are Metso crushers, Terex Ecotec shredders, and Komatsu forestry machines.

As company director, Michael McHale notes: 'Our approach has been to pursue

products that complement those we have traditionally represented. By taking this course, we have positioned ourselves to open up new markets whilst offering existing clients a range of machines that can be sold, supplied, serviced and supported through a single channel that customers will know has proven itself over time.'

With feet firmly planted on both sides of the border, McHale Plant Sales services the market through a mid-west base in Birdhill, near Limerick city, and an impressive east coast HQ near Rathcoole, south of Dublin city. From these two locations, the company operates a virtual spider's web network of sales, parts, technical and after-sales support, including a fleet of 15 mobile units, any one

of which is little more than a couple of hours distant from a machine, when needed.

As McHale puts it, 'Ours is a virtual 365/24/7 business committed to the needs of our customers in all respects. For that reason, we have to be stocked up with parts and ready to go, if and when need arises.'

## Metso

Their appointment to represent Finnish-made Metso and its range of Lokotrack fixed and mobile stone crushing lines has enabled McHale to build on its very extensive and successful relationship with quarry owners and civil works contractors.

Initially appointed to market mobile units only, uptake over the three plus years that it







***“Ours is a virtual 365/24/7 business committed to the needs of our customers in all respects. For that reason, we have to be stocked up with parts and ready to go, if and when need arises.”***

has held the agency has led to them being appointed to handle fixed range crushers also.

#### **Terex Ecotec**

Terex Ecotec – their most recent product addition – is already giving them what McHale calls ‘a stronger environmental edge’.

Strengthening its base amongst waste processors and contractors, Terex Ecotec constitutes a product line attractive to general and green waste processors with whom we have close dealings. As McHale puts it: ‘Terex Ecotec opens up a world of opportunity for us. By providing us with a product offering that complements others we represent, we can accentuate the ‘one-stop’ appeal we have for those customers with whom we have strong links.’

#### **Komatsu Forest**

Having had such long and successful links with Komatsu construction and civil works machinery, it was perhaps logical that McHale would someday be appointed to represent the Japanese manufacturer in the forestry sector.

And so it was when, last year, the Komatsu Forest flag was hoisted in Birdhill and Rathcoole when the task of representing Komatsu’s distinctive ‘red coated’ timber harvesters and forwarders, transferred to them on an all-island basis. Since adding this addition product range, McHale has had an excellent start with a number of notable sales having been racked-up in a sector still comparatively new to them.

Not slow to show leadership when it comes to issues affecting the industry as a whole, McHale Plant Sales has been to the fore in promoting arguments and initiating calls for public sector support, where it sees need. Prominent amongst these has been its own initiative in promoting career opportunities in the industry. This was underlined by their publication of a careers booklet highlighting opportunities they believe young people should be encouraged to pursue.

Other notable causes voiced by the company included support for the now-proposed upgrading of the Limerick – Cork

road to motorway status and a submission supporting changes to the Accelerated Capital Allowances rules governing plant purchases.

Most recently, in a letter to An Taoiseach, Leo Varadkar TD, McHale praised the publication of the Irish Government’s 2040 programme, urging that priority be given to the numerous large infrastructural plans announced within it. In this respect, McHale is firmly of the view that ‘the commencement of at least one major capital project per annum is a stimulus that would create jobs and benefit the industry across the board.’



# BUILDING AND MANAGING PRODUCTIVE TEAMS!

**One of the key questions, and indeed tasks, for any business leader is how to build and manage effective and performing teams to achieve company goals and objectives whilst upholding company values and driving towards the vision set by each leader, writes Spectrum's Con Gallagher.**

Teamwork is paramount to any organisation or any situation and getting it right is both difficult and rewarding.

Don't let anyone tell you there is no 'I' in team – there are several! Intelligent, informed and intuitive teams can prove extremely productive given the right level of direction, support and scope to make progress.

So how do you build a strong team? What type of people make up a good team dynamic? For me, the best example of teamwork can be found in crisis situations where leadership, personal behaviours and team dynamics change. Take, for example, a hospital theatre team who receive an emergency patient without much warning. Everyone in that team know the role they must play, displaying high levels of skill, excellent communication and fantastic trust in each other to achieve a critical outcome. Or the Formula 1 pit crew who prepare, execute and celebrate a sub 10 second



pit stop to help their driver be the best he can in every race.

A good friend of mine works for a company in Dublin called Emergenetics International. The company use an online questionnaire to identify personal profiles which can then be used to show how you would work with other profile types. This technique can be very powerful when building teams as it helps identify the type of people who would work well together and those to avoid. Emergenetics also work with existing teams to help highlight personality types and suggest how people within

teams could help one another to improve team performance.

Evaluating a team's performance should be done using measurable and realistic Key Performance Indicators (KPIs). These KPIs should be discussed, agreed and time bound to enable the team leader to go off and discuss/ implement with the team. Regular updates/reviews should be held with/within the team to identify and address issues around under performance. Achievements/ success should be highlighted, and praise attributed personally and collectively to keep the team motivated and enthused.

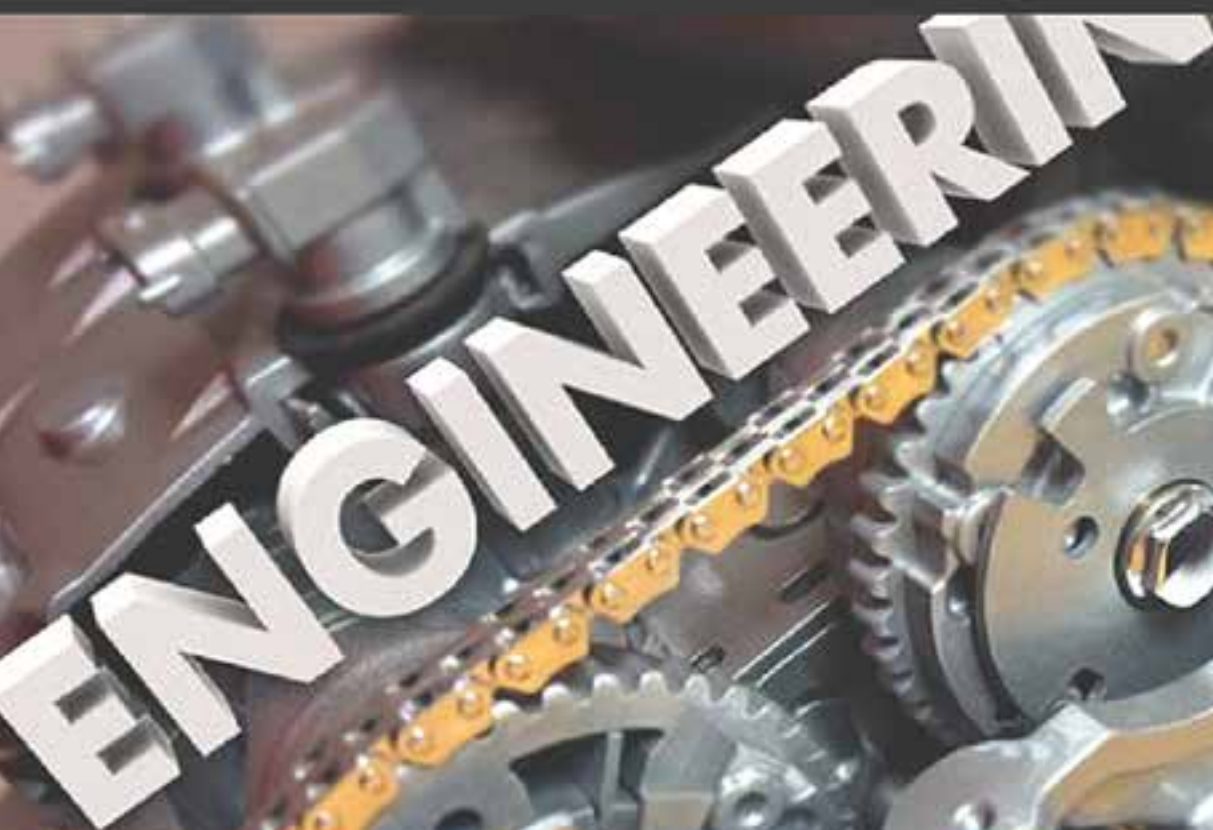
Whatever your line of business and whatever size each team within your business is, it is important to take time to understand each team, evaluate team performance, identify missing characteristics and profiles, set KPIs and maintain a close and effective relationship with each team.

Whether you use profiling techniques, evaluations, meetings or simple observations to identify the team make-up, it is vital to build a team that you believe in, trust and empower to deliver results and drive the business to achieve greatness.





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view from the cab

# THE JCB 19C-1 MINI EXCAVATOR



**The 1-2 tonne mini excavator remains, for many manufacturers, one of the most critical sectors of the compact machinery business, reports Dan Gilkes for Plant & Civil Engineer.**

JCB waited until it had launched its complete next generation midi excavators ranges, with machines weights from 4.5 to 10-tonnes, before bringing the compact mini models into the new family design.

At Plantworx in 2017, the wraps came off not one, but two 1.8 tonne models, including the firm's first zero tailswing mini at this weight. They included the zero swing 18Z-1 and the 19C-1, a conventional tailswing model that promised the ideal mix of weight and performance for housebuilders and contractors.

The 19C-1 can be ordered in two different versions to

suit individual customer requirements. The standard 19C-1 is offered alongside a 19C-1 which comes with electric proportional servo lever auxiliary controls retractable undercarriage, two-speed tracking with auto kick-down, high and low flow auxiliary hydraulics, a membrane switch panel with integral immobiliser, and LED working lights option with a follow-me-home function.

All of the JCB mini excavators follow the design set by their larger stablemates, with sturdy full steel bodywork all round and a new open design of undercarriage, with sloping track legs to make it easier to clean. There is also a revised dozer design on offer, with a deeper blade and two dozer arm lengths, the longer one to allow operators to clean up to the blade.

## Transportable

For companies that regularly move their machines between sites, the excavators come with 10 tie-down points; four on the upper structure, four on the track frames and two at the rear of the undercarriage. This ensures that the minis can be secured to a trailer or truck without the driver having to sling chains or straps across vulnerable rubber tracks.

All of the new minis are powered by the same 12.2kW (16.3hp) Perkins diesel engine. This drives through proven Bosch Rexroth load sensing pumps, valve blocks and lever pods. The engine has been turned through 90° to sit transversely across the back of the excavator, rather than along one side of the upperstructure as before. This improves access for regular







maintenance, with the side door opening out to take the entire rear counterweight away from the machine. There is a small inspection door in the counterweight for daily checks.

The square looking ROPS/FOPS cab uses the same structure as larger models in JCB's mini and midi line-up. That means the 19C-1 has a cab that is 24% larger than its predecessor, with easy to replace flat glazing all round. A wide doorway makes it easy to get in and out and there is plenty of room for larger operators to get comfortable.



### Safety Features

As mentioned, the 19C-1 model with electro proportional control has auxiliary and boom swing functions in proportional rocker switches in the servo lever heads, while the standard 19C-1 uses additional pedals on the cab floor.

JCB's 2Go safety system requires operators to not only lower the left-hand lever pod, but also push a button on the console to activate the hydraulics for added safety. There is also a seatbelt presence switch, to prevent use of the levers without the seatbelt being in use.

Once in the driver's seat, the split line in the front windscreen has been lowered to the 70/30 point, from a 60/40 split in the previous model. The 19C-1 models have standard toggle switches.

The minis benefit from a new box section main boom and dipper arm. All hoses are routed through the steel structures for maximum protection when digging. JCB has changed the pivot points and increased the pin sizes from 25mm to 30mm to make it easier for customers to use a wider choice of buckets and attachments.

The firm's quick hitch can be set to work with existing buckets or the new pin points

and JCB is offering a complete new range of buckets to suit the revised digging geometry.

There are three dipper lengths on offer, at 950mm, 1,100mm and what JCB calls a Gravemaster specification, at 1,344mm. The new dipper arms can also be equipped with a thumb mounting if required, though this is more for the US market. The boom pins and dozer pivots come with graphite impregnated bushings, allowing 500-hour greasing intervals. All grease points are on one side of the machine too, making it easier to complete the task when required.

### Verdict

In use, the 19C-1 is plenty powerful enough for a machine of this size and with the tracks at their widest spread, it is very stable, even with a full bucket at full reach across the tracks. The servo levers offer a good level of control and it is possible to carry out multiple operations at the same time. Rental companies will no doubt settle for the standard 19C-1, but housebuilders and contractors could well be attracted to the 19C-1 model with electro proportional controls. From inside the cab, it is certainly worth the extra.





# D WARDLE (PLANT) LTD PURCHASE RAMMER'S LATEST AND BIGGEST HAMMER

**Murray Plant have recently delivered a 9033 hydraulic Rammer Hammer to D Wardle (Plant) Ltd. The 7 tonne Breaker will initially go to work at a hard rock quarry, breaking up the very tough high iron Dolomite reserves found within parts of the quarry.**

The 9033 model is new to the Rammer range, replacing the very popular 7013 model, and offers an impressive 20-25% more hitting power than its predecessor. It brings together all the key features for which Rammer hammers are renowned, creating one large, powerful, durable and reliable tool. Manufactured with a heavy duty housing and a wear resistant lower boot for maximum wear resistance, the Rammer 9033 is designed to be easily maintained and reliable, regardless of the application.

Also incorporated within the new hammer is Rammer's unique Ramdata II technology. This gives information about service interval status, service history and accumulated working history, particularly key data when, like this machine, it will be hired out to third parties.

Previously at the site, D Wardle (Plant) Ltd had been using a giant ripper tooth to break up the deposits from the quarry, which is further crushed, screened, dried and milled. Within the areas of the site where the Dolomite was particularly hard however, the ripper tooth simply wasn't breaking up the stone quickly enough to meet production, so following trials of Rammer hammers, D Wardle decided to purchase the 9033. Not only did they know it could break up this tough rock but having used Rammer equipment in the past, they were also aware of the quality of the kit.

Comments Tom McDonald Plant Manager from D Wardle: "We did of course undertake

our research and looked at a number of different brands before making the purchase. The fact that we have used Rammer previously however and know the quality of the equipment, it did, in the end, become the obvious choice."

Fergal O'Neill, Sales Manager at Murray Plant, added: "The team at D Wardle Plant, are very experienced with this type of equipment and know exactly what is required for this challenging job. It is therefore testament to the quality of Rammer machinery that they ultimately chose the new 9033 model."

The hammer will be attached to a new Volvo EC700 excavator and will break up and process several thousand tonnes of rock over the coming months, before moving into our general hire fleet, where they're already getting enquiries for this innovative super-size hammer for other large projects.



**Fergal O'Neill, Murray Plant;  
Mark Howlett, Contracts  
Manager, D Wardle (Plant)  
Ltd; and Tom McDonald,  
Plant and QSHE Manager,  
D Wardle (Plant) Ltd.**



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or Mick Reeve on 07919 212 292 or email [mick@rammerhammer.co.uk](mailto:mick@rammerhammer.co.uk)



view from the cab

# THE VOLVO A60H DUMPER IMPRESSES AT TOBERMORE CONCRETE

Tobermore Concrete recently took delivery of an A60H 55-tonne capacity dumper, Volvo's largest ever articulated hauler, from Pat O'Donnell & Co. Plant & Civil Engineer's David Stokes has been getting the view from the cab.

Tobermore began life as a humble sand and gravel business started by the Henderson family in 1942 and over the past 76 years it has grown considerably; today it is still a family run business and operates out of four centres, two in the south of Ireland - in Dublin and Cork - and in the north, in Bangor and, of course, Tobermore, as well as a sales team that covers the UK and Ireland.

Its production factories turning out hard landscaping products for both the domestic and commercial sectors such as paving and walling rely on aggregates from its own quarry based by Lough Fea just outside Cookstown in County Tyrone.

With business increasing year on year and the planned expansion of production, investing in more mobile plant for the Lough Fea operation became inevitable.

As firm believers in the Volvo brand, they had no hesitation in opting for the A60H. Well, that's not quite true, as Tobermore's maintenance manager



Paul McKeever explains: "We have an older A40 and a 60 tonne rigid and initially we were considering another A40 - until Pat O'Donnell drew our attention to the benefits of going for the bigger model which has a 40% increase in payload over the A40, making it much more productive."

Pat O'Donnell, Managing Director of Pat O'Donnell & Co., adds: "The A60H's higher payload significantly lowers the cost-per-tonne ratio; this is an exciting proposition for our existing customers and we are delighted that Tobermore who has been a customer of ours for decades are the first recipients of this new machine."

Back to Paul: "With the six-wheel drive, it is more suited to the rough terrain of the quarry than the rigid. They are both hauling out of the same pit, so we have been able to carefully compare them. We have also noticed a marked difference in fuel consumption. One of the pits they are hauling out of is about two and a half kilometres away and the A60H clearly uses less fuel than the rigid."

The A60H is powered by a 16-litre Volvo engine, delivering 663 horsepower and has a maximum speed of 34.1 mph, thanks to



being fitted with active hydraulic front suspension - permitting high hauling speeds even in tough conditions, which, of course, further improves productivity.

## Operator comfort

With a large colour display, user-friendly and easy-to-understand information, all vital machine functions are constantly monitored, and says Paul: "Once you get over the sheer size of the machine, it is very easy to operate; all the controls are simple to understand. The cab is also spacious, extremely comfortable and very quiet - a big improvement on our older A40 model."

The A60H also has a number of safety features such as superior visibility which helps to keep the operator and people





**“Once you get over the sheer size of the machine, it is very easy to operate; all the controls are simple to understand. The cab is also spacious, extremely comfortable and very quiet - a big improvement on our older A40 model.”**

**Paul McKeever**  
Tobermore Maintenance Manager

working around the machine safe in the most demanding working environments.

“For a machine of this size, visibility is excellent and it also comes with a rear-view camera. In addition, we specified LED lights to allow us to operate throughout the dark winter months.”

Intelligent systems include CareTrack, a state-of-the-art telematics system designed for Volvo Construction Equipment. It enables you to stay informed, receive reports, alarms and information such as fuel status, machine location and hours so you can plan your service more efficiently.

There is also an on-board weighing system which particularly appeals to Tobermore Concrete. “Because of its size, the machine can’t go over the

weighbridge, so having its own built-in weighing system is a notable bonus.

“It includes a ‘traffic light’ type facility on the wing mirrors – green, amber and red – so the driver knows if it is over or under weight at any given time during loading; we are very impressed with that,” explains Paul.



### Dealer Support

Another main reason Tobermore Concrete opted for the new Volvo dumper was the reliability of the back-up and support from dealers Pat O'Donnell & Co.

“Most of our fleet is Volvo, so we have been dealing with Pat O'Donnell for a long time and have every confidence in the support the company provides, especially with servicing and maintenance. We have always been well impressed; they are only ever a phone call away.”

The machine was delivered in February and has already over 500 hours on the clock, with no unforeseen problems. “It has lived up to and exceeded our high expectations. We can’t fault its performance, its efficiency or its productivity. It has been a great investment.”



*ITS Managing Director Brendan Crealey (second from left) with Plant & Civil Engineer's Justin Carrigan (right) and Finning's David Glenn and Padraig Joyce.*

# INDUSTRY TRAINING SERVICES LAUNCHES ANNUAL 'PLANT OPERATOR OF THE YEAR' COMPETITION

**The search to find Northern Ireland's best plant operator has been launched for the second year by leading training provider Industry Training Services (ITS).**

The Portadown-based firm will host the ITS Northern Ireland Plant Operator of the Year 2018 in association with Finning and Plant and Civil Engineer.

ITS is Northern Ireland's leading provider of health and safety training solutions to the construction, civil engineering, utilities and manufacturing sectors and beyond.

The company is calling for plant operators from across Northern Ireland to compete in a bid to be recognised as the best in their field across 360 excavator and telescopic handler categories, with prizes available for both the winners and runners up of each category.

ITS Managing Director Brendan Crealey said: "As the leading tuition provider in the safe usage of machinery, we wanted to design a fun and sociable way of recognising the impressive expertise of these highly-skilled construction workers. "Northern Ireland industry has a reputation for sourcing high quality operators for jobs

across Ireland, the UK and even further afield. The Plant Operator of the Year shows the appreciation we have for the hard work that goes into construction every day and rewards those showing the highest levels of competence and excellence."

Since its formation more than 15 years ago, ITS has provided training across a variety of plant and machinery and delivers a range of industry-recognised schemes including CSR (Construction Skills Register), CPCS (Construction Plant Competence Scheme) and NPORS (National Plant Operators Registration Scheme).

Competition entrants will take part in a series of timed challenges, including precision excavation and lifting tasks.

The Finals Day, taking place this autumn, will see the best entrants compete head-to-head to find the leading operator in each category, with an overall ITS Northern Ireland Plant Operator of the Year being crowned.

The inaugural contest held in 2017 was won by Alexander Campbell from Donaghcloney, Co Armagh.

David Glenn, Sales Representative, Finning, said: "We are thrilled to partner with ITS for the second annual ITS Northern Ireland Plant Operator of the Year competition. As the largest provider of Caterpillar products in the UK and Ireland, we know first hand the skill and expertise involved in operating machinery.

"We are delighted to showcase the immense talent that Northern Ireland has to offer and give them a chance to try out the latest products."

Justin Carrigan, General Manager of Plant and Civil Engineer magazine, added: "As a returning media partner of the annual ITS Northern Ireland Plant Operator, we look forward to reporting on the best of the best. The talent shown last year will be tough to beat and it reflects the high standard of operation that Northern Ireland has come to expect."

For more information about the ITS Northern Ireland Plant Operator of the Year and how to enter, visit [www.industrytrainingservices.com](http://www.industrytrainingservices.com).



# TINNELLY DEMOLITION

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TINNELLY DEMOLITION IS DIVISION OF JOHN TINNELLY AND SONS



# INVESTMENT & EXPERTISE KEEPS JOHN TINNELLY & SONS AT THE FOREFRONT

**John Tinnelly and Sons are leaders in the demolition market with nearly 60 years' experience and while the company always look to the future, it is proud of its past; its wealth of experience over the years gives it a distinct edge, having been involved in many prestige, famous and notable projects.**

Continual investment in the latest plant and machinery, combined with experience and ongoing staff training in the very latest demolition techniques, ensures the company remains at the forefront of the industry.

Instrumental, too, in that success has been the ability to diversify. Today, John Tinnelly & Sons Ltd encompasses three main divisions: Demolition, Environmental and Recycling. In all divisions, the company has excelled, becoming a market leader in all three areas of activity.

Past and present projects have involved JTS performing demolition and asbestos works in the Scottish and English markets as well as performing a large demolition project for the Hilton Hotel Group in Freetown, Sierra Leone, a number of years ago.

Indeed, the team at John Tinnelly and Sons has the ability and knowhow to tackle the most logistically challenging and difficult projects, undertaking contracts that competitors would not be able to attempt.

Demolition, of course, is a highly skilled profession. Modern construction techniques compounded by high land values have created their own problems when buildings are due for demolition. Multi-storey, city centre developments cannot be demolished in the traditional manner. Proximity to adjoining properties dictates the need for the careful dismantling of these constructions.

The Tinnelly demolition team possesses all the necessary engineering and project managing skills to ensure that these modern complex structures are deconstructed without risk to the public or adjoining property.

"Our experience allows us to plan and execute projects where others may fail due to lack of expertise, knowledge or

experience. In essence, there is no aspect of demolition or asbestos works that we have not been involved in over the years."

The company has developed excellent working relationship with many of its clients and has been awarded repeat contracts, underlining its consistently high standards when it comes to Health and Safety, workmanship and performance – which is why it is the preferred contractor in the demolition market.

"Our relationships with many of our clients or contractors stretch back decades and for many we are the only choice for their needs. We aim to provide value, reliability and professionalism to each







and every client, and seek to perform the works within client expectations, exceeding those expectations where possible."

The company's recycling division exports scrap metal and non-ferrous metals to the world market on a continuous basis, regularly dealing with other global metal exporters and buyers around the world, and shipping large tonnages of metals out of Dundalk Port – and through its environmental division, it has also exported large volumes of asbestos materials to licensed facilities in Scotland.

### Fleet

The company invests heavily in its people, providing adequate training and guidance, and in its state of the art plant and equipment, regularly maintaining and updating its fleet to ensure it has at its disposal the most efficient and best equipment available for the job.

JTS operate a large fleet of Liebherr excavators and recently purchased two brand new 936 excavators, together with a 15 tonne compact Takeuchi excavator, 1.5 tonne and 3 tonne Takeuchi mini excavators, as well as new Bobcats of various sizes.

### Robotic

The company operates robotic Brokk 110 and 160 machines in areas where normal

mini-diggers aren't suitable. They can go through a single doorway and with a reach of approx 4 metres they are ideal for demolition that needs to be carried out quickly, safely and with precision.

They produce no harmful fumes and very little noise and can alleviate hand-arm vibration problems and White finger, traditionally associated with manual work in confined spaces. The machines are very versatile and come with a variety of attachments.

The machines are remote controlled which means that the operator can stand up to 50 metre away. The working area can be easier controlled, too, as there is nobody within the proximity of the machine. If the structure being demolished is unstable or there may be a risk of falling debris then the operator is at a safe distance.

Its vehicle fleet was recently expanded with the purchase of a brand new 2018 Volvo FH750 unit and a new Scania 8-wheeled roll on / roll off truck. Also being delivered soon will be a new 2018 bulk scrap trailer and a low loader.

"These latest purchases, together with our existing maintained trucks ensure we have a modern top class fleet. All trucks are also fitted with state of the art vehicle tracking systems, ensuring we can manage our fleet and also review efficiencies and fuel consumptions on a continuous basis."

Trucks involved in transporting waste are also fitted with a fully electronic Globeweight system, ensuring that all loads are fully accounted for and are fully traceable in real time.

### Safety

Taking priority across all divisions is health and safety. "We believe in creating an interdependent safety culture by using a pragmatic approach with our staff and by educating and training staff to ensure competence.

All projects are carefully planned and assessed in advance, and our dedicated safety department ensure consistence promotion of best practices at all times."

To that end, the company has all the appropriate accreditations in place, such as ISO 18001, 14001, 9001, National Federation of Demolition Contractors and many other recognised standards. Indeed, its very own Patrick Tinnelly is Chairperson for the Irish Association of Demolition Contractors.



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



Gordon Best, QPANI

# INDECISION PUTTING KEY PROJECTS AT RISK

**There is really only place to start this message and that is the totally unacceptable state of decision making in Northern Ireland. For more than 15 months, Northern Ireland has endured a state of near total policy paralysis in the absence of an Executive.**

The Permanent Secretaries of the various departments have attempted to do what they can, and the business community has welcomed their willingness to decide several regionally significant planning applications in the absence of ministers.

The Belfast High Court judgement in May on the arc21 Energy from Waste Facility basically put a stop to Permanent Secretaries making strategic decisions not just on planning and infrastructure decisions, but across a range of policy areas.

The list of key projects put at risk by this judgement include the North-South Interconnector, A5 road upgrade, Belfast Power Station, and the £150 million ultra-fast Broadband project – each of vital importance to the NI business community and the wider economy.

It is quite clear to everyone that to avoid a further lengthy period of decision-making uncertainty, and with the return of power sharing institutions some way off, business believes that the Northern Ireland Office should consider the merits of the alternative solutions set out below. These measures are obviously temporary, as longer term

we all want to see a devolved government back up and running at Stormont.

## More Positive

On a more positive note the increased investment in Structural Roads Maintenance is now manifesting itself with increasing works orders being awarded to contractors across the Province. I would certainly expect to see a significant level of resurfacing and other roads maintenance activity over the next few months.

Feedback from QPANI members I have been talking to recently is positive with the two most common words being used are “Busy” or “Steady”.

However many people were reporting difficulties in recruiting new staff, particularly drivers. This challenge is not going to go away and we all must work together to improve the attractiveness of our Industry for those who either are starting a career or for those who wish to change career and join the construction materials sector.

