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**PLANT & CIVIL ENGINEER
GOLF MASTERS DAY ANOTHER
RESOUNDING SUCCESS**

Page 23-30

Welcome to our latest edition of your favourite plant and civil engineering magazine. As usual, it is packed with all the latest news from a resurgent but still challenging industry, not helped by the continuing lack of leadership from those people who should be busy at their desks up on the hill

This month, we have been learning that the Mining and Quarrying sectors are not taking full advantage of R&D Tax Credits, which are one of the most valuable forms of tax relief available. They've been around for many years, but it is only in recent times that many businesses have started to take notice. Not so, however, in the mining and quarry sector, we've been told - and that means many companies are losing out. We report on how that situation can be easily addressed.

On another subject, and not without significance, there's been a call for more female workers to be recruited to the Irish construction industry. It comes from the CIF which has launched its first Diversity and Inclusion Guidance Document for the Construction sector in a bid to address the existing gender imbalance, a move that has to be welcomed.

Also to be welcomed is Topcon Ireland's interest in the next generation who will take the industry forward. As we report in this issue, Topcon, celebrating 20 years in Ireland, has been working with colleges across the island for the past five years to help lecturers bring the newest technologies and workflows to their students.

Many congratulations to Dennison JCB who held their first ever open day recently, officially celebrating their appointment by JCB as the sales and service dealership; around 1,000 people attended the event.

We also hear from Euro Auctions who tell us that construction and agricultural machinery between two and five years old and in top condition is in huge demand. It seems that auction buyers are increasingly looking to acquire low hours machines that have all the functionality and 'bells-and-whistles' they need but at a significantly reduced cost of a new machine.

We also turn the spotlight on the ever innovative attachments market, and on the Working at Height sector, as well, of course, on our usual features, including Agri Plant & Equipment and our popular Buyers Guide, plus all the very latest news from across the industry - and all you need to know about entering our annual 'Plant & Civil Engineer' awards 2018, the deadline for which entries can be accepted is upon us!

In the meantime, remember, you can keep up to date by logging on to our website at 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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TEL: 028 9268 8888 FAX: 028 9268 8866 Email: info@4squaremedia.net

open day

DENNISON JCB OPEN DAY A HUGE SUCCESS

Dennison JCB held its first ever open day recently, officially celebrating its appointment by JCB as the sales and service dealership for construction, industrial and access equipment.

Serving customers across Northern Ireland and County Donegal, the new business officially opened on 26th March 2018, creating 14 new jobs for the local area; this is already projected to be 20 by year end.

Held at the Dennison JCB depot in Templepatrick, the open day reflected on Dennison JCB'S commitment to its customers and the investment made to the industry.

The open day consisted of new and used JCB machinery displays, a vintage display, and full access to the workshops and service vans showcasing Dennisons' commitment to the aftermarket side of the business.

The family friendly event also consisted of three spectacular performances by the world-famous JCB Dancing Diggers.

John Jenkins, Managing Director of Dennison JCB, said: "Our idea was to present Dennison JCB to new and existing customers, so they could experience our new premises and the products and services that we offer. We also wanted to demonstrate to the local community our continual investment in job



The Dennison JCB (L-R) Ronnie 'Radar' Allan, Alastair Edge, Carl Fower, Amanda Gaston, Guy Sutton, Dan Potter & Matthew 'The Dig' Lucas with the world famous Dancing Diggers.

creation, growth and continual development. "This was the first event we have held at the depot and with over 1,000 people attending we believe that it was a great

success. We have been overwhelmed with the positive response and thank all of those who attended on the day and all who have supported us since."





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HSENI Inspection campaign - Metal Working Fluids initiative

The Health and Safety Executive for Northern Ireland (HSENI) has been undertaking a focused inspection campaign on manufacturing and engineering companies who are users of Metal Working Fluids (MWF) throughout Northern Ireland.

The emphasis of the campaign has been on maintaining machinery guarding, how companies control risks from MWF exposure (respirable & dermal routes), and where applicable, have current Local Exhaust Ventilation (LEV)

records to ensure that the system has been examined within the last 14 months, in compliance with regulations. In Northern Ireland an estimated 350-400 people die each year due to work related ill health, costing the economy an estimated £238 million per year. In August 2016 the Workplace Health Leadership Group NI (WHLGNI) was formed by stakeholders including the Health and Safety Executive for Northern Ireland (HSENI). The Group's vision recognised in order to protect both business

and employees, employers should have a 'healthy' as well as a 'safe' culture. Exposure to metalworking fluids can cause a number of serious and debilitating conditions such as dermatitis, occupational asthma, bronchitis, irritation of the upper respiratory tract, breathing difficulties or, rarely, a more serious lung disease called Occupational Hypersensitivity Pneumonitis (OHP) and Occupational Asthma (from water-mix MWFs).

Throughout the Inspection Campaign, HSENI Inspectors checked that:

- a suitable risk assessment is available;
- exposure to MWF by inhalation and skin contact is either prevented or adequately controlled;
- quality of MWF is maintained and measures taken to minimise bacterial contamination of metalworking and associated washing fluids;
- health surveillance is being carried out where necessary; and
- machinery is adequately guarded

Where Inspectors find the above are not in place, Enforcement Action, in the form of Improvement and Prohibition Notices, may be issued.

Weighing in to support the industry with apprenticeships

MP Skills have launched a new Weighbridge Operator apprenticeship, a versatile apprenticeship which is applicable to all levels of business and which is delivered through high quality training and assessment.

Often a traditional entry route to starting employment in the sector, weighbridge operators gain valuable knowledge of the

operation during the apprenticeship and play a key role in the efficiency of the logistics process. This new, flexible apprenticeship will equip the apprentice with the skills and knowledge an employer requires, whether it's working at a satellite weighbridge or as part of a 24/7 shift operation.

On top of this, the Weighbridge Operator apprenticeship also delivers the MPQC

Weighbridge Vocational Qualification as part of the apprenticeship journey, assuring employers that the apprentice is able to demonstrate competence and reached the high standards set out by the industry.

This apprenticeship attracts £6,000 worth in funding, and provides great flexibility to employers. Non-levy employers may only need to pay just 10% of the agreed training costs.

Employers who wish to learn more about this Weighbridge Operator apprenticeship can contact MP Skills on 0115 983 5755 or email info@mpskills.co.uk

FK Lowry undergoes a Rebrand

FK Lowry has completed a significant brand transformation, complete with a new logo which has intentionally been designed with similarities to the original FK Lowry logo prior to the company being acquired by Lagan Specialist Contracting Group in 1994.

The divisions which fall within the FK Lowry Group include FK Lowry Piling, FKL Plant and Dew Piling.

FK Lowry currently employs 55 staff and their head office is based in Belfast with other offices in Lisburn, Dublin and Manchester.

FK Lowry is currently delivering works throughout the UK and Ireland using its state-of-the-art Piling Rigs.

FK Lowry is the only contractor in Ireland who can provide Clients with the full suite of piling disciplines.

Niall McGill, FK Lowry Director, commented: "FK Lowry's profile has grown and evolved, and we felt that it was time for a change.

Our new brand identity is fresh and distinguishes us as a leading team who are committed to providing a superior service for our clients."

McQuillan Companies: An Apology

In our last issue we reported on the rebranding of McQuillan Companies into four separate divisions: John McQuillan Contracts Ltd; McQuillan Quarries; McQuillan Environmental; and McQuillan Outdoor.

Unfortunately, due to a breakdown in our internal communications, this article was never given a final approval by McQuillans and contained grammatical and factual errors for which we apologise unreservedly. We will return to McQuillans in our next issue.

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TOPCON CELEBRATE TWENTY YEARS OF SUCCESS IN IRELAND

Celebrating 20 years in Ireland, Topcon here is perhaps best known for its positioning products for the construction and geo-business sectors, with reliable, robust and easy to use equipment based on its precision technology.

Offering tailored support across a number of specialisms, including surveying, civil engineering, machine operation, Building Information Modelling and education, Topcon since first arriving on Ireland's shores has certainly become a well-established name with offices in Dublin and Antrim, and a network of dealers reaching across the UK and Ireland.

Its equipment is compatible with all site conditions and is easy to manage through real-time, remote monitoring. With a five-year warranty on all lasers, a total station management system that provides asset tracking and remote diagnostics and local support for all its customers, Topcon offers added security and dependable technology to avoid downtime on site.

What is probably less known about Topcon in Ireland is its keen interest in the next generation who will take the industry forward. For the past five years, Topcon has been working with colleges across Ireland to help lecturers bring the newest technologies and workflows to their students.

As a strong advocate of raising awareness of the construction industry in the 3rd level sector, Topcon has donated around €400,000 worth of state-of-the-art optometry and surveying equipment to the Dublin Institute of Technology where it is benefiting hundreds of surveying, engineering and



architectural students located on DIT's Kevin Street and Bolton Street campuses.

The Dublin Institute of Technology is one of the largest Higher Education Institutes in Ireland, with 20,000 students registered and over 2000 members of staff. It has been providing technological higher education for over one hundred and twenty years encompassing the full spectrum of Third Level programmes. During that time the Institute's alumni have played important roles in technical and scientific innovation, economic and social development and culture and education both in Ireland and internationally.

The CEO of Topcon Positioning Systems Inc., Ray O'Connor is a DIT School of Surveying alumnus and in October 2013 Ray visited his Alma Mater in the Bolton Street campus. During this visit, the Topcon & DIT Internship programme was announced where the top academic achiever in the 3rd year of Geomatics studies is offered the opportunity to spend 6 months in the Topcon HQ in Livermore, California. This has proven to be a great success for both Topcon and DIT. Topcon Positioning Ireland are delighted to have two of these internship winners return to Ireland,



Members of the Topcon team celebrating their 20th anniversary in Ireland



Topcon Positioning Northern Ireland



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complete their studies and take up full-time roles in our service & repair department.

Commented student Abigail Iversen: "I was fortunate to be a third year BSc Geomatics student when Ray O'Connor came to visit DIT and as one of the top academic achievers in my year I was offered the opportunity to undertake an internship with Topcon and for six months, from early February to August 2014, I worked in their head office in Livermore, California.

"Overall, I found my experience to be an extremely positive one, everyone I met while working in the Livermore office was incredibly friendly and helpful. The staff were always very inclusive and often invited me out after work hours. This ensured my time spent with Topcon Positioning Systems was not only very educational but also exceptionally enjoyable."

Since 2013, Topcon has visited numerous colleges across Ireland, providing equipment to students and working closely with professors & lecturers to enhance the training that's available to construction and engineering students in Ireland. It has also staged a number of product demonstrations enabling students to get a feel for the equipment they might be using on construction site as the next generation of engineers.

Topcon also sponsors the Student of the Year category in the annual Plant & Civil Engineer magazine; the award is open to students working in a civil engineering environment or other associated activities

within the construction sector. It is presented to the student who best demonstrates a high degree of dedication and commitment to the industry. Each year it has attracted entries from students at the Ulster University, Queens University Belfast, the North West Regional College, the South West College and other institutions.

Topcon Ireland is also sponsoring the Third Level Course – Postgraduate, Special Purpose or Distance Learning category at the Irish Construction Excellence Awards in March next year as part of its ongoing commitment to support training and development in the industry. The awards were founded in 1993 and aim to recognise and celebrate the best in Irish construction.

Topcon believes celebrating this excellence is vital to show how Ireland is contributing on a global stage, while also setting the precedent for future build projects. For Topcon, it's not just about bringing new technology to the table – it's about the bigger picture.

As a company, it is committed to collaborating with the wider industry to help overcome critical issues in Ireland, such as the skills gap, housing shortage and ageing infrastructure. These issues affect everyone and Topcon says it has a social responsibility to work together to drive new approaches to these challenges.

Aligning with the Irish Construction Excellence Awards is one example of how the industry is coming together to celebrate Ireland's success so far and, as a business, Topcon think it's great to be a part of that.

As an ISO9001:2015 Quality Management Assured Company, Topcon currently employs 20 staff at its offices in Dublin and Antrim; its Dublin office houses the 'Topcon European Regional Repair Centre' with six fully trained staff supporting its European locations with service & back-up.

History

Operating in 27 countries and employing almost 5,000 people, Topcon's core business is founded on the surveying instruments it has manufactured since it was established in 1932 and on its ophthalmic & medical equipment introduced to the market following World War II.

Since then, Topcon has expanded its business domains through a combination of M&A and alliances, including construction machinery control technology since 1994, precision GPS receivers since 2000, precision agriculture since 2006, and mobile control technology since 2007.

Topcon operates in three segments, the Positioning Business, which uses high-precision GNSS positing technology to achieve the automation of civil engineering construction and farming, the Smart Infrastructure Business, which applies the surveying technology it has developed since its founding in the fields of infrastructure development and structural maintenance and management, and the Eye Care Business, which offers advanced solutions in the field of ophthalmology.