## Safety Alert

It's that time of the year again when our minds turn to thoughts of good weather, holidays and the risks of young people trespassing in active and disused quarries. With this in mind QPANI and HSENI have again teamed up and written to all School Principles in Northern Ireland. A number of schools have already been in touch asking for a presentation to the schools children. We also intend to team up again

with NI Water and issue a joint press release about the dangers of cold water.

If any members are organising school visits or require any additional “Danger Deep and Cold Water” signs or Stay Safe literature please give me a call or drop an email to gbest@qpni.org.

I am also delighted to report that the series of Quarry Vehicle Safety workshops were once again very well attended and feedback has been positive. Our thanks goes to all those companies who hosted the events. In total there were 20 workshops, 290 employees from 73 companies. Well done to all concerned.

## Option Papers

We are continuing our work with Local Councils as more of them issue consultations on their Preferred Options Papers. The latest is Armagh Banbridge and Craigavon and we have submitted our response recently.

We have also recommended to QPANI members and our Planning Affiliates that they should be submitting responses to their local Council POP Consultations. What is also very important is the need for operators to begin building relationships with their local Councillors to inform them about the significant economic and social contribution the construction materials industry makes in their areas. So if you are making awards, having an open day of just want to show off what you do invite your local Councillors. They are now the decision makers who could, sorry, will influence the future sustainability of your business.

## Police Escorts

QPANI recently wrote to the PSNI seeking a meeting to discuss our concerns and that of members that due to resource issues the Police are not providing the required and traditionally excellent service in providing security escorts for explosives.

We have pointed out that our industry through individual members provide essential materials that basically keep our economy and infrastructure functioning. If we can't get aggregates and construction materials out to our customers, the largest one being the public sector, the economy will grind to a halt.

*May I wish you all success over the coming months.*





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view from the cab

# OPERATORS IMPRESSED BY **HIDROMEK** LONG REACH MACHINES

**Hidromek's Long Reach Tracked Excavator has been getting excellent reviews from a variety of operators who've hired it out from the manufacturer's UK northern dealer R Bunton Ltd.**

The heavy duty HMK 300LC, specifically designed after careful evaluation of working conditions and operator demands, is clearly living up to expectations.

The machine has already been utilised on a number of quite different projects – from drainage schemes and docks to sites at power stations and waterworks – and to date everyone has been impressed by its performance.

It can obviously reach where other machines can't and comments R Bunton's Richard Goodyear: "Those who have taken it out on self-drive hire have reacted very positively. They say it is very comfortable, very responsive, smooth and easy to operate, so it is all good."

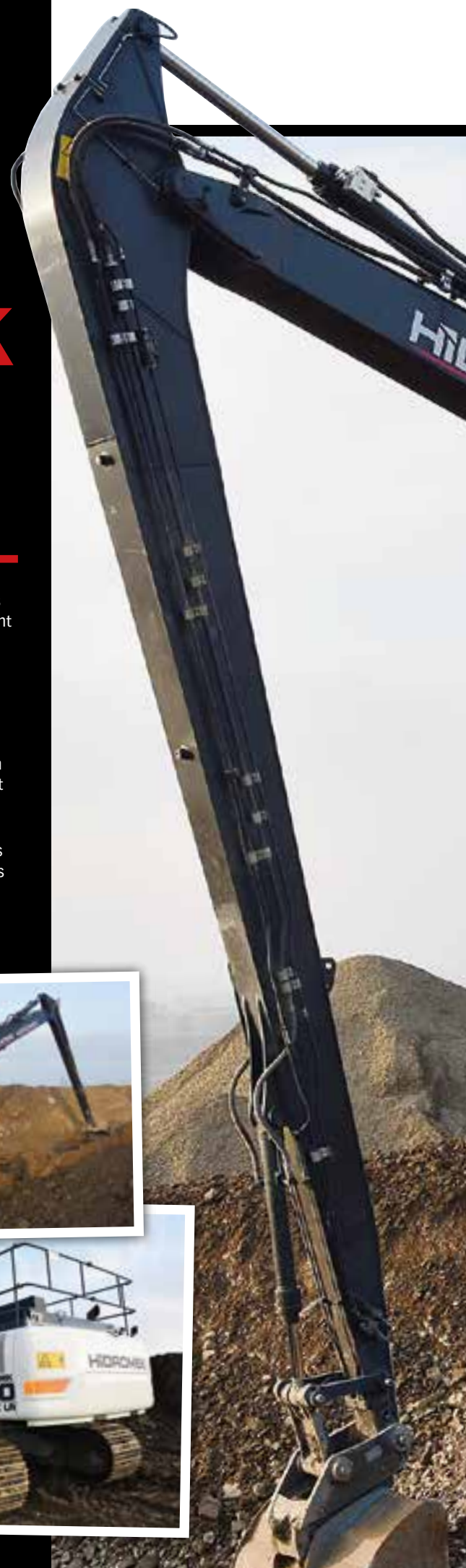
Working at times in some challenging environments, the long reach machine has given no problem, and adds Richard: "It's been a great investment in our hire fleet because customers can try it out before making a decision on whether to buy it; the machine has terrific potential – and it has got really great comments on social media platforms which is also helping to generate lots of interest and inquiries."

Richard says operators have been particularly impressed by the comfort levels of the cab on the HMK 300LC.

Getting in and out is easy, thanks to the large cab entrance which gives the operator plenty of clearance, while the opening windscreen is designed to offer perfect visibility; it is possible to open the windscreen by sliding it towards the roof, and notably, the rear window may be removed and kept under the operator seat.

Other features enhancing the operator's comfort are the ergonomic seat and front console. The standard seat of the HMK 300LC can be adjusted in nine different positions and is designed to enable the operator to work without fatigue and comfortably with high performance for long hours. The joystick console and seat can move independently from each other which allow the operator to adjust the most suitable position for him.

The cab is supported by six silicon viscose mounts that dampen the effects of noise, shock and vibrations regardless of working conditions, while a high capacity air conditioning system further enhances the working environment.





### High Performance

It is powered by a high performance Isuzu engine that has been specially developed for excavator applications. The turbo diesel engine complies with all the relevant Emission Regulations, with 6 cylinders, 4 cycles, water-cooling, turbocharger and intercooler.

The direct fuel injection and

intercooler features not only translate into less fuel consumption but also increase the power and torque produced by the engine by providing more efficient combustion.

The HMK 300LC has been equipped with OPERA (Hidromek Operator Interface), especially developed for Hidromek excavators, which integrates all the control devices on an aesthetically designed and ergonomically located console. The system consists of a high resolution coloured TFT screen, an Electronic Control Unit and the Opera Control Unit.

As those who have already hired out the machine have come to realise, with OPERA it is very easy to manage functions such as controlling the engine rpm, navigating in the menus, choosing the most appropriate working mode, controlling the lights and wipers, managing the radio/MP3, using the Start-Stop function to ensure maximum fuel economy, controlling the cameras – rear view and on the arm (optional) – and monitoring the machine conditions such as hydraulic pressure, engine coolant and hydraulic oil temperature, turbo boost pressure, fuel pressure, and atmosphere pressure.

### Increasing Awareness

Since R Bunton Ltd brought the first Turkish manufactured Hidromek machines into the UK, the brand has become increasingly popular across the country, and that can only be boosted by the introduction of new products and further enhancements of existing models.

"We have machines in our hire fleet that now have over 3,500 hours on them with no problems, so we can safely say Hidromek is now well proven in this part of the world, and people are beginning to take more and more notice," says Richard.

That confidence is underscored by the fact Buntons have quite a number of new Hidromek machines on order to boost their rental fleet and sales stock, including wheeled and tracked excavators and wheeled loaders.



# Liebherr L 586 XPower impresses Hanson Aggregates

Hanson Aggregates has recently taken delivery of an L 586 XPower for its St George Quarry near Abergele and is already amazed by its low fuel consumption and impressed with the power and ease of control provided by its driveline.

The 33 tonne Liebherr machine is equipped with Z-bar linkage on a high lift arm arrangement that gives an effective load over height of 4.5 m, a 6 m<sup>3</sup> straight-edged bucket with bolt-on replaceable cutting edge and an on-board weighing system.

Both Quarry Manager Lee Williams and regular operator Edwin Roberts have been amazed at the new wheel loader's fuel consumption, or rather the lack of it. They suspected that the LiDAT monitoring system was faulty when it showed that the machine was only using 11.7 litres of fuel per hour.

'This is far better than we thought it would be and is far less than any of the previous machines



Quarry Manager Lee Williams (left) and operator Edwin Roberts (right) are highly satisfied with Hanson's new Liebherr L 586 XPower wheel loader.

we have used on site,' Lee commented. 'We have been very impressed with the reliability of the machine too,' he added.

The L 586 XPower boasts the pinnacle of engine and transmission technology in the form of a six-cylinder D936 engine

and an XPower CVT transmission. This combination allowed Liebherr designers to keep the engine low and to the rear of the machine, replacing the large counterweight. This reduction in physical mass, and therefore weight, equates to a significant

fuel saving. The Liebherr diesel engine delivers 358 HP at a maximum of 1800 RPM.

This low revving ability matched to the XPower driveline, which has impressed Edwin with its power and ease of control, gives the range its characteristic driving style: 'It took me a couple of weeks to settle into the Liebherr's driving style,' Edwin explained, 'but now I've got used to it, I wouldn't want to go back to anything else.'

The large loader is seen as the ideal tool to load tipplers. The general-purpose bucket can load an eight-wheeler tipper in just two passes and this job is now far easier thanks to the on-board weighing system.

Edwin has operated wheeled loaders for over 40 years and is therefore well qualified to give his experienced view on the L 586 XPower: 'This is simply the best wheeled loader I have driven!' he said. 'I've driven almost everything and this beats them all.'

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## Groundforce offers new Piling attachment range

Groundforce Ireland will now offer Piletec's (a division of Groundforce) new piling attachments range.

To meet the ever-increasing demand for multi-purpose attachments, Piletec who are specialist suppliers of piling equipment to the construction industry, recently launched a dedicated new attachments business, this new range will now be available to customers across Ireland.

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

The addition of this new range of attachments will give the company access to new sectors such as demolition, waste and recycling, agriculture and forestry. Parts and servicing of the hire products will be carried out in-house at depots throughout the UK and Ireland.

Joseph Lenihan, Groundforce Ireland's general manager said: "The addition of this new range to the Piletec portfolio is a natural extension to the current offering and will provide our customers across Ireland with a real one-stop-shop for all their hire needs."



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#Hillhead18



# WHAT'S NEW AT HILLHEAD 2018?

Tarmac's Hillhead Quarry, near Buxton, in Derbyshire, will once again host the world's biggest working quarry exhibition, and with no fewer than 525 UK and overseas companies booked into Hillhead 2018, this year's event will be 10% larger than ever before, easily surpassing the 476 exhibitors that attended in 2016.

Show director Richard Bradbury explained: 'Growth has come from additional outdoor space created at the top end of the site and the Registration Pavilion, which has doubled in size and will host 90 companies this year. A record number of demonstrations are also being planned and we are looking forward to opening our doors to the construction and quarrying industry from 26-28 June.'

The following selection provides a sneak peek of just some of the new companies, plant, equipment, systems and services that visitors will be able to see on display at Hillhead 2018.



## Strickland MFG to show popular couplers

**Strickland MFG, in conjunction with their sister company Strickland Tracks, will be once again exhibiting at the show.**

The 2016 event was their first time to exhibit and despite the cold and wet weather, the show proved a huge success for the company.

Strickland MFG is a progressive and forward thinking company, working with their customers to ensure that their specific requirements are met. Working with

both OEM and OED's, their well informed Sales & Purchasing teams are more than capable of meeting bespoke demands.

The 2018 show will see Strickland MFG exhibit their ever growing in popularity SLOCK Coupler, alongside a selection of their Heavy Duty & Demolition Spec attachments. There will be daily refreshments and nibbles from 4pm on their stand, so after all that talking and walking, this should be a welcome finish to the day!





# IT'S COMING...

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## Miller To Celebrate 40 Years Of Innovation

Earthmoving attachments manufacturer, Miller UK have announced that they will be celebrating their 40th birthday and showcasing their latest product innovations at Hillhead 2018.

Miller UK will reveal its best in class next generation, revolutionary hydraulic compact quick couplers suitable for excavators from 1 to 7 tonne as part of their 40th anniversary celebrations when they return to Hillhead, the UK's biggest quarry and construction equipment trade show next month. Visitors to Miller's dedicated stand, W21 will also have the opportunity browse the full Miller product range, including their latest PowerLatch tilt coupler, quarry spec buckets and watch live product demonstrations of the new Miller GTS compact quick coupler.

Barry Robison, Miller UK's marketing manager said, "We strongly believe that coupler technology has a key role to play in improving the operator experience; making on-site operations safer, more convenient and capable of withstanding the most challenging working environments. The brand new Miller GTS range is the lowest, lightest



and safest compact quick coupler in the market place." Offering 1T -7T excavators the widest multiple range of pick-ups for any attachment within the same class all from the comfort and security of the cab.

As well as demonstrating their latest compact innovations, Miller will also have a full range of PowerLatch tilts on display.

Barry added, "The 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 slim line 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.

"We are looking forward to displaying the full range of the Miller PowerLatch tilt couplers at Hillhead 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. Hillhead has always been an important show for Miller over the past 40 years and Hillhead is the perfect opportunity to celebrate our 40th anniversary with new and existing customers. We look forward to building even stronger partnerships for the next 40 years."

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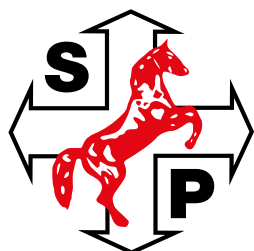
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# Mecalac launches suite of site dumper technology packs

Mecalac Construction Equipment UK Ltd, a global leader in compact equipment design and manufacture, has announced a trio of technology packs to further enhance site dumper safety for operators nationwide.

Available for six and nine-tonne payload models across the Mecalac range (both ROPS and cabbed), each "Shield" pack features enhancements to maximise safety, visibility and control. Available to specify through dealers nationwide from August, upgrades will be factory-fitted at Mecalac's UK headquarters in Coventry.

To be standard on all TA6, TA9 and MDX models from August, Shield is Mecalac's first-stage technology upgrade pack.

Key features include:

- Start and drive interlock
- Seatbelt/handbrake/service warnings
- Speed limiter (factory set)



- Idle shut-off
- Stop/Start Control™
- Park brake test

## Shield+

Building on entry-level features, Mecalac's Shield+ upgrade pack adds:

- Skip interlock
- Tilt limit

- Rollover lockout
- Fuel loss warning
- Custom speed limiter and idle shut-off (via Bluetooth and smartphone app)
- Capture™ telematics

## Shield PRO

The most comprehensive upgrade pack available, Shield PRO adds Mecalac's state-of-the-art Hazard Detection™ capability to all features offered by Shield+.

Developed in partnership with Vision Techniques, Hazard Detection™ works in much the same way as parking sensors on a car – identifying unseen obstacles and alerting the driver.

Launching the technology packs comes as part of a strategic drive to set the global standards in site dumper safety. Earlier this year, Mecalac launched its all-new range of MDX cabbed site dumpers, which are specifically designed to minimise risk of site incident, accident or near miss.

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## First UK Showing of Bobcat R-Series Excavators

The Bobcat stand at Hillhead 2018 will show models from the company's very latest compact loader, compact excavator, telehandler and attachment ranges, including the first appearance in the UK of the new Bobcat R-Series compact excavators from 2-4 tonne.

Another product being shown for the first time at Hillhead is the new TL30.70 compact telehandler from Bobcat, providing a maximum lift capacity of 3 tonne and a maximum lift height of nearly 7 m.

Bobcat will also be continuing celebrations of the 60th Anniversary of the world famous Bobcat skid-steer loader at Hillhead. Over the last sixty years, Bobcat's commitment to outstanding quality, workmanship and innovation has helped to maintain its market leadership, so that one in every two skid-steer loaders sold today is still a Bobcat machine.

The new range of five R-Series compact excavator models – the E26, E27z, E27, E34 and E35z – offers a best-in-class mix

of high digging forces, superb stability and smooth controllability of working functions complemented by low weights for easy transportation. Excellent machine fit and finish plus new ground-breaking design features will make the new Bobcat R-Series unique on the market.

The new excavators introduce many state-of-the-art features and offer enhanced levels of quality and robustness. They utilize newly developed flexible machine platforms that allow different configurations of models and specifications to suit a wide range of applications and customer needs.

The new TL30.70 compact 7 m telehandler from Bobcat is designed for a wide range of applications found in the construction and rental industries.

The TL30.70 provides an excellent compact and cost-effective alternative to larger 7 m models, especially where working spaces are tight and increased manoeuvrability is required. In addition, performance is not compromised as the TL30.70 offers



an outstanding maximum reach of 4 m with a load of more than 1 tonne. At the maximum lift height, users can lift up to 2 tonne of weight, which is sufficient to place a pallet of heavy bricks in most conditions. The compactness and stability of the TL30.70 will make this machine a perfect tool for easy pick and go or for lifting materials to height on housing and commercial property developments.

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## Hyundai HX130 LCR crawler excavator takes centre stage

**Hyundai Construction Equipment recently launched the HX130 LCR – the third compact-radius excavator model in the company's HX series product line. Visitors to the Hyundai stand will be amongst the first to see the machine at a UK exhibition.**

The new HX130 LCR excavator is powered by a 73.6 hp (55 kW) Perkins 854F Tier 4 final / Stage IIIB compliant diesel engine. It 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 HX130 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.

As with all HX machines the HX130 LCR includes as standard an 8 inch (20.3 cm)

interactive, adjustable, touchscreen cluster-monitor in the cab. Viewable on the cluster-monitor is the Hyundai-exclusive AAVM – or All-Around View Monitoring – an optional system that provides a 360°-surround virtual operating view. Included in AAVM is the IMOD (Intelligent Moving Object Detection) system that senses and warns the operator when objects come within 16.5 feet (5 m) of the machine. The AAVM system helps make the Hyundai HX series among the safest excavators to operate on any jobsite in the UK.

Latest engine technologies, a more efficient vertically stacked cooling design, efficient electronic fan clutch, and hydraulic system innovations on the Hyundai HX series excavators contribute to an overall fuel efficiency improvement of up to 9 percent compared with previous models.

An advanced hydraulic system includes an innovative Boom Float mode for better grading control, Fine Swing mode for



improved load control when swinging, and up to 13-percent faster cycle speeds than previous models. The HX130 LCR also features IPC (Intelligent Power Control) computer-aided power optimization based on load demand, and Eco Breaker mode for selectable pump flow and improved fuel consumption when working with Hyundai hydraulic breakers and many other attachments. The combination of faster cycle times and more power result in productivity increases of up to 5 percent.

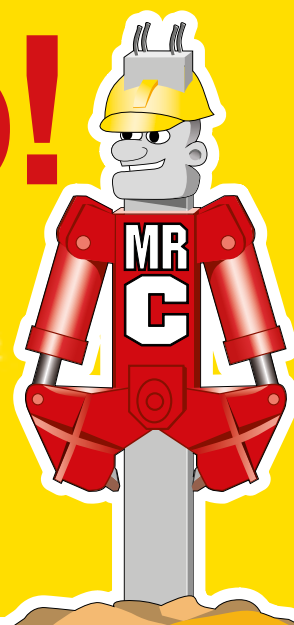
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## Bell Equipment to showcase largest range of ADTs on the market

**Bell Equipment will be showcasing the largest range of Articulated Dump Trucks on the market at this year's Hillhead.**

The evolved E series, the latest generation of Bell Equipment ADTs, now includes a machine for every application, ranging from the compact B20E to the colossal B60E. The entire range comprises the B20E, B25E, B30E, B35E, B40E, B45E, B50E and B60E, all of which have been created to bring together the very best in power, technology, efficiency and innovative design.

The latest addition to the range, the B20E, is already proving popular. With its ability to manoeuvre easily within small spaces and its low ground pressure enabling it to operate in excessively muddy or sandy conditions, it has become much sought after in industries where compact is king, such as housebuilding and renewable energies.

At the other end of the spectrum, the B60E has already proven itself as a unique solution capable of moving large volumes of materials in all weather conditions, in a market sector that was previously only contested by rigid trucks. The entire range is powered by the

latest Mercedes Benz engine, offering the lowest cost per tonne machine on the market, and an economical drivetrain that delivers significantly lower fuel consumption. Each model also benefits from a number of "standard" features, including On-board Weighing, which was first introduced by Bell in 2003 and offers an improved accuracy, giving the right payload irrespective of the loading method, and Fleetm@tic, a satellite-based management system developed by Bell over 15 years ago, that enables users to monitor machine productivity, utilisation and condition. To demonstrate the breadth and capability of the E series, the B20E, B30E, B45E and B60E will be displayed on the Bell Equipment stand, with the B50E being put through its paces in the demonstration area.

Alongside the E-series ADTs, Bell Equipment's industry leading wheeled loaders, the L2606 and L1706, will also be on display. The range, which includes the L1204E, L1506E, L1706E, L1806E, L2106E and L2606E, is powerful, yet versatile and all machines are well suited to a variety of applications from heavy duty mining to construction. Bell's

innovative Quad Cool™ system, which reduces dust build up and prevents the engine from overheating, also makes them ideal for use in the recycling and waste management industries.

As well as being able to view the Wheeled Loaders and E series ADTs, visitors to the stand can also discover more about the new B30E 4x4. With its shorter wheelbase, this new machine is more manoeuvrable than its six-wheeled counterpart and

with the absence of a third axle tyre wear is reduced making it a cost effective, yet efficient, machine. Bell representatives will also be on hand to discuss the company's "Specials" offering, a bespoke design service that transforms ADTs to a customer's precise specifications. This service is particularly of interest to the waste and recycling industries whereby custom-made bins can help increase productivity and reduce costs.



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## Continued Expansion for Coote Engineering worldwide

**Coote Engineering Ltd, with over 40 years of engineering excellence and a respected global reputation, will have a strong presence at Hillhead; the company have been designing and manufacturing steel moulds and machinery for the precast concrete market since 1977.**

In addition to precast concrete machinery, the Finlay block making equipment business was

acquired by Coote Engineering in 2016 and now operates under the Coote Finlay brand.

The company is based in Ballygawley Co. Tyrone and continues to expand, with machinery now operating worldwide. This year there are hopes to further develop their presence in both Eastern Europe and The Middle Eastern market.

Coote Engineering, known for its robust build quality and the durability and longevity of its products, recently welcomed Chris Thomas, a new company representative to cover Russia and Eastern Europe. He is familiar with the Coote brand, having previously owned and operated Coote machinery. His knowledge and experience of the range make him the perfect ambassador for both the Coote Engineering and Coote Finlay products and he is sure to be a wonderful asset to the company.

Industry growth also presents increasing opportunities in Oman, where they are pushing ahead with rapid development, involving US\$150 billion of major construction and infrastructure projects.



Having recently attended the Builders International Gathering in Muscat, Oman, it is clear that there are substantial opportunities for growth in the area, prompting Coote Engineering to seek local representation in the region.

The entire range of Coote Engineering & Coote Finlay machinery is manufactured from start to finish at the Ballygawley factory. Continuous investments in up to date design and manufacturing processes give Coote Engineering a complete "in house" manufacturing capability.

Coote Engineering utilise both 2D and 3D CAD design coupled with CNC manufacturing facilities to ensure that products, from either its standard range or custom designs, are always manufactured to the highest standards. All equipment carries the CE mark were applicable.



**Chris Thomas with Coote Engineering Head of Sales Tony McArdle.**



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## Engcon demos new style tiltrotator on JCB 220x

The Engcon demo area at Hillhead will feature live demonstrations of Engcon's EC226, in twin hitch configuration with their EC-Oil automatic hydraulic couplers that now comes as standard with 6-30 tonne tiltrotators, mounted on JCB's new 220x.

A range of processing attachments will be demonstrating the flexibility of the EC-Oil system and its ability to connect hydraulic kit without leaving the cab.

The static stand will feature an example of Engcon's new mini-digger series of tiltrotators – this time an EC204 on Takeuchi's

brand new TB225. Engcon will be unveiling its new prototype for its lighter, stronger modular hitch that has fully integrated hydraulic hoses. And the new Engcon 30 tonne QS80 hitch will be available to view with a full range of Engcon attachments.

Engcon UK Managing Director Robert Hunt and the full customer team will be attending, with great news for mini-digger owners looking for a tiltrotator and control system. Details of the new 0% finance deals, extended warranties and full product information will be available.

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# Tesab Unveil New Cone Crusher

**Tesab have recently launched their new 1000TC Cone Crusher which will be officially unveiled at Hillhead.**

Adding to their existing Cone range, the 1000TC is ideal working in direct feed applications, designed to produce High Tonnages and High Quality Cubical Aggregates. With a 1000mm wide cone crusher unit, the superior

Tesab design consists of thicker manganese for longer life and a specifically curved profile allowing for unscreened feed – producing a superior shaped product and high tonnages well in excess of 200 TPH.

Boasting a large 4.5m<sup>3</sup> Hardox Lined Hopper as standard with a Low Feed In Height of 2.64m, Hydraulic Raise/Lower Conveyor for easy access

with a 3.3m discharge height for increased stockpile capacity and the choice of concave chamber options (coarse, medium coarse or fine) – the 1000TC is a highly versatile machine. Along with this new product launch, Tesab will have their 800i Jaw Crusher working in the demo area along with their 8042TSL

Radial Stockpiler. There will also be a 1012TS Impact Crusher on display on the stand along with the 1000TC.



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# Launch platform for Hill Engineering's new TEFRA coupler for mini Excavators

**Hill Engineering introduces the new 2T TEFRA coupler designed for excavators ranging from 1.4T up to 2.5T depending on the dimensions of the excavator.**

The new fully automatic hydraulic 2T mini coupler is aimed at the ever-increasing mini excavator market and is based on the

original TEFRA, which since its introduction in 2012, has transformed health & safety on construction sites around the world - TEFRA's dual safety features are unique within the industry and with only three moving parts - it has proven to reduce downtime extensively and make customers more productive in their operations.

The safety systems in the TEFRA eliminate one of the most dangerous aspects of handling attachments, which is the risk of attachments coming away completely. Hill Engineering solved this by using a positive locking system rather than a gravity locking system, making the crucial safety feature 'active' and not 'passive' in the way it works.

Comments Hill Engineering's engineering manager, Neal Loughran: "The 2T coupler basically has the same components as the larger couplers. We designed the 2T coupler frame to work around the already proven 3-tonne cylinder. We now have a fully functional and working product that has been rigorously tested and has been well accepted. We have already sold a number of these hitches to machinery dealers in the UK, including D.A Forgie, who are Kubota dealers based in Limavady and Lisburn, who bought the first one. JCB, Kubota, Takeuchi & Caterpillar have also ordered a number of the new TEFRA's for their Mini excavators. We will have our 2T coupler ready for the mass market by mid-summer."

Hill Engineering's sales & marketing manager, Oliver Phelan, added: "We developed the new mini TEFRA as our customers were asking for a coupler that used the technology and quality of the larger couplers we manufacture - but one that would fit a mini excavator - so its introduction really was based around market demand. We are currently making variants of the coupler for Takeuchi, Kubota, JCB, Hitachi and Cat machines and we plan to expand to other brands in the future."

Other Hill Engineering products on display at Hillhead will include the TEFRA Tilt, which is designed for customers who need the full functionality of a Tilt bucket but see the versatility of having the 180-degree tilt function on all of their attachments with a standard pin grabbing system. The new 'Thumb' and the company's bucket range which includes the TITAN HD (standard) and HDX (rock) buckets from 13T upwards.



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## Download Detailed Guide to GDPR Legislation and Camera Recording Systems

**Brigade Electronics has created a pack that customers can download from their website to provide a detailed guide to new data regulations with regards to cameras and recording equipment.**

Emily Hardy, Brigade's Marketing Manager said: "Many customers remain unsure of the new data protection legislation with some specifying vehicle cameras that do not identify members of the public for fear this will breach people's privacy. This has not been helped by a small handful of vehicle CCTV manufacturers falsely claiming 'their product is GDPR compliant'.

"Added to this information in the media has been general at best. We have created a more comprehensive guide with scenarios to help our customers. Our message is simple. Operators should not fear the use of camera systems and digital recording but should look at what policies they have in place and we can help guide them."

The General Data Protection Regulations (GDPR) which came into force in May 2018 stipulates how data should be protected and how people's privacy should be respected. Some EU countries are already following these guidelines so effectively the UK is catching up. In a nutshell, GDPR is about the process of how you keep data secure, who has access to that data, how long you keep it for and how you are going to tell people that you are using their personal data and for what reason.

A tangible product therefore cannot be GDPR compliant because it is about handling of data, although customers should look for features and benefits that can help the operator to keep data secure.

For instance, Brigade's MDR-50X series digital recorder has new admin isolation rights which allow operators to control access to data so restricted users can only view footage and are unable to download or edit. This allows operators greater control over data and helps them to comply with regulations. Another thing to consider when purchasing such systems is whether the footage is protected. Brigade's MDR-50X series digital recorder has a non-visible watermark so that tampered files will not play. It also features password protected software and a lockable hard-drive to further prevent unauthorised access to data.

Emily continues: "Our GDPR pack looks at the use of stickers to inform people that the vehicle is recording, where they should be placed and the sorts of things they should say. In the pack is a new sticker which we can post to customers. We also look at; how operators can gain staff approval through training, the type of policies that should be in place, the length of time data may be stored, examples of when privacy should be respected and whether audio in the cab is justifiable."

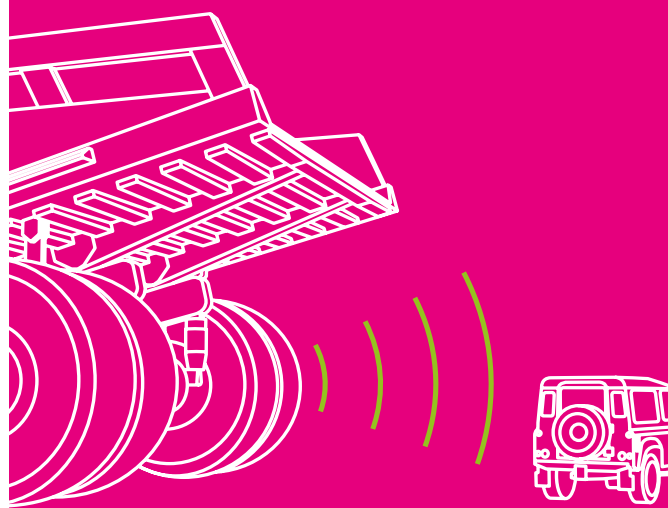
The pack does not contain legal documents, it is merely a guide. Legal advice should be sought if they wish to rely on this information.

To download your GDPR guide to cameras and recording visit <https://brigade-electronics.com/gdpr-vehicle-recording/>



**Brigade's MDR-50X series digital recorder**

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## CDE prepares to wow visitors with new innovations

**CDE will once again participate in the iconic Hillhead show where the leading global wet processing company will launch its new scrubbing and attrition system, packed with new features to up the efficiency stakes, as well as its revolutionary connected plant system.**

Visitors to the CDE stand will discover the new model AggMax 163-SR scrubbing and attrition system, designed to incorporate a new RotoMax logwasher, and specifically developed to supply the demand for a plant that bridges the gap between the popular AggMax 80 and 250 models.

Stewart Cusick, Senior Product Development Engineer, says: "The new RotoMax 163-SR is constructed and designed to the same high-duty standard as the RX250, with geometry refined for efficient scrubbing action at mid-range tonnages and VSD as standard to optimise the retention time for the process material.

"With a new Infinity D1-63 pre-screen incorporated into the design, high frequency screening action ensures maximum sand

removal prior to the attrition process, whilst the new Infinity D1-43 screen dewater organic and lightweight wastes liberated from the attrition process.

"Finally, an all-new Infinity H2-60 sizing screen efficiently separates material into three washed aggregates and allows the removal of sand liberated by the RotoMax's attrition process. The aggressive throw on the horizontal washing screen ensures efficient screening by increasing retention time and allows generous access between the decks for maintenance access."

CDE will also showcase its new connected plant at the show. Tom Houston, Head of CustomCare at CDE, describes this exciting innovation: "The CustomCare team is looking forward to displaying the new CDE connected plant technology at Hillhead. This will bring pre-emptive maintenance and support, operational efficiencies and simplicity to our customers, giving them unrivalled control of what is going on with their plant or plants through a one-touch console management hub. This is in keeping with CDE's commitment for maximum efficiency and ease of use."



**Stewart Cusick, Senior Product Development Engineer**

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#Hillhead18

# C&D Recycling Game Changer To Premiere At Show

**Terex Washing Systems (TWS) are eagerly awaiting Hillhead 2018 to unveil their latest modular concept that is set to be an innovative game-changer in the C&D Recycling market.**

Pit and quarry operators can look forward to more intelligent ways to wash sand, gravel, aggregates, and C&D waste thanks to this new high performance solution that brings together rinsing, screening, scrubbing and sand washing capabilities on a single plant.

This latest offering has been months in design and development, engineered specifically with large-scale production processing in mind. It has primarily been designed for the efficient processing of C&D waste but equally suited to virgin material applications.

The plant will have the capability of producing up to six grades of salable product, and has been designed with an uncompromising approach towards robustness and reliability. In addition, Hillhead 2018 will also provide the stage for the global premiere of TWS new water



management offering, Terex AquaClear. The range includes clarifying tanks, flocculent dosing systems, filter presses and all associated equipment enabling TWS to offer an end-to-end solution for washing and water management.

TWS Director, Oliver Donnelly, commented: "These new innovative wash solutions will help to revolutionise the washing market on a global level—a testament to our commitment to providing enhanced and unique washing solutions to meet customers' and market needs. We look forward to meeting with existing customers, prospective new customers, as well as many of our distributors from around the world."



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# JCB Brings The X Factor To Hillhead

**JCB will showcase its brand new X Series 20-tonne tracked excavator model, designed to provide maximum operator comfort, durability and reliability in operation.**

Over a four-year development period, JCB has undertaken a programme of intensive component and product testing, to achieve increased levels of build quality and reliability for customers in this advanced new JCB 220X crawler excavator.

The new machines feature a 15% larger cab with integral ROPS structure, reduced noise levels, simple user interface and stronger side doors for greater strength and increased protection. They also benefit from a central main boom mounting for increased digging accuracy and durability, and a 200mm wider upper structure which delivers improved packaging.

Several variants of the machine will be shown across the JCB stand and demonstration area, including models with demolition specification, full Topcon functionality and Steelwrist fitted.



The new X Series excavators will feature alongside a vast selection of further machines from the extensive JCB range.

These will include: the revolutionary JCB 7T-1 Front Tip Hi-Viz site dumper, pioneering Hydradig 110W, JCB Pilingmaster backhoe

loader and series of additional models from its tracked excavator, wheeled excavator, wheeled loading shovel, site dumper, backhoe loader, generator, Loadall telescopic handler and compact equipment line-ups – all tailored to the demanding needs of the quarrying, demolition and recycling sectors.

## Added Value With a passion for your business

Building on our 120 years of knowledge, our latest portfolio is our most innovative and toughest to date. The word 'tough' sums up the Chicago Pneumatic brand. Superior portability and efficiency is apparent across the entire range displayed, including our latest handheld tools, concrete and light compaction equipment, and our LED 'plug and play' light tower.

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**People.  
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 **Chicago  
Pneumatic**

## Hydraulic Power Packs from Chicago Pneumatic



**This year, Chicago Pneumatic is focusing on their hydraulic power packs, which offer customers the convenience to power the tools they need on worksites quickly and easily.**

The hydraulic power packs are available in petrol driven versions, are easy to operate, and are designed to provide portable power for a wide range of applications.

Since its foundation in the United States in 1894, Chicago Pneumatic has gone truly global. From helping build many of America's landmarks to its current international presence, Chicago Pneumatic has always emphasised local service to build a global reach. Used in countless industries and applications, Chicago Pneumatic

products are known for reliability, durability and customer value.

Chicago Pneumatic offers a wide range of pneumatic, hydraulic and petrol-driven equipment, portable compressors, generators and light towers for the construction and demolition industry.

Building on years of knowledge, the latest portfolio is the most innovative and toughest to date. Superior portability and efficiency is apparent across the entire range, including the latest handheld tools such as post drivers, pneumatic and hydraulic core drills and Red Hawk Road petrol breakers, as well as hydraulic power packs, generators, portable compressors, and the LED 'plug and play' light tower.



# Atlas Copco to showcase latest equipment for construction sites and quarries

**Atlas Copco Power Technique will showcase its powerful and innovative generators, portable compressors, pumps, light towers, breakers and hand-held hammers.**

Included from the generator ranges will be its iP generators, QAS series and QES generators. The latter provides a constant source of power in even the harshest weather conditions and offer even more flexibility for contractors looking for generators with exceptional plug-and-play capabilities.

Portable compressors will also feature at Hillhead, with several models from Atlas Copco's XAS range to be exhibited in addition to the XATS 138. This compressor combines Atlas Copco's PACE technology with the legendary

HardHat polyethylene canopy to offer contractors and rental fleet operators versatility.

Visitors to Hillhead will also have the chance to see Atlas Copco's PAS open frame diesel-driven centrifugal dewatering pump range, which is designed for multiple applications, from dewatering on construction and mining sites to solids removal, drainage and even emergency situations involving flooding and shipping. The PAS open-frame system includes both wet and dry prime options, and the modular design allows many different configurations.

Visitors to stand N5 will also have the opportunity to

see the latest additions to Atlas Copco's range of light towers and handheld hydraulic tools. This includes the HiLight B5+ light tower, an ultra-quiet, diesel-driven, LED light tower for use in urban

and residential areas. In addition, the TEX 12 PE/PER Pneumatic vibro-reduced hammer, which offers power where it is needed, will be displayed along with other handheld equipment.



## Innovative Products from Atlas Copco

**Atlas Copco develops products and services focused on productivity, energy efficiency, safety and ergonomics. The Power Technique division adds to this with a focus on portability – developing products that are lighter and smaller, without compromising on power.**

The Power Technique business area within the Atlas Copco Group provides air, power and flow solutions through products such as mobile compressors, pumps, light towers and generators, along with a number of handheld tools.

Power Technique innovates for sustainable productivity across multiple industries – from construction sites to sporting events and everything in between.

Atlas Copco Power Technique's latest advances in air, power and flow technologies, such as portable compressed air machinery, electrical generators, dewatering pumps and light towers, have been designed to reduce both exhaust and noise emissions, providing end users with more efficient operation and lower cost of ownership.

These advances will allow professionals working across multiple industry sectors, from construction to manufacturing, equipment rental, utilities, oil and gas, demolition and above-ground mining, to make the most of opportunities presented by mega-trends, while overcoming forthcoming legislation such as new emission regulation changes.

Products such as the E-Air plug-and-play compressor, which offers up to 40% greater flow for the same power consumption compared to conventional portable compressors, and the QAS 35 VSG Variable Speed Generator which enables reduced fuel consumption and superior low-load performance, fit in line with the idea of 'sustainable productivity' that Atlas Copco prides itself on. The importance of innovation to reduce environmental impact lies at the core of the development of these products.



## Liebherr Showcases R960 SME In Demolition Spec



*The 75,000th Liebherr wheeled excavator, the A 918 Compact.*

Taking centre stage and painted in Liebherr's mining colours will be a bespoke demolition crawler excavator. The R 960 Super Mass Excavation (SME) machine is equipped with the next class size up undercarriage, heavy-duty tracks, oversized cylinders, heavy-duty boom and stick, increased engine HP and an optimised hydraulic system for operating with heavy duty attachments.

What, however, makes this machine unique is that it is in full demolition specification and as such will be sporting a number of protective components and a specially designed heavy-duty stick.

This configuration and the resultant additional 10 tonnes weight of will enable the R 960 to operate with heavier tools for its countrywide demolition tasks. Amongst the other machines will be a line-up of XPower wheel loaders, dozers and crawler excavators and working at the quarry face will be an R 956 excavator and an L 576 XPower wheel loader. From Liebherr's concrete division there will be the latest truck mixer and mobile pump technology.

Stopping off on its world tour will be the 75,000th wheeled excavator to come off the production line in Kirchdorf Germany. The A 918 Compact has been beautifully painted by one of the world's best-known graffiti artists, Claudia Walde, aka MadC.




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# New Doosan Products in Anniversary Year at Hillhead

**Doosan Infracore Construction Equipment will be showing the company's latest generation of excavators, wheel loaders and articulated dump trucks (ADTs) for the quarrying, mining and construction markets on the company's stand number Z4 and in the demonstration areas at Hillhead 2018.**

The show is the platform for the UK launch of several new products being shown at the exhibition for the first time, including a new version of the company's successful DA30 30 tonne ADT and new features in the large Doosan wheel loaders.

Hillhead will also celebrate Doosan's achievements since 1978, when the first machines in the company's construction equipment range were introduced, growing successfully over the next 40 years to position itself today as a top global player and to produce more than 400,000 units for markets worldwide in the same period. To mark this, the Doosan machines at Hillhead



will bear Anniversary stickers that the company is putting on all machines for sale in 2018.

The changes in the new DA30 ADT model are signified by a new colour scheme for the machine that also aligns it with other products in the Doosan Heavy range. Most of the changes are aimed at enhancing operator comfort and the controllability of the machine, but there are also changes in the driveline and electrical systems.

The most important development is in the suspension of the DA30 which is being upgraded to a hydro-gas self-levelling system to provide outstanding performance and superior shock absorption for better driving comfort, especially when the truck is being driven when it is empty. To complement this, the operator will now benefit from a Grammer Actimo XXL seat in the cab as standard with its own independent low-

frequency pneumatic and wide scissors-type suspension.

The Grammer seat is not the only change in the new state-of-art operator's cab on the DA30 which has been redesigned to provide better ergonomics and more operator comfort. The dashboard has a completely new layout and soft-touch material composition that is easier to clean and features a new display as well as a high quality finish and appearance.

Doosan has also announced a wide range of new safety and ergonomic features on all six large Doosan wheel loaders including the DL300-5, DL350-5, DL420-5, DL450-5, DL550-5 and DL580-5 models.

A number of the new features are aimed at increased safety and visibility in and around the operator's cab. Inside the cab, there is a new ergonomic joystick control with a progressive thumb wheel added for the auxiliary hydraulic line (3rd valve). The progressive thumb wheel ensures that no additional lever is needed, providing the easiest combination of movements to manage the 3rd valve operations. FNR control has been relocated on the back of the joystick, via a three-position rocker switch, which is much more convenient and intuitive to use.

# Kubota To Showcase Extensive Construction Range

**Kubota UK will be showcasing its extensive range of compact construction equipment at this year's Hillhead show, including its industry leading mini-excavators (up to 8 tonne) and its wheeled loaders and tracked dumpers.**

At the heart of the stand will be the recently launched KX030-4 mini-excavator - a powerful machine with a number of innovative features to maximise operational performance. The machine features two hydraulic variable pumps, along with a gear pump, which allows smooth, synchronised digging and dozing operations for improved output and productivity.

A large flat floor space, full suspension seat and Kubota's intuitive ergonomic control panel come as standard within the largest in class cabin, offering quiet comfort with high visibility for reduced operator fatigue.

Glen Hampson, Business Development Manager Construction Division at Kubota UK, said: "As one of the leading suppliers of construction equipment, Hillhead provides us with the ideal platform to not only highlight the breadth of our product range and how we can meet the needs of the industry, but also the array of aftersales support and maintenance services on offer to contractors and owner operators.

"Hillhead is always a highlight in the calendar and the team and I are very much looking forward to meeting existing and potential new customers to provide expert advice on their machinery requirements."

Representatives from Trakm8, a major provider of telematics solutions, will also be on stand to provide fleet efficiency and security advice. Kubota UK has a strategic alliance with



Trakm8 that enables the manufacturer to provide end-users with a diagnostic and fleet management solutions designed to improve machinery productivity as well as providing theft recovery thanks to tracking capability.

# Rapid Exhibiting Latest Innovations

**Rapid's latest innovation, the Trakmix track-mounted mobile continuous concrete mixing plant, will be on display at the company stand.**

Trakmix was created in response to the demand for a mobile continuous mixing plant which provides easy, cost effective transportation. Customer demand also indicated a need for a machine providing smaller outputs on a different platform, offering flexibility for a wide range of site types and applications.

The Trakmix tracked continuous concrete mixing plant is the first of its kind to market. The patent pending machine has many patent pending features include a superior controls system that weighs all materials and double hopper cement weighing system. Other cutting-edge features include low friction surface lining on hoppers, bottom conveyor for



easy cleanout and out-loading conveyor for easy discharge.

The Trakmix has been designed with total ease of mobility and set-up in mind. The machine possesses an entirely self-contained design mounted on tracks including on board genset and provides ultimate

mobile flexibility via remote control. Trakmix offers outputs of up to 250 tonnes per hour via a high volume continuous Rapid Twin Shaft mixer. Its unique arm design creates an area of high turbulence ensuring a homogenous mix in a reduced space of time.

Trakmix is recommended for applications where all types of binders or neutralising powders are required in the mixing process, including road construction, road paving, ground works/civil engineering, environmental stabilisation projects, aggregate recycling and many more.

## TRACKING THE FUTURE... ...OF MIXING TECHNOLOGY.



Fully mobile and self-contained, Rapid's latest innovation, offers flexibility for a wide range of site types and applications. Featuring a patent-pending weighing system, Trakmix offers total accuracy and reliability. With outputs of up to 250 tonnes per hour and including a unique mixing arm design, **Trakmix delivers a homogenous mix in less time.**



**rapid**

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# Cost Effective and Time Saving Mobile & Bespoke Batching Plants from McCrory

**McCrory Engineering, the leading manufacturer of bespoke Concrete Batching Plants, will be exhibiting for the seventh time at Hillhead.**

On display will be two of the company's market leading cost effective and time saving products, the MCM60 Fully Mobile Concrete Batching Plant and the company's innovative MCS50 Mobile Cement Silo.

Being mobile, these products go a long way in helping contractors to keep their carbon footprint to a minimum as transportation, energy and salary costs are considerably reduced plus many other advantages..

The MCM60 features the latest technology with its twin shaft concrete mixing system capable of producing in excess of 60m<sup>3</sup>/hour.

Designed and developed to the highest British Standards, the plant can be erected and assembled within two hours by just two men and can be producing concrete within four hours of arriving onsite after its calibration. Because of its compact size, it is ideal for small or restricted sites, enabling you to batch your concrete where and when you need it without having to rely on readymix truck deliveries - and it can be easily moved from site to site using just a tractor unit.

McCrory Mobile plants are easy to manoeuvre and are self erecting without the need for a crane. They don't even need a concrete foundation to rest on, neither escort vehicles when on the road.

## **MCS50 Mobile Cement Silo**

With 50T storage capacity and also designed to the highest British Standards, the Mobile Cement Silo comes with an extension platform which you can use to fit the likes of a generator, tanks for water, admixture and diesel - even a portable office, and because it has a fully integrated chassis and has its own brakes and lighting system, it can be easily moved and easily installed.



## **Bespoke / Static Concrete Batching Plants**

All of McCrory Engineering's bespoke concrete batching plants are tailored to each individual customer requirement.

Each plant is uniquely designed using standard modular components that have been tried and tested over many years.

## **The company**

Founded in 1990, and headed up by Managing Director Seamus McCrory the company's experience, combined with its personal and efficient service and its ability to interpret customers' requirements has seen it grow to become the UK's leading manufacturer of concrete batching plants and quarry equipment.

McCrory's factory, which occupies an 11 acre site in County Tyrone, is over 60,000 ft.<sup>2</sup> and houses state-of-the-art manufacturing facility - and having its own transport fleet it has total control on deliveries and set up times.

Customer care also takes a high priority. That commitment is underscored by the provision of a team of service engineers to perform essential on-site maintenance when required, meaning the potential for downtime is kept to an absolute minimum.

The company's growing customer base reads like a list of 'who's who' in the concrete sector and includes leading names such as Hanson, Tarmac, Acheson & Glover, Coppards, Patersons, and Breedon, Thompsons, to name but a few.







See McCrory Engineering at:  
**Hillhead 2018 (stand C30)**  
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# Powerscreen To Unveil Forward-Thinking Upgrades

**Powerscreen, one of the world's leading providers of mobile crushing and screening equipment, will unveil forward-thinking machine modifications at Stand L4 at Hillhead 2018.**

New offerings will be available on the Powerscreen Premiertrak 600 and Powerscreen Metrotrak jaw crushers, while the Powerscreen Trakpactor 550SR impactor will be seen working for the very first time.

The seriously impressive Powerscreen® Chieftain™ 2200 3 deck plant will be the flagship screening development at the show and features an incredibly powerful double screenbox with huge screening area.

Comments Dearbhaile Mulholland, Powerscreen Global Marketing Manager: "Powerscreen has developed and maintained an aggressive position in mobile crushing and screening. The industry has always looked to Powerscreen to present the future of crushing and screening. This year's Hillhead show comes at the perfect time for us to showcase our latest developments and to continue leading the way."

The Premiertrak 600 at Hillhead will be a pre-screen model featuring a never been seen before XL feeder designed for maximum strength, particularly for large quarrying applications where hard rock may be present and where large tonnages required.

The diesel-hydraulic and diesel-electric variants of the Premiertrak 600 jaw crusher have been designed and constructed to deliver maximum production and performance with increased uptime and low running costs. The high capacity jaw is fed by a vibrating grizzly feeder with variable speed control and a large grizzly area to maximise removal of fine material to extend the wear life of jaw plates within the crusher chamber. The bypass chute is also fitted with wear-resistant liners as standard, and incorporates an adjustable five-position deflector



**Chieftain 2200, 3 Deck with 1150 Maxtrak.**

plate to divert material to either the product or side conveyors.

The machine control system incorporates a state of the art, modern interface with intuitive graphics and high resolution display for ease of operation. This is further enhanced with the automatic start/stop functionality, excellent diagnostic capability and straightforward machine adjustments. The speed of jaw crusher on the Premiertrak 600 can be varied to suit the application and therefore optimize performance.

The Premiertrak 600E electric variant is equipped with an over-size genset sufficient to run another plant (it successfully powers the large Powerscreen Warrior 1400XE heavy duty scalping screen) and additionally can be powered from a mains source which substantially decreases the running costs and environmental impact.

The Premiertrak 600 can be fully set up from ground level thanks to its hydraulic folding and locking hopper system. It can be adjusted to maximise productivity in any application and can be configured with an independent live pre-screen for the efficient removal of scalped materials either into a waste or a sized sub-base product.

## **Trakpactor 550SR**

The new Trakpactor 550SR horizontal shaft impactor is designed for processing primary and secondary materials such as natural rock & construction

derived materials like asphalt, recycling and demolition waste.

The Trakpactor 550SR is proven to deliver excellent tonnage of high specification material with a low cost per tonne. It features cutting edge styling with GRP guards and also comes with the Powerscreen Pulse Intelligence system as standard giving the power to revolutionise.

The machine's robust impact chamber (54" x 36") features a twin apron, 4 bar rotor design, with hydraulic release aprons, hydraulic setting adjustment, hydraulic crusher overload and is driven directly off the engine via clutch for optimum fuel economy. The product conveyor features a raise/lower facility to aid clearance of rebar in the event of a blockage.

## **Metrotrak**

The Powerscreen Metrotrak compact jaw crusher, which is ideally suited for operators in the mining, quarrying and recycling industries, especially those working in tight locations where working space as well as transport space is restricted, has been redesigned the operator in mind with ease of use, serviceability, maintenance and material flow to the fore.

The variable speed VGF is now fitted with bolt-in stepped grizzly cassettes and rotating mesh deck which helps with quick application changes and maintenance. The 3 way bypass conveyor is larger and has inspection holes and wear liners at discharge points as standard

to help with material flow. The bypass conveyor is also easy to set up, inspect and maintain and can be reversed on site if required in certain applications.

The product belt conveyor has also been upgraded. Relocated belt tensioning bolts help keep the belt tracked, clearance under the chamber has increased and operators can now fully lower the conveyor to ground level for maintenance and service tasks while revised skirting helps eliminate snagging points improving material flow.

One of the most exciting features of the Metrotrak is the chamber unblock feature which, with the aid of a motor attached to the flywheel on the chamber, will 'rock' the chamber back and forth until the blockage is cleared. This gives the Metrotrak the key advantage of a hydrostatic setup whilst retaining the fuel efficiency of direct drive.

## **Chieftain 2200 3 Deck**

Launched in 2016 the Chieftain 2200 3 deck has set a new standard in high intensity screening and has exceeded expectations with customers globally. Its two highly versatile, 22' x 5' three deck screenboxes provide a total screening area of 19.5m<sup>2</sup>. This gives a high tonnage capacity, often exceeding 700 tph/770 US tph, resulting in increased quality product and revenue.

The machine also features a revolutionary patent pending drive system which allows switching between 2 and 4 bearing with bolt-on parts. With a 4 bearing box, the efficiency of the screen can drop as the box length increases. The box also can become susceptible to torsion, which twists the metal and can cause fatigue. By splitting up into two individual boxes, the Chieftain 2200 3 deck is able to run aggressively without the constraints of a larger box. It can screen with a 20% increase in G-force compared to other screens with the same surface area. The tumbling action between the screens helps to maximise efficiency of the screens and accuracy of the product, especially at the close size materials. The maximum variability of the machine offers improved capabilities over its class rivals, especially when trying to make high specification aggregate.



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# SME Plant Sales Team at Hillhead for First Time

**As official UK and Ireland importers for the Hammer range of demolition equipment, Dublin based SME Plant Sales will have a strong showing at Hillhead.**

The SME management team will be there to support the three UK dealers who will have a comprehensive display of the Hammer range which includes rock breakers, pulverisers and grabs.

SME's Michael O'Leary, Dan Daly and Eoin Treacy, together with top representatives from the Italian manufacturer, will be on the stand.

"We have done a number of different exhibitions, but this is the first time we will have been to Hillhead," says Michael. "We are very much looking forward to the event and hope to have a demolition pulveriser working in the demonstration area, in addition to our product display on the stand."

He adds: "The UK is a totally different environment than Ireland. It is a very

competitive marketplace and we are delighted to have the opportunity to promote the Hammer range. We are also very appreciative of the support we are getting from the team back at Hammer who will be providing some products for the show.

"We will also be using our time there to explore the possibilities of establishing a few more dealers in the UK where we know there is potential for further growth."

Hammer, who operates six separate sites in Italy, manufactures high quality rock breakers from 60 to 15500 kg suitable for all models of excavators, backhoe loaders, skid steers and mini excavators.

In addition, it manufactures demolition shears, crushers, and spare parts for many of the other leading brands of hydraulic breakers.

Hammer's products are used in a wide variety of sectors and applications



including earthmoving, demolition, recycling, mining and quarrying.

Apart from its sales activities, SME also has a firm footing in the hire market across the island of Ireland and continues to expand in the rental sector. The company's aim is to have the largest fleet of demolition attachments for hire in the country over the next couple of years.

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# Telestack - tried, tested and trusted within the conveying business

**Telestack are preparing for their most comprehensive display of equipment yet, with no less than 6 new models making their Hillhead debut on the stand, along with some of the more established and recognised Telestack models.**

Hillhead has always been a showcase for what is new from Telestack since the previous show, and 2018 is no different. Having over three decades of experience within the material handling business and another year's record sales performance, Telestack are widely regarded as one of the leading suppliers globally of all equipment relating to material handling and plan to use the platform to demonstrate the breadth and depth of their range and experience.

Malachy Gribben, Commercial Director comments: "Telestack are considered the tried, tested and trusted brand within the mobile conveying business. We don't take this loyalty lightly and we continue to invest upon our decades of experience. In this business you have to earn experience – it is not transferable.

"Our display this year at Hillhead will demonstrate how our investment in new product development, coupled with the constant communication with our industry leading global dealer network, produces the most innovative and consistently reliable equipment in the material handling market."