DIT College Student Training



The Topcon stand and team at the National Ploughing Championships



Mark Fagan

**Business Director, Topcon Positioning
Ireland & Northern Ireland**

"Since 1998, Topcon Ireland has enjoyed success and growth in all areas of our business, from our first location in South Dublin which we quickly outgrew to our current location in North Dublin which also acts as one of only a few Regional Repair Centre for Topcon Europe. In 2006 we also opened our Antrim office where we have a fully functional sales & service department. Our industry as a whole went through a very tough recession post-2008; our dedicated staff and loyal customer base were a major factor in our successful navigation through this time and I am proud to see the nucleus of that team still in place today."

Karol Friel

**Sales Manager, Topcon Positioning
Ireland & Northern Ireland**

"It's amazing how technology has changed since I started with Topcon in 1998. Back then the industry had just begun to move from dumpy/Auto levels to laser levels as a norm for construction sites; now Laser Levels are on every construction site in the country. The green-beam laser technology had just been introduced to the industry by Topcon and engineers were still manually using Theodolites and tape measures to set out sites. Look at today: we now have cloud-based software and workflows, working directly from CAD drawings and sending these files to and from the site via the cloud, digital scanning instruments recording millions of points in seconds and now drones becoming the norm on job-sites, it's certainly an exciting time to be in our industry."



Joe Glennon

**Marketing Manager, Topcon Positioning
Ireland & Northern Ireland**

"Being the only manufacturer in our market with offices in Ireland we have a distinct advantage in being able to relay our Irish customer's requirements directly to our development and production facilities throughout the globe. I am proud to work for a company who are passionate about supporting the next generation of our industry and how we take our social responsibility to the future of our industry seriously. Since 2013, we've set a precedent in partnering with colleges across Ireland to help lecturers bring the newest technologies and workflows to their students. Partnerships like these are helping ensure that new professionals coming into the construction industry are familiar with digital construction and can play a vital part in the adoption of this technology from the ground up. We are not finished yet though and have some exciting ideas to build on these successful partnerships."

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Celebrating 50 years in business, the Fermanagh based family firm, Campbell Contracts Limited has grown to become one of the leading medium sized contractors in the country, delivering projects throughout Ireland and the UK.

Over the years it has continued to expand and diversify with the main activities including civil engineering, utilities, directional drilling, pipe bursting, plant hire, quarrying and licensed haulage.

Continued investment in plant and equipment together with a highly competent, driven team ensures Campbell Contracts have the necessary resources to deliver large scale civil engineering projects throughout the country.

It is a company that is constantly striving to provide the highest level of service to its clients and as such depends on the reliability of its extensive fleet of plant, trucks and machinery, which includes

directional drills, pipe bursting rigs, a fleet of lorries including tippers, grab lorries, articulated units and loaders, beaver tail loaders, road sweepers.

To say it is a big fan of the Case brand would be an understatement; the company has around 30 Case machines in its fleet, from three tonnes up to 50 tonnes, including CX130s, CX145s and CX300s excavators supplied by Cowan Bros who became a Case full line dealer for Northern Ireland in 2014, and it recently added a new Case 1021G loading shovel, its first, which is earning its keep at the firm's Letterbailey quarry from where sand and gravel are extracted.

"My father bought his first Case excavator in 1973 and since then we have been using Case extensively across our business divisions," comments Brendan Campbell. "We have always found them to be reliable and operator friendly.



"Our driver loves the new Case, preferring it to other makes we have in the fleet; it's a powerful machine which has just undergone its first 500 hours service and it has given us no problems."

Certainly, it has plenty of operator appeal. It is steered by two equally sized joysticks, just like on an excavator, which reduces fatigue. It features speed proportional sensitivity and slow/medium/fast settings.

The cab itself offers a great working environment. A suspended seat, for example, includes seat heaters which warm it up in the cold winter mornings. It features Electronic Auto-Weight adjustment, a Dynamic Dampening system and a low frequency shock absorption system. Combined with the suspended cab mount and the positioning of the engine at the rear, this reduces the noise

and vibrations, while the premium control interface with 8" colour display offers intuitive navigation through the machine's information and settings.



There are multiple storage areas, too, enabling the driver to store documents, drinks and personal objects conveniently. There's even an electrically powered cool box to keep his lunch fresh all day long!

Good operator visibility of course, is vital when working in a busy quarry, and the Case 1021G doesn't disappoint. The one-piece design windshield provides an unobstructed panoramic view, while multiple rear-view convex mirrors, a rear-view display, a slim engine hood a rear grid defroster ensure optimum rear visibility.

Working in low visibility, as the long winter evenings draw in, won't be a problem, either, thanks to highly effective LED lighting.

At Campbell Contracts, all plant and machinery are fully maintained in house by the workshop team and that won't be difficult when the time comes to service the new loading shovel.

The positioning of the engine at the rear and the easy-to-open electric hood provide fast access to the

service points. Jumper cables are available as standard for jump starting the engine if the battery is low.

Indeed, all the main service points and filters are easily accessible at ground level, so you can carry out your daily maintenance safely and efficiently.

The after-sales support given by Cowan Bros over the last few years to Campbell Contracts has also been much appreciated. Comments Brendan: "You can ring them anytime of the day and they will always respond without delay, which means we don't have to be overly worried about experiencing any unnecessary downtime, especially when we have to meet deadlines on contracts or projects."

Currently, the company is working on a number of big contracts, including the natural gas pipeline from Fivemiletown to Enniskillen, and projects in Dover and Wokingham in Berkshire on which they are, of course, utilising a number of their Case machines.



Construction Group Focuses on Youth

The Construction Group recently staged an informal BBQ and networking event at the National Café in Belfast.

It focused on the Youth Forum that has been established and on the work each group has been doing on recruitment/ ambassadorial roles.

It was also a 'feel good' networking event for the industry as well, with support from a number of organisations including the Federation of Master Builders and the Quarry Products Association NI.



Garfield Harrison (Plant and Civil Engineer) is pictured here (left) with Brian Henning (President of RICS Association).



Attending the event were (L-R) William Moffett (Moffett and Robinson Construction), Brian Henning (Chair of the RICS association), Gavin McGuire (FMB), Conor Annett (Fabric First Construction), Joan McCoy (President of RSUA), and David Cooper (CITD).



Martin Corrigan (YATM), Gavin McGuire (FMB), William Howard (YATM), and student Lynn McKee.



Patricia Flemming (Womenstec), Eddie Verner (CIAT), Harry Johnston (CIAT), Gordon Best (QPANI) and Helen Kerr (Womenstec).

Saint-Gobain launches Nearly Zero Energy Building (nZEB) training courses

The Saint-Gobain Ireland Technical Academy is adding to its existing training portfolio by launching a series of nZEB modular courses.

Now underway, these innovative nZEB courses offer those working in construction in Ireland a chance to upskill, free of charge, in an increasingly regulated area of the construction industry.

The European Energy Performance of Buildings Directive Recast (EPBD) requires all new buildings to be nearly Zero Energy Buildings (nZEB) by 31st December 2020, with Irish Building Regulations enforcing these nZEB requirements in 2019,

ahead of the EPBD deadline. The Directive will require all construction professionals to adhere to the nZEB standard and undergo upskilling to meet the requirements of the sustainable building agenda.

Upskilling is vital in the construction industry, as demonstrated by a recent survey of 250 construction professionals, conducted by Saint-Gobain. The survey highlighted that over one third of industry professionals see a skills shortage as the biggest risk factor facing the industry over the next 10 years. An uplifting finding that came from the survey was that, even though

the construction industry has gone through a difficult time over the last number of years, 68% of respondents are proud of the current work being done by the industry, with nearly 70% believing that there are suitable career opportunities in the industry.

Over the last two years, the Saint-Gobain Technical Academy has trained and upskilled over 2,500 industry professionals free of charge at its Technical Academy. Commented Brian Dolan, Managing Director of Saint-Gobain Construction Products Ireland: "The next two years will see exceptional changes in the upskilling of the

construction industry and Saint-Gobain is dedicated to leading the progression of best practice within the sector, particularly when it comes to improving energy efficiency in our built environment."

Pat Barry, Chief Executive Officer for the Irish Green Building Council added: "Buildings have a significant role in the reduction of emissions in Ireland. It is essential that our buildings become more energy efficient and it is very encouraging to see Saint-Gobain implement educational initiatives that will assist in reducing emissions and improve energy efficiency."



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An industry leader in the design and manufacture of wood processing, biomass and recycling equipment, Terex Ecotec have achieved significant growth and development in recent years and today offer a comprehensive product portfolio of mobile shredding, screening, handling and composting equipment.

Continually striving to introduce new technology to the market and as part of their new product development strategy Terex Ecotec have launched the TBG 630 High Speed Shredder. This latest offering has been months in design and development, engineered specifically with large scale biomass and green waste processors in mind.

Powerful and flexible in a wide range of applications, class leading production combined with excellent fuel consumption will provide low operating costs to operators.

Terex Ecotec's Business Line Director, Tony Devlin, said: "The innovative TBG 630 High Speed Shredder clearly demonstrates to industry professionals Terex Ecotec's drive and commitment to shape the waste and recycling industries for years to come. The addition of the TBG 630 High Speed Shredder will further enhance an already significant portfolio of products offered by Terex Ecotec, meeting both market and customers' needs. The range of machines available provides efficient production, low operational costs and ease of maintenance so end users are sure to find the correct machine for their applications."

The TBG 630 received rigorous testing in the field, processing a range of different applications both in the UK and Europe. Commenting on its performance Steven Aiken, Engineering Manager for Terex Ecotec said "We are impressed by the consistent performance and throughput of the TBG 630, 661HP swinging hammer high speed shredder. This is a high volume machine designed to produce a high quality product at unrivalled production rates. Extremely versatile it can be used for the fine shredding of

a wide variety of materials from green waste to pallets and waste wood. Unlike conventional high speed shredders the layout is different greatly improving service access and ease of loading. We believe we have created a machine that is right for our dealers' markets, giving the end user exactly what they require."

Intelligent Shredding

Powered by a 661HP Scania V8 DC16 engine, the tracked TBG 630 is the ultimate processing machine and has been designed to give operators unrivalled performance, ease of maintenance and superb fuel efficiency. The open fronted feeder enables the machine to be fed quickly and easily from the rear, using six rows of heavy duty drag chains. Due to an intelligent, independent hydrostatic drag chain and feed wheel system, the machine has the ability to vary infeed speed depending on the engine load and rotor RPM. The feeder can also be stopped, started and reversed from the push of a button on the remote. A novel feature is the feed wheel lift/downward assist, which sees the feed wheel rise over material whilst applying a downward force to break up and push material into the rotor.



Robust Rotor

At the heart of the machine is the 1,100mm diameter x 1,750mm wide swinging hammer rotor. This robust, direct drive rotor rotates at 1000rpm and incorporates 36 up-swinging hammers. A wide selection of hammer designs and customisable, interchangeable screens are available which ensure end product material specification is met.

Metal contaminants are always a concern when using a high speed machine; the TBG 630 has a clever screen kickback system. Should unshreddable material enter the shredder, a pressure sensor will automatically release the screen allowing the material to quickly pass through reducing the risk of accidental damage.



The screen can also be released by the operator using the remote control. The unique machine layout and maintenance catwalks offer operators unrestricted access to both sides of the engine making servicing a simple task. Industry leading conveyor discharge height of 5.1m maximises stockpile capacity and allows loader operators to easily remove processed material. An optional over-band magnet to remove any ferrous metal from the waste stream is also available.

The TBG 630 excels in all high speed applications and is particularly well suited to waste wood processing and green waste shredding.

Telematics

The TBG 630 can also be fitted with the new T-Link telemetry system. T-Link is a remote monitoring, fleet management system that combines the machines' inbuilt CANbus control system with satellite positioning and telematics software. Available online anywhere and at any time, T-Link provides instant access to key data including comprehensive information on GPS machine location, start and stop times, fuel consumption, operating hours, maintenance status and much more. Analysing this data can improve machine operation, increase uptime and allow in-depth reporting and fleet management.



World Class

This latest high speed shredder will be manufactured at Terex Ecotec's state of the art production facilities at Farlough Road, Dungannon, where the existing Ecotec product range is currently made. The TBG 630 High Speed Shredder will be available to purchase via Terex Ecotec's world class dealer distribution network that provide the sales and aftermarket service demanded for in the market place.

Sales Director for Terex Ecotec, Conor Hegarty commented: "The reaction received to the highly versatile TBG 630 from our dealer distribution network has been fantastic, with numerous orders already secured. Such is the demand for the machine a healthy waiting list currently exists. Having had the opportunity to see first-hand the machines' capabilities they fully appreciate the benefits it will bring to businesses."