Telestack will use Hillhead to globally launch a number of new and innovative models including the Olympian W1800 Drive Over Mobile Truck Unloader. Designed to accept bulk material from Trucks/Bulkers, the Olympian range is designed to be loaded directly and can receive up to 20m<sup>3</sup> payload (32 tonne).

The machine can feed auxiliary equipment, reclaim on to other conveyors, directly load ships, trucks, rail wagons etc. Since the Drive Over Truck Unloader is wheel mounted the unit has excellent mobility on site and will eliminate double handling of material, which ultimately reduces overall costs for operator. Telestack solutions offer the most efficient method of transferring bulk material from trucks, rail wagons, wheel loaders or discharging grab cranes to auxiliary equipment in a range of applications and industries.

Telestack will also display the AggStack® 36 x 140 Radial Telescopic Conveyor with self-contained powerunit. The AggStack® range is also available as low tail and self-contained options to enhance the proven record of performance and reliability of the range in aggregate applications around



the globe. The self-contained diesel engine allows the operator to position and operate all machine functions without the need for an external power source enhancing the flexibility and ease of use for the operator.

## Mulch Hopper

Another exciting development for the Telestack brand is the enhancement to the Telestack hopper feeder range. The MH 5680 Mulch Hopper is a track mounted fully mobile feeder conveyor designed to stockpile materials such as mulch, biomass, woodchips, shredded pallets, wood pellet, green waste, palm kernel shells etc. It can be directly fed by wheel loaders, grab cranes, wood grinders, shredders, screeners or trommels. The MH 5680 has a 1400mm (56") wide feeder belt and steep 70° hopper sides. These features maximise the hopper opening to allow material to flow unrestricted onto the Incline conveyor.

A rotating auger at the outlet aerates and untangles difficult materials and regulates the flow onto the incline conveyor. The unit has excellent mobility on site and will eliminate double handling of material, which reduces overall costs for the operator. The Revolution feature also means that the hopper feeder has a centre mounted slew bearing that enables 360° rotation of the hopper and boom. Ideal for barge loading and unloading, rail loading and unloading and stockpiling, the parallel travel feature enables the operator to manoeuvre the unit parallel to the vessel removing the need to reposition the unit, thus enhancing loading rates and efficiency! The Revolution option is available on all HF/LF/MH models.

## Divisions

Telestack's two divisions - Telestack Aggregates and Mining and Telestack Ports and Inland Terminals - offer a range of solutions and reference sites along the logistics chain from pit to port to plant.

Adds Malachy Gribben: "Telestack have grown extensively, not only in terms of sales but also in terms of new geographic markets, new industry sectors, new applications, new commodities handled and

the associated product range. Our mobile bulk material handling systems can fit into a complete range of applications following the logistics chain from the Pit to the Port and subsequently from Port to the Plant.

"Our systems are designed to enhance productivity, flexibility and efficiency in every operation by incorporating innovative and clever design backed up with solid build and high quality finish. Continuous innovation has been critical to our growth and as we watch competitors, old and new, entering the market with products we have been offering for over 10 years, it is vital that we keep innovating to stay ahead and our stand in 2018 reflects this aggressive product development."

## Investment

Telestack have invested heavily in their manufacturing facility and will continue to do so over the forthcoming 12 months with plans to further extend their manufacturing and customer support footprint.

Demonstrated by their recent £2million investment in one of the most technically advanced paintshops in Ireland and the UK, Telestack keep quality and experience centre to their business.

Managing Director Martin Dummigan explains: "Telestack are one of the primary bulk material handling suppliers and we have a responsibility to our dealers and customers. We have invested significantly in our facilities, we have increased our workforce, we continue to source the best suppliers and we recognise our obligation to invest in our new products.

"New entrants to the market are a given in any industry but we remain steadfast to our principles of quality, innovation and loyalty. Our sales have grown by 60% in the last 2 years and this didn't happen by chance. A significant factor in our success story is our dealer network. We have long term partnerships across the world and these relationships are based on mutual trust and respect. We very much appreciate the hard work and investments that our dealers make, and together we are anticipating another record-breaking year in 2018."





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## A world first from Epiroc

**Epiroc launches another first in hydraulic breaker technology at Hillhead. All of the company's heavy hydraulic breakers now feature the patented Intelligent Protection System.**

Seamlessly combining Epiroc's popular AutoControl and StartSelect functions, this fully automated system provides

simpler, more efficient, and more economical operation than ever before.

AutoControl and StartSelect have been popular features on Epiroc hydraulic breakers for some years. AutoControl optimises breaker performance by automatically adjusting the piston stroke length.

The StartSelect system offers manual switching between two modes: the AutoStart mode enables easy positioning at the beginning of the breaking cycle, and in the AutoStop mode the breaker stops automatically to avoid blank firing at the end of the breaking cycle. Epiroc now takes these features to a higher level across the HB range for 22t – 140t carriers.

Now the functions are ingeniously combined in Epiroc's Intelligent Protection System (IPS). IPS ensures that the hydraulic breaker always starts in the AutoStart mode.

When the contact pressure between chisel and material increases and AutoControl switches from a short piston stroke to a long piston stroke IPS switches automatically to



the AutoStop mode. When the chisel breaks through the material the breaker automatically shuts off and prevents blank firing.

IPS makes the breaking process even simpler for the operator by automatically adapting the breaker's operating behavior to any working condition. Uptime is higher since, with its fully automated functionality, IPS requires no operator intervention or reaction and the working process is not interrupted.



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## Calor highlights the benefits of LNG for asphalt plants

**Calor will showcase how asphalt plants can dramatically cut costs and carbon emissions with the help of liquefied natural gas (LNG).**

Available on stand PC19, the UK's leading provider of LNG will be discussing how the gas delivers considerable financial and environmental benefits over alternative

fuels, such as oil, for sites with high energy requirements, like asphalt plants.

A colourless, odourless liquid fuel, LNG is created by cooling natural gas to a temperature of around -162°C. When cooled to this temperature, the gas liquefies and reduces in volume too. This quality ensures LNG is easy to store too, with horizontal

and vertical above ground vessels available depending on site requirements.

Sites such as Aggregate Industries' Colemans Quarry have already made the switch to LNG, significantly cutting fuel costs while reducing CO2 emissions by 17 per cent. Producing 250,000 tonnes of asphalt every year, Plant Manager Simon Evans explains: "We made the switch to LNG because it is a cleaner source of energy. We were previously using kerosene, but LNG is a more cost-effective product to burn. It also produces a lot less carbon and reducing our carbon footprint is very important to Aggregate Industries."

Kev Houlden, LNG Specialist at Calor, adds: "Maintaining a constant, reliable supply of fuel plays a vital role in helping facilities to hit their production targets and meet customer demands. LNG is ideally suited for asphalt plants, which use large quantities of gas to heat and dry the product."

"Held in a limestone quarry in the heart of the Derbyshire countryside, Hillhead is an event like no other. We look forward to welcoming visitors to stand PC19 to discuss the many benefits to LNG in more detail. There will be some interactive activities available on the stand for attendees to enjoy too – all will be revealed at Hillhead 2018."



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# Murray Plant appointed exclusive ALLU dealer for the UK

**Murray Plant Ltd, a Blue Machinery Group company, has recently been appointed ALLU's exclusive distributor for the UK. This follows Blue Machinery's acquisition of Murray Plant Ltd, ALLU's existing dealer in Scotland.**

ALLU's world leading Transformer and Processor series' needs no introduction, but now UK customers will be able to benefit from even greater levels of support through its new distributor, Murray Plant Ltd.

The appointment of such a renowned player in the UK materials handling and processing industry reinforces ALLU's commitment in providing even greater levels of customer focus. It further enhances locally focused customer support, whilst at the same time enabling customers to benefit from dealing with a truly global company.

Earlier this year Blue Machinery Ltd announced the acquisition of Rammer's UK dealer, Murray Plant Ltd. As a key part of the Blue Group, this has led to the



**Pictured here are Bruce Murray (left) and Fergal O'Neill from Murray Plant at the recent Scotplant exhibition.**

company now being able to supply its customers with a first class range of a products ranging from specialist recycling equipment, mobile crushers and screens, trommels, mini-crushers, shredders, balers, materials handlers, and now the world leading range of Rammer breakers and demolition attachments.

As well as being the exclusive Rammer dealer for the UK, Murray Plant Ltd is also the Scotland distributor for the ALLU range of Transformers and Processors. This meant that new opportunities were open to both ALLU and Blue Machinery. "Following discussions with both companies, we realised that an opportunity had arisen which would see Blue Machinery,

via Murray Plant, take on the ALLU ranges throughout the UK," said ALLU's UK distributor manager, Carlos Guallart.

"The opportunity to work alongside a company of Blue's stature, as well as continue our relationship with Murray Plant which has dominated the UK breaker market for many years, was a fantastic opportunity," added Carlos. "We now look forward to working with all parties to ensure that ALLU customers throughout the UK will be able to benefit from dealing with such respected organisations."

Adds Murray Plant's Fergal O'Neill: "What is genuinely exciting for all UK quarrying, demolition, construction, civil engineering and material handling businesses, is that now, for the very first time, the leading brands have now been brought together - Powerscreen, Rammer, Doppstadt, and ALLU, are all acknowledged leaders in their field."

## ESS Safeforce stocks 500 SiteZone systems

**Having recently celebrated their four-year anniversary as hire partners, SiteZone Safety and ESS Safeforce are celebrating another milestone: a record 500 SiteZone systems are now available for hire through rental equipment specialist ESS Safeforce.**

Gary Escott, Director of SiteZone Safety says, "The SiteZone Safety team is delighted that so many units are now accessible to workers to keep them safe on the job. Collision risk is

still high in many industries, like construction and the waste sector. If our partnership with ESS Safeforce is making a change for the better and reducing accidents at work, then we are succeeding in our fundamental objective to improve safety standards."

SiteZone partnered with ESS Safeforce to ensure that that smaller businesses wouldn't have to struggle financially to be safe from site collisions. By making the system easy to acquire, every site worker and plant operator can be protected

from vehicle collision on site with Radio-frequency identification (RFID) technology. Smaller businesses who are required to use the system when working for principle contractors, can afford to equip themselves with RFID safety systems as and when they need to, without having to purchase them.

In the unlikely event that there's a problem with the RFID system, ESS Safeforce will replace faulty equipment. There is also a special support team to assist anyone hiring SiteZone, which includes installation and instructive assistance, to reassure customers hiring SiteZone.

The SiteZone suite includes the OverSite telematics system for data capture, and SiteZone iNstant, the UK's first wireless proximity warning alarm system.

## Hiab launches the search for the 2018 World Crane Champion

**Hiab, part of Cargotec, invites the world's best crane operators to submit their entries for the third World Crane Championship.**

Local heats begin soon, and the winner will be crowned at the finals, which will take place at the IAA Commercial Vehicle Show in Hannover, Germany, on 22-23 September 2018.

The World Crane Championship aims to showcase the skills and abilities of loader crane operators from around the world, and give them the chance to test their skills against their peers, using the latest load handling products from Hiab. The first-ever World Crane Championship in 2015 started a new tradition in the industry, and generated such

huge interest, that Hiab decided to make it a biannual event.

The idea of the contest is quite simple: using a HIAB X-HiPro 232 crane, move water cans from a truck, accurately and with precision, around a circuit of obstacles, in the shortest time possible. The operator with the lowest time and fewest faults is crowned the winner, and takes

home a prize worth €25,000. The first qualification rounds for the 2018 contest have already taken place in Germany and Austria; to date, there are entries from 16 countries, including Finland, Sweden, Norway, Denmark, Austria, Switzerland, Italy, The Netherlands, Germany, Belgium, the UK and Ireland, Spain, France, Poland, Slovenia, and Israel.

**For more information, and to sign up to compete in the qualification rounds, please visit [www.worldcranechampionship.com](http://www.worldcranechampionship.com)**



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**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.



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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.

## 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.



**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.



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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.



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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**

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**AWARDS 2018**



# PLANT & CIVIL engineer

## PLANT, CONSTRUCTION & QUARRY AWARDS 2018

You can't win if you're not in. The Plant, Construction & Quarry Awards, hosted by Plant & Civil Engineer, is set to be the biggest event in the Irish industry's calendar.

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disappointment**

Held in Belfast's luxury Crowne Plaza on November 22nd 2018 the awards ceremony starts with a superb Gala Dinner.

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

All inclusive tickets cost just £95 each – a table of 10 works out at £850. Anticipated demand is likely to be brisk, so act now to ensure your presence at the event of the year!

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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.

Name of Company: \_\_\_\_\_

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

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

THIS PRIORITY BOOKING FORM TO BE POSTED TO: **Plant & Civil Engineer**, 12 Main Street, Hillsborough, Co. Down BT26 6AE or email table or seating requirements to [justin@4squaremedia.net](mailto:justin@4squaremedia.net)



# Construction Industry Federation and Lottie Dolls join forces to support Childvision Centre

Donegal based company Lottie Dolls partnered with Construction Industry Federation on their recent #BuildingEquality campaign to highlight the gender imbalance existing in the current construction workforce with women making up only 5.5% of the industry.

As part of the collaboration, CIF sent Lottie to work equipped with appropriate safety and reflective gear! Photographs of Lottie were taken on construction sites and in planning meetings and shared using #LottieTour. #LottieTour was a huge success garnering many thousands of shares, reposts and retweets and in doing so provided girls with a positive representation of #BuildingEquality, a vision of what women can do.

Off the back of #BuildingEquality, the CIF became aware of another Lottie campaign being run with Dublin based charity, Childvision, a 130 year old organisation based in Drumcondra which is the only place in Ireland totally dedicated to the education and therapy needs of blind and disabled children.

Tom Parlon, Director General, CIF said: "Over the last few weeks, Lotties have visited some very exciting construction projects around Ireland and helped us spread our Building Equality message. Throughout this time, we learned about Lottie's work with



**Lottie Dolls visiting a data centre site in Meath with Claire Byrne of Mace and Natasha Renwick Curran of Mercury Engineering as part of CIF Building Equality Campaign.**

the Childvision Centre in Drumcondra and decided to help out by donating Sirius Ponies, one for each child attending the centre. Childhood is a very special time and the CIF supports Lottie Doll and Childvision's work to make Ireland and the world a more diverse, inclusive and welcoming place for all children regardless of ethnicity, ability or gender."

Ruth Hickey, Head of Development and Communications at ChildVision said:

"A big thank you to The Construction Industry Federation of Ireland for stepping in and supporting this campaign in such a generous way. The children and staff at ChildVision are so grateful for all the goodwill and kindness shown to them in support of the Equine Programme."

The ponies will be gifted to some of the many remarkable children who visit the centre every week.

## HSENI launches new Corporate Plan for Consultation

**The Health and Safety Executive for Northern Ireland has launched a consultation on a new draft Corporate Plan for the 2018-2023 period.**

In this corporate plan, HSENI has set out its mission 'to work with others to reduce serious work-related injury and ill health'. Strategically, HSENI will focus on preventing the most serious workplace health and safety issues in high risk industries and activities.

In addition, for a number of years HSENI has been increasing its activity and focus on occupational health issues.

Given the potential short and long term costs to workers and to our economy from ill-health at work, this Corporate Plan represents a step change in activity in this important area which is devastating many lives and costing the Northern Ireland economy over £238m every year.

Launching the 12 week consultation, Chief Executive of HSENI, Keith Morrison said: "Improving health and safety standards is about all of us working together - HSENI, employers, employees and other partners - to reduce work-related serious injury and ill health. We very much see this

document as a shared Corporate Plan and shared targets for industry and HSENI to aspire to.

"The underpinning approach to our strategy is collaboration and partnership. We strongly believe that managing health and safety well has many positive business benefits, and over the course of this Plan we intend to support businesses in improving health and safety standards and outcomes."

*Over the lifetime of this Corporate Plan, HSENI, working with others, plans to achieve the following three key outcomes:*

- Reduce serious and Fatal Accidents by 10% to no more than 50 per annum on average
- Reduce Major Accidents by 10% to no more than 350 per annum on average
- Reduce Over 3 Day Accidents by 5% to no more than 1700 per annum on average

These three targets are challenging and are in large part dependent on the health and safety performance of other parties. This underscores the fact that this Corporate Plan represents a shared vision between HSENI, NI employers and employees.

In addition, this draft Plan focuses on a sector based approach and specifies the challenges and priorities in key industry sectors.

Chairman of HSENI, Derek Martin added: "The outcomes we are seeking can only be achieved by working with our industry partners. This draft Plan sets out what HSENI see as safety and health priorities in each of the sectors and we are asking industry representatives and professionals to engage with us so that, together, we can agree a shared list of priorities for each sector for the next 5 years."



**THURSDAY 30th AUGUST 2018**  
**The Faldo Championship**  
**Golf Course at Lough Erne Resort**

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# STYLISH AWARDS CEREMONY CELEBRATES HIRE INDUSTRY EXCELLENCE

**Hire Association Europe and Event Hire Association (HAE EHA) have announced the winners of the 2018 Hire Awards of Excellence during a glittering ceremony at London's Grosvenor House Hotel, Park Lane.**

This prestigious black-tie event was hosted by Chris Hollins, best known as BBC's Breakfast's sports correspondent and winner of Strictly Come Dancing. The event proved to be a resounding success attracting a record-breaking attendance of nearly 400.

The ceremony, which is a much-anticipated highlight of the year for HAE EHA and all its members, is the only event of its kind which celebrates the outstanding achievements of companies and individuals across the entire hire industry. The popularity of the event has soared in recent times with this year seeing a significant rise in the number of entries received from across a wide spectrum of businesses in the UK's plant, tool, equipment and event hire industry.

The awards, which are highly valued and respected throughout the hire industry, encourage companies and individuals to demonstrate how they have successfully met the stringent criteria laid down by the association. This year saw two brand new categories being added to the Awards list: Best Sustainability & CSR Initiative and Best Recruitment Innovation Campaign bringing the awards total up to 17.

The Chairman's Award for outstanding performance, the Hire Achiever's Award, and other individual awards presented to those who stood out in their field of expertise, were also a real highlight of the evening.

This year the Chairman's Award was presented to Sat Dhaiwal, chief executive officer of leading UK equipment rental company A-Plant. Mr Dhaiwal received the award for a career that has been truly inspirational and a prime example of what can be achieved through hard work and application. He joined A-Plant as a depot manager at the age of 23 and rose steadily through the ranks to become chief executive in 2002 and one of the most influential people in the hire industry.

The event got off to a rousing start with an opening speech from HAE EHA managing director Graham Arundell and continued with the engaging hosting of well-known broadcaster Chris Hollins.

As the winners were revealed, each was presented with Trophies and then had the opportunity to be professionally interviewed off-stage.

Graham Arundell later commented: "With record numbers in every category this year, the judges faced some difficult decisions in selecting the winners from amongst leading hire companies as well as independents and talented individuals. The awards really are an important way of showcasing the 'rising talent' in the industry as well as celebrating the superlative commitment that our members make to supporting other businesses by providing safe, well-maintained equipment and tools for hire.

"There is so much innovation going on at the moment in our industry that it is wonderful to get the chance to be able to recognise and share in it by bringing everyone all under the same roof. The competition this year was so

fierce, we felt compelled to give out more 'Highly Commended' awards than before - the calibre of entries was very impressive. The whole evening turned out to be a roaring success and exceeded our expectations in every way. Having the opportunity to come together as an industry to applaud best practice was a real honour for us."

As well as experiencing the luxurious surroundings of the venue and enjoying a fabulous three course dinner with fine wines, attendees were treated to the amazing talents of rock and pop function band 'The Heat' which gave an incredible performance. HAE EHA members also brought along partners, family and customers to the event which, given its prime location and splendour, made for an unforgettable occasion.

## WINNERS

*The much-anticipated announcement revealed that the 2018 Winners of Hire Awards of Excellence were as follows:*

- HAE EHA Chairman's Award – Sat Dhaiwal
- Catalogue of the Year – Hirebase
- Website of the Year – Allens Catering Equipment Hire
- Best Use of New Media – CanTrack Global
- Best Sustainability and CSR – Chiltern Hire Centres
- Construction Industry Product of the Year – Addex Group for Allsaw AS170
- Events Industry Product of the Year – G-Smatt Europe's G-Wall for temporary structures
- Supplier of the Year – Hilti GB
- Plant, Tool & Equipment Hire Company of the Year (Turnover up to £10m) – Smith's Hire
- Plant, Tool & Equipment Hire Company of the Year (Turnover over £10m) – A-Plant
- Event Equipment Hire Company of the Year – LIVE
- SafeHire Company of the Year – Didcot Hire
- Best Recruitment Innovation – CanTrack Global
- Apprentice of the Year – Bonnie Stanton, CW Plant Hire
- Workshop Manager of the Year – Matt Stonall, AFI
- Hire Manager of the Year – Jessica Bowen, Vp plc Hire Station
- Hire Achiever of the Year – Chosen from amongst the three winners of the individual categories – Jessica Bowen, Vp plc Hire Station



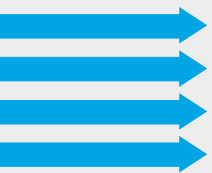
*Hire Awards of Excellence 2018 Winners and Highly Commended.*



# HIRE 2018 FORWARD TOGETHER



**THE UK HIRE INDUSTRY'S YEARLY GET-TOGETHER  
IS RETURNING TO LOUGHBOROUGH**



**Holywell Park Conference Centre  
Loughborough, LE11 3GR**



The conference will be a one day event packed with seminars, workshops and training opportunities to create a diverse networking event which promotes and inspires the hire industry.

**Themes include:**

- Global and Iconic Events
- Extending the life of Construction Equipment
  - Celebrating Women in Hire
  - The Shape of Rental Software
- Benchmarking Equipment Rental

**For further information on speaker opportunities,  
visiting or exhibiting please contact Marketing Manager  
Ann Harrison on 0121 380 4605 or email [marketing@hae.org.uk](mailto:marketing@hae.org.uk)**

The KDM Hire Rental Catalogue 2018/2019 is now available full of new products, services and solutions - your one stop source for hire, training, sales and service. Packed with fleet additions, KDM continually invests in the most modern and reliable equipment. We've highlighted some of these below but all latest products can be found on the website.

### Vehicle Rental

All Road Vehicle Rental is just one of the latest additions offering top brand quality vehicles with flexible hire options at competitive prices. Vehicles include vans, trucks, tippers, 4x4 pick-ups, utility vehicles, specialist access platforms and welfare vans.



### Powered Access

The Powered Access fleet has had numbers product additions. KDM are proud to offer their customers some of the most specialist equipment in Ireland.

Latest additions from Genie are the SX150 Telescopic Boom with a massive 48m working height and maximum outreach of 24m. The Z60/37 Hybrid 20m Boom is ideal for both outdoor and indoor applications. The range of Scissor lifts is just as impressive with a 22.5m Electric Scissor Lift. Specialist Bi Level Tracked Scissor Lifts are also welcome additions along with the Van Mounted Platform, ideal where additional capacity for tools and materials is needed. The newly arrived JLG Telescopic Crawler Boom has filled a gap where ultimate terrainability is needed. This Boom has a crawler undercarriage and a zero turning radius getting you to places others just cannot go.



### Material Handling

KDM have introduced all terrain Rotating Telehandlers suitable for construction and industrial applications. An absolute asset where high lifting capacity and outreach is required, these 3-in-1 machines are simultaneously a telehandler, crane and a MEWP.

Heavy Lift Telehandlers have also been added to their extensive range of Telescopic Forklifts and are the ultimate site work horse suited to safely handling large heavy loads. With a maximum lift capacity of up to 12T and capability of lifting to heights of up to 10m, these heavy duty forklifts are suitable for heavy industrial tasks and for use within the civil engineering sector.

At the other end of the scale a 4m ultra compact Telehandler has been added to the fleet. This easy to manoeuvre machine with its small dimensions, it is extremely versatile. It lends itself to a variety of applications such as construction, renovation, landscaping, industrial maintenance and events.



### Modular Buildings

For high quality temporary accommodation, look no further than these Modular Buildings which provide the ultimate solution for office expansion, classrooms or training rooms. With the performance you would expect from a permanent building and the flexibility that only modular systems can deliver, buildings can be tailored to suit your requirements.

Built with high quality materials, finishes, insulated and assembled rapidly on site ready for occupancy within a few days or weeks, the buildings provide high levels of comfort and security with the possibility to create modular accommodation in different sizes and configurations up to three storeys high.



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For further information on any of the above products or to request a catalogue, contact a member of our sales team on 0845 338 1388 or email [sales@kdmhire.com](mailto:sales@kdmhire.com)

A copy of the catalogue can be downloaded from our website [www.kdmhire.com](http://www.kdmhire.com)



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# CPA Stars of the Future Event Being Held in Conjunction With Schools Experience Day

**The Construction Plant-hire Association's (CPA) forthcoming Stars of the Future 2018 apprentice awards event is set to be bigger than ever before.**

Being held in association with headline sponsor A-Plant on Thursday 14th June 2018 at the Heart of England Conference and Events Centre in Fillongley near Coventry, Stars of the Future is being held directly alongside a Schools Experience Day for the first time to help influence career choices amongst young people from local schools.

Over 100 children aged 11-14 from schools in the Coventry, Birmingham and surrounding areas are expected to attend the 'Can U Dig It? Yes U Can' event to see some of the latest construction machinery and to talk to some of the leading players in the industry about how they could potentially start off their careers. The Schools Experience Day is being hosted in conjunction with Big Bang Near Me on the same day and same venue as Stars of the Future.

Kevin Minton, Chief Executive of the CPA said: "This is an exciting opportunity to increase knowledge and understanding of the construction plant sector amongst local schools and to help influence future employment and career choices. We hope to inspire and excite young people into the industry and to show them the biggest and best machines. The research study we have recently carried out highlighted the difficulties associated with recruiting young people to the construction plant sector and this is one of the ways in which we are hoping to address this. Our intention is to follow up this initial event with future schools events in other parts of the country and it made sense to co-ordinate this first Schools Experience Day with Stars of the Future, which itself is a well-established



event for rewarding some of the UK's most promising Plant Mechanic Apprentices."

Now in its sixth consecutive year, Stars of the Future is a national awards scheme for apprentices in the plant hire industry, organised by the CPA, the UK's leading trade association for the plant hire sector. The CPA has over 1,600 members who supply 85% of hired plant to the construction industry.

The awards scheme is run in conjunction with the UK colleges offering plant mechanic apprentice training and is supported by CITB. This year over 700 plant mechanic apprentices nationwide are eligible to enter the CPA Stars of the Future awards. Stars of the Future is one of a number of projects CPA has initiated to support skills development.

This year's awards are for plant mechanic apprentices who have been assessed throughout the academic year on their work in college and in their work environment, and the enthusiasm and commitment they bring to learning. There are separate prize schemes for Level 2 and Level 3 apprentices, at both regional and national level.

The awards are intended to recognise and reward outstanding apprentices who not only bring ability and commitment to their learning and their work, but also possess those extra capabilities which mark them out as being not only the foundations of the future of the industry, but also potentially its leaders - the Stars of the Future.

## McHale Plant Sales 'In Pole Position' To Service Water Project

**Through its base in Birdhill, Komatsu distributor, McHale Plant Sales expects to be in 'pole position' to supply plant, service machinery and provide spare parts support to contractors working on the proposed new €1.3 billion Shannon water pumping station and pipeline development targeted for construction at Birdhill, if and when the project gets the go-ahead.**

The proposed Birdhill development would be a key element in the proposed 170km

long water supply and pipeline project put forward by Irish Water that would link the River Shannon from Parteen Basin, Co. Tipperary to Dublin city and other towns along the pipeline route.

The proposal is seen by Irish Water as one that would provide a long-term solution to the increasing need for fresh water resulting from an expected future population growth in Dublin city and the greater Dublin and east coast area.

Commenting from the position of being a leading employer and

construction plant distributor, McHale Plant Sales director, John O'Brien said: 'Ours is an industry that has been starved of major infrastructural projects in recent years.

'With headquarters in Birdhill housing the excavators, dozers, loaders and crushing machinery that would be used on projects of this nature – along with workshop technicians and machine parts facilities provided on-site – McHale Plant Sales is in good position to support the civil works contractors appointed to carry out the extensive site



**John O'Brien, McHale Plant Sales Director**

works and pipe-laying work that would be involved if the project gets the go-ahead.'



# Briggs Equipment Continues to Grow Customer Base

**Briggs Equipment continues to grow from strength to strength after the acquisition and launch of its new Dublin site.**

Previously Irish Lift Trucks, Briggs Equipment has recently gone through a rebranding exercise of its new Dublin premises. This latest phase of the integration of the Dublin operation helps to present the company as much more than the Hyster dealer it has been until now.

Briggs Equipment has also secured and moved into new premises in the Republic of

Ireland, a move that coincides with this rebranding exercise.

Located in Crosslands Industrial Estate in Ballymount, Dublin 12, the new site will be another strategic location for its ever growing hire fleet.

Currently Briggs Equipment across the UK and Ireland has over 5000+ pieces of Powered Access and Materials Handling Equipment. In its Northern Ireland site alone it has over 700 pieces of equipment and has invested recently in new Powered Access equipment for its site in Dublin.

Briggs Equipment has recently secured various major hire contracts across the island of Ireland. These major contracts are in various industries including retail, construction and manufacturing customers. Its Northern Ireland depot has secured contracts in Belfast city centre along with other major manufacturing facilities still ongoing in Northern Ireland. Briggs Equipment also has various major contracts ongoing in southern Ireland.

Recently Briggs Equipment heavily invested and increased its

market offerings to include the event sector with investment in new equipment. This investment has been a benefit to Briggs with winning various event contracts in both the Republic of Ireland and Northern Ireland, most recently helping the set up and dismantling of the Balmoral Show.

Briggs Equipment's hire fleet can offer a full portfolio of equipment including Powered Access, Materials Handling and now events. Its dedicated hire team can ensure it can offer the best piece of equipment to carry out your job and can now compete in more markets than ever.

Briggs Equipment continues to grow its hire fleet and capability and is looking forward to the rest of the year for further growth with the addition of the Dublin site.



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## Truck Mounted Cranes



## ATLAS

MLarge is the Northern Ireland distributor of Atlas truck cranes and Atlas Cayrol skip and hook loaders.

As part of their expansion, Atlas have partnered with Loadmac, the manufacturer of multi-directional forklifts and truck/trailer mounted tonnage.

## Skip & Hook Loaders



Cayrol's unrivalled range of robust, reliable skip & hook loaders capable of handling everything from building rubble and industrial waste to scrap metal and household waste, and you have at your disposal a powerful combination of resources, experience and expertise that's geared to delivering and supporting a product for virtually any application.



## Truck Mounted Forklift



This is Loadmac, the truck-mounted forklift which is raising the bar. Our industry leading 2.5T and all-new 2T machines offer unrivalled performance and reliability when a truck-mounted forklift is the right choice for your operation. From sheet metal right through to shipping. Loadmac is designed and manufactured end-to-end in our manufacturing facility in Ross-on-Wye, making Loadmac the only truck-mounted forklift made in Britain.

- Designed using 3D modelling software incorporating FEA (finite element analysis) for extended life.
- Cutting edge S200PH steel with high elasticity (shock) and low weight giving reliability and increased payload.
- Controls: Side controls as standard, with options for radio remote control and in-cab pneumatic controls.
- MCBT + 1800L: The perfect partner for high lift FRTS chassis, is supplied with side controls and radio remote, as standard, for increased operator safety.
- Low forklift height for exceptional handling performance and improved stability.





# DROMAD HIRE AN AWARD WINNING COMMITMENT TO CUSTOMER SERVICE



**Multiple award winning Dundalk-based Dromad Hire are celebrating 30 successful years in business in 2018, and deservedly so. This past year has been one of their best yet, with significant investment in the company, its services and its people.**

The Dromad Hire team, which is headed up by Managing Director Seamus Byrne who is supported by General Manager Ronan Cotter and Sales Manager Pierce Martin, are without doubt extremely proactive in caring for the needs of what is a strong, growing and diverse customer base.

Over the past year, the company has placed huge emphasis on developing its hire fleet, putting major investment of €1.5 million into its machines and mobile service vehicles.

"We have such strong ethic about the quality of what we hire and being able offer a wider range on both long and short term hire has increased our customer base to nationwide status," says Seamus.

Underlining that commitment, Dromad Hire recently took delivery of two new Scania trucks from Granco Ltd in Newry to improve its speed of delivering plant and equipment to



clients around the country, and two additional service vans have also been added to the fleet; these bespoke and fully kitted out mobile workshops are dedicated to servicing hire equipment. Both vans are fitted out to the highest spec, which fits in perfectly

with the high standards and professionalism Dromad Hire demonstrates day in day out.

Explains Pierce: "It is vital that we are seen to be making every effort to offer the best service possible to our customers, ensuring they don't experience any unnecessary







downtime which could be detrimental to their business and to our reputation. That is why our service engineers have the best tools at their disposal."

## Hire Fleet Additions

Among products and plant added to the hire fleet in the past year are two Hinowa Lightlift 15.70 Boom Lifts, (a first for Ireland), 30 Snorkel S3010E Scissor Lifts – and a Skyjack 85ft Super boom, which, with up & over outreach, is ideal for large scale jobs whereas the 10ft scissor lifts are ideal for operating in confined spaces, fitting through doorways and lifts.

Other additions include Mac Gen Fast Tow Generators, JCB Telehandlers, Yanmar Diggers Zero Tail Swing 2 tonne & 3 tonne, Manitou diesel 12 & 10 metre booms and 10 new Snorkel 19ft Scissor lifts.

"As a company we are extremely proactive in introducing new machines to our fleet, exceeding demand and never failing our customers' requests," says Seamus.

The company also recently launched its brand new catalogue for 2017-18. The completely redesigned Tool & Equipment Hire Guide has a number of new features, including technical specifications for all products,

colour tabulation and improved indexing - all added with the aim 'Ease Of Use'.

## SafeHire Status

Dromad Hire has also once again received its SafeHire status. The company prides itself on achieving and retaining this coveted SafeHire status since 2013. Along with helping improve



its standards this Safe Hire accreditation helps the company do business with large multi nationals particularly American corporations, such as Paypal, eBay, Google and Facebook, as they recognise this as the highest standard of quality within the industry.

## Service & Repair

Dromad Hire also have a Service & Repair division which specialises in Sales, Service and Repair for all types of Diesel Plant, Power Tools, Lawnmowers and other garden machinery; it enjoys year on year growth and has become recognised in the area as the only place to leave your equipment for a service or repair.

"We can repair or service our customers own equipment and they need never have any down time as they can just pop over to our Hire Counter and hire a replacement while their repair/service is being done."

Not surprisingly, the company continues to pick up numerous awards, not least at the annual Executive Hire Show. Apart from winning several years ago the Hire Association of Europe's Hire Awards of Excellence, it was also Highly Recommended in the 2016 event and won the Outstanding Hire Company of the Year title at the Executive Hire Show that same year. It is also a past winner in the European Rental Awards.

So, if the last 30 years is anything to go by, Dromad Hire can look forward to the future with a well founded confidence as it continues to meet the ever changing needs of its customers.



## hire news

# Jewson Places Multi-Million Pound Order For JCB Machines

**One of the UK's leading builder's merchants is investing heavily in its tool hire business with an order for 500 JCB machines worth more than £8 million.**

Jewson is buying a fleet of JCB's new flagship 15C-1 mini excavators and JCB 8008 micro excavators, along with the new IT-HT site dumpers, VMT160-80 compactors and HTD5 Dumpsters.

The company is one of the first to invest in the innovative 15C-1 mini excavator and IT-HT site dumpers.

Jewson Managing Director Thierry Dufour and Director of Tool Hire Richard Pedersen visited JCB's Staffordshire-based World Headquarters to see the new fleet roll off the production lines.

"This is a significant investment which makes our fleet of micro and mini excavators and dumpers one of the most modern in the industry. We selected JCB machines after extensive research into a number of suppliers. We have operated JCB mini and micro excavators, dumpers and compactors for many years and they have proved to be an invaluable part of our fleet."



*Pictured sealing the deal at JCB's World Headquarters are (left to right) Richard Pederson - Jewson Director of Tool Hire, Steve Smith - Sales Director of JCB UK and Ireland, Thierry Dufour - Jewson Managing Director and Paul Hartshorn - Managing Director of Gunn JCB.*

## M O'Brien Plant Hire Invests In New Cat Fleet

**M O'Brien Plant Hire has completed the delivery of a new fleet of 18 Cat machines from Finning UK & Ireland, in a deal that will see the business benefit from the latest equipment and connected Caterpillar technology.**

The new fleet includes ten Cat 308E2 Excavators, three Cat 962M Wheel Loaders, four Cat 730C2 Articulated Trucks and a D6T LGP Dozer, all of which benefit from Product Link GPS monitoring technology. This remotely reports on fuel consumption, machine health, activity and location, through the Visionlink portal.

Connor O'Brien, Junior Plant Director at M O'Brien Plant Hire, said: "It's important to us that we have high quality equipment in our



fleet and the right type of units available to our customers. Having had positive feedback from the first units that arrived, we were confident in our investment and decision to continue the expansion to 18 units.

"We chose these machines in particular for their renowned reliability, fuel burn and technology. We now have what is seen to be the most up to date machines in our fleet, having the best residual value in the market place.

"Our machine operators have utilised the full capabilities of our new D6T Dozer on site, making the most of the slope assist, grade control, slope indicators and stable blade features. Improving performance and productivity on site, we have also been able to optimise the dozers fuel efficiency, gear and engine speed through the new fully automatic lock-up clutch transmission.

"With VisionLink giving us all of the data from each machine through one portal, we are able to monitor the equipment much more effectively, enhancing our service offering to customers. By keeping track of machine health, location and fuel burn, we can spot any service requirements and therefore minimise downtime, which is very important."



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**20th anniversary**

# **CB TOOL HIRE CELEBRATES 20 YEARS OF GROWING SUCCESS**

**CB Tool Hire has come a long way over the past 20 years. The company started out as a two man operation, with just a few dumpers and small hand tools.**

Today, with a strong team of highly trained, experienced and professional staff, the company services the hire needs of a broad customer base that stretches throughout the city and county of Cork, and into Limerick, Kerry and Munster.

Since the company, headed up by Colin Byrne and his wife Dee, was first established in 1998 it has outgrown its premises several times over the years as its hire fleet expanded to cope with a growing customer base.

CB Tool Hire has always put its customers first. It is a strategy that has contributed in no small measure to the company's success; indeed, many of its customers have remained loyal to the company from the beginning, through bad times and good, which speaks volumes for the high levels of service provided by the team at CB Tool Hire.

"I'm a great believer in providing the personal touch. This is a people business and we will readily go the extra mile to help our customers," says Colin, who has worked in the plant hire industry for almost 30 years and who takes a 'hands on' approach to the business.

The company's range of plant and equipment, always available at attractive and competitive rates, extends from power tools, compaction equipment and generators to diggers,



dumpers, rollers and hoists and is regularly renewed and expanded to meet demand.

Adds Colin: "Customers rightly expect the latest machines and equipment which is why we are continually investing in our hire stock.

Everything in our rental fleet is of the highest quality from leading brand names and incorporates the latest technology."



**Dee Byrne, Company Director.**







### Great Availability

Availability of plant and machinery for short or long term hire is rarely a problem as the company maintains a large stock. Indeed, its range of diggers, for example, is probably the most extensive in the region and is constantly being expanded.

As Official Distributors of Wacker Neuson tools and accessories in Cork, the company also stocks a large range of Wacker Neuson excavators, telehandlers and dumpers – and they are always out on hire as the brand is one of the customers most popular.

"In our opinion, and from experience, Wacker Neuson machines are a step above where other brands need to be, which is brilliant for us and, of course, for our customers.

"The machines feature a lot of standard equipment that at one time may have been regarded as 'extras'. Customers are always commenting on the build quality and the engine power of the machines."

CB Tool Hire also stock Wacker Neuson lighting equipment, including a flexible and compact light balloon module system

and trailer-mounted light towers which come with their own generators.

### Regularly Serviced

CB Tool Hire also has its own workshop where the hire fleet is regularly maintained and serviced. Adds Colin: "Our customers, who include builders, civil engineers and utility contractors, expect reliability from their machines and that's exactly what they get. They can't afford unnecessary downtime.

"Nothing goes out of here unless it has been thoroughly checked over, so customers can be confident in the dependability of the product."



### HELPFUL STAFF

**The team at CB Tool Hire are always on hand to guide and advise customers on their specific requirements, ensuring they have the right product to get the job done safely and properly.**

"Our staff are very knowledgeable about the products we stock and supply and they are always building on that knowledge to help our customers get the best out of whatever they may buy or hire from us. And if a customer asks for a specific item that we don't have in stock, we will happily source it as quickly as possible."

On those occasions when a customer is not in a position to personally operate the machinery they need, the company will put them in touch with a qualified and experienced operator. Plant or equipment on hire can also be delivered to the customer's location, and collected again at the end of the hire period.



# AMBITIOUS GROWTH PLANS AT GAELIC PLANT HIRE

County Wicklow based Gaelic Plant Hire may only have been serving the industry since 2015 when it was first established, but its team of professionals have decades of experience behind them in the construction and industrial sectors – and that wealth of experience and knowledge is available to its growing customer base 24/7.

With a constant eye on market trends, the company is continually adapting its hire fleet to better facilitate its clients requirements.

"Our mission is to provide the latest in available plant hire technology, delivered on-time and at cost effective rates," says Operations manager Ray Vaughan.

"Our fleet continues to grow and we offer a wide range of plant hire options, including teleporters, excavators, dumpers, rollers, generators and more, to suit our client's needs. Together with our sister company ELEV8 PLATFORMS we can also offer an extensive range of plant and access equipment solutions to solve even the toughest on-site problems."



Having already established itself as one of the country's leading plant hire specialists, Gaelic Plant Hire, headed up by managing director Keith Manning, is certainly not standing still. Its rental fleet may have doubled in the last year alone, but the company has ambitious plans for further growth.

With strong backing and support from funding partner Abbey International Finance, the company is committed to a long term and focused strategy that will see itself increasing its presence in the hire sector in the months and years ahead.

Last year, the company, formerly trading under the name of Celtic Leasing Plant Hire, moved to new and larger premises on a 10 acre site at Coolbeg and over the last two years it has invested around €10m in its fleet which now numbers over 500 items and just in January past 30 new machines were added to meet growing demand.

Future plans include opening sites in Cork and Galway, and perhaps Donegal, with consideration also being given to expanding into the UK and US markets.

Gaelic Plant Hire also has its own delivery and collection fleet which includes two eight-wheel Scani R440s, a low loader and a curtainsider, meaning customers can be assured of a service that is prompt, efficient and reliable at all times.

Ray Vaughan tells us that customer service is something the company have focused strongly on from the very beginning. "We are here to give our customers what they want," says Ray. "We will work with them and get the machinery on site as and when they need it no matter the location or the time of day."

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# EVERYTHING YOU NEED TO KNOW ABOUT BUYING A TILTROTATOR – AND MORE!

**There was a time when tiltrotators were relatively new to the UK and Ireland marketplace, but not anymore. They have become an integral part of an increasing number of excavator fleets, and for a good reason.**

Consider just some of the benefits: making the driver more flexible in the work that he can do; more time efficient; fuel efficient and safer - and as an owner making yourself and your fleet more productive, getting more from your excavators.

With growing number of different brand tiltrotators of the market, you may be spoilt for choice. But before you make your decision on where to purchase your tiltrotator there are ten things you may like to seriously consider before parting with your cash.

Assuming you understand the benefits of a tiltrotator and how to increase profitability, the big question is how to ensure you are buying the correct product for you, your job and your machine.

Obviously price and delivery times are important but, equally important, is the support you receive, all considerations to be thought about before making your choice.



## 1) Direct fit or Quick Coupler?

With smaller excavators the weight of the tiltrotator is of paramount importance for stability and driver comfort. It may be an advantage in keeping weight down to take the direct fit option, the build height of a direct fit can be a little higher than one with a standard top, although this is often relatively small but the big advantage will be a reduction in weight.

However, if you are the type of contractor or hirer that may use hydraulic breaker from

time to time, then it is preferable to use a quick coupler and tiltrotator in a sandwich solution. In this way, you can remove the tiltrotator easily and quickly when required.

**Recommendation:** Take the direct fit option for machines under 6 tonnes, unless you are using a hydraulic breaker, and for machines over 14 tonnes take the quick coupler and tiltrotator option.

## 2) Coupling standard?

If you have lots of older buckets or tools that you want to reuse or switch between different excavators it can be an advantage to use the same standard that you used previously. It is important you analyse how often you need to switch tools between different machines, the reality is often less than you think.

Please also note that some standards affect your tiltrotator options. For example, Verachtert and Universal Pin Pickup can only be installed on a directly fitted tiltrotator. (Technically it is possible to make, for example, a Sandwich Verachtert solution because it gets too high and too heavy).

- Symmetrical couplings are reversible, shimless and, if they are properly designed, also slack free.
- Symmetrical couplings are in many cases lighter, have a lower building height and have well developed safety solutions compared to other international quick couplers.
- Tiltrotators are usually developed with the symmetric standard in mind, the majority of other types of quick couplers are often compromises between weight/function/height.

**Recommendation:** If you can, choose a modern symmetrical quick coupler with a compact and robust design. If you have older buckets/tools that you want to keep, you can either update the top with a fairly cheap adapter or alternatively sell them on the second hand market while they still have value.

## 3) Gripper or no gripper?

A gripper is an invaluable tool for all types of work, the advantage of an integrated gripper is you always have it with you allowing you to move things around that would be harder to move with a bucket.

Analyse your work, do you have specific needs i.e. lifting manhole covers, curb stones, pipes or forestry. Ensure that the gripper is designed to allow you to get

a good grip and that the opening width is sufficient for what you need. Different brands may be better for certain work.

If you intend to use the gripper down in shafts and deep drainage trenches with, for example, a cable bucket, it is important



that you choose a gripper solution with good protection for the gripper cylinders.

**Recommendation:** On all machines over 14 tonnes, especially on wheeled machines for service jobs, if you can, take the gripper as standard. You'll quickly see the benefits and find you have more flexibility in your work increasing your productivity. For smaller machines take a direct fitted tilt rotator in order to save weight.

## 4) Driving experience and fuel efficiency?

The fuel consumption between two machines working in similar conditions can be considerable, however due to the different job being done, the age of the machine, driving style and equipment used, it's difficult to make an honest comparison.

Often ignorance is the culprit where the driver or service technician has set parameters (often in an attempt to increase the speed) so that the excavator works at too high a pressure in an attempt to get more flow and speed. The engine works in vain and only generates heat. Lower the oil flow and calibrate the start and finish of a motion, then both the driving experience and fuel consumption become more pleasant. Or better still, choose a system that can auto-calibrate itself! Otherwise, the ease of use of the control system and ergonomic joysticks are also important to keep in mind for a good driving experience.

Small machines often use a simpler four hose system that can be just as good.

**Recommendation:** Choose a control system which at best can auto-calibrate and is easy to use. Ideally, service and support should be easily given over the phone without a computer. If you have a requirement to run Rotation/Tilt and Grip function simultaneously? Select a control system and joysticks that allow this.

The rule of thumb for an ergonomic setting of joystick: Sit in a chair with armrests at a comfortable height. Place your arms on the armrests and hold your hands out straight. You now have the natural angle of your hands. This angle should also be the angle of your joysticks when they are installed in your excavator (if you imagine two rods through the centre of an imaginary joystick the two rods cross somewhere in the centre of the chest).

## 5) Personal safety?

Personal safety is of paramount importance. Analysis shows that the most common cause of accidents is when the driver thinks that the tool is locked and starts work too soon without the appropriate check. There is a huge risk of moving the tool when the tool has not been properly locked, so called 'fake moving'.

If you buy a new excavator today, it is wise to choose a safe coupler as the requirement comes both from new rules and safety conscious purchasers. Note that different safety solutions function in different ways and perform differently on different excavators. There are many mechanical security solutions that often function on all types of excavators.

Safety solutions based on sensors and control technology requiring certain types of control systems often do not work on all types of equipment (e.g. sensor-based systems normally do not work on small machines that have so-called 'four hose solutions' for the tiltrotator).

**Recommendation:** Select the same safety solution for both the quick coupler and tiltrotator. Simplest is often best!

## 6) Anti-theft?

Theft has increased in recent years and current thefts are not only of tools, diesel and power tools, but also of tiltrotators and entire excavators. When that happens, it creates not only the problem of the high cost to replace what has been stolen, but also the problem of delays in projects and schedules. No system can definitely prevent theft but it can be made considerably more difficult, while being easier to retrieve stolen items and not least reduce the problems associated with the loss.

DATATAG is the world's largest marking system for this type of equipment, and is a method for the DNA marking of equipment which reduces the risk of theft by 80%, based on international statistics. DATATAG is now searchable in 197 countries and has more than 4 million registered items. If you have marked your tiltrotator then numerous insurance companies offer benefits for marking. Check with your insurance company.

**Recommendation:** Mark both the excavator and tiltrotator with DATATAG, reducing the risk of theft and ensuring benefits from your insurance company.

## 7) Wheel or track steering?

Without a tiltrotator, you need to move the machine much more than you need to do when you have a tiltrotator - as a result working with a tiltrotator gives you more 'work time' less 'transport time', and less fuel used. If you want to go a step further then you can take advantage of choosing between wheel or track steering, which means that without letting go of your joystick you can eliminate additional time loss as you operate and move the machine simultaneously.

If you select wheel steering, you should ensure that your supplier meets the relevant regulations. The regulations are defined in several ISO standards with ISO5010 being the most important.

Requirements: These requirements are the minimum that must be met in order for you to have an approved wheel/track steering. (Note: If you find that the wheel steering cannot do this, talk to your supplier.)



A special activation key must exist for the activation of the alternative steering function, i.e. it must not turn on automatically when you turn the key.

If you steer with the roller to the left and simultaneously with the steering wheel to the right the excavator should steer to the right, i.e., the steering wheel must always have priority. (Note: This applies even when you have been steering with the roller and the wheels are in the one position, even then, the steering wheel should have priority and be able to counter steer). The steering roller is mounted on the left joystick. The alternative steering must not be possible to activate at speeds over 20 km/h.

**Recommendation:** Select wheel steering on your wheeled excavator - it's an investment that pays for itself quickly. If you have a tracked machine then choose track steering if you have the kind of work where you have

to make many small moves. Just measure how many small moves of less than five metres you make over a day at work.

## 8) Central lubrication and connection?

More and more excavators are equipped with central lubrication. The reason is obvious since regular lubrication reduces wear and extends the lifetime. This also applies to the tiltrotator. Sometimes the argument is that central lubrication is not wanted in order to "force" the driver to leave the cab to inspect the worktools. Many drivers do this very well, but from time to time there are cases where it is not done properly resulting in unnecessary and expensive wear. With central lubrication the tiltrotator is greased continuously during the work cycles.

**Recommendation:** If you have central lubrication on your excavator, add it also for the tiltrotator. Choose a coupling that ensures that you connect hydraulics and electronics at the same time. If on the other hand you have a directly coupled tiltrotator, it works just as well to have bolt on for the hydraulic connection.

## 9) Package offers

When you buy a new tiltrotator in connection with the purchase of a new excavator, there are often package solutions containing buckets, quick couplings, forks, connections etc, with a package discount when buying from the same manufacturer. Besides the economic aspects, the advantage of a package deal is that the number of suppliers is reduced and therefore all support will be from one supplier.

**Recommendation:** Analyse your needs and ask the dealer if you can get a package deal.

## 10) Tiltrotator performance and support?

The tiltrotator's performance is obviously important, it is equally important to compare the building height, tilt angle, weight and durability alongside the after sales support you might need. Make sure that the weight and build height is correct for the type of attachment that you are interested in.

It is important to measure the build height including quick coupler as the differences can be considerable depending on the quick coupler manufacturer. A lower building height means that you retain more of the break out force from the bucket cylinder.

A higher tilt angle makes you more flexible in addition to being able to perform more operations without moving the excavator. A higher tilt angle also means that you get better angles when using a gripper, you will have a more perpendicular downward angle, which makes it easier to grab things off the ground. Excess weight increases fuel consumption. (If you have a large excavator it can be easy to imagine that weight is not that important. Imagine instead then that you have a full barrel of oil in the bucket all the time you are working...).

**Recommendation:** Choose a tiltrotator with a compact robust design and high tilt angle.



# überexcavation

STEELWRIST TILTROTATORS | QUICK COUPLERS

**IT IS OUR BELIEF THAT YOU CAN GET MORE FROM YOUR EXCAVATOR...**

- **360° Rotation**
- **45° Tilt Angle**
- **SQ Auto Connection System**
- **Front Pin Lock as Standard**
- **Durable Cast Steel**
- **DATATAG Anti Theft**

## UK MARKET LEADER

Steelwrist tiltrotators have the lowest build height and are the lightest in the market. Protected hydraulic hoses for longer life, soft and smooth rotation with robust gear wheel.

Steelwrist UK provide expert installation and 24/7 after sales support together with the **EXTENDED WARRANTY** that you and your Steelwrist deserve.



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Shipston On Stour  
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CV36 5BE

# WHAT MAKES STEELWRIST A UK MARKET LEADER...

**Tiltrotators are no longer new to the UK market and have slowly become a desired piece of equipment, making the driver more flexible in the work that he can do, more time efficient, fuel efficient and safer, and as an owner making yourself and your fleet more productive, getting more from your excavators.**

Price and delivery times are important, but equally and possibly more important, is the support you receive when out at work. Problems and breakdowns happen, it's the nature of the job. But just how quickly will you be up and running if you've broken down? Downtime is costly, but Steelwrist have the engineers and experience to ensure downtime is kept to a minimum.

Buying a Steelwrist Tiltrotator you can be guaranteed a first class install and first class support second to none, and not always as expensive as you think. So what else is it that makes Steelwrist the preferred choice? Let's hear direct from the manufacturer.

### Build Quality

Steelwrist Tiltrotators are made from cast high tensile steel, making the Steelwrist Tiltrotator lighter but keeping the strength. Casting allows us to add material where we need it for strength, and remove it where it is not required reducing overall weight.

Other manufactures cast using a type of ductile iron, the disadvantage of this is it is more brittle and very difficult to weld all be it cheaper.

Steelwrist is the only manufacturer on the market that have a symmetrical coupler completely cast in steel, free from welding with large pin contact surfaces and material where needed, creating an extremely compact robust design. In comparison with other brands the build height can differ as much as 40 percent!

### Front Pin Lock

Steelwrist Front Pin Lock is a patented mechanical solution that enhances safety on symmetrical quick couplers. The result of a dropped bucket can be devastating. Front Pin Lock ensures that you cannot drop the bucket by accident as long as the front pin

is connected. With an FPL quick coupler, you and co-workers are safe at work.

Compared to other solutions Steelwrist FPL works equally well with all types of excavators, both small and large, new and used, and especially with all types of control systems. Steelwrist's Symmetrical Quick Coupler is the only one living up to the new ISO13031 without compromise.



*Front Pin Lock consists of two innovations that, when combined increases safety considerably:*

- Snap Locked front shaft – locks the front shaft of the attachments as soon as it enters in the front jaw.
- Positive lock indication – intuitive indication with red indicator when the Quick Coupler is open and green indicator when the bucket is in a safe position.

### Advanced Control Systems

Steelwrist work in partnership with SVAB, the global leader in Tiltrotator Control Systems. (for more information log on to [www.svab.se](http://www.svab.se))

Steelwrist XControl is the most operator friendly control system for the control of tiltrotators on the market. XControl uses well-tested software for hydraulic valve control which provides superior drivability and feeling.