The addition of the TBG 630 confirms Terex Ecotec's passion and commitment for new product development and positions them at the forefront of the recycling equipment market.

Conor Cole Hailed Business Man of the Year



There is no stopping Conor Cole of Cole Groundworks. To add to his recent success he has been named as the Ulster Tatler Business Man of the Year at the glittering ceremony in Belfast City Hall.

Conor Cole is owner and founder of Cole Groundworks Contracts - a groundworks and civil engineering company head quartered in Newry set up the company in 2005 with just a handful of employees. Now in 2018 Conor employs a large workforce across Ireland and the UK.

In recent months Conor has been honoured as High Achiever of the Year (Plant and Civil Engineering Awards), Top 40 Under 40 - The People's Choice (Business First Awards) and All Star Rising Star (All Star

Awards. Winning Business Man of the Year is a 'dream come true' for Conor.

'I am absolutely thrilled to win this award. The competition was extremely tough, with finalists including the Founder of Jaw Box Gin and Bronze Direct. The award may be 'Business Man of the Year' - but this award is all about my team.

"The award is testament to the hard work of all our team. I would not be in the position I am now if it wasn't for the people around me.

Conor attended the star studded awards ceremony with his wife, Emma along with colleagues, friends and family. He joked, 'I never thought I would be on the same stage as Tommy Bowe or Pamela Ballantine' - both of whom received awards on the night.

IAT Appoint Director of Development

The Institute of Asphalt Technology has appointed Lyle Andrew to the position of Director of Development.

The key functions of this role are to increase awareness of the Institute throughout the

asphalt industry by developing relationships between the IAT and all key stakeholder organisations to ensure understanding of the Institute's training and development opportunities, and to assess the

needs of the industry through this dialogue to identify other areas where the IAT could be better serving its members.

Commented Lyle: "I'm looking forward to meeting many stakeholders to promote our offering and build on the existing good relationships with industry and IAT".

Alan Ferguson, President of the IAT, noted: "During his service on Council, Lyle has

shown himself to have just the experience, passion and ability we need to help the IAT continue to improve and grow, I am delighted he has agreed to take up this role."

Lyle has been a member of IAT for over 20 years and been on their Council since 2009. He is a past Chairman of the Northern Ireland Branch and currently Branch Treasurer. He is also on the Board of Trustees of Lantra.

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Tom Verner
Group Managing Director,
The Momentum Group



CHOOSE YOUR R&D TAX CREDIT PARTNER WISELY

Research & Development is an integral part of the manufacturing, quarry, construction and plant machinery sectors and the R&D tax relief available is very generous. Indeed, R&D is actively encouraged and paid for by HMRC through the Government's R&D Tax Credit initiative which is designed to stimulate innovation by encouraging companies to invest in research and development. R&D Tax Credits have been around for 18 years; and since 2010, the paybacks have become so generous that many UK businesses have started to take notice.

Like any marketplace that experiences a surge in demand for services, the number of companies providing 'professional' R&D Tax Credit advice has grown significantly. So called R&D Tax Credit specialists seem to be popping up at an alarming rate.

At a recent HMRC R&D Consultative Committee meeting in July 2018, HMRC recognised that a number of these providers have entered the marketplace and this has prompted greater scrutiny of claims.

What's worrying is the feedback that we are receiving from stakeholders on the quality and validity of the advice that is being given by many of these new 'pop-up' companies that range from one man in his garage to inexperienced opportunists.

We have been told that many people are being misinformed and misled with assertions such as "everything you do qualifies" and "this will only take a few hours." Specialists with knowledge and expertise of the guidelines and legislation for R&D Tax Credits will know that these statements are far from the truth.

Complex Process

R&D Tax Credits guidelines are complex and HMRC's legislation and criteria for qualifying activities and expenditure is specific and definitive. So much so, that it requires an R&D

Tax Credit specialist with technical expertise in the manufacturing, construction and plant sectors to truly understand the processes that an organisation goes through when carrying out projects. It is only those that possess a combination of technical expertise along with in-depth knowledge of the legislation that can recognise what does not qualify whilst having the ability to uncover hidden activities and expenditures which does qualify.



By its complex nature, the process takes time to prepare correctly. Through experience we know that it is not possible to create a fully optimised claim in a few hours or a single day.

Companies that claim to be able to do so simply aren't carrying out the technical analysis and financial examination that is required to capture all costs.

Your specialist R&D tax relief advisory firm should have a proven track record and methodology that streamlines the process from start to finish.

This process will involve input from R&D technical analysts, R&D finance experts and specialist business advisors to ensure that the claim is robust and that

all technical supporting documentation is HMRC compliant. We guarantee this all takes a significant amount of time. Quick does not equal thorough when it comes to R&D Tax Credit claims.

Increased Scrutiny

Not surprisingly HMRC is responding to inaccurate claims with significantly increased scrutiny. Our advice is that companies must ensure that their R&D Tax Credit advisor has the knowledge and expertise to create accurate, robust and fully optimised claims. Claims that include activities that do not qualify will put the claim in jeopardy of further scrutiny, potentially fail or attract penalties.

When it comes to choosing your R&D Tax Credit partner make sure you carry out a level of due diligence of your own. Use the hallmarks below as a gauge to ensure that your advisor is credible. A reputable R&D Tax Credit advisory firm should be able to evidence:

- ✓ Expert knowledge of the legislation
- ✓ Technical expertise across a wide range of sectors
- ✓ Proven methodologies and robust processes
- ✓ Comprehensive systems that ensure the security of your data
- ✓ Links to HMRC and insight into legislative changes
- ✓ 100% success rate in claims submitted
- ✓ Ethical standards and credibility

That said it is worth either a second opinion on your current claim or look to speak with a specialist firm such as Momentum to look at what you are currently doing for this purpose.

My methodology is simple; I only use trusted and professional companies for my business, this has proven to work as I tend to avoid the cheap, sounds to good to be true type businesses!

Results Reveal Training Wish List of Engineering Construction Employers

Keeping up with new technologies and mental health awareness in the workplace are two key areas where more training should be offered to engineering construction industry workforce.

The findings of a consultation by the Engineering Construction Industry Training Board (ECITB), based on the views of more than 200 employers, training providers and trade associations in the sector, have been published this week. The consultation asked for views of how grant funds, collected by the ECITB in the form of a levy on companies, are currently spent and how that investment in training could be improved.

Responses showed that nine out of ten engineering construction companies had used ECITB grants to fund training in the past 12 months and the same proportion felt the training on offer was suitable to their needs. Some 77% of employers felt the process

for applying for grants from the ECITB was straightforward, while 78% of those responding felt the process for receiving grant payments was straightforward.

Interestingly, slightly more SME respondents indicated they found the grant application and payment processes straightforward than large companies – possibly an indication of the support provided to them by ECITB account managers.

Upskilling in new and emerging technologies was identified as a major skills challenge for business and an area where training provision could be improved. A number of respondents said their companies found it difficult to keep their staff and skills up to date with the pace of technological change. They also cited training in new technologies, in particular data and digital, as an activity they would like to see greater support from the ECITB.

Another area where the ECITB could improve its support was training in mental health awareness. Employers said they felt staff wellbeing and stress awareness were increasingly mainstream requirements and formal training would make their team environments more productive.

Chris Claydon, Chief Executive of the ECITB, said: "It's great to hear that the vast majority of our companies value the grant funding the ECITB provides to support their training and that the grant application and payment processes are seen as straightforward.

"Recent reforms to digitise our grant systems have significantly improved the experience for employers, while SMEs in particular continue to value the personal assistance and advice provided to them by ECITB account managers.

"I'd like to thank the companies that responded to the survey.

We exist to support skills development in the engineering construction industry workforce to meet the needs of industry, so it's also useful to hear the areas where we could improve and develop our offer to industry. We will take their responses on board as we develop our new grant policy and consider new areas of grant support."

The ECITB's consultation was undertaken following the Government's review of Industrial Training Boards published last November and will be used to inform the ECITB's future grants policy. The consultation report includes views submitted by 233 respondents as well as feedback from workshops held with establishments in-scope to the ECITB across Great Britain.

The ECITB's Board is considering the findings in detail and will consider options for amending the existing grants policy by the Autumn. The ECITB's new grant policy will be finalised and published by the end of the year.

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Chris Nealy, Modafoto



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GOLF 18
MASTERS

PLANT & CIVIL ENGINEER GOLF MASTERS DAY ANOTHER RESOUNDING SUCCESS

The fabulous Lough Erne Resort just outside Enniskillen was the venue for the recent Plant & Civil Engineer Golf Masters where scores of golfers teed up to compete for an array of prizes.

The 2018 event followed on from last year's inaugural Masters – and thanks to its continuing success it will now become an annual event on the Plant & Civil Engineer magazine's calendar.

Golfers arrived from all over the island of Ireland, with teams playing for the top award, the Plant & Civil Engineer Claret Jug. Of course, there were lots more prizes up for grabs on the day which ended with an evening dinner and awards presentation hosted by the BBC's Adrian Logan.

Many guests stayed overnight so the Blaney Bar in the Hotel was very busy into the wee small hours.

With the fantastic success of the event, we look forward to doing it all again in 2019. In the meantime, find out who won what on the day which we have recorded on camera over the following pages...



Overall Individual Winner - Frank McClintock
with the Plant & Civil Engineer Green Jacket



L-R: Garfield Harrison,
Micky McSharry, Brian Henning
and hitting his drive on the
first tee, Chris Monroe.

IF/Tinnelly



Paul Vallely, IF Consulting; David O'Neill, Wacker Neuson; John O'Meara & Martin Donaghy, Tinnelly Demolition.

Quinn Building Products



Declan Loane, Colm McCormack, Jason Martin & Thomas Coyle.

Gordon Best
QPANI



Topcon



Paul Hutchinson, John Downey, Alastair Hamilton & Karol Friel.

Sleator Plant



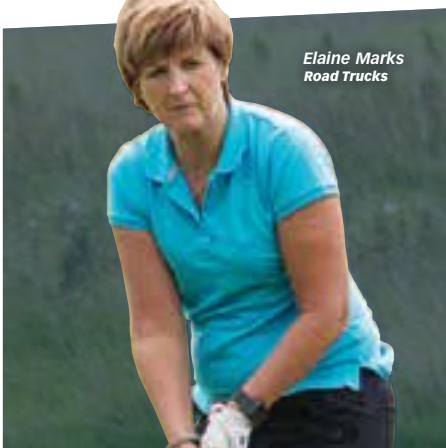
John Bennett, Mark Cobain of Sleator Plant & Barry Kerr, Michael Hassan of FP McCann.

Geith



Stephen Rigley, Malcolm Morgan, Andrew Bacon & Damien O'Connor.

Elaine Marks
Road Trucks



QPANI



Roy Wallace, Stephen Kelly, Gordon Best & Paddy Clarke.

DA Forgie



David Forgie, Donald Forest, Frank McGuigan & Tommy O'Neill.

Dennison Commercials



Philip Hill, Rob Ireland, Andrew Hutchinson & Sam McIlroy.

Irish Salt Mining



Alwyn McCreanor, ISME; Greg Power, THP Construction; Lawrence Power, Knox & Clayton; & Jason Hopps, ISME.

Balloo Hire



Pearse Gallagher, Adrian McLoughlin, Eamonn Hamill & Alan McComb.

Ridgeway



Paul McGread, Woodvale Construction; Gary Hunter, Ridgeway; Ryan Smyth, Severfield NI; & Damien Kelly, Ridgeway.

Road Trucks



Mark Adamson, Elaine Marks, David Bonnes & John Marks.

Momentum Group



John McClelland, Ron Gibson, Michael Morrow & Tom Verner.

Close Brothers



Neil Bradley, Adrian Madden, Garvan McAuley & Gerard O'Callaghan.

Mercedes Benz Truck & Van



Mick Kiely, McGinleys; Colin Anderson, Lagan Valley Steel; Neill McKibben, MBTVNI; & Marc Booth, McGinleys.



Adrian Madden
Close Brothers

Manufacturing NI



Frank McClintock, Robert Quigley Estate Agents; Gavin Diamond, SDC Trailers; Patrick McCormack, ATC Systems; & Mark Cuskeran, Ulster Shredders.

IMQS



Sean Finlay, Kevin Lonnergan, John Murnin & Brendan Morris.

NI Trucks



Kieran Campbell, Campbell Bulk Haulage; Keith Davenport, Irwin Aggregates; David Wilson; & Sean Clarke, NI Trucks.

Federation of Master Builders



Gavin McGuire, FMB; Paul Taylor & Brian Taylor, BT Property Maintenance; & Ian Chung, I.C. Consultancy.

Andrew
Hutchinson



SDC



Kevin Kidd, Noel Kelly, Veronica Kelly & Seamus McGuckin, of McCauley Trailers.