In designing Generation 2, we wanted to do something that no one had done before. We wanted to make it much easier and safer, for the operator. We also wanted to reduce fuel consumption, improve ergonomics and give the driver more valuable information. XControl G2 is today the most advanced system for controlling the tiltrotator.

With XControl G2 all settings and changes to the system are made on a 3.5 inch touch screen with clear and logical menus. It is easy to set different profiles for different drivers, work situations or work tools.

### Clinometer

Clinometer with XControl G2, we were the first to launch a control system with built-in Clinometer. The Clinometer shows you the rotation and tilt angle compared to predetermined plane. A tool that you can utilise in your daily work.

Many excavators consume more fuel than they need because of the tiltrotator's control system. In developing the XControl, we included Auto Tuning, this means that the system itself sets the optimum values for minimum fuel consumption and maximum performance.



### Wheel & Track Steering

XControl G2 Wheel or Track Steering gives full control directly from the joysticks. Great emphasis has been put into the design of the joystick steering in order to



handle the tough requirement. Steelwrist's XControl G2 fulfils all demands.

*XControl G2 Wheel or Track Steering gives you:*

- Efficiency – Faster movement and better flow of work.
- Safety – Meets the requirements on all excavators including ISO5010 and ISO15998
- Adaptability – Smooth steering for maximum flexibility and precision
- An unbeatable combination – XControl Joysticks with pistol grip and index finger rollers!

If you select wheel steering, you should ensure that your supplier meets the relevant regulations. The regulations are defined in several ISO standards with ISO5010 being the most important. These requirements are the minimum that must be met in order for you to have an approved wheel/track steering. (Note: If you find that the wheel steering cannot do this, talk to your supplier.) The alternative steering must not be possible to activate at speeds over 20 km/h.

## Joystick Choice

With Steelwrist you have the choice of SVAB L8 Joystick or Steelwrist XC Joysticks, these are the two leading joystick in the market place. Both joysticks have excellent ergonomics and share the same components. As a rule, if you have smaller hands then L8 will fit you better, if you have larger hands then you will likely be happier with the Steelwrist XControl joysticks.

## Anti-Theft Protection

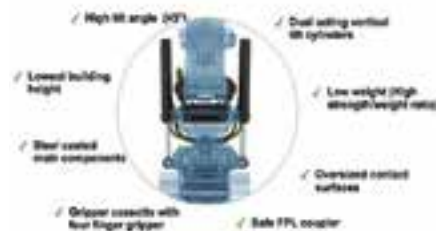
Thefts have increased over the recent years and whilst you can't always prevent it you can make your equipment less attractive to steal. Steelwrist comes with DATATAG as standard. DATATAG is the world's largest marking system for this type of equipment, and is a method for DNA marking of equipment which reduces the risk of theft by 80%. Why not have your excavator DATATAGGED by our engineers as well.

Lower build height means that you retain more of the break out force from the bucket cylinder.

A higher tilt angle makes you more flexible in addition to being able to perform more operations without moving the excavator. Excess weight will increase fuel consumption, keep the weight down.



**SVAB L8**



## Build Height, Weight & Tilt Angle

Steelwrist have the most compact, robust design with the highest tilt angle on the market. It is important to compare build height, tilt angle, weight & durability. Make sure that the weight and build height is correct to your excavator.

## Service & Support

Your Tiltrotator should look like an extension of your excavator's boom, so we only provide a first class install and fully the respect the money you have spent. Installation's will take between 1-2 days depending on the machine / control system etc.

Support, being centrally based in the UK with an experienced team second to none, we are able to quickly react to any problems that may occur, regardless of where you are. Support may be a quick and easy solution achieved over the phone or may require one of our service engineers to visit you, whatever it takes we'll have you up and running.



# TILTROTATOR EXPERTS KINSHOFER EXPANDS ITS PRODUCT RANGE

**As a market-leading manufacturer of crane and excavator attachments, Kinshofer consistently develop innovative product ranges with an unrivalled reputation for the highest levels of quality, reliability and safety.**

It will be showcasing a wide variety of products at the forthcoming Hillhead Exhibition, including its innovative cylinderless NOX Tiltrotator range; it will have a dedicated NOX machine situated in the Demonstration Area.

Since introducing the NOX tiltrotator to the UK market, reaction from operators has been incredibly positive.

Comments Andy Little, Kinshofer UK National Sales Manager: "We know the market is a competitive one, with plenty of quality and choice out there, but the benefit of no cylinders and a clean design that won't get caught or break when you're digging a trench has given us an interested audience to engage with.

"Add in the performance aspects, the versatility, the

durable construction, the NOX Prop joystick control system etc and you begin to see why the level of interest is what it is."

He added: "In fact, installation and after care is another important reason why the NOX seems to be so well received. We've called on the services of Summit Equipment, who are premium installation specialists, with a wealth of experience in all things hydraulic. They attended our Open Day last year and were on hand to offer technical advice, guiding people through typical installation and set-up procedures, personalisation and advising them on general maintenance."

At Hillhead, too, you'll be able to see Kinshofer's new Twin-Lock Quick Hitch plus Augers, Compactors, Clamshells, Selectors, Tilt Couplers, and some exciting new show specials including the revolutionary FlipScreen bucket, described as the ultimate solution for screening and recycling – all, says Andy Little, 'displaying the breadth, quality and

global expertise Kinshofer bring to the UK market.'

## **Drum Cutter**

Meanwhile, also on show at Hillhead will be the company's recently launched transverse Drum Cutter following the acquisition of the Schaeff Transverse Cutter business from Atlas.

The broad range of transverse cutters and the reliable performance of each model are very much appreciated by customers in mining, construction, landscaping, tunnelling and in particular demolition.

Commented Atlas: "Therefore it was paramount for us to find a competent manufacturer that is capable to deliver on the promise of high quality, performance and further

product range development; this we found in Kinshofer."

The transverse cutters close a gap in Kinshofer broad range of demolition tools, i.e. the Demarec MQP and DRG range or Kinshofer's HPXdrive grapple range. But also other product segments such as landscaping and construction will benefit from this addition. In fact these three product segments account for the largest portion of Kinshofer's wide product portfolio.

It is Kinshofer's intention to roll out this new product line globally under its well-known KINSHOFER brand and sell and support it by its own subsidiaries or regional partner distributors.

Kinshofer will also service units sold by Atlas with technical support as well as spare and wear parts which are now available through the Kinshofer network.



*NOX tiltrotator shows its versatility.*



*The transverse Drum Cutter in action.*



## CYLINDER-LESS DESIGN FOR MORE+ADVANTAGE

Quite simply, the advanced innovations behind the **nox** Tiltrotator range mean more benefits for you. **No** cylinders, continuous **360°** rotation and a big **50°** tilting angle on both sides make it a game-changing, highly efficient addition to any construction site. Optimally engineered to suit excavators with an operating weight from 3-25 tonnes – **save time, save money and tilt competitive advantage firmly in your direction.**

### **NOX+Compact design**

Trenching, forestry 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 torque 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

Visit us at Stand **V17**



#### ELLIPTIC ROTARY ACTUATOR

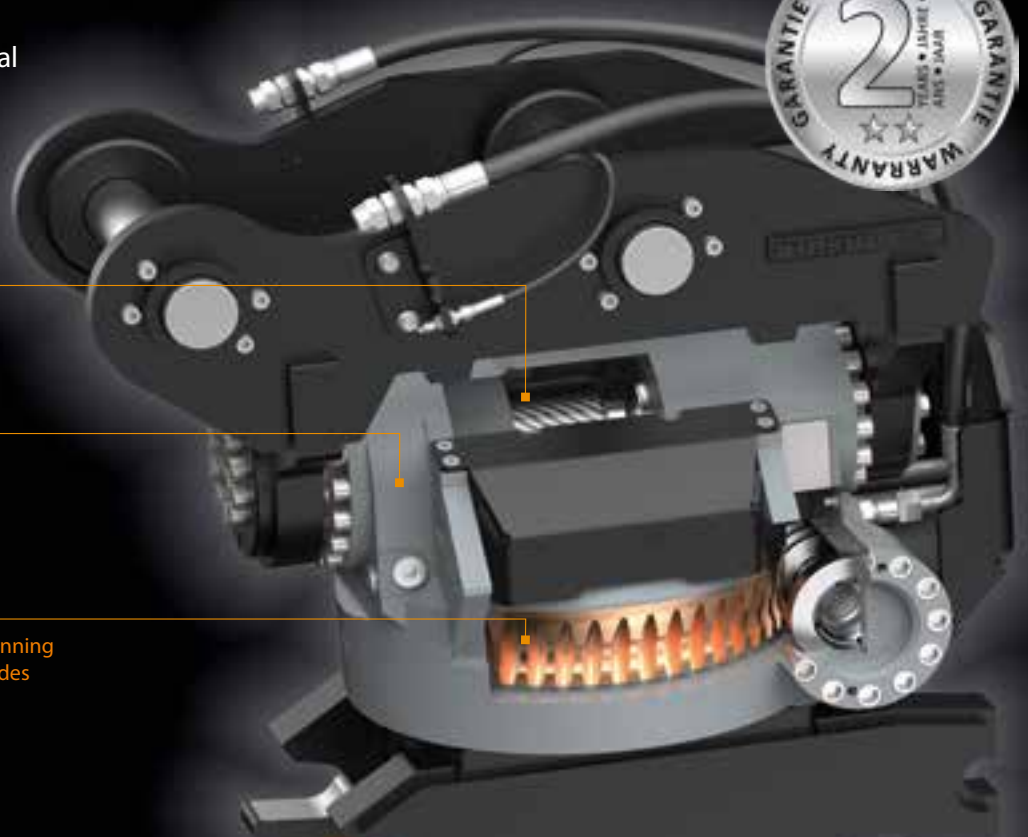
Patented drive unit with no hydraulic rams, help deliver larger 50° tilting angle.

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Specially strengthened cast alloy gives maximum durability in the toughest environments.

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# SMP DEALER NETWORK CONTINUES TO EXPAND

**QCE (Quality Construction Equipment) which specialises in SMP products including tiltrotators, buckets and quick couplers, continues to expand its reach in the UK, being in the process of taking on new dealers and distributors as well as expanding its product portfolio.**

SMP has been developing and producing total solutions that improve the performance of excavators, wheel loaders and heavy machinery, for more than 30 years, while QCE has been working in the industry for around 15 years and has a vast knowledge of which solutions customers in engineering and construction need.

As we went to Press, several new appointments, including one in Northern Ireland and another in the Republic of Ireland, were expected to be announced, as well as a representative on the road in Scotland.

Commented Managing Director Daniel Sjödin: "We have been very busy in the background, expanding our dealer network and putting together a new marketing strategy to get our name out there more prominently.

"We are also extending our product range and will be enlarging our spare parts availability through the establishing a 24/7 online webshop."

The SMP Tiltrotator makes your machine more efficient, safer and more flexible. It has been designed with grease filled gear housing, 360° endless rotation and tilting of up to 40°. SMP

Parts offers a two-year tiltrotator warranty, as they only use the highest quality materials and guarantee that all products are built to last and to withstand extreme wear and tear.

The advantage of having a grease-filled gear housing is that it requires less maintenance and avoids oil leaks due to damaged seals. The grease ensures full lubrication even at high torque and in all temperatures.

There are seven different SMP Tiltrotator models specifically designed for excavators and backhoe loaders in the 3 – 30 tonne weight class. QCE Equipment is always available to offer support when choosing the best model for the machine in question. They are your tiltrotator partners from the moment you decide to look into getting one, until long after you start using the tiltrotator on your machine.

Depending on the kind of work you do, the SMP Tiltrotator lets the machine get closer for tasks such as grading work or digging, so the bucket can work at a reverse digging angle.

The SMP Tiltrotator can be combined with SMP's HardLock quick coupler for the ultimate safety and performance solution. HardLock has mechanical double locking devices for the ultimate grip.

Combine that with the flexibility of the SMP Tiltrotator and you improve safety and productivity, to carry out more complex tasks and achieve higher levels of output, for greater profitability. This hydraulic combination enables your machine to reach the impossible, with guaranteed grip for the toughest of tasks. The tiltrotator can also

be combined with other attachments and tools such as an integrated grab module for jobs like paving or drain installation.

An SMP Tiltrotator is easily manoeuvrable from the driver's cab with a joystick thumb roller or rocker switch. Indeed, the functionality of the tiltrotator can be compared to that of the human wrist! It is ideal when performing the kinds of tasks where you would normally need to move the machine to get closer, for example during grading work or digging, where you can easily rotate the bucket to work with a reverse digging angle. This also makes the work environment safer for both the operator and those working near the machine.

SMP Tiltrotators can be matched with the highly advanced MACS ST system to control the tiltrotator's functions. The functions and steering are controlled with joysticks equipped with stepless rollers. The rollers on the handles make it possible to control the functions proportionally, so the speed increases the more you roll them.

The MACS system allows you to operate your tiltrotator more smoothly and with increased flexibility which provides great precision. With the touch screen, the driver can easily get feedback from the system via a user-friendly interface. The MACS system has several different user profiles that can be programmed to suit different drivers and their choice of tools. The tiltrotator is connected to the excavator's single acting auxiliary hydraulics.







# SMP TILTROTATOR — A SWEDISH VIKING —

KNOWLEDGE GAINED FROM EXPERIENCE  
IS WHAT GIVES US ANOTHER ADVANTAGE  
OF SUCCEEDING IN EVERY CHALLENGE.  
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# ENGCON SAFETY AS STANDARD - CONTROLLED FROM THE CAB

**Health and safety. It's the subject of silly misinformation and a target for comedians and commentators. It's also the single biggest concern of the construction industry.**

Last year UK construction workers suffered 30 fatal and 64,000 non-fatal injuries. Injuries are disruptive, traumatic and expensive but a fatality has repercussions which can last for years, for the victim's family and the business. So, minimising risk and improving safety on site must be a major objective of everyone involved in construction.

While official figures don't distinguish between the specific causes of accident or the exact type of equipment involved, excavators, because of their weight and bulk, are potentially dangerous when handled carelessly. Contact between an excavator and a person is never going to end well for the fragile human.

The cab is the safest place for the operator: major advances have resulted in improved visibility and better protection from the cab's structure. The spread of quick hitch and hydraulic coupling technology allows the operator to use attachments to perform operations which would be difficult and risky if they had to manoeuvre the excavator into position. But when working on site, time

spent out of the excavator's cab puts the operator at risk as they're no longer protected by the strength of the cage.

Changing attachments can mean standing near or even under heavy equipment. Human error, poor maintenance, carelessness, a moment's inattention or even deliberate over-riding of safety measures can all lead to disaster. So equipment which allows the operator to change attachments from the cab is a valuable safety measure. The introduction of tiltrotators on-site has dramatically reduced the requirements for the 'shovel man' to finish the jobs a standard digger configuration just can't get to, this removes the numbers of workers in close proximity to the excavator, in turn reducing the possibility of collision. But still the changing of attachments can carry an element of risk. That's why Engcon, the world's largest manufacturer of tiltrotators, is making its EC-Oil, automatic hydraulic connectivity system a standard fitting on its twin-hitch products.

Stig Engström, Engcon's founder and owner, explains: "Hydraulic attachments and twin-hitch tiltrotator configurations are increasingly popular in the excavator market. We have developed our EC-Oil system to cater for this market, and to make it quick, easy and most

importantly safe to change attachments. It was a logical step to make it a standard product, available at no extra charge with the Q-Safe 60 machine hitch and the DC2 control system. This also applies to the company's tiltrotator/DC2 control system top brackets. It's an innovative step for Engcon, and a great leap in safety for the excavation industry."

### Quick connection

Engcon EC-Oil is a robustly designed system which allows the operator to quickly and easily connect hydraulics, electrics and central lubrication systems between the excavator, Tiltrotator and attachment – without leaving the cab. It's also simple to retrofit and, uniquely in the worldwide industry, Engcon's automatic hydraulic system now comes as standard with quick hitches purchases – at no additional expense. It includes an EC-Oil block with two hydraulic couplings; a central lubrication valve and an electrical connection – all that's needed to connect the features of an Engcon tiltrotator and its attachments.

It's the most user-friendly of all hydraulic connection systems on the market, combined with an Engcon controls and twin hitch, delivers many safety features, amongst which is the prevention any movement of the

attachment unless it is securely fixed at all points and fully resting on a stable supporting surface. Using a breaker, digging narrow, deep trenches or shifting large volumes of earth means the operator can disconnect the tiltrotator, and the EC-Oil system allows you to control the whole process in comfort and safety from the controls in the cab – even for tricky electrical connectors and hoses.

There's no risk of incomplete connections, or of the attachment dropping from height – even if the operator mistakenly tries to detach or move it. In 2006-7 there were four fatal accidents involving semi-automatic quick hitches in the UK, where the operator had either removed or not checked the retaining pins or bars. With Engcon's quick hitch and fail-safe control systems installed, it simply won't allow that to happen.

Stig Engström adds: "EC-Oil allows you to take full advantage of the excavator's full power and stability when you need it, or use the tiltrotator's flexibility when required. It's economically sound too – as it's 60% more efficient at completing site tasks, reducing the time workers have to spend in dangerous environments. There's no need to compromise on safety or economy any more – with EC-Oil as standard you can have both."





**NEW!**



# INTEGRATED EC-OIL AUTOMATIC QUICK HITCH IS THE NEW ENGCON STANDARD

**Connect hydraulics, electrical power and central lubrication between the excavator, Tiltrotator and hydraulic accessory without leaving the cab.**

We're taking things one step further by introducing our EC-Oil automatic quick hitch system as standard equipment on twin-hitch installations. This means you'll no longer have to step out of the cab and mess around with difficult, time-consuming hoses and connections. It also means you now get automatic oil, electric and central lubrication connection as part of your Engcon tiltrotator.

## **Contact us now:**

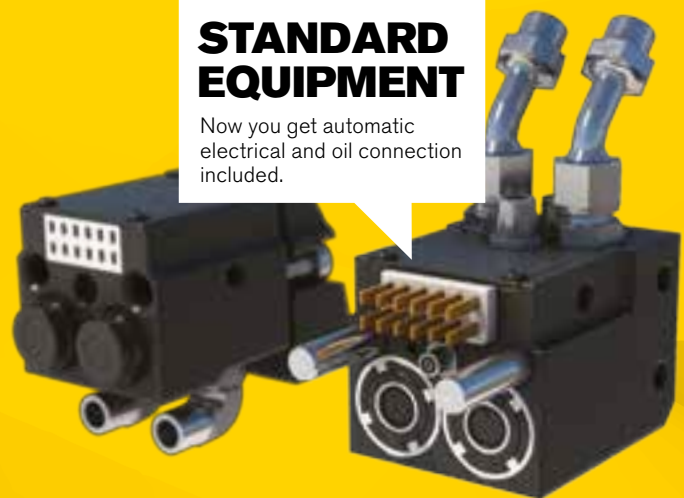
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## **STANDARD EQUIPMENT**

Now you get automatic electrical and oil connection included.



# **engcon®**

# Tiltrotator test drives booking now

**Excavator owner-operators no longer have to travel to trial tiltrotator-equipped diggers with Engcon's new service.**

Tiltrotators are excavator attachments that resemble hydraulic wrists, allowing greater range of movement than unequipped diggers, quicker attachment changes and more complex digging tasks. The concept, which is new to the UK but virtually standard in Scandinavia, often results in huge leaps in operator productivity.

Engcon, the UK's leading tiltrotator manufacturer, established the country's first dedicated test-drive centre at CTA in Doncaster in 2015 and is extending the service to send a fully tiltrotator-equipped mini digger and demonstration driver to prospective customer's sites, allowing owner-operators to try the concept in familiar surroundings before buying.

Robert Hunt, Engcon UK's managing director, says: "British excavator operators like a hands-on experience; a real test in real conditions of the equipment they are looking to invest in. I'm keen to give them every opportunity to do that. "This year we'll be at three times as many events as 2017 and we're investing a lot of resource into giving operators and plant hire companies the chance to see the huge effect a tiltrotator has on the type of work an operator can handle with one digger."

Engcon Area Sales Manager, Mark Clare, a NPORS qualified Training Provider and



**Kubota U25-3 with Engcon EC02 tiltrotator and twin hitch S30 – with Mark Clare.**

*Photo Credit: Nick Drew*

Assessor on all classes of excavator as well as the newly-developed Tiltrotator skills and Health and Safety awareness course, will lead on potential test drives and demonstrations.

"I'm looking forward to visiting potential customers and actually helping them on live projects while I demonstrate how a tiltrotator can transform digging," says Mark.

"Normally, giving customers an informative demonstration of a product takes time out of their days and, critically, out of their projects. This offer allows us to show people the positive experience of life with a tiltrotator in a way that actually helps move things along."

**To book your test drive, call +44 1684 297168 or email [uk@engcon.com](mailto:uk@engcon.com)**



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Based in Toomebridge, Co Antrim, 121 Graphics have been providing a wide range of services for 27 years, including high quality fleet graphics, banners, exhibition displays, shop frontage, signs, digital prints and vinyl wraps.







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tiltrotators

# MCCORMICK CONTRACTS IMPRESSED BY ROTOTILT ADDITION TO THEIR FLEET

**Tiltrotators have become an invaluable and integral piece of equipment for growing numbers of contractors across the UK and Ireland in recent years, and with good reason.**

McCormick Contracts recently fitted a Rototilt R4 to their new Hitachi ZX145W and as Plant & Civil Engineer's David Stokes has been finding out, it has proved to be a big asset to the company's construction fleet.

The R4 was supplied by Rototilt's all-Ireland dealers Cullion Plant Services and comments Managing Director Aiden O'Neill: "We have been supplying Rototilt to the Irish market since 2014 and have seen a big change in the sector since we started.

"People are really starting to see the benefits of a tiltrotator, such as time and

labour savings, as well as the health and safety benefits due to less people on the ground around the working machine."

Indeed, with lack of labour becoming such a big concern now for contractors, a tiltrotator really has come into its own in this part of the world.

"Once a site manager or foreman sees a Rototilt equipped machine on site they are absolutely amazed at the things it can accomplish."

True enough, those words have been echoed by Gareth McCormick. "We knew it would be a great addition to the rubber duck, but never realised it would be far more beneficial than we first thought. It is unbelievable what you can accomplish with it," says Gareth. "It has cut down a lot of the



labour element on site. Everything is much easier and much quicker."

The R4 is the first tiltrotator the company has had; the investment came after a long period of consideration. Adds Gareth: "We had been thinking of getting the Rototilt for a couple of years and kept putting it off because it is a big investment, but seeing it at work it has been well worth the money, the advantages are many."

The R4, which is working on a new bus lane for the Belfast Rapid Transit system, came complete with a gripper unit which helps turn the excavator into a truly versatile piece of equipment. As Gareth says, it cuts manual handling to an absolute minimum. Heavy objects such as kerbs and gully pots can be placed in position without anyone on the ground.

It also has the ICS fully proportional control system which allows the tiltrotator to be full integrated to the machine allowing all movements such as tilt, rotate and gripper to be used simultaneously.



**“Once a site manager or foreman sees a Rototilt equipped machine on site they are absolutely amazed at the things it can accomplish.”**

**Aiden O'Neill**  
Cullion Plant Services,  
Managing Director



### New Models

With new models added this year from Rototilt, Cullion Plant now have a full range from 1.5 – 40 tonnes. The latest R1 model is the smallest in the range and now also comes with ICS to keep in line with the larger models.

The new R9, on the other hand, is the world's largest tiltrotator, and says Aiden: “It really shows the strength and quality Rototilt put into their products. Aimed at machines in the 30 – 40 tonne bracket it opens up a whole new market. One such job would be bulk earth moving and better shaping, all in a single pass, and with Rototilt's RPS system integrated to a GPS system the customer can be sure to have it right first time.”

Cullion Plant are Ireland's only dedicated tiltrotator supplier and carry out all installations and servicing in house, as well as stocking a full range of parts – and with a demonstration machine available,



complete with a full range of attachments, customers can get up close and personal to see the benefits of the Rototilt first hand.





# BALMORAL SHOW CELEBRATES LANDMARK ANNIVERSARY IN STYLE

**This year's Balmoral Show, in partnership with Ulster Bank, marked the 150th anniversary of the event.**

Visitors to the show were able to step back in time and enjoy a Special Anniversary Display, which included a photographic timeline showcasing the last 150 Shows. There were also many unique souvenirs, artefacts and memorabilia from yesteryear on display.

The journey for the Balmoral Show started back in 1854, when the North East Agricultural Association of Ireland was formed, with the first shows being held at Belfast Corporation Markets from 1855 to 1895.

The Balmoral showgrounds were purchased in 1894 and the first Show held there in 1896. From then until now, there have been notable changes, with the Show historically relocating to Balmoral Park, Lisburn in 2013 for example, but the core of the Show has very much remained the same, with local agriculture and food remaining central.

The last day of this year's event, of course, coincided with the Royal Wedding of Prince Harry and Meghan Markle, and with the help of a big screen it was an occasion visitors to the show didn't have to miss.

Rhonda Geary, RUAS Operations Director, said, 'We at the Royal Ulster Agricultural Society were very excited about the Royal Wedding and we were delighted to be able to celebrate it in such a special way at our Show this year.'

The RUAS, of course, has a historical link to the Royal Family. After being honoured with a Royal Title in 1903 they have enjoyed many visits from various members of the Royal Family over the years, with



Prince Harry and Meghan themselves visiting the Eikon Exhibition Centre at Balmoral Park back in March this year.

## **Plant & Machinery**

There were 650 trade stands at this year's show and apart from the more traditional sights and sounds, Plant & Machinery exhibitors were once again out in force, with extra space enabling them to better promote their products and services.

Explained Rhonda Geary: '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.'

Exhibitors included Liebherr, TBF Thompson, Sleator Plant, Finnings, Glendun Plant Sales Limited, Pat O'Donnell & Co, Dennison JCB, WAC McCandless Ltd, McSharry Bros. Plant Sales Ltd, Ballyward Plant Sales, Moofre Concrete, Northern Lift Trucks, Rapid International, and Trailertrek.









# Moore Concrete Top Trade Stand Awards

As is now a traditional part of the show, trade exhibitors have been rewarded for their efforts put into producing an attractive and effective display, with the award for the Best

## Overall Stand at the Show going to Moore Concrete.

The prize for the Best Trade Stand displaying farm and horticultural equipment went to Ballyward Plant Services, while

the award for the Best Trade Stand displaying other equipment and vehicles was presented to Finnings. Other awards included Best Trade Stand displaying local food: Broughgammon Farm (Food Pavilion); Best Trade Stand within

the Pavilions: NI Water; and Best Trade Stand not displaying equipment or food: Ulster in Bloom (Healthy Horticulture).

Highly Commended were McCalls of Lisburn and WAC McCandles.



RUAS President Cyril Millar, Conn Williamson, RUAS Trade Chairman and Trade Stand Judge, Mark Stoddart from Great Yorkshire Show present Gail Service and Wilbert Moore with the award for Best Overall Stand at the Show.



Best Trade Stand displaying farm and horticultural equipment: Ballyward. Pictured is RUAS President Cyril Millar, Robert McAlerney from Ballyward, Conn Williamson, RUAS Trade Chairman and Guest Judge Mark Stoddart from the Great Yorkshire Show.



Trade Stand Judge, Mark Stoddart from Great Yorkshire Show and RUAS President Cyril Millar present the award for Best Trade Stand within the Pavilions to Grainne McIntyre, Andrew Milligan and Roisin O'Neill from NI Water.



RUAS President Cyril Millar presents Charlie Cole from Broughgammon Farm with the award for Best Trade Stand displaying local food.



RUAS President Cyril Millar, Trade Stand Judge Mark Stoddart from the Great Yorkshire Show and Conn Williamson, RUAS Trade Chairman present Brian Conn and Rebecca Johnston with a Highly Commended Award.



Trade Stand Judge Mark Stoddart from the Great Yorkshire Show, RUAS President Cyril Millar and Trade Stands Chairman Conn Williamson present Finnings with the award for Best Trade Stand displaying other equipment and vehicles.