Dalradian Gold



Pearse Bradley, Ciaran McCreanor, Matt Smith & Michael Meehan.

P&CE Guest Team 1



Clive Kelly, FJS; Mark Spencer & Thomas Hill, HiPower; & Stephen Shaw, Modern Tyres.

P&CE Guest Team 2



Garfield Harrison, P&CE; Brian Henning, RICS; Micky McSharry, McSharry Brothers; & Chris Monroe of Smiley Monroe.



Matt Smith & Ciaran McCreanor



Tommy O'Neill, Frank McGuigan, Donald Forest & David Forgeie.



Patrick McCormack



Marc Booth, Colin Anderson & Neill McKibben



Paul Hutchinson, Karol Friel & John Downey



Rob Ireland



Adrian Logan & John McClelland



Greg Power & Alwyn McCreanor



Neil Bradley, Adrian Madden & Garvan McAuley



Stephen Kelly



Karol Friel & Alastair Hamilton



Roy Wallace



John Murnin & Brendan Morris



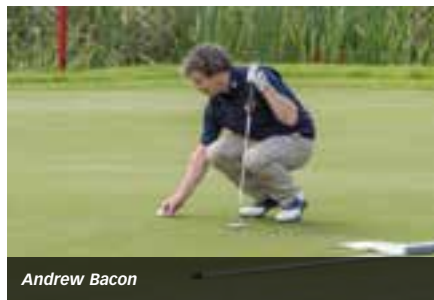
Sam McIlroy



Brian Taylor, Ian Chung & Gavin McGuire



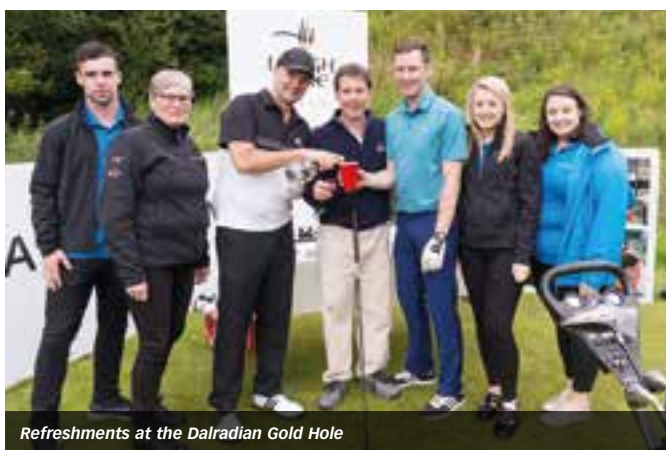
Ian Chung



Andrew Bacon



Adrian Logan & Sean Clarke



Refreshments at the Dalradian Gold Hole



Philip Hill



Geith Hospitality trailer on the 19th Hole.



The Granco Halfway House.



Declan Loane, Jason Martin & Colm McCormick of Quinn Building Products, with Donal Drew, Andrew Bacon, Stephen Rigley & Liam O'Mara of Geith.



Mick Kiely, McGinleys; Mark Spencer & Thomas Hill, HiPower; & Elaine Marks, John Marks, David Bonnes & Mark Adamson of Road Trucks.



Stephen Shaw of Modern Tyres & James McKee of Kerr's Tyres.



Ryan Smyth & Damien Kelly, of Ridgeway.



Dara & Clive Kelly of FJS.



Paul Taylor, Ian Chung, Brian Taylor & Gavin McGuire, with Federation of Master Builders.



Veronica Kelly, Seamus McGuckin, Noel Kelly & Kevin Kidd, of DSC/McCauley Trailers, with Adrian Logan.



Alan McComb, Adrian McLoughlin & Eamonn Hamill of Balloo Hire with Andrew Bacon & Liam O'Mara of Geith.



Alwyn McCreanor, Greg Power, Lawrence Power & Jason Hopps, of Irish Salt Mines.



Justin Carrigan of Plant & Civil Engineer magazine with Brian Henning of RICS, Chris Monroe of Smiley Monroe & Micky McSharry of McSharry Brothers.



John Downey of Topcon with Ron Gibson, Michael Morrow & Tom Verner of Momentum Group.



Gordon Best of QPANI with Susan Mason of RICS & Frank McClintock of Manufacturing NI.



Donal Rice of RK Trucks, Helen Beggs of Plant & Civil Engineer, & Rob Ireland of Dennison Commercials.



Sam McIlroy, RTU; Padraic McCaffrey of B McCaffrey; & Connor Byrne of Modern Tyres.



Adrian Logan.



Andrew Hutchinson, CP Hire; David Forgie, Ria Forgie & Tommy O'Neil of DA Forgie; Sam Thompson, Kubota UK; Frank McGuigan & Donald Forrest of DA Forgie.



Paul McCrory, MBTVNI; Colin Anderson, Lagan Valley Steel; Norman McBride, RentaMerc; Mick Kiley, McGinleys; Veronica Parr & Julian Brown, MBTVNI.



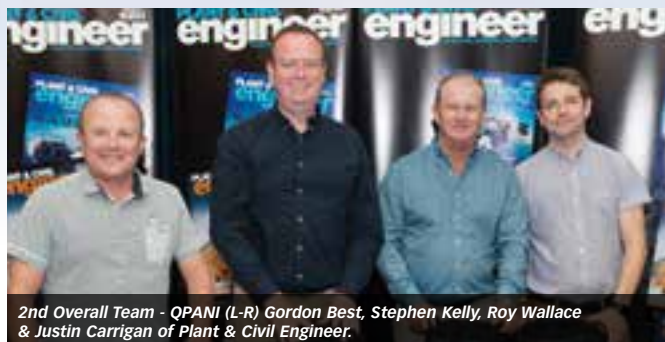
Matt Smith, Pearse Bradley, Ciaran McCreanor & Michael Meehan, of Dalradian Gold.



Adrian Logan & Dave Allen, New Lough Erne Golf Professional.



OVERALL WINNING TEAM - Road Trucks (L-R) Mark Adams, Elaine Marks, David Bonnes, John Marks & Justin Carrigan of Plant & Civil Engineer.



2nd Overall Team - QPANI (L-R) Gordon Best, Stephen Kelly, Roy Wallace & Justin Carrigan of Plant & Civil Engineer.



3rd Overall Team - NI Trucks (L-R) Keith Davenport, Kieran Campbell, Sean Clarke, David Wilson & Justin Carrigan of Plant & Civil Engineer.



OVERALL INDIVIDUAL WINNER - Frank McClintock with Justin Carrigan of Plant & Civil Engineer.



Momentum Group nearest the pin in two winner on 7th hole - Pearse Gallagher, prize presented by Tom Verner (right).



RK Trucks longest drive winner on the 6th hole - Marc Booth, prize presented by Donal Rice (right).



Kerr's Tyres longest drive winner on 4th hole - Mark Adamson, prize presented by James McKee (left).



FJS nearest the pin in two on 17th - John McClelland, prize presented by Clive Kelly (right).



Granco longest drive on 9th hole - Damien O'Connor, prize presented by Pat Grant (right).



Plant & Civil Engineer Faldo Challenge winner - Gordon Best, prize presented by Justin Carrigan.



QPANI longest drive winner on 12th hole - Veronica Kelly, prize presented by Gordon Best (left).



IMQS nearest the pin winner 13th hole - Paul Hutchinson, prize presented by Sean Finlay (right).



Kubota nearest the pin winner on 5th hole - Mickey McSharry, prize presented by Sam Thompson (right).



2nd Individual Winner - Matt Smith with Phil Eaglestone of Plant & Civil Engineer.



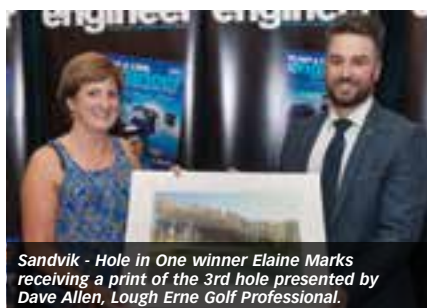
3rd Individual Winner - David Wilson with Phil Eaglestone of Plant & Civil Engineer.



Golf Academy - Longest Drive Winner - Marc Booth with Phil Eaglestone of Plant & Civil Engineer.



Road Trucks Nearest the pin in two winner 10th hole - Veronica Kelly (Hole in 2), prize presented by John Marks (left).



Sandvik - Hole in One winner Elaine Marks receiving a print of the 3rd hole presented by Dave Allen, Lough Erne Golf Professional.



Mercedes Benz NI nearest the pin winner 15th hole - John Marks, prize presented by Neil McKibbin (right).

PAT O'CONNOR: BUSIER THAN EVER SERVING THE INDUSTRY

When Pat O'Connor wanted to learn all about the quarry industry without having to return to college, he became a member of the Irish Mining & Quarrying Society. That was nearly three decades ago, and he hasn't looked back since.

Today, there are few in the industry who haven't heard of Pat O'Connor or who haven't availed of his services – and he is as busy as ever, supplying a wide range of customers in the quarrying and mining sectors across the island of Ireland with all types of conveyor belting and associated products.

"The needs of my customers come first, no matter the time of day or night; I am 100% committed to providing a quality service 24/7," says Pat who, although past retirement age, has no intention of taking life easy just yet.

"When I began I hadn't two coins to rub together," recalls Pat, "and there were many challenges in those early days, but taking the view that 'every good businessman runs a well calculated risk' I not only survived, but thrived."

That approach, coupled with the loyalty of his core customer base, certainly helped Pat's business through the unprecedented and tough trading conditions of the last prolonged recession which hit the Republic of Ireland's construction and quarrying industries particularly hard.

"The last three years have been among the busiest I have ever been as the economy continues to grow in the wake of the recession," adds Pat, whose very first customer back in 1989 was Roadstone; today, his client base reads like a 'who's who' of the quarrying and mining sectors.

Pat is passionate about everything he does both inside and outside his highly successful business which he runs single-handedly from a six acre site just off the N7 Dublin to Naas motorway.

As customers will readily tell you, his friendly, accessible and professional approach to business is just one of the secrets of his success.

Pat is most definitely a 'people' person, putting the interests of others before his own, which is why he often finds himself on the road criss-crossing Ireland for 24 or even 48 hours without a break,

providing his customers with what really is an unrivalled service – a service that is backed up with quality belting, sourced from GB Conveyors in Doncaster, and other products that include fasteners, scraper blades, rollers and skirting rubber.

He recently acquired the 32 Counties agency for Kraiburg hot jointing products which has put him in touch with vulcanisers throughout the country. Austrian company, Kraiburg has been developing, producing and selling high quality rubber compounds since 1947. Their proven products are used in the vast majority of conveyor belt jointing in all static and mobile plant; hot joints have always proven best for Ireland's changeable climate!

So what of the future? "I don't plan to slow down," says Pat, and that should come as a relief to his many customers.

Outside of his business activities, Pat is also widely known among motor rally enthusiasts having raced his way to no less than seven Circuit of Ireland Rally titles in his younger days. "I have a keen interest in race horses and aim to have a legend winner sometime in the future," adds Pat, who is also planning to open a Canal Side restaurant in a little Westmeath village near Mullingar.



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NI HOSES SUCCESSFULLY COMPLETE BIGGEST EVER CONTRACT

The team at NI Hoses have successfully undertaken what was their largest ever project, totally re-piping the hydraulic system on a giant 120 tonne Liebherr 984 excavator operated by marine civil engineering specialists ABCO.

Work on the fully overhauled machine was carried out on site both at ABCO's depot in Lisburn and on the quayside at Killybegs Harbour over a six-week period.

The Liebherr 984 often works in combination with ABCO's self-propelled Backhoe Dredger the Capall Mara, which was recently employed on an environmental dredge at the Killybegs Fishery Harbour Centre.

"Replacing the hose on the machine's entire hydraulic system was intensive and time consuming," commented NI Hoses' Darryl Rogan. "Before re-piping, we had to completely flush the hydraulic system; that alone took a week to carry out, while replacing the hose took over a month."

The dismantled machine was then transported in three stages on low loaders from the Lisburn site to Killybegs where the NI Hoses team rebuilt the arm and rams on to the excavator, but it all went according to plan, the client is delighted with the outcome and the machine is now back at work at Brighton on the south coast of England.

NI Hoses secured the contract after the company had been recommended to ABCO by another customer and added fellow NI Hoses Director Dean Jackson: "We are



delighted to be recommended by other satisfied customers. This was the biggest and most rewarding project we have ever completed since we formed the company."

NI Hoses utilised a number of its service vans on site during the six-week long contract, with three technicians involved and it has led to a number of other contracts with ABCO, including the re-piping of a 35 tonne Volvo excavator.

Expertise

NI Hoses hydraulic engineers are fully trained and skilled to meet industry standards to ensure repairs are carried out with minimum downtime, with a success rate of 99% of first time repairs carried out on site. Preventative measures and pre-agreed

maintenance contracts are also offered to ensure breakdowns are less likely to occur.

Where possible, the NI Hoses team will work with the client to arrange repairs and servicing convenient to them, for example, during the customers shut down periods, to avoid any disruptions in machinery downtime.

With a depth of knowledge, NI Hoses technicians are able to provide more than just a hose service and have the expertise throughout the fluid power industry with customers in many diverse and specialist fields - from construction, plant hire and agriculture to transport, marine and utilities – and all replacement hydraulic hoses are guaranteed to be of the highest quality, with large stocks of hydraulic equipment kept in stock to ensure a quick turnaround.



MHM Plant expand into Northern Ireland with Glendun Plant

In the line with their current ambitious expansion plans, the UK supplier of generators, lighting and welding machinery, **MHM Plant**, has confirmed **Glendun Plant Sales Limited** as their distributor for Northern Ireland.

Glendun Plant Sales is based in Dungannon, County Tyrone and is an established and well respected dealer and distributor for a wide range of plant, tools and equipment.

Commenting on this latest distributorship for Glendun Plant, Dermot Cunnie, sales director, said, "We had seen the success that Mat was having in Great Britain through various trade publications and online media. Our interest in the product developed after a very positive meeting at our offices. The quality is a main factor – we are already familiar with the lighting tower products and the MHM generators are a very good fit to our profile."



Following these successful discussions, Glendun Plant Sales placed an initial order for a stock of MHM petrol and diesel generators from 3.0kVA to 25kVA. They also received an immediate order for a 3,000 litre fuel cube from one of their regular customers and

an order for 6.0kVA generators from Balloo Hire Centres. Glendun have committed to keep in stock a wide range of fast moving items, which will build up as customer demands become apparent in their area.

Dermot added, "Mat and the team have been a great help in getting

us up and running. They know the product, market and the business, so it's onwards and upwards!"

MHM managing director, Mat Llewellyn added, "We are naturally delighted to have Dermot and the Glendun Plant team marketing our range of equipment in Northern Ireland. Their success in promoting a complimentary range of machinery drew us to the conclusion that Glendun was the company we should be working with to increase our market share."

MHM Plant was incorporated in February 2010 and they currently operate from two locations. MHM West is located in South Wales and MHM North in Coatbridge, Scotland. A London depot, MHM South, is currently under development. They have recently invested over £5m (£5.6m) in their exclusive rehire fleet dedicated to the UK and Irish rental markets.

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BIG JUMP IN SALES & PRODUCTION AT MCCLOSKEY INTERNATIONAL LIMITED

Since McCloskey International Ltd., which offers an innovative range of machinery for crushing, screening and materials handling, opened new production facilities in Tyrone last year, sales have risen significantly.

Representing an investment of £17million, the 120,000 sq ft purpose built facility at Granville Industrial Estate – regarded as a Manufacturing Centre of Excellence – has also enabled the company to increase production of its crusher range by 50%, its screening equipment by 30% and to expand both the washing and stacker product lines.

“Demand for our products this year has been phenomenal with increasing sales from many parts of the world including Australasia, Russia, China France, Germany and, of course, the UK and Ireland,” comments Sales Director Steve Walls.

It has meant that the company, founded in 1985 by Paschal McCloskey, has had to take on more workers. Around 230 additional jobs have been created at the business over the last three years, doubling the company's workforce employed across its Granville, Coalisland and Killyman sites to over 460 people.

It has come a long way since it started out as a custom fabrication and design house. The trommel line was developed in the late 1980's and its success fuelled the expansion of the current product line and dealer network. In 2004, McCloskey purchased Viper International and started to develop a completely new range of vibrating screens. This partnership resulted in meeting the demands of the North American and worldwide markets with the design innovations and expertise available in Northern Ireland.

Today McCloskey International leads the screening and crushing industry with a complete line of equipment including



Invest NI & Oman Delegation visit McCloskey International's Centre of Excellence at Granville.

crushers, vibrating screeners, trommels, stacking conveyors and washing equipment. Built with power and durability as standard, every product is field-tested before being deployed in a wide range of industries around the world.

Its extensive range of equipment works across a broad variety of applications including aggregates, landscaping, infrastructure and road building, construction and demolition, mining, waste management and recycling.

Speaking at the opening last year of the Granville facility during one of his frequent visits to Northern Ireland, owner Paschal McCloskey, who is based in Canada, said: “This is a significant and strategic investment for the business which is designed to increase export sales, particularly of our washing systems.

“Construction activity within developing economies is expected to double over the next decade and we want to position ourselves to capitalise on emerging growth opportunities within the aggregate processing and waste recycling industries.

“With Invest NI support we have focused on ongoing product development and expanded and upskilled our workforce to enhance our ability to compete effectively for this new business. Our new factory at Granville cements our commitment to the region and will enable us to meet the expected increase in demand from our customer base.”

This new multi-million pound facility, of course, signalled McCloskey International's continued commitment to the Mid Ulster region and its confidence in the manufacturing expertise of the local workforce. It has also enabled the company to bring inhouse





much of the work that was previously sub contracted, giving it more control over the quality of the final product.

McCloskey International regularly invites customers from around the globe to visit the local production facilities and recently hosted a delegation of potential buyers from Oman to view the manufacturing processes involved at Granville.

Investment, of course, has always been key to the success of McCloskey International, one of the most recent expenditures being the installation of a new paint shop at its Killyman site.

Dealers are also integral to growth and currently McCloskey International has a global network of around 100 dealers, who stock, sell and provide quality after sales service for their machines. Communication with dealers and customers is key to understanding market requirements and continuously improving the product offering.

"All our crushers and screeners are designed to be strong, reliable and user friendly, and customer feedback is essential to achieve this," says Steve.

Product Portfolio

McCloskey International's product portfolio, of course, is regularly being refined and expanded. Last year, for example, it introduced a new line of compact crushers. Taking the original crusher line and transforming

it into something even more flexible and productive, the new mobile crushers maximise the efficiency of any project site.



Built to the same high standards as full-size crushers, the new compact models deliver convenience and choice to suit every customer's needs.

McCloskey engineers have adapted the design to meet the evolving requirements of today's projects and operations by developing more compact products while maintaining the same high standard of McCloskey durability, reliability and quality.

The I34 and J35 compact crusher ranges are the perfect solution for projects with small footprints but big requirements.

These compact, mobile crushers are suited particularly to construction and demolition recycling, asphalt recycling, and aggregates.

The new impactors deliver high performance and expanded versatility in a highly mobile line-up to customers around the world. With their fast set-up time and ability to nimbly move around in tight spaces, the crusher's small footprint is uniquely suited to the recycling, demolition and smaller scale construction projects where space is at a premium, and manoeuvrability is key. The compact transport dimensions (less than 2.5m wide) allow easy transport from site to site.

With all facilities working to maximum capacity, turnover for the current financial year is up around 35% with further growth expected for the year ahead.



BALLOO HIRE CUSTOMERS FAVOUR MECALAC DUMPER RANGE

Mecalac dumpers have become a firm favourite of customers at Balloo Hire Centres; the company has recently acquired 10 more one-tonne high tip machines from Mecalac distributors Sleator Plant.

The hire company is also awaiting a delivery of Mecalac's new six tonne cabbed dumpers – just in time for the winter – from Sleator Plant.

"We are very impressed with the brand," says Balloo Hire's Philip Rees, "but more importantly, so are our customers."

With a skip payload of 1000kg, maximum machine width of 1.1m and best in class turning circle of 4.6m the Mecalac TA1EH is perfect for the smallest of worksites. Elevating skip means loads can be tipped directly into a skip or truck.

Also appealing to hire customers at Balloo is the dumper's automotive style hydrostatic transmission which is easy to operate, a direction control lever and throttle pedal are all that is required; automatic braking is activated when the throttle pedal is released, increasing safety on site.

"We anticipate high demand for the six tonne cabbed models on order," adds Philip. "It will be good to see what the cabbed machines have to offer in terms of performance and obviously comfort; they should prove to be a dumper for all seasons, protecting the operator from the winter weather and summer sun."

The six-tonne 6MDX - and the bigger nine-tonne 9MDX - dumpers which made



their debut at Intermat, has an operating weight of 4,950kg, offers excellent stability and manoeuvrability, with a top speed of 28kph, meaning it will be able to get around sites much quicker.

Its compact dimensions make it ideal for operating in tight spaces, while its height gives it best in class ground clearance – and great all round visibility.

Mecalac say they have designed a cab that "changes everything," with no equivalent on the market, and that fits perfectly into the existing design of the dumpers.

The company also took into account the latest innovations in the other machines produced by the Group, such as the new MWR excavators, to adapt the dumpers to the compactness of these mini construction machines.

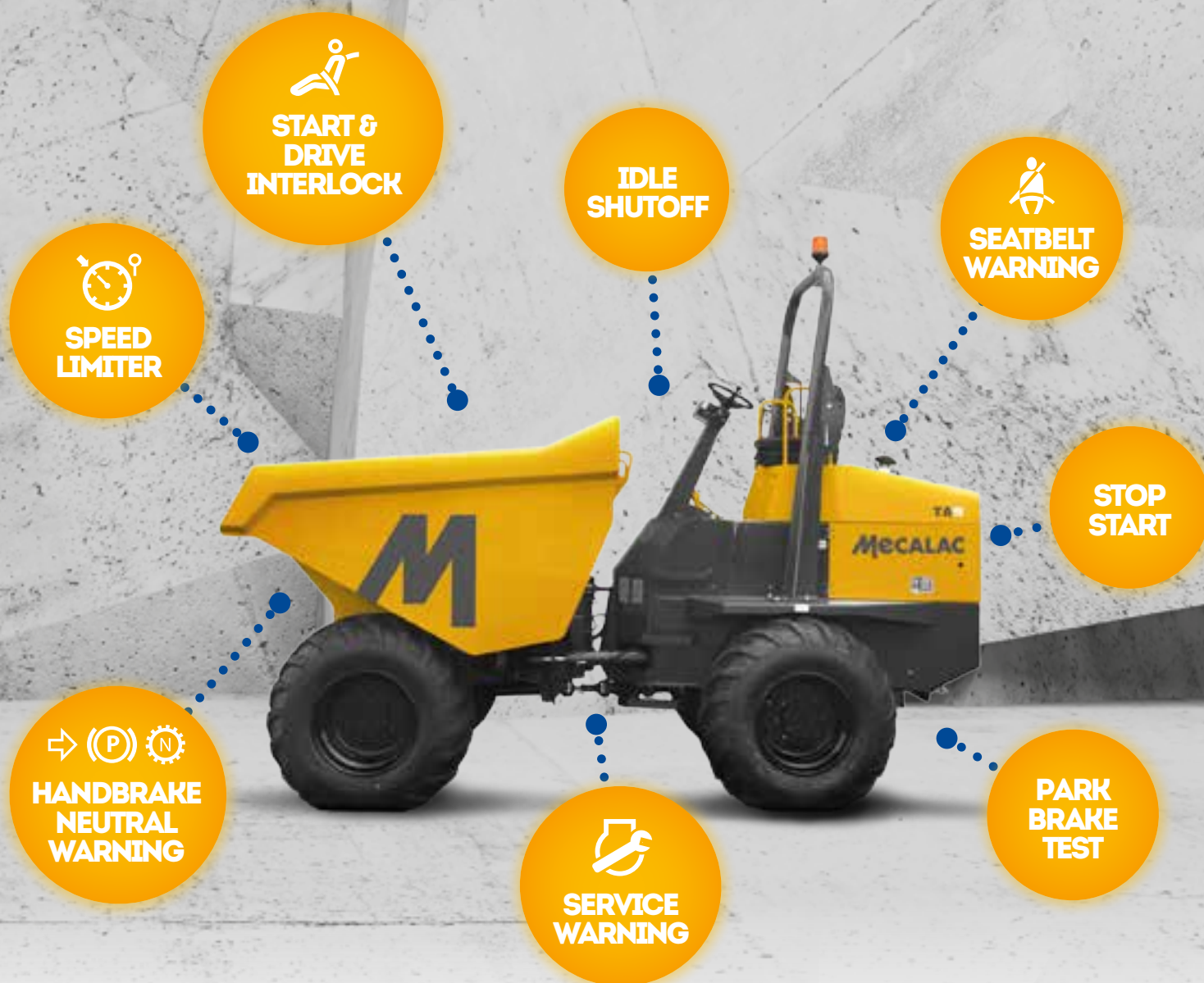
"On the new Mecalac cab dumpers each action of the driver is simplified and secure, each of their movements is facilitated, and the

protection of all persons on site is optimised. In terms of relevant innovation, 'less is more' is one of the secrets to Mecalac's success. Even if behind this apparent simplicity there is an enormous amount of time invested in R&D and in adaptation of manufacturing processes," said Patrick Brehmer, Mecalac's marketing manager.