Conn Williamson, RUAS Trade Chairman, Trade Stand Judge Mark Stoddart from the Great Yorkshire Show and RUAS President Cyril Millar present a highly commended award to WAC McCandles.



# UFU celebrates its Centenary at Balmoral Show



**UFU president Barclay Bell with UFU Membership Director Derek Lough at the Balmoral Show grounds.**

**The Ulster Farmers' Union was urging the farming community to join them at this year's Balmoral show as the UFU celebrates its centenary.**

"Lots has changed in farming since 1918 but the key to the success of the UFU then and now is the support of our members and their families. We used our presence at Balmoral this year to honour the contribution of our members to the success of the UFU over that 100 years," said UFU president Barclay Bell.

"Our stand was designed to highlight all that is good about agriculture and the work of local farmers over the past

100 years. We highlighted the many achievements of the UFU and how it and farming has changed over the years."

The Union appointed Old Barn to cater on the stand over the four day period. The menu was designed to champion each sector of farming, and was tailored to the time of day. In return the UFU urged those enjoying the hospitality to make a small donation to its Centenary Charity.

"This donation will go towards our ambitious target of raising £100,000 for Air Ambulance Northern Ireland, a vital service funded through charity," said Mr Bell. "Until 2017 Northern Ireland was the only UK region without an air ambulance. Since its launch we have all seen how this vital service can save lives, including those working on farms and living in the rural community."



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## UFU raises over £21,000 for Air Ambulance NI at annual dinner

**The Ulster Farmers' Union has raised over £21,000 for Air Ambulance NI at its annual dinner.**

UFU president, Barclay Bell says he has been blown away by the support from farmers and industry for the life-saving charity.

"The air ambulance has been operational since July and already I have heard many stories from the farming community about how it has helped loved ones.

"We are very grateful to our principle sponsor NFU Mutual and associate sponsors Ulster Bank; the Livestock and Meat Commission; and Johnston Gilpin & Co/John Deere for their support. The money they have pledged will go straight to the air ambulance charity."

At the event, dinner guests showed their support and gave generously. "The air ambulance charity needs to raise at least £2.5 million to remain operational. To be able to raise £21,000 at the event is a great achievement and we are proud to be supporting this life saving charity," said the president.



**UFU president Barclay Bell with Kerry Anderson and Ian Crowe from the charity Air Ambulance NI. In its 100th year, the UFU are aiming to raise £100,000 for the live saving charity.**

## John Deere Unveils New Sprayer



**Featuring the new PowrSpray solution system, a larger 5000-litre capacity spray tank and an ultra-lightweight but extremely strong carbon fibre boom, John Deere's R4050i self-propelled sprayer is able to spray at widths of 18 or 36m.**

The carbon fibre material used in its construction is around 5.5 times stronger than steel and is able to flex, which relieves the boom structure from the stress that can cause fractures in metal booms. The carbon fibre boom is specially designed to withstand the high dynamic loads created at high application speeds of 20 to 30kph, even with very wide booms.

The R4050i is powered by a 6.8-litre John Deere PowerTech PSS engine producing 235 rated hp (255hp maximum). This engine meets Stage IV/Final Tier 4 emissions regulations by incorporating selective catalytic reduction (SCR).

The sprayer is also equipped as standard with the John Deere GreenStar 3 2630 touchscreen display with full FieldDoc spray documentation and ISOBUS compatibility. It comes AutoTrac ready and with a free JDLink Ultimate subscription for one year, which enables a range of additional FarmSight precision farming solutions including new Remote Display Access and Wireless Data Transfer, as well as Service Advisor Remote.

Other standard features include a Hydro Handle multi-functional control lever, Solution Command electronic sprayer control for automatic filling, mixing, spraying and rinsing, and a 50-litre PowrFill inductor for safe transfer of crop protection chemicals into the main tank.

The PowrSpray solution system features a unique dual-circuit design with two solution pumps, each optimised for a specific function. A new, purpose-designed waterproof keypad and digital display at the sprayer's operator station enable full control of automated filling, spraying and agitation.



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# GEITH URGES INDUSTRY TO BE COMPLIANT WITH NEW ISO 13031 QUICK HITCH STANDARDS

**As one of the leading developers and manufacturers of quick hitches in Ireland and worldwide, Geith says the new ISO 13031 standard for quick hitches has been causing confusion on jobsites throughout the country.**

The standard ISO 13031, Earth-Moving Machinery, Quick Couplers, Safety - was developed in cooperation between Health and Safety organisations and quick coupler manufacturers following a number of fatal and serious accidents where excavator buckets became detached during operation.

"The standard outlines minimum operation and safety requirements that Quick Hitches must meet in order to be compliant. This is an international standard which also applies to manual hitches," says Geith's Gerry Kealy who adds that Geith quick hitches exceed the standard requirements by having additional safety features to prevent accidental release.

"Operators should not have to insert a manual locking pin on any hydraulic quick hitch. Geith recommend that hitches should also have a front safety lock in event of miss-connection of the attachment, which is not mandated by ISO 13031. Hitch controls need to be at least a two-stage system to prevent accidental operation of the coupler." Previous to ISO 13031 standard requirements, Geith were the first company to incorporate a front safety lock and a machine integrated two step safe



release position control system. Not content to rest on our success we continue to focus on quick coupler safety development so that operators in the construction industry are working in a much safer environment than previous generations would have.

"Focusing on safety and simple practical operation consistently across a full range of hydraulic hitches from 1 to 90 tonne has separated Geith from the industry over many decades. This incorporates a low profile hitch chassis with parallel trunion mounted cylinder with no grease points and no reliance on gravity locks. Positive locking front lock is part of the proven triple locking concept."

Ireland's Health and Safety Authority reveals that in a number of cases it investigated involving semi-automatic quick hitch devices, it was found that the safety pin had not been inserted and the bucket became detached from the quick hitch, striking the worker.

The HSA understands that many operators do not expect excavator buckets attached via quick-hitches to disengage unless the bucket is "crowded" inwards. However this is not necessarily the

case since with some designs once the disengagement switch is activated, the bucket may disengage rapidly. This will happen if there is a small build-up of hydraulic pressure in the quick-hitch. Such a build-up can happen in matter of seconds. The risk appears to be particularly pronounced on certain types of "tilt-rotate" type excavator attachments.

Operators should never press the disengagement switch of a quick-hitch before the bucket has been landed to a stable landing space, preferably its transport position. This space should be level and should be such that the bucket is not in danger of rolling or falling further.

The HSA also advises that disengagement switches must be fully maintained. This includes maintenance of a lock to prevent inadvertent operation and an audible signal to warn of the activation of the disengagement switch.

In certain instances there may be two separate couplers each with its own separate set of controls. This might be the case where one controller controls the coupling of an attachment such as a tilt-rotate mechanism to the excavator arm while a second controller might control the attachment of an excavator bucket to the tilt rotate mechanism. In such instances the operator should be aware of which controls operates which mechanism.

The owner and operator should always refer to the instruction manual in order to operate these attachments in a safe manner.

All quick hitches, as with Geith, should have statement of compliance, CE cert and Lift Eye cert available.







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# SAFETY BUILT INTO MILLER ATTACHMENTS

**Quick-couplers are seen as game-changers in the construction industry by increasing the safety and speed of attachment changes whilst expanding the versatility of an excavator. But in this era of fast-moving technology and ever-changing construction sites, the humble coupler is now something many contractors take for granted.**

For decades Miller has been committed to product innovation, listening to its customers in order to design and develop high performance couplers, whether that's reacting to new safety legislation or finding ways to improve efficiencies on site.

The new ISO13031 International Standard specifies design criteria for quick couplers related to assisting the operator in ensuring that an attachment is located in

the right position on the quick coupler and that the engagement system is fully activated.

Gavin Urwin Head of Engineering, Miller UK commented: "The Miller name is an assurance of productivity, efficiency and above all, safety. We test all of our attachments to beyond breaking point before a design is approved, produced and operational on sites worldwide. We continually invest a lot of R&D time, effort and resource into the development and rigorous testing of attachments to ensure our customers have the safest most advanced products in the market."

The Miller PowerLatch coupler has been designed with safety built into the coupler, with two independent mechanical locking systems, ensuring both the front and rear attachment pins are locked in position preventing

the attachment from accidental release. The first is a blocking bar which acts as a positive mechanical lock, ensuring the rear at pin is retained. And the second is the front latch which is referred to as the Automatic Blocking System (ABS). This acts as a secondary locking mechanism that is independent of the primary retention system. The ABS is locked in position which can be clearly viewed by the cab driver during operation and can only be released by intentional release of the primary engagement system. When the coupler is inverted the ABS is held in position by the thumb on the rear of the hook.

Another key element of the ISO standard is that the coupler will prevent disengagement of the attachment in the event of loss of hydraulic pressure and swinging of the attachment

is not allowed. The beauty of the Miller twin locking safety systems is that they have been specifically designed so that they are separate from the couplers primary engagement system, and importantly they are designed to lock both attachment pins in position in the event of total loss of hydraulic pressure.

Barry Robison, Miller Marketing Manager stated: "Our main focus at Miller has always been on making the job site safer, and machines more productive and efficient. We strongly believe that attachment technology has to improve the operator experience, making on-site operations safer, and more convenient, whilst being capable of withstanding the most challenging working environments. With Miller, you and your operators have the peace of mind you need to get on with the job at hand."





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**Regulations around what is an accepted quick coupler for both UK & Ireland has changed over the last 6+ years.**

Historically, all coupler manufacturers were supplying a single locking safety pin hydraulic coupler. This coupler only locked on the front pin, so there was the potential for the bucket or attachment to fall off if the front locking mechanism failed. This could have very serious consequences for both the company operating the machine and the manufacturer who supplied the coupler.

There is a manufacturers agreement whereby all manufacturers agree to work to a certain standard. This is known as a "Best Practice" and to comply with this "Best Practice" all manufacturers must offer a Twin Locking Hydraulic Coupler. Twin Locking means that both the front and rear pin are securely locked, ensuring that even if one locking mechanism fails, there is a secondary backup.

Most of the larger sites run by the likes of Bam, Skanska, and Balfour Beatty will enforce this "Best Practice" and only allow machines fitted with a Twin Locking Fully Automatic Coupler on their sites.

Strickland MFG, who manufacture their hydraulic couplers at their purpose built facility in Coalisland in County Tyrone, made the change over from the single locking coupler in 2012, and only offer a Twin Locking coupler, from 2 ton upwards.

Their coupler complies with all current regulations and they regularly attend forums highlighting what is an acceptable hydraulic coupler.

Says National Key Account Manager for Strickland MFG, Nicola Troy, "We work with our customers to ensure they are fully aware on what is acceptable. It can prove a costly exercise for contractors who are being

pushed into swapping over from the single locking to double locking coupler. However, in the longer term, putting the safest option onto your machine ensures that you are covered from both a Health & Safety point of view and will have no issues working on the sites.

"The Strickland S-LOCK Coupler is the most simple coupler on the market, it is safe, smart and secure and excellent value for money."







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# SAFETY FIRST AT HILL ENGINEERING - THE GREAT QUICK HITCH DEBATE

**With Health and Safety being on the tip of everyone's tongue in the plant & construction industry Hill Engineering have put safety to the forefront of its design process.**

In 2007 the Health & Safety Authority, which is Ireland's equivalent to the HSE in England, issued a warning on the dangers associated with the operation of excavators, particularly the use of excavators fitted with a 'quick hitch' device.

The warning followed several serious incidents within the construction industry where excavator buckets became detached from semi-automatic quick hitches.

In 2010, the HSA issued the same warning to construction employers, FAS CSCS Trainers and excavator drivers of the dangers of quick hitches, following an excavator driver receiving a criminal conviction after a site incident, where the driver failed to insert the safety pin on a semi-automatic quick hitch after a bucket changeover.

The HSA also advised in 2010 that it now considered that the supply and use of semi-automatic quick hitches is not in compliance with the relevant legislation. The basis for this opinion was related to the requirements of an important harmonised standard that related to earthmoving machinery.

Hill Engineering has over 20 years' experience in developing and building the safest couplers for excavators. The company is best known for its award winning fully automatic hydraulic coupler TEFLA, which has transformed health & safety on construction sites around the world. TEFLA has proven itself as the safest coupler on the market today with only three moving parts.

Hill Engineering say that they don't compete to be the best amid the competition



– but resolve to be the best for their customers.

Oliver Phelan, Hill Engineering's Global Sales Director said, "Where excavator couplers are concerned, there is some understandable confusion around safety regulations within the industry right now. These are the current safety regulation facts which are applicable to both the UK and Ireland.

Manufacturers of couplers should comply with European Standard EN474 part 1, which is a more general document relating to all earth moving equipment. The EN474 part 1 is still currently being reviewed due to formal objections by the UK HSE, which relate to the semi-automatic coupler."

Phelan added, "A new ISO Standard has been completed and is in the process of being adopted globally. The new ISO Standard will include the banning of semi-automatic couplers and gravity operated locking systems in manufacture and sales."

He added, "Confusion over safety is not acceptable at Hill and we have refused to wait for 'suggestions' to become 'requirements'. Which is why we

already comply with the safety standards. With our pro-active approach, we not only exceed global safety standards, but we contribute to setting them.

"We were actively involved in the UK committee with the HSE in 2006 with other manufacturers to help set the standards specific to couplers for the yet to be published legislation."

Hill Engineering's Engineering Manager, Neal Loughran spoke specifically about the Irish market and how the adoption of safety surrounding quick hitches is somewhat behind the UK market, he said, "We haven't seen the same extent of major contractors introducing their own safety standards as they have in England. For example, in 2009 Skanska banned the use of all semi-automatic and automatic excavator quick hitches which do not lock onto both pins.

"In England there are much bigger projects going on like Cross Rail and HS2 so most of the main contractors in England, even though the legislation has still not been published as yet, have introduced their own safety requirements.

"Also, a lot of big hire companies in the UK took it upon themselves regarding quick hitch safety and said 'enough is enough' we want to make our sites safer. This didn't happen in North & South Ireland in the beginning, but we are starting to see great changes in these markets with regards to site safety.

"We are all still waiting for this publication - it would be great for all markets and make sites everywhere in all countries safer. But as it is now - it's up to manufacturers, contractors and hirers to adopt and enforce their own safety standards. At Hill we pride ourselves on manufacturing probably the safest coupler available on the market, which is why we are the brand of choice for many of the OEM's."

Hill Engineering's Ireland Sales Manager, William McIntosh said that there is a strong movement in the Irish construction sector towards the fully automatic hydraulic coupler. "We have seen a rise in sites insisting that a fully automatic Hydraulic coupler must be used. We are happy to supply our TEFLA coupler to the Irish market, helping sites become safer."



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# INTERMAT 2018

## A WAVE OF INNOVATION HERALDING NEW BUSINESS

**Intermat Paris, the 2018 international exhibition for construction and infrastructure, was a lively and vibrant event, confirming the growth perspectives of a sector driven by innovation and which has set its sights firmly on the future.**

Some 173,300 visitors, including 30% from outside France from 160 countries, came to meet up with 1,400 exhibitors, this in spite of the industrial action affecting France during the week.

The event at the Paris-Nord Villepinte Exhibition Centre was staged amid clear signs of economic recovery and in a distinctively business-conducive climate.

Construction contractors, manufacturers, suppliers of equipment and solutions, rental companies and distributors from the EMEA zone saw tangible proof of this positive trend.

"At this event, the introduction of the new business meetings service was a big success, with more than 3,000 business matches recorded, offering proof of the new-found vitality of the market, and of the pertinence of our approach linking up supply and demand," emphasises Isabelle Alfano, Exhibition Director.

This observation was also shared by the show's exhibitors. "With several sales finalised on site, the exhibition was a commercial success in a particularly positive climate, reflecting the economy as we see it today. For us as manufacturers in France and Europe, Intermat is a genuine showcase



for our know-how," commented Martin Schickel, CEO of Liebherr-France SAS.

"The show was an excellent vintage for Komatsu. Thanks to this event, we were able to reassert our total engagement with the French and African market. Presenting our latest innovations, we also generated a lot of interest from the very many visitors who stopped by our stand," said Naser Memic Rendon Marketing & Communications Manager, Komatsu Group.

Through its four hubs of expertise (Earthmoving & Demolition; Roads, Minerals & Foundations; Building & Concrete Sector; Lifting, Handling & Transportation), its three new theme villages (Start-Up Village; Building Smart Village, Demolition & Recycling Village), and its programmes of talks and workshops, Intermat, say the organisers, 'resonated all week long to the pulse of innovation.'

Plant & Civil Engineer's Justin Carrigan was also there to capture some of the highlights on camera...













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# Irish construction gets off to a flying start with gold award for Dublin Airport

**Roadbridge has won a Gold Award at the Considerate Constructors Scheme's 2018 National Site Awards for its North Runway Construction Package 1 project at Dublin Airport.**

This is a huge achievement for the Irish construction industry, as it is the first project in Ireland to win a coveted gold award following the launch of the scheme in Ireland in 2017.

The scheme registers around 8,000 construction sites, companies and suppliers in the UK each year and is a huge force for good, helping to encourage and support the construction industry to raise its standards in line with the scheme's Code of Considerate Practice.

Its National Site Awards are one of the most revered accolades within the construction industry. They recognise Scheme-registered sites that have demonstrated the very highest levels of consideration in respect of the community, environment and workforce.

There were many examples of outstanding best practice on this project; especially singled out for praise was the "collaborative team working" in meeting all of the project's challenges, with exceptional



**Peter Byrne (Roadbridge Quality & Environmental Manager); Martin Doherty (daa Environmental Manager); Edward Hardy (Chief Executive, Considerate Constructors Scheme); Cathal O'Kane (Roadbridge Project Manager); Tom Parlon (Director General, Construction Industry Federation); Les Ffrench (daa NRC1 Construction Project Manager); Ivan Conway (Roadbridge UK H&S Manager).**

outcomes achieved across all five sections of the scheme's Code of Considerate Practice.

This prestigious national accolade was presented by Construction Industry Federation's Director General Tom Parlon at Plaisterers' Hall in the City of London.

Considerate Constructors Scheme Chief Executive, Edward Hardy said: "To receive a gold award is a fantastic achievement for Roadbridge and Dublin Airport Authority. They have clearly embraced the highest standards expected by the scheme, demonstrating exceptional performance in considerate

construction and a commitment to improving the image and reputation of our industry.

"Since introducing registration to Ireland in 2017, we have been inundated with requests from contractors, companies, suppliers, clients and professional partners, all keen to register with the scheme. We are thrilled with this commitment by the Irish construction industry and look forward to welcoming more registrations - and crowning even more exceptional Irish projects at future scheme awards."

Conor Gilligan, Roadbridge's Managing Director said:

"Roadbridge are absolutely delighted to have won the first Gold Award on an Irish registered project for the North Runway Construction Package 1, at Dublin Airport. This award is a testament to the dedicated project and support team at Roadbridge. We look forward to continuing registering further Irish projects with the Considerate Constructors Scheme as it is an excellent means of driving improvements across the company. The scheme fits in very well with our core ethos of being a good neighbour."

Adds Maurice Hennessy, who is the executive lead for the North Runway Project: "We are hugely focussed on the positive culture of safety and respect that it promotes and reaffirms, as well as a commitment to ongoing open communication with our neighbours throughout the works. North Runway is the most important project that Ireland will build in a generation as it will drive growth in tourism, connectivity and jobs for decades to come. We are delighted at Roadbridge's success and commend them and the project delivery team on their commitment to the principles of the Considerate Constructors Scheme."

## Komatsu Reports Continued Mini Success

**The market environment for excavators in the mini-to-midi category continues to improve if sales reported by Komatsu distributor McHale Plant Sales is a guide.**

Recent transactions by the Birdhill and Rathcoole-based distributor has seen two units – a PC30-5 and PC55-5 – go to Davy's Tool Hire, Ballina, and a PC55-5 to Powerscourt Golf Club for maintenance work at their Championship venue.

In the midi sector, Cork-based civil engineering contractor Rossmore Civils has added a PC80MR-5 to its extensive Komatsu fleet – the first model in this latest generation of PC80s to be sold here.



**Civil engineering contractor Rossmore Civils are first in Ireland to add the new Komatsu PC80MR-5 midi excavator to their fleet.**



# REPORT SAYS BIM MANDATE WAS RIGHT THING TO DO, BUT NOW NEEDS TO BE PROPERLY ENFORCED

## Confidence in BIM but no confidence in its enforcement is one of the sentiments to come out of the eighth National BIM Report from NBS.

For the first time less than a majority (47%) feel that the Government is 'on the right track' with BIM.

There's no suggestion that the mandate was a mistake, or that the industry doesn't agree with the ambitions to further embed BIM as 'business as usual', but it is the speed of this direction of travel that is increasingly the frustration.

"There's no doubt that our industry needs to find better ways of working and the move to digital will be a major factor in how we get this right," said NBS CEO Richard Waterhouse.

"BIM Level 2 is the foundation of this digital transformation, providing data structures, responsibilities and process and whilst this report looks at the industry's current

attitude to BIM, the industry will not stand still. Digital transformation will continue."

Positives from the report show the biggest year-on-year growth on BIM usage and awareness since 2014, with a 12 per cent increase on last year's results, helping other stakeholders to trust the BIM process.

And there are signs that those with the influence to help drive this activity are listening as industry has seen the revision of the CIC BIM Protocol based on industry feedback, the BIM Level 2 suite of standards and tools is being revised and the Centre for Digital Built Britain has now been created.

Although 70 percent of respondents call for more standardisation of BIM the report does indicate that an increasing number of respondents are using PAS 1192-2:2013 (44%) and Uniclass is gaining strong traction with just over a third now using the classification system.

"Adhering to standards is one way to demonstrate good BIM practice," continued Richard. "One example of how the UK is helping to shape the global BIM world is the development of ISO 19650, Parts One and Two, which are being developed in partnership with the global community to ingrain a standard method of working internationally – a great example of how the UK is pushing ahead internationally and more examples are highlighted in the report."

BIM is more than the production of 3D models and collaboration is more than reducing coordination problems on-site through clash detection at design time.

The next stage of the BIM journey must focus on both the information generated from the models and the information linked to the models. For this standardised information, structures must be followed in terms of the objects in the model and linked data sources such as project specifications. NBS says it will continue to work

with partners in the industry to help set these standards.

Dr Stephen Hamil, Director of Research and Innovation at NBS, said: "Emerging technologies are continuing to provide new opportunities. The move from desktop to cloud computing will be a game changer in terms of collaboration, performance and transparency of decision making."

"Future transformative technology will build upon this this foundation, helping us to create a step-change in productivity and quality within the industry and NBS can and will play a part in this journey."

The 2018 report had 808 responses from a range of large to small practices and organisations carrying out a range of project types. The largest group to respond were architects (33%) with architectural technologists, BIM managers and technicians, clients, contractors, civil, structural and service engineers, surveyors and landscape architects all represented.



# HOW CAN IRELAND HIT ITS AMBITIOUS DIGITAL CONSTRUCTION TARGETS?

**By John Foster, European Business Manager of BIM at Topcon Positioning**

**In December 2017, the Irish construction industry received its first ever digital strategy following the launch of the National BIM Council of Ireland's Roadmap to Digital Transition. Over the next four years, Ireland will aim to reduce construction cost by 20 per cent while increasing construction exports to overseas markets through widespread adoption of digital ways of working, such as BIM.**

We've already seen many countries across the globe adopt a mandated approach to BIM, with countries including the US, UK, Germany and France demonstrating the benefits. With a bank of case studies clearly highlighting increased efficiencies across the workflow in terms of communication, cost and time, the question for Ireland isn't 'Why adopt BIM' but 'How?'.

The answer is in the automation of the full workflow. Ireland's construction industry is one of its biggest contributors to its gross national profit, however it still widely depends on human labour and judgement alone. But the idea of automated technology isn't an alien one. As consumers, we look to automation to simplify most aspects of our lives, from the way we heat our homes, to the way we make our coffee. The challenge is utilising a similar approach through a digital transition in construction.

In reality, the Irish construction industry still heavily relies on traditional working methods as there's a reluctance to move away from tried and tested approaches. Adoption of new technology is imperative to meet the targets set out in the Roadmap to Digital Transition.

Over the last ten years, technology has rapidly evolved in the construction industry. Integration is often at the heart of this, with pioneering hardware and software systems offering users a quick and easy way to send huge datasets straight from the field to office, and vice versa. The time savings of this alone are vast. Take Topcon's DS200i robotic total station, for example. Fully compatible with Autodesk's BIM 360 Layout app, the



DS200i allows users to instantly access precision distance measurements on site and feed it into 3D BIM models in real time.

Machine control is another example of this in practise. Using GPS data and 3D models, machine operators can access precise positioning information via a screen in the cab and use this to dig earthworks much more accurately. Meanwhile, integrated web-based systems like Topcon's Sitelink3D make it possible for engineers in the

office to connect to any machine on site and share the latest data in an instant.

But what does this mean for everyone involved, from the SME to the major contractor? For a truly effective digital transition in Ireland, smart technologies need to be embraced throughout the entire supply chain. This is where the challenge often arises. For a sub-contractor with only a few machines on site, the level of data that automated technology and BIM offers isn't useful unless it's processed correctly.

Subcontractors are actually in one of the strongest positions to benefit due to the material and time wastage that can be eradicated from using BIM. With a greater focus on transparency, communication and support across the workflow, then everyone involved can understand how to properly process this new data and recognise how it adds value.

Ultimately, digital construction is about much more than 3D models. The key benefit is the improvement to the management, communication and sharing of information in the built environment. This has now evolved to the 6D model, incorporating not only the 3D model but also cost, time schedules and asset management too. As a result, decisions on site can now be made based on real-time tests using hard data that highlights any cost or time implication.

By replacing paper workflows with ways of working, everyone involved, from planning through to asset management, can transform their workflows and experience huge benefits. This will go a long way in helping to achieve the targets set out in Ireland's Digital Roadmap.



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# COLLINS EARTHWORKS CONTINUES ITS 3D JOURNEY WITH LATEST TRIMBLE EARTHWORKS

**The 3D journey for Collins Earthworks has just hit another technological milestone, with the company being the first business in the UK to fit the Trimble Earthworks system for dozers, to a brand new Cat D6N.**

Talking about his continued technology journey on one of the businesses latest projects in Hemel Hempstead, Dave Collins, MD of Collins Earthworks said: "You only have to look around this site to see how different it is when you are using 3D machine control. There is not one stake in the ground, but there are numerous 3D machines working away across the site and we know exactly what they are up to.

"This makes a big difference in the way we are able to service our customers and how we share the commercial benefits of technology with them. Everything is in 3D, from our surveyors using the technology, to our engineers designing the scheme and of course the machines doing the work.

"The information we are now able to give our customers is invaluable to them, as they know exactly what has been done to the site and that all of the work has been carried out. Having also used the technology now for some time, we have been able to bring through more skilled operators. This is reflected in the fact that Braydon Bramwell, who is working with the new dozer, has only been with us for a year and a half, but has fully embraced the technology."

For Technical Director, Adam Procter, the move to Earthworks is all about keeping up with the latest technology and the benefits it brings. "Machine control is not a new thing to us at Collins, as we have been using it for a long time now. But as we have learnt over the years, it is all about connectivity and how we take advantage of a 360 degree approach to the technology.

"So this is why we have surveyors using Trimble



equipment, engineers designing with the Trimble Business Centre software and why we take full advantage of Trimble Connected Community, to share data back and forth from machines to our teams".

"What this gives us is valuable real-time knowledge, enabling us to act much quicker to any changes in design or sequence of works. We can also manage a site remotely and if we need to, call upon resources from other sites or engineers".

"When we looked at Earthworks from a technical point of view, I was also conscious of any changes required to component parts, as we operate quite a number of machines and have purchased a considerable amount of equipment through the years. So I was pleased to see that Earthworks has been designed to be compatible with existing Trimble equipment, as this allows us to move receivers and radios from one machine to another".

"Such a decision to invest in new technology is always made easier when Trimble are involved. Not only is there the piece of mind of good durability, service and support,

but there's the knowledge of continual product development behind the scenes. Recommendations from users are listened to and acted upon regularly".