At a Glance

- The best accessibility of any machine on the market, according to Mecalac, thanks to a comfortable ladder to make climbs and descents safe and to limit driver fatigue
- "Butterfly" side doors creating a wide access space
- Excellent direct field of vision complemented by a radar, a camera and two flashing lights, the green one issues an alert if the driver still has to put on their seatbelt
- The addition of a cast metal rear shield for optimum shock protection
- Excellent ground clearance for optimum access on all terrain
- A spring-mounted cab to limit noise and vibrations
- Fuel tank and a service hatch in the lower section of the machine
- An advanced dashboard integrating as standard the camera screen
- Air-conditioning and heating





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YANMAR EXPANDS DEALER NETWORK & PRODUCT RANGE

Celebrating 50 years in business in 2018, Yanmar Construction Equipment Europe (CEE) has appointed Crumlin Plant Sales as their official authorised dealer for Northern Ireland and parts of the Republic.

It is one of six new dealers across the UK and Ireland, chosen for their experience, expertise and reputation; Crumlin Plant Sales will be responsible for distributing Yanmar's latest portfolio of excavators, loaders and crawlers.

David Cockayne and Bart Verstraete, Area sales managers at Yanmar CEE, commented: "The Northern Ireland construction market is a key area of focus for us. With a wide range of loaders, carriers and both tracked and wheeled excavators, from 1 to 12-tonne payloads, we are bringing European innovation to construction professionals nationwide. When designing and building our machines, we aim to create the most reliable, safe, robust equipment to meet market requirements."

Yanmar chose dealers based on specific criteria, including experience, aftersales expertise, financial security and market share, as well as a shared belief in building a 'sustainable future'.

Meanwhile, Yanmar is marking the 50th anniversary of launching its first wheeled, self-propelled mini-excavator – the YNB300. Over the past 50 years, Yanmar has led the way in developing compact construction equipment, bringing new innovations and enhancements with every new model. When the YNB300 launched in 1968, it

helped reduce the amount of manual labour required on sites, allowing workers to realise labour savings, reduce construction times and access restricted urban areas.

New Midi

This level of innovation can still be seen in Yanmar CEE's latest SV60 midi-excavator. Recently launched in the UK and Ireland, the flagship model combines the space-saving benefits of a compact design, one of the roomiest cabs in its class and enhanced fuel-saving features.

Andreas Hactergal, sales and marketing director at Yanmar CEE, commented:

"At Yanmar, we are very proud of what we have been able to achieve over the past 50 years, offering the industry new solutions and helping improve the way in which construction is approached."

"Today, we still follow the same strategy of innovation and development, with our teams using years of collective knowledge to create the most-advanced range of machinery on the market, used by construction, civil engineering and landscaping sectors the world over."

Combining sector-leading technology and future-proof innovation to deliver a 'business class' operator experience, the SV60 offers the performance of a midi-excavator with the space-saving benefits of a more compact model. Designed with a short rear overhang and minimal front turning radius, the five-tonne machine boasts a 3,565mm working envelope.

Thanks to an X-shaped undercarriage design and unique weight distribution, the SV60 delivers remarkable lifting capacities and unmatched stability. Capable of carrying one-tonne loads up to 5.10 metres (at 1.25 metres high), operators can undertake heavy-duty jobs in the tightest of spaces – perfect for urban areas.

The all-new model is powered by Yanmar's 4TNV84T-ZMBVA engine, which has been specifically designed to minimise fuel consumption and reduce operational emissions. With an impressive power output of 33.4kW at 2,200rpm, operators are assured the highest levels of power, flexibility, productivity and precision.

Additional fuel-saving features, such as Auto-Deceleration (enabling the engine to idle if operating levers aren't touched) and Eco Mode (which reduces motor speed to 300rpm) make the SV60 one of Yanmar's most eco-friendly models ever.

Added Andreas Hactergal: "As our next-generation flagship excavator, we're confident that the SV60 will prove popular with construction professionals across the UK and Ireland."

"Particular attention has been paid to the operator station design, to maximise space, comfort, efficiency and productivity. Alongside featuring the widest cabin of its class, electronic instrumentation, improved ergonomics, air suspension seat and a 7" LCD rear view camera as standard ensure a pleasant and fully-functional working environment."





"As with each model in the Yanmar CEE portfolio, the SV60 uses premium components to ensure maximum quality and reliability. From materials use to hose routing, intricate design aims to enhance service life and reduce downtime."

Telematics innovation

Yanmar has also announced the roll-out of its state-of-the-art fleet management system; SmartAssist Remote will be fitted as standard to selected new carrier and crawler excavators.

Using satellite telematics technology, the system provides site managers with

unrivalled visibility on equipment location and status. Real-time data (accessible via Smartphone or PC) highlights fuel consumption, engine load, running hours and system idling, while next-generation geofencing capability activates immediately if a machine leaves its designated area.

Full integration with the engine control unit (ECU) allows engineers to easily plan and carry-out maintenance operations, while error reporting and system abnormality alerts minimise unnecessary downtime. Additional benefits include a custom interface, accessible in every European language, and Luna Operating Reports for periodic inspection.

Commented Andreas Hactergal: "Introducing state-of-the-art fleet management technology for operators across the UK and Ireland demonstrates our commitment to leading the compact construction market. Developed in-house, our SmartAssist Remote telematics solution aims to maximise work potential, improve productivity, minimise downtime and optimise fleet efficiency. The operator can make immediate and informed decisions based on real-time insight, while comprehensive daily reporting helps site managers to understand total fleet performance."



DISTRIBUTORS FOR YANMAR IN NORTHERN IRELAND, THE BORDER COUNTIES & BEYOND!

Crumlin Plant Sales normally stock from the SV08 up to VI050/6





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LOWRY BUILDING & CIVIL ENGINEERING LTD FOCUSED ON FURTHER GROWTH

Award winning Lowry Building & Civil Engineering Ltd, which has a long-established history stretching back to 1961 when the company was originally founded in Castlederg, County Tyrone, has recently opened new office premises in Belfast as demand for its services in the building and civil divisions continues to grow.

As one of the leading contractors in Northern Ireland, more than a few of the company's high profile projects have attracted praise from many quarters, including the Federation of Master Builders and the Construction Employers Federation.

Employing some of the brightest and most highly skilled people in the industry, the company has successfully delivered diverse projects across all leading sectors - from Education, Healthcare,



and Commercial to Leisure & Tourism, Community, Industrial and Utilities.

Still headquartered in Castlederg, the opening of its new offices on the Boucher Road in Belfast was primarily prompted by an increase in work in and around the city. New office and site-based staff have

also been taken on, including engineers, managers and quantity surveyors, so it remains well placed to further expand the business on all fronts.


Investment in people and plant have been key to the company's success down through the years; indeed, in the last two years its annual turnover has virtually doubled.

Its expanding fleet extends from 1.5 tonne to 33 tonne excavators and includes specialist low ground pressure and long reach machines as well as rollers, dumpers, telescopic handlers – and, of course, a wide range of trucks and an extensive number of vans.

Recent additions include new excavators fitted with innovative Rotatilt hitches, enabling the digger bucket to reach previously inaccessible areas to excavate.



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Project Successes

Last year, Lowry Building & Civil Engineering Ltd won 'Fleet of the Year' in Plant & Civil Engineer magazine's annual awards – just one of many recent accolades for the company.

It was, for example, presented with the Federation of Master Builders National Award for the best Commercial Project 2017. The £4m contract to renovate the Silverbirch Hotel in Omagh was delivered in three consecutive phases allowing for the hotel to remain fully operational during all works.

Phase 1 required the refurbishment and extension of the Business Suite to provide a state of the art conference space with six individual meeting rooms equipped with the latest IT services.

Phase 2 consisted of the complete refurbishment of Bertha's snug bar which was cleverly integrated within the programme of works to service functions held in the temporary pavilion, while Phase 3 involved the construction of a new event space with the existing function room demolished to make way for a new bar and courtyard area linked to the Business Suite. A large new steel frame function room was then built with an extensive basement area beneath.

More recently completed high profile projects include a Logistics Support Centre on Belfast's Boucher Road for the NIFRS, a £3.3m highly complex clinical project at Altnagelvin Hospital in Londonderry and the £1.4m refurbishment of the former Kings Head pub on the busy Lisburn Road in Belfast, the latter two being shortlisted as finalists in the forthcoming annual CEF Awards that recognise the achievements of the local construction industry and the substantial contribution that the industry makes to the economy and society in Northern Ireland.

"These two challenging projects were successfully delivered to highest quality in difficult environments and being shortlisted is testament to the Project Team's skill and dedication," commented Business Development Manager Jemma Lowry.

The Altnagelvin Hospital project resembled working on an island as the new extension was created in a former courtyard



area that was locked in on four sides by buildings. "This presented our team with the formidable challenge of getting materials and personnel onto the site but, as ever, they took it in their stride."

The work to refurbish the former Kings Head pub, now named 'The Doyen,' involved the complete strip out of the existing premises and major structural alterations to accommodate a traditional public bar with a large heated outdoor seating area, a cafe bar and a family-friendly restaurant upstairs with private rooms catering for parties up to 140.

Demolition Service

In addition to building and civil engineering activities, Lowry Building & Civil Engineering is also a member of the Northern Ireland Demolition Association and provides a fully comprehensive mechanical demolition and dismantling service which covers a wide range of building types from domestic and residential properties to large scale industrial and commercial premises.

The company operates a specialised fleet of demolition equipment which includes excavators and crushers. All plant and equipment are fully certified to current standards and are regularly maintained and serviced to ensure highly effective service delivery.

It can also provide a full Asbestos service - from arranging for initial pre-inspection



services to supervising the safe removal and disposal to fully licensed facilities.

Plant Hire

In addition, the company offers for hire a modern fleet of vehicles and equipment all branded in bespoke Lowry blue livery, including excavators, rollers, dumpers and various items of small plant and machinery such as compressors, generators and fuel bowsters.

Plant and equipment can be provided on manned by highly skilled and certified operatives to ensure jobs are completed to the highest of standards.



Helping to improve Skills and Training in local Construction Sector

CITB NI are focused on driving investment in skills and training that a growing construction sector requires and offer key initiatives to help the industry train.

Training Grants

CITB NI have launched their new £1.65m training grants scheme and increased overall funds available by 30%. This significant investment will help the local construction industry train in order to be safer, more efficient and more effective. Apprenticeships is a main area that will benefit from the additional funding as grants

for construction employers who employ and train apprentices on an approved apprenticeship framework have been enhanced by 30%. This means employers will be eligible to claim up to £5200 over a three year period. There is also a £1500 grant available from the Department for the Economy for employers who take on an apprentice from the very start right through to completion of NVQ Level 2 and 3.

So, whether you're training new recruits, developing established staff or looking for improvements in other areas of your business, we can offer advice on training and grants to meet your needs. Claiming your grant online is easy, quick

and efficient with 89% of employers who claimed very satisfied with the system.

Apprenticeship Endeavour Award

CITB NI and Radius Housing are working in partnership to award £500 to a construction craft apprentice who has overcome a significant adversity to allow them to successfully complete their training programme and achieve a construction qualification at NVQ Level 2 or Level 3.

The Apprenticeship Endeavour Award applies to those who undertook their training between September 2016 & August 2018. The competition will be open for entries from Monday, 1st October 2018 and will close on Wednesday, 19th December 2018.

Barry Neilson, Chief Executive, CITB NI said, "We are delighted to be working in partnership with Radius Housing to recognise an apprentice's journey, against all odds, to continue their education and achieve a construction qualification. We want to acknowledge an apprentice who hasn't given up despite difficulties and reward them for their determination and achievements. Individuals can apply directly or be nominated by a third party."

John McLean, Chief Executive, Radius Housing said, "As a leading social enterprise involved in housing care and support to over 33,000 homes across Northern Ireland we are delighted to be partnering with CITB NI in this new award and providing the £500 award. Many construction apprentices have worked on our social housing developments and we understand the needs, demands and challenges faced within the sector."

The winner will be presented with the award at the Skillbuild NI Finals on Friday 22nd March 2019 at Belfast Metropolitan College.

To be eligible, all applicants and those nominated for the award are asked to sign up to the Terms and Conditions of the award which can be found here: <http://www.citbni.org.uk/Endeavour-Award.aspx>

Application Forms can be downloaded from the CITB NI website from Monday 1st October.

For further information log on to <http://www.citbni.org.uk/Endeavour-Award.aspx>



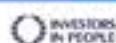
CITB NI

As an Industry Training Board and Sector Skills Council our role is to encourage the adequate training of those employed or intending to be employed in the construction industry and to improve the skills and productivity of the industry in Northern Ireland.