"We also have a commercial benefit when it comes to purchasing new receivers, as Earthworks for dozers utilises the smaller excavator receivers now the masts have been removed. There's the added bonus of less cables to maintain and no mast to service. Having now tested the system onsite, we are pleased with the results and have opted to roll out Earthworks to all of our new machine control dozer purchases."

The biggest change with the technology is the movement of the masts and GNSS receivers from the blade. They are now mounted either side of the cab, making it easy to remove and reinstall them each day. The system also has two receivers making it ideal for steep slope work and complex designs with tight tolerances.

The large in-cab android tablet offers intuitive touch screen control, for highly accurate grading. With the ability to transfer data files automatically, the operator is always using the right design and each individual can personalise their interface.





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# F ROGAN PLANT KINSHOFER DEALERSHIP NOW COVERS ALL OF IRELAND



**Northern Ireland Kinshofer dealer F. Rogan Plant's good start to 2018 has continued, with the recent appointment extending coverage to the Republic of Ireland further boosting business.**

Now, as a main Kinshofer dealer for the island of Ireland, the Ballynahinch headquartered company is set to further grow its already extensive customer base.

Comments Brian Rea, Managing Director at F. Rogan Plant, who has been selling Kinshofer product for a number of years: "Kinshofer has a massive range of products spread across attachments for loader cranes, excavators and fork lifts and we have been steadily building up stocks to meet customer demand."

The recent appointment also gives F Rogan Plant access to the company's Demarec demolition equipment division. Demarec is one of the top manufacturers of equipment for the demolition and recycling industry with a range of products that extends

from demolition and sorting grabs to static pulverizers and scrap shears.

The continuing regeneration of parts of Belfast where student, hotel and office accommodation is in big demand is undoubtedly fuelling an increase in sales and enquiries, especially for demolition equipment.

"We recently fitted the largest Demarec Multi-Quick Processor, an MQP60, to a 45 tonne Hitachi machine," reveals Brian.

The MQP Multi-Quick Processor has become a favourite with demolition contractors. It is suitable for primary and secondary demolition. With six jaw options available, it can easily crush concrete and cut steel reinforcements and structures.

"We had a really good start to the year and have been increasing sales ever since. Kinshofer's selector grabs for both the 13 and 20 tonne machines are particularly popular with contractors who see the benefits of adding versatility to their excavators," adds Brian.

Kinshofer has an attachment for virtually every application, and with low cost of ownership and long service life the manufacturer has become a market leader.

Its wide range will be on display at the forthcoming Hillhead Show - from the heavy-duty range of Demarec demolition tools and cylinderless NOX Tiltrotator range to the new Twin-Lock Quick Hitch plus Augers, Compactors, Clamshells, Selectors, Tilt Couplers, and some exciting new show specials including the revolutionary FlipScreen bucket, the ultimate solution for screening and recycling.

Earlier this year, Kinshofer introduced a 2 year warranty on all its attachments, with the company saying, "We are convinced of our quality and therefore give that extra benefit at no extra cost."

The extended warranty applies to all Kinshofer Group attachments for up to 4,000 operating hours and a maximum of 30 months.





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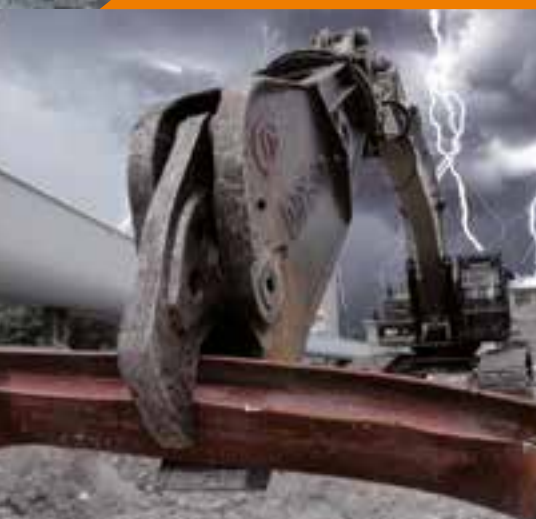
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# VERTIKAL DAYS BIGGER AND BETTER THAN EVER

**Vertikal Days 2018 is over and was the largest so far in terms of exhibitors and visitor numbers. The weather was once again very kind and the feedback so far is that the new site at Donington Park was a hit.**

Donington Park, of course, is one of the famous grounds of British motorsport. It hosts numerous national and international events, as well as a wide variety of exhibitions, shows and other music concerts.

It was the ideal venue for the two day show which was the launch pad for new products and services from crane, access and telehandler manufacturers as well as component and ancillary service companies.

There was also be a number of seminars and workshops held over the two days, including My Future My Choice, which aimed to inspire children to work within the engineering and lifting industry sectors.





# ANNUAL CIHT DINNER 2018



CIHT Annual Dinner Guests.



Guest Speaker – Nigel Carr.



Permanent Sec – DfI – Peter May.



Roisin Wilson, receiving Certificate of Merit from CIHT President, Andreas Markides and CIHT NI Chair, Karen McShane.



CIHT President – Andreas Markides, Seamus Sands, Student Award Winner and Karen McShane CIHT NI Region Chair.



Harpist- Maria Boyle.



Karen McShane.



Bottom Right – Robert Eadie , IEI NI Regional Chair and Roisin Wilson, CIHT NI Region.



# EURO AUCTIONS REPORTS HUGE EUROPEAN BIDDER TURNOUT FOR LEEDS SALE

**European bidders turned out in force again (despite the weather) for the recent three-day sale in Leeds organised by Euro Auctions, resulting in another record breaking hammer total, up over 5% to almost £43 million.**

"Our sale 12-months ago at Leeds achieved a record £37 million hammer while the sale here at the beginning of the year topped £40 million," stated Jonnie Keys, Operations Manager of Euro Auctions. "That's a jump of almost 20% year-on-year for this auction and with total transactions from our flagship Leeds site breaking the £200 million annual sales mark last year.

"We're definitely increasing our position and appeal both in Europe and around the globe. For anyone who has never attended I would encourage people to come along to see for themselves the massive quantity and the quality of equipment we offer."

Other records at the latest Leeds auction include a record breaking 500 vendors, who together pushed the total number of lots consigned to this sale over the 4,600 mark, another record, resulting in the average lot price exceeding £9,100 for the first time. There were several lots that went for around the £150,000 mark the top one being a 2015 Volvo A25G 6x6 articulated dump truck with just 2340 hours on the clock and came complete with an array of driver features including air conditioning and a reversing camera.

Online sales featured prominently at this sale with 44% of all winning bids being

placed electronically. This resulted in the online hammer topping £18.6 million, up from the £16 million record set at the beginning of the year. Internet bidding has been steadily expanding across all Euro Auctions sales helping grow overall bidder numbers but online sales will never replace physical auctions which each receive strong and committed turnout as they provide



the perfect opportunity to both test and evaluate the equipment thoroughly before bidding plus are a great social occasion.

Total bidder numbers for this auction were reported at almost 2,500 with around half attending the physical three-day sale. Just under 10% of all those registering for this auction were also first time bidders, clearly indicating the strength and appeal equipment auctions have with potential customers and

over half of these new, first time bidders were successful in securing purchases.

Jonnie Keys continued: "Demand for quality used and 'as new' plant and equipment in the UK, across Europe and around the globe is definitely seeing a resurgence and the growth in the popularity of auctions and the rising hammer prices bidders are willing to go to indicates good economic activity in our construction, infrastructure, engineering and agricultural sectors.

"We are also seeing strong European interest in our sales with buyers from Poland accounting for over £4 million in this sale coming a strong third behind the UK and Ireland, closely followed by buyers based in Germany, The Netherlands, Finland and Belgium. Spain, France, Portugal and Lithuania also featured prominently in the table as almost every country in Europe plus many from across North Africa acquired lots along with a strong showing from the Middle East."

Other noteworthy new / extremely low hours and impressive lots that went under the hammer in this sale included: a 2017 Doosan DX530LC-5, one of the new generation of heavy crawler excavators, complete with reverse camera and A/C which achieved £146,000; a 2016 CAT 312E hydraulic excavator for £70,000; a 2014 Terex Finlay J1170 tracked jaw crusher complete with side belt and magnet for £116,000; an air conditioned CAT 657E motor scraper with cushioned hitch and fire suppression equipment for £80,000.





# EURO AUCTIONS



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Plant machinery auctioneer Ritchie Bros. has picked up the pace in the UK. Since the beginning of 2018, the Company has already held multiple unreserved onsite auctions in both Donington Park and Rockingham, effectively selling thousands of plant machinery items, trucks and more to bidders from all over the world.

There are currently more live auctions in the Ritchie Bros. calendar.

Besides live onsite auctions, Ritchie Bros. now also offers buying and selling services via its new channels IronPlanet - with monthly online-only auctions - and Marketplace-E - a reserved marketplace with 'Buy Now' and 'Make an Offer' options. This allows Ritchie Bros. to help its customers in more disposition scenarios than ever before.

In June, the Ritchie Bros. UK team will be exhibiting at the Hillhead tradeshow and invites anyone interested in buying and selling machinery to come over to stand RE1.



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That's why we take time to get to know our clients. As a business owner, the sector expertise and company knowledge that you have is invaluable, and it is important to us that we use this information from day one to assist your company.

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In fact, we never stop developing solutions with our clients in mind. To ensure that the services and products we provide are always beneficial, each of our customers is matched with a client manager at Close Brothers Commercial Finance.

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One long-term client of ours recently benefitted from the personalised service we offer. The company, which deals in the hire and sale of machinery, was experiencing growing demand for their hire vehicles. The firm had a longstanding asset finance facility with us to help facilitate cash flow, but were now considering further growth. They shared their ambitions with their client manager, who was able to suggest other facilities that might suit their needs.

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Our client has told us that Close Brothers gives them more flexibility. The combination of invoice and asset finance we provide has allowed the business to meet customer demand and grow without impeding working capital. Unlike other local providers, we understand the value of the machinery they want to invest in and why asset finance can help their business to succeed.

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# KEVIN MINTON

## CHIEF EXECUTIVE OF THE CONSTRUCTION PLANT-HIRE ASSOCIATION

**Kevin Minton was recently promoted to the position of Chief Executive of the Construction Plant-hire Association (CPA), replacing outgoing Chief Executive Colin Wood, who had made the decision to step down from the position at the end of the first quarter of 2018.**

Kevin has worked for the CPA since 2007 and was initially Senior Manager before being promoted to CPA Director in 2013. In his new role as Chief Executive of the CPA, Kevin will report to the CPA's governing council and work alongside the President and the Chairman to shape and ensure the continuing success of the CPA.

During his time with the CPA, Kevin has been instrumental in working with members and other organisations to promote and develop safe and healthy use of construction plant. He has recently driven forward a major research project in conjunction with CITB to examine the supply and demand of plant operatives across the construction industry which indicated that plant operation as an occupation is one of the top five in construction.

His new role as Chief Executive will see him taking on an even bigger role within the organisation and reinforcing his liaison work with Government bodies and industry associations. Plant & Civil Engineer's David Stokes has been finding out more.

### **What are the challenges facing the industry today?**

Our research shows employment is a key challenge for plant hire companies. Around 40% of CPA members say recruitment is very difficult or fairly difficult. Around 25% have had had-to-fill vacancies in the last year.

*Problems include:*

- Construction is seen as unattractive: dirty, boring, male-dominated, etc
- Negative perceptions are also common amongst influencers – parents, teachers, careers advisers, etc
- Work in construction is seen as a job, not a career
- Potential candidates are seen as not work-ready – they lack ability to practically apply what skills they have
- Many employers don't have the knowledge, confidence or resources to support an "improver" / apprentice



**Kevin Minton, Chief Executive of the Construction Plant-hire Association**

There is an important role for CITB to take, to support development of recruitment programmes in each sector – including plant hire – that is tailored and relevant to the sector. This is important to get employers' support. CITB and industry need to work together to set up an entry, training and development pathway for new entrants. This includes support for employers to recruit and "nurture" entrants. It also needs support

for contractors so that newcomers can gain work experience safely and effectively.

Government needs to free up the administrative difficulties that employers face when they try to develop new apprenticeships. The Institute for Apprenticeships is seen as an impediment, not as a facilitator.

### **Will Brexit have any impact?**

Brexit is creating economic uncertainty for the economy as a whole, and plant-



hire is no different. No direct intervention by plant-hire companies or associated sectors is likely to change this.

We know that employers are concerned that, on some projects, a high proportion of their workforce is from outside the UK. These workers set their wage expectations not only by UK standards, but also by what they could earn in their home country and elsewhere. And they are also sensitive to the exchange rate, as this affects the value of their earnings in the Euro or their home currency.

### **Tell us a little about the Construction Skills Forum; what are its aims and objectives?**

The Construction Skills Forum was hosted by the CPA's Training on Plant in Construction (TOPIC) Group in May. It brought together around 70 people from plant hirers, plant manufacturers, contractors, clients, commercial training providers, further education and other organisations. The aim of the forum was to help provide a platform for the discussion and sharing of issues and factors around the skills and training agenda and to bring together those either needing, affected by, delivering or setting standards of skills for plant and equipment training.

This was the first time that we have held a forum of this type to help formulate a skills strategy for the future, but it was a great success and it provoked interesting debate regarding the recruitment, training, development and retention of a skilled workforce in the plant hire sector. It makes sense to canvas opinions from across the sector to help shape the future direction of skills development for construction plant and the next step will be for the TOPIC Group to take away the themes instigated in the forum to investigate and develop them further.

### **How serious is the skills shortage?**

We need to be careful not to generalise on this. Evidence from our research and from the Members shows that in some areas, and for some sectors, the shortage of some classes of skilled workers is a real problem for their business. And yet there are other areas where those problems don't exist. If we only look at the average, we will miss important detail.

### **How important are initiatives like the 'Stars of the Future'?**

This sector is in competition with all of the others in the UK economy for new and enthusiastic talent. We need to show that construction plant hire can be an attractive and worthwhile career. Programmes like "Stars of the Future" and the work we are exploring with schools will help to raise everyone's perception of the value of this sector – not just the employers, but the potential employees and public as well.

### **Are enough members embracing new technologies in their businesses?**

Clients and contractors need to be realistic about demanding improved machine

specifications, without allowing time for contract prices to reflect this, and for plant owners to justify the risk and/or investment. Clients should specify the desired outcome, and then allow plant hire companies and contractors to work together to find the most economical and productive way of achieving this. Plant hire companies have the expertise on machine specification, performance and economics so they should be the first point of reference for any discussion on change in outcomes.

### **Are there any other issues that need addressing?**

Manufacturers need to be willing to release engine diagnostic information and fault codes, to allow owners to assess the most economical route to repair and maintenance. Return-to-manufacturer can lead to high cost and loss of utilisation and is not technically necessary in many cases.

### **What is your hope for the future of the industry?**

Construction plant is not going to go away. It will change and improve as new methods and technologies come along, but there will always be a demand for it. As pressure grows for better and more sustainable use of limited resources and energy sources, the concept of hire will have an increasing role to play.

### **CPA's Construction Skills Forum Defines Framework for Developing Skills for the Future**

The Construction Plant-hire Association's Training on Plant in Construction (TOPIC) Group has successfully hosted an industry forum to help formulate a framework for the future direction of skills and training for

those involved with construction plant and equipment, including those supervising, managing, operating and maintaining it.

This first event was hosted at Nuthurst Grange Hotel in Hockley Heath, Warwickshire, and was attended by a cross-section of over 70 people from plant hirers, plant manufacturers, contractors, clients, commercial training providers, further education and other organisations. The aim of the forum was to help provide a platform for the discussion and sharing of issues and factors around the skills and training agenda and to bring together those either needing, affected by, delivering or setting standards of skills for plant and equipment training.

The all-day forum was led by the Chair of the TOPIC Group, Bob Harper, Head of Training at A-Plant, and a number of speakers outlined the skills agenda from their perspective. These comprised Paul Whitehead from Highways England, Paul Allman from the Hawk Group, Ed Hudson from Liebherr GB, Michael Bashford from the Costain Group, Simon Keen from Reaseheath College and George Walton from Keith Cook Training.

Factors that came up in the speaker presentations included the quality and availability of skilled workers, Brexit, the issues of finding candidates genuinely interested in the industry, supporting existing employees, the desire to attract more diverse workforces, ageing workers approaching retirement and confusion surrounding standards. Following the presentations by the speakers, delegates participated in a number of group discussions to discuss the themes and issues raised by the speakers and to identify core issues that required further development.

**CPA Topic Forum**





# EXHIBITORS DELIGHTED WITH SCOTPLANT 2018

**THE sun shone brightly on ScotPlant 2018 during a spectacular couple of days at the Royal Highland Centre, near Edinburgh.**

Visitors and exhibitors took advantage of the good weather as a whole host of construction machines were introduced to the Scottish market.

The wraps came off equipment including the Kobelco SK210HLC-10 Hybrid excavator, Hyundai HX130 LCR crawler, Kubota KX030-4 mini, JCB's brand new

220X excavator, the Rototilt R2 tiltrotator and the Takeuchi TB225 towable mini.

Sean Heron, managing director of attachment specialist Worsley Plant, described ScotPlant as "probably the best show on the circuit. It's a fantastic location and long may it continue."

The Young Plant stand was the place to see the new Hyundai, Kobelco and Kubota diggers. The firm is marking 40 years in business at ScotPlant. MD Brian Young said there had been "tremendous interest" in the Kobelco Hybrid.

George McLeod, sales manager at Caledonian Cranes and Access, exhibited for the first time at ScotPlant 2016. "If it hadn't been successful, we wouldn't have come back," he said. "We got business out of it." He added that the good weather was a major bonus. "Everybody's in a happier mood for starters. They're willing to stop and talk to you instead of jumping from stand to stand to take cover!"

Plant & Civil Engineer was also there to capture the show highlights on camera.









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Mervyn & Trevor McAlister with Brian McCartan of N.Lift Trucks with their new Hyundai R35.



New Ace-Cube fuel storage system sold to Ciaran Ryan from McHale Plant Sales Ltd.



Bernard Bradley from G-Hill Pipe & Civil Ltd purchased a new JCB Hydradig 110W from Dennisons JCB.



A new Truxta B300-E Electric Mini Dumper for Down Hire Centre, from Ballyward Plant Services.



SK28SR-6 one of two units sold to Carey's Plant and Tool Hire, Co. Mayo by McSharry Bros.



Willie McMullan DB Contracts HX140L from N.Lift Trucks.



Thwaites 1 Tonne - McCarroll Plant Hire, Ballymena sold by TBF Thompson (Garvagh) Ltd.



10 new Mecalac dumpers for Balloo Hire sold by Sleator Plant - pictured are the first 5.



New Yanmar SV26 TO kc Hire from Crumlin Plant Sales.



SK55SRX en-route to Ashley Leckey, Co. Antrim from McSharry Bros.



Pierce Plant and Machinery Ltd taking delivery of their brand new Greenmech Arb 200 chipper from M Large.



JCB 3CX sold by Dennison JCB at the Balmoral Show.





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Two Takeuchi TB216 canopy ready to be delivered to Watson Plant Hire in Donabate Co Dublin by Alan Milne Tractors Newry.



New Yanmar VIO50-6 FOR Gortlee tool hire Letterkenny from Crumlin Plant Sales.



SK140SRLC and SK230SRLC double to John Korrane Plant Hire, Co. Mayo from McSharry Bros.



A Komatsu PC138US-11 recently delivered to Forkan Construction from McHale Plant Sales Ltd.



2 x Hitachi ZX135US-6 - CP Hire, Coleraine sold by TBF Thompson (Garvagh) Ltd.



SK55SRX delivered to SEM Construction, Co. Meath by McSharry Bros.



Kinshofer D20 Demolition attachment sold to Herron Contractors Ltd sold by FRogan Plant.



#hakkipilke Easy 43 delivered to The Woodfuel Centre by M Large.



New Komatsu PC360LC-11 recently delivered to Cronins by McHale Plant sales Ltd.



New Yanmar VIO25 Supplied to PRO Hire from Crumlin Plant Sales.



New Takeuchi TB260 to be delivered to R. Dawson in Cootehill Co Cavan by Alan Milne Tractors Newry.



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Ciaran ryan with his 2 new Komatsu PC210LC-11 from McHale Plant Sales Ltd.



SK260LC-10 sold to Michael Doyle Civil Eng, Co. Wexford by McSharry Bros.



A new Truxta B450-E Electric Mini Dumper for Maher Plant Hire, from Ballyward Plant Services.



New Komatsu PC138US-11 recently delivered to C-mac Civils by McHale Plant Sales Ltd.



Hitachi ZX33U-5 & Thwaites 1 Ton Hi Tip - Hawthorn Heights, Eglinton sold by TBF Thompson (Garvagh) Ltd.



New Dieci 17m Icarus 40.17 on its way to Irish Salt Mining & Exploration in Carrickfergus from Alan Milne Tractors Newry.



A new Terex MBR71 roller delivered to new owners EJC Contracts Ltd sold by Sleanor Plant.



New Metso LT1213 recently delivered to McCabes from McHale Plant Sales Ltd.



Hitachi ZX65USB-5 - Glenview Plant Sales, Co Laois sold by TBF Construction Machinery Dublin.



Hitachi ZX135US-6, ZX26U-5 & Thwaites AD1 - Emerald Developments (Armagh) Ltd sold by TBF Thompson (Garvagh) Ltd.



Damien Duggan with his new Giant V4502T from Ballyward Plant Services.



New Case CX145D supplied by Cowan Bros to AG Wilson, Portadown.





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Ballyward Plant Services



Komatsu PC210LC-11 recently delivered to Seamus Ryan from McHale Plant Sales Ltd.



New Yanmar SV26 Supplied to PRO hire from Crumlin Plant Sales.



Peadar Hughes, Dungannon taking delivery of his new MT420 from Northern Lift Trucks.



New Ammann ARX12 Roller to Donegal hire From Crumlin Plant Sales.



David Mahon Properties Ltd purchased a 220X, 86C-1 and 51R-1 from Dennisons JCB.



New Case TR340 Skidsteer supplied by Cowan Bros to DR Utilities, Keady, Armagh.



New Rotair MDVN82 TO Graham Plant Painting from Crumlin Plant Sales.



New Doosan DX300-5 for Larry Behan Quarries Dublin sold by Northern Excavators.



Hitachi ZX145W-6 - McCormick Contracts, Ballycastle sold by TBF Thompson (Garvagh) Ltd.



Francie Conlon contracts new sel 220s from ni hoses ltd.



SK230SRLC to Spirit Hire, Co. Mayo from McSharry Bros.





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New Komatsu WA320-8 Agri-shovel sold to Aidan Kelly from McHale Plant Sales Ltd.



New Doosan DL450-5 for Lagan Cement sold by Northern Excavators.



New Case SR130 Skidsteer supplied by Cowan Bros to Andy's Stores, Newtownabbey.



#hakkipilke Falcon delivered to Sean McGrath by M Large.



A new Giant Tendo 4548HD for R Arnold, from Ballyward Plant Services.



New Case CX26C supplied by Cowan Bros to Michael Donaghy, Claudy.



Hitachi ZX350LC-6 - H McLaughlin & Sons Ltd, Buncrana, Co Donegal sold by TBF Construction Machinery Dublin.



Takeuchi TB210 being delivered to Cyril JohnstonHire in Carryduff Co Down by Alan Milne Tractors Newry.



John Bateman with Norman Emerson Group new MT625 sold by N.Lift Trucks.



Komatsu PC30MR-5 and PC55MR-5 both sold to Davys Tool Hire by McHale Plant Sales Ltd.



MG Construction collecting their new Adler HK 5.5 Hydrostatic Sweeper from Ballyward Plant Services.



Marley Hire taking delivery of their brand new Greenmech Arb Trak 200 chipper from M Large.



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2 of 6 new Messursi CH2N Track dumpers to CP Hire From Crumlin Plant sales.



A new Giant D332SWT Xtra for P Fitzgerald from Ballyward Plant Services.



New Komatsu PC490LC-11 sold to Priority Construction by McHale Plant Sales Ltd.



New Deici Agri Farmer 32.6 delivered to Conor Fee in Tempo Co Fermanagh by Alan Milne Tractors Newry.



#THEBEAST Terex Trucks TA400 dump truck sold to FP McCann also featured on our stand at Balmoral Show.



New Deici Agri Farmer 32.6 delivered to T & J Dunlop , Glenarm Co Antrim by Alan Milne Tractors Newry.



Hitachi ZX135US-6 - K-Doc Plant Ltd, Bunbeg, Co Donegal sold by TBF Construction Machinery Dublin.



Geroge Neville, Co. Kilkenny with his SK180N from McSharry Bros..



New Yanmar SV26 to WT plant Hire from Crumlin Plant Sales.



Neil Vaughan (and his handsome pup) taking delivery of his brand new Greenmech SafeTrak 1928 chipper sold by M Large.



New Case SR130 Skidsteer supplied by Cowan Bros to Andrew Dalzell, Killylea, Armagh.



New Case CX130D supplied by Cowan Bros to James Kennedy, Muckamore, Antrim.

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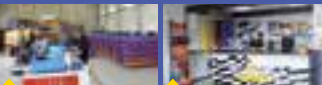
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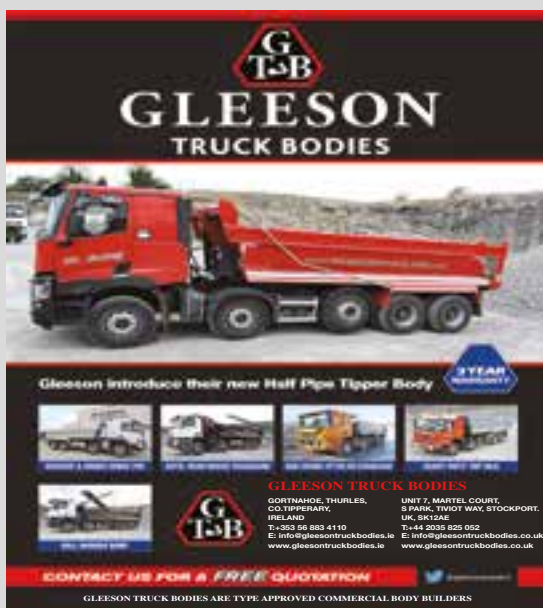
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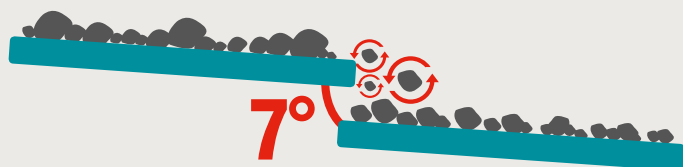
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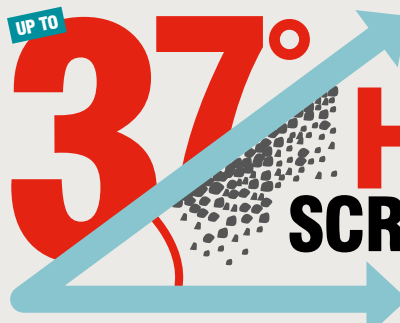
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**TONNES OF SAND**  
**PER HOUR**

IT WOULD TAKE THE CHIEFTAIN  
2200 75 HOURS TO SCREEN THE  
AMOUNT OF SAND NEEDED TO BUILD  
THE EMPIRE STATE BUILDING

**UP TO**  
**17Hrs**  
**RUNNING**  
**TIME**  
ON A FULL TANK



**UP TO**  
**37°**  
**HIGH**  
**SCREENING**  
**ANGLE**  
OPTIMAL FOR SCREENING SAND



Powerscreen will host live working demonstrations of the Premiertrak 600 and the Trakpactor 550SR at Hillhead 2018. See the Chieftain 2200 and visit the team at Stand L4. For more information visit:

[www.powerscreen.com](http://www.powerscreen.com)



Contact us or your local Powerscreen distributor to learn more about our extensive range of crushing and screening equipment.

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