We provide advice, courses and grants for training to help construction companies improve their skills to increase their competitive edge.

To find out more contact us

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Business Improvement Events

CITB NI has launched their business improvement seminars and workshops for the next 12 months to help local construction employers develop skills in key business areas. Topics include digital marketing for beginners and advanced, GDPR, Tendering and Training Needs Analysis.

The seminars are held in local towns and cities across Northern Ireland to ensure convenience for all and employers also get chance to hear the latest information on CITB NI training initiatives, grants and funding.

Led by industry experts, the Business Improvement Seminars are both informal and easy to book and we encourage employers to attend to help develop their skills which will help develop their businesses.

Mobile Training Unit

CITB NI also continue to support training through the Mobile Training Unit, Scaffolding Courses, VET 360 virtual environment training and will continue to focus on providing the support and services needed to ensure local businesses have the right skills.

Through a mix of Grant funding and Direct Training Interventions CITB NI will help develop the workforce to meet client needs and grow their business.

Further Information

For further information on what we can do to help you and your construction training log on www.citbni.org.uk, like us on Facebook <http://www.facebook.com/CITBNorthernIreland> and follow the discussion on Twitter @CITBNI and LinkedIn <http://linkd.in/1GBeyLf>



Pictured are (L-R) Barry Neilson, Chief Executive CITB NI and John McLean, Chief Executive Radius Housing launching the Apprenticeship Endeavour Award 2018.

Programme of Events

| Topics | Date | Venue |
|--|--------------------------------|-----------------------|
| Tendering In the Public Sector Construction Market Workshop | Monday 1 October 2018 | CITO NI. Crumlin |
| Introductory Digital Marketing & Social Media Workshop | Wednesday 24 October 2018 | Newcastle |
| GDPR and Cyber Security Awareness Training | Wednesday, 21 November 2018 | Portadown |
| Advanced Digital Marketing & Social Media Workshop 16 January 2019 | Wednesday, | Belfast |
| Recruiting Apprentices & Training Needs Analysis (for CITB NI Registered Employers only) | Wednesday, 30 January 2019 | Derry/ Londonderry |
| Advanced Tendering - In Public Sector Construction* | Wednesday, 6 February 2019 | Cookstown |
| Introductory Digital Marketing & Social Media Workshop | Wednesday, 27 February 2019 | Coleraine |
| GDPR and Cyber Security Awareness Training 13 March 2019 | Wednesday, | Ballymena |
| Tendering in the Public Sector Construction Market Workshop | Wednesday, 27 March 2019 | Belfast |
| Recruiting Apprentices & Training Needs Analysis (for CITB NI Registered Employers only) | Wednesday, 10 April 2019 | Omagh |
| Advanced Tendering - In Public Sector Construction | Wednesday, 8 May 2019 | Portadown |
| Advanced Digital Marketing & Social Media Workshop | Wednesday, 29 May 2019 | Derry/ Londonderry |

To book a place and for additional information on the Business Improvement Events log on to <http://www.citbni.org.uk/Events.aspx>

EMPLOYEES WANT MORE THAN A GOOD SALARY

There has been a definite shift in employee attitude over the last 12 months, fuelled by a surge in job opportunities in the Engineering and Construction sectors, says recruitment specialists Spectrum. More opportunities put employees firmly in the driving seat and companies are having to work much harder to hold onto their staff never mind recruit new people.

But how many employers are aware of the current situation and if so, how many are taking steps to retain/attract staff?

As a recruiter, says Spectrum's Managing Director Con Gallagher, it is easy to understand why people either move from an employer or choose one employer over another when the salary package on offer from both companies are similar. The 'tick box list' has certainly been extended and people are looking beyond the salary – in a lot of cases, salary is second or third on the list. So what is important nowadays? What should an employer consider when looking to attract or retain staff?

- Overall package - salary, bonus, pension, other benefits

- Hours of work – becoming more and more important in Northern Ireland, including flexible working
- Employee incentive schemes – health & wellbeing, discount incentives to clubs/groups and/or financial policy programs
- Company culture – how the company brand is perceived by the general public has a significant part to play in recruiting new people
- Career prospects – is there a genuine opportunity to progress within the company.

Priorities

Employees will clearly prioritise the above list to suit and taken into account personal circumstances such as location/commute but if an employer has not considered all off the above then it is likely that they will experience or currently be experiencing problems in attracting and/or retaining staff.

"We see this every day and speak with employers who are 'fixed' on the employee terms and conditions and feel that the salary on offer is competitive.

"We try to open the conversation around other benefits or what is likely to help

attract the right person and the discussion is quickly shut down or at best, a slightly higher salary offered to try and help with the recruitment campaign."

If you are an employer and are struggling to either attract or retain staff, then it may be time to take a look at the entire employee offering. Get the key people within the business together and invite some employee suggestions from all other staff. Reach out to the workforce and communicate a new employment strategy to show that you are serious about employee benefits and wanting to become an employer of choice in your industry/area.

The benefits don't necessarily have to cost a great deal to the company but failing to accept that the salary in any job is only part of the attraction will cost a great deal to the business in the long term.

About Us

Spectrum Employment Solutions are based in Cookstown, Co Tyrone and provide a wide range of people for permanent job roles in the Mid Ulster area. You can contact Spectrum on 028 8676 0044 or email info@spectrumes.co.uk

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RAPID GROWTH CONTINUES AT **PIRTEK'S** BELFAST CENTRE

Since its arrival in the UK 30 years ago, Pirtek has grown to become the dominant force in the emergency onsite hose replacement sector; it's a success that has been replicated in Northern Ireland where its Belfast franchise continues to rapidly expand its client base and its facilities and services.

The local operation, headed up by Managing Director David Adams, has never been busier, now with seven fully equipped and stocked mobile service vans, doubling the fleet which is working 24/7 to meet the increasing needs and demands of its customers.

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

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



"While we cover all of Northern Ireland and into Donegal from our Belfast base, being part of an extensive network of Pirtek centres, our customers can take full advantage of the services Pirtek engineers offer throughout the whole of the UK and Ireland, all from a single phone call to us here," comments General Manager Cathy Doyle.

She adds: "For example, if one of our locally based customers was working on a contract elsewhere in the UK or Ireland, such as in Liverpool or in Cork, and encountered any problems, we can simply assign an engineer from the Pirtek Centre that is closest to their particular site to carry out any necessary repairs with the minimum of delay."



The company's customers are not confined to the construction or quarrying industry. It services clients across a broad range of sectors including local councils, waste management businesses, materials handling companies, plant hire outlets, and manufacturing.

Latest Technology

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

"There are times when competitors try to tempt customers away with the age old lure of 'cheaper prices', but in general we find clients appreciate our consistency of service, excellent response times and the reality that we are extremely competitive and open with our structure; and with seven service vans, on the road, we can be with a customer in need within an hour of the call being placed, thus keeping any potential for downtime to an absolute minimum. We fully appreciate





that no client can afford to be standing around idle for two or three hours waiting for a machine to be repaired," says Cathy. It is little wonder, then, that Pirtek Belfast's customer base has experienced rapid growth. This year, for example, it is handling around 100 more call outs per month than it was this time last year. That's in addition to increased business at its trade counter and direct sales activity.

Product Range

Like all Pirtek centres, the Belfast Centre can supply not just all types of hydraulic hose, but also a wide range of hydraulic and engine oils, oil spill products, pneumatics and industrial hose. It has a 'machine shop' facility enabling it to make custom solutions for customers such as hydraulic adaptors, power steering pipes and hoses and air conditioning hoses. It can also supply steel tubes and compression fittings. Availability of stock is always high. "We keep a massive amount of stock at any given time both in Belfast and at our facility in Omagh, all managed via a bespoke IT system, and recently increased our levels to meet customer demand," says Cathy. "We are also well placed to meet requests for even the more unusual products. But

even if we don't have an item readily available, we can source it for next day collection or delivery."

Management Service

Pirtek, of course, is much more than a hose repair company. Its Total Hose Management service is a preventive, proactive and reactive package that allows it to take away the maintenance, repair and replacement of hoses, assemblies, oil and lubricants across a broad range of industry sectors and applications.

As part of a Total Hose Management contract, trained and qualified Pirtek personnel will analyse and record all the hoses and assemblies that your company utilise, together with technical details for each. These details form the basis of an advanced database that is used to monitor and manage your hose usage, allowing Pirtek to devise a comprehensive repair and replacement programme that ensures that you get the maximum life from each

hose and assembly, without the worry of a catastrophic failure or unplanned downtime.

Health & Safety

Health and safety matters also take priority at Pirtek. It has, for example, addressed one of the major dangers of working with high pressure systems – fluid injection injuries. The company's Fluid Power Glove is unique in resisting jets of oil at the highest pressures found in regular hydraulic systems. This protects from certain injury and the need for surgery, and in some cases, death.

Environmental

Whether you call Pirtek to site to complete a hose replacement or use its over the counter service, you can be sure that any oil contaminated waste will be dealt with in strict accordance to the regulations. "We are always looking to minimise our environmental impact and have introduced new products to market for this reason, an example of this is our 'oil in a box' which has 90% less plastic packaging than a standard plastic oil drum.

JCB Backhoe controls are a piece of cake for Mary Berry

Taking the controls of a JCB Backhoe Loader proved the icing on the cake for TV's favourite baker Mary Berry on the opening day of the recent Chatsworth Country Fair.

The showstopping duo proved a recipe for success when Mary took to the cab of one of eight JCB Dancing Diggers ahead of the magical machines' performance at the Peak District extravaganza.



Mary Berry

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New Portable Power from Takeuchi

Takeuchi's new Takeuchi TB225 offers the latest compact mini in the towable weight class.

Available in both cab and canopy, the TB225 comfortably works within towing restrictions; weighing-in at just under 2400kg cab or 2265kg canopy, there's plenty of room for attachments and materials on the trailer. With integrated tie-down points for a trailer the new TB225 is purpose built for trailer towing.

The new mini is very compact in overall size. It comes with familiar expandable tracks taking the machine from a very narrow 1100mm up to 1500mm; providing maximum accessibility in narrow areas combined with massive digging stability when digging deep.

The TB225 comes with 16.5kW of power, 19.3kN of digging force and breakout of 12.8kN; far more powerful than other mini excavators in this weight class, and close to a 3 tonne powered excavator.

TB225 features joystick proportional control. The thumb operated slider on the joystick gives maximum precise variable hydraulic control, ideal for auxiliary attachments including augers and grabs. This feature is common on larger



excavators and now Takeuchi have added this popular feature to the towable range.

A machine designed for maximum all-round operating visibility, including right down into the footwell, critical for utilities work. LED work lights as standard positioned on the cab and boom provide maximum visibility in darker working environments.

To meet the higher demands of safety across construction and utilities Takeuchi's TB225 is ready for lifting with the audible lifting check valves on both boom and dipper fitted as standard.

For added asset protection the TB225 comes with the TSS Takeuchi Security System, also fitted as standard.

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Mining and Quarrying Sector Could Be Missing Out On Tens of Thousands of Pounds

R&D Tax Credits are one of the most valuable forms of tax relief available in the UK, but the Mining and Quarrying sectors are not taking full advantage of this generous tax benefit. Many of the qualifying activities that may be regarded as 'day-to-day' operating behaviour could actually qualify for R&D tax relief.

R&D is an integral part of the mining and quarrying sector and the R&D tax relief available is very generous. Indeed, R&D is actively encouraged and paid by HMRC through the Government's R&D Tax Credit initiative which is designed to stimulate innovation by encouraging companies to invest in research and development.

All companies who are subject to pay corporation tax could potentially claim R&D Tax Credits for showing levels of innovation. Real tax savings can be achieved whether your company is tax-paying or loss-making. It's not simply a tax credit; many companies prefer to take it as actual cash instead.

The types of qualifying R&D expenditure typically include staffing costs, software, utility bills, materials and possible subcontracted costs. These R&D costs can be enhanced by up to 230 percent for SME businesses and in the UK the average R&D claim for SMEs is £61,000. R&D Tax Credits have been around for 18 years; but since 2010, the paybacks have become so lucrative that many UK businesses have started to take notice. However claims in the mining and quarry sector are lower than other sectors. This means that many mining and quarrying companies are not claiming R&D Tax Credits to which they are entitled.

Taking Advantage

So why aren't companies taking advantage of R&D Tax Credits? According to R&D Tax Credit specialists the Momentum Group, this is due to two main reasons:

1. Lack of awareness



**Tom Verner, Managing Director,
The Momentum Group.**

2. Not fully understanding which activities and costs qualify

Momentum Group Managing Director, Tom Verner, commented: "HMRC statistics from 2016 showed a high percentage of claims in sectors traditionally associated with R&D Tax Credits. I believe one of the biggest issues with companies not claiming their full R&D tax relief, is that many believe R&D Tax Credits are only available for traditional research sectors and 'white coat' industries.

"As the only local company specialising solely in R&D Tax Credits, Momentum partners with every sector from manufacturing to engineering, food and drink, digital and technology, and everything in between, to ensure they claim what they are legitimately entitled to. To date we have helped companies of all sizes and across numerous industries to claim over £100m R&D enhanced expenditure."

Claims Process

In July 2018 Ron Gibson, Momentum's Operations and Technical Director, attended a HMRC R&D Consultative Committee meeting. HMRC recognised that a number of 'so-called' R&D providers have entered the marketplace. In response, a new unit is reviewing a significant number of claims for issues including a lack of information, failing to meet the criteria and suspicious claiming activity.

Momentum welcomes a higher level of inspection as their approach has always been to apply the highest professional standards to every claim they prepare, resulting in a 100% success rate across hundreds of claims with over £100m R&D tax relief approved.

When it comes to choosing your R&D Tax Credit partner make sure you carry out a level of due diligence of your own. Use the hallmarks below as a gauge to ensure that your advisor is credible. A reputable R&D Tax Credit advisory firm should be able to evidence:

- Expert knowledge of the legislation
- Technical expertise across a wide range of sectors
- Proven methodologies and robust processes
- Comprehensive systems that ensure the security of your data
- Links to HMRC and insight into legislative changes
- 100% success rate in claims submitted
- Ethical standards and credibility
- Work and engage with your external accountant

Momentum has been working hard to raise awareness of R&D Tax Credits amongst companies in the mining and quarrying sector. The company is successfully working with leading accountants, banks and financial institutions and many others across the UK to raise the profile of this generous tax relief.

The R&D specialists are calling on all mining and quarrying businesses and their accountants to take action this year to explore this valuable incentive.

If you would like to find out more about a potential new claim, or review an existing claim then please contact Momentum for a free no obligation review.

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INTRODUCING THE EAGERLY AWAITED ADDITION TO EXPANDING GENIE XC BOOM RANGE

Following strong interest from customers at the Intermat trade show held in Paris this April, Genie is launching its new Genie® S®-65 XC™ telescopic boom lift for the EMEAR region. With a maximum working height of 21.81 m (71 ft), this new model is the latest addition to the expanding Genie Xtra Capacity™ (XC) boom lift range.

Providing the ability to perform a wider range of heavier lift tasks on construction and industrial jobsites, like all Genie XC boom lifts, the new S-65 XC boom offers a dual lift capacity of 300 kg (660 lb) unrestricted and 454 kg (1,000 lb) restricted to work with up to three people onboard while still leaving room for tools and jobsite materials.

Adding to the production of the articulating Z-45 XC boom lift, the new Genie S-65 XC boom lift is the first telescopic XC model to be manufactured at the brand's factory in Umbertide, Italy – the Genie "Boom Centre of Excellence" for the Middle East, Africa and Russia (EMEAR) region, dedicated to the production of the Genie boom lifts that are the most popular among EMEAR customers, ready equipped with the options they prefer. "The XC nomenclature lets customers know that these new Genie Xtra Capacity models comply with European EN280 overload restriction guidelines," says Zach Gilmor, Genie Product Manager, Terex AWP. "And thanks to updates in the design and technology of these new booms,



these Genie XC models can carry more load - 300 kg (660 lb) unrestricted and 454 kg (1,000 lb) restricted capacity - than their predecessors. Genie XC booms are designed to perform."

New to this generation of telescopic booms, as applies to other Genie XC booms, the new S-65 XC features automatic envelope control. This is the ability to automatically retract as the booms reach their operating

envelope, allowing for simple platform positioning and an enhanced operator experience. It is also equipped with a load sense cell that continuously checks the weight in the platform and limits the operating envelope to match the load chart, as well as boasting the ability to perform zero load field calibrations.

The S-65 XC also offers an expanded working zone thanks to a new chassis tilt

sensor incorporated into the machines' function. This unique chassis tilt sensing technology gives operators access to different ranges of motion based on the chassis angle.

And, it is engineered to automatically cut-out certain of the machines' lift and drive functions when the tilt activation setting is reached. "Equipped with this new technology, this new Genie XC booms not only carries more load than ever before but is also be able to maximize access to hard-to-reach work areas on challenging jobsites," adds Gilmor.

Like other Genie telescopic XC boom lifts, the new S-65 XC also features the new Genie Lift Power™ generator solution. This system includes a dedicated hydraulic circuit, a right-sized breaker and no pressure switch to run the unit reliably, which allows the power to lift and drive during operation.

To provide reliable power solutions for customers worldwide, the CE compliant Genie Lift Power system is available with 3 kW power output and is quickly convertible from the European 230V/50Hz power system to the 115V/50Hz UK system..

All Genie XC booms (excepting the Z-45 XC) have been updated with a CAN-based control system, which incorporates the familiar Genie SmartLink™ control system that features on these popular booms. Operators will find the control layout on these machines to be consistent and intuitive, making the operation of the booms easy and straightforward.

SPEC CHECK

The Genie S-65 XC boom offers 21.84 m (71 ft 1 in) working height with 16.51 m (54 ft 2 in) of outreach and features a 36 kW (48 hp) Stage IIIB diesel engine.

Its XC design also includes a 1.83 m (6 ft) dual entry or a 2.44 m (8 ft) tri-entry platform with side-swing gate to make it easy to get people, tools and jobsite materials in and out of the basket.

As one of the models in this new generation of Genie telescopic XC booms, the S-65 XC retains the productivity features that enhance customers' ability to get work done quickly, including:

- Below ground reach of 2.65 m (9 ft)

- Virtual pivot primary boom aligns the machine's centre of gravity for lower machine weight
- 4WD and positive traction drive maintains equal power to all drive wheels
- Ramped boom control system provides smooth boom functions and control
- Fixed-width axles allow faster setup
- Active oscillating axle enhances traction on rough terrain
- 360° continuous rotation turntable for quick positioning
- Lift Guard™ Contact Alarm

And thanks to updates in the design and technology of these new booms, these Genie XC models can carry more load - 300 kg (660 lb) unrestricted and 454 kg (1,000 lb) restricted capacity - than their predecessors. Genie XC booms are designed to perform."

Zach Gilmor
Genie Product Manager,
Terex AWP



GENIE FALL ARREST BAR EXTENDS WORKING AT HEIGHT AREA

While working at height is one of the more potentially dangerous occupations, much has been done by manufacturers of mobile elevated work platforms over the years to make considerable improvements, not least by Terex Aerial Work Platforms (AWP) subsidiary Genie UK.

One of their more recent innovations has been the Genie® Fall Arrest Bar, as we have been finding out from Genie's Product Safety & Compliance Manager for the EMEAR Lee Vickers.

With more than twenty years of experience, Lee, who began his career as a Genie Field Service Engineer in 1996, is a strong advocate of health and safety in the construction industry and is heavily involved from a risk assessment perspective in the early stages of product design.

He has also worked with various safety associations abroad, as well as with Principal Contractors in the UK and across Europe.

Mobile elevated work platforms are primarily designed to enable workers to safely work at height within the confines of the platform – and an approved full-body harness and appropriate lanyard

should always be worn while using a MEWP. The lanyard cannot allow more than 6 ft (1.83 m) of free movement. Also, workers must enter or exit the platform only through the sliding mid-rail entry or gate provided, never climbing over the platform guardrails.

However, increasingly boom operators have more unusual access requirements – there can be times, for example, when a worker needs to perform his necessary tasks from an adjacent structure to the platform and therein lies a challenge: how to make such manoeuvres safe.

“Merely attaching oneself to the platform has limitations because the lanyard cannot be more than 6 ft (1.83 m) in length from an appropriate anchor point, which means the worker has to continuously attach and detach their lanyard, which only serves to increase risks,” comments Lee, “so we looked at how we could safely extend the working reach outside and around

the perimeter of the platform.”

The answer was the Genie Fall Arrest Bar, a system that enables the worker to use his Genie

boom lift as a fall arrest anchor and enjoy the benefit of a greater working area to move around in outside of the platform, while remaining securely connected to the platform.

The Genie Fall Arrest Bar, which complies with the PPE regulation in Europe ANSI A92.5-2006 and CSA B354.4-02 standards for the USA and Canada for most of the Genie self-propelled booms, consists of a smooth, sliding, horizontal track design available for either 6 ft (1.83 m) or 8 ft (2.44 m) platforms that allows the operator to tie off and move freely outside of the platform using a single 6 ft (1.83 m) shock-absorbing lanyard.

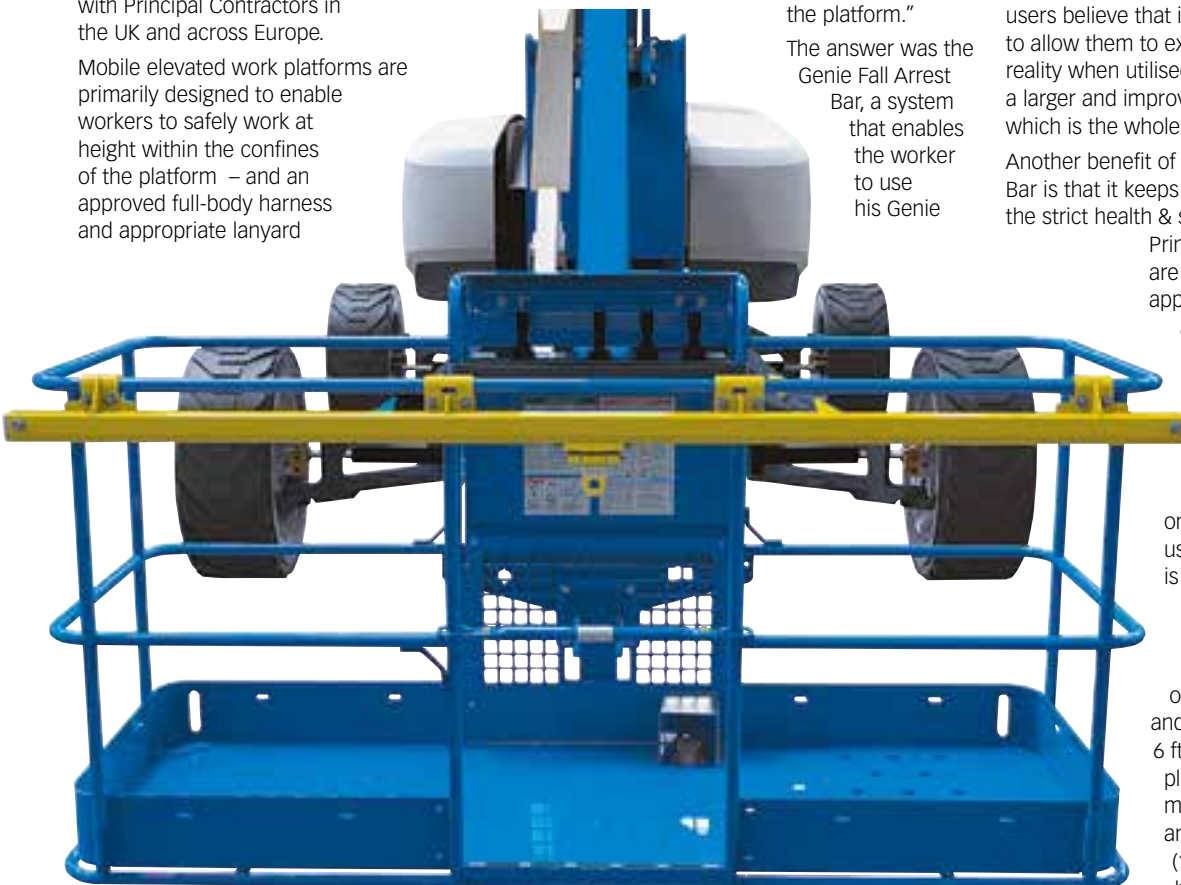
The enclosed track, made from high strength steel, protects the trolley from weather and debris. The yellow, identifiable bar attaches quickly and easily, within 15 minutes, for fast setup and removal.

There has, however, been some misunderstandings about the use of the Fall Arrest Bar. Comments Lee: “Some users believe that it has been designed just to allow them to exit the platform, but in reality when utilised properly it generates a larger and improved working area, which is the whole idea of the system.”

Another benefit of the Genie Fall Arrest Bar is that it keeps users compliant with the strict health & safety demands of

Principal Contractors who are responsible for providing approved fall protection for all site employees and operators. Lee has held a number of ‘round table’ and very informative discussions with Principal Contractors on just such MEWP safe use matters, and another is planned for the future.

The Genie Fall Arrest Bar is compliant with the strict health & safety demands of Principal Contractors and quickly attaches either 6 ft (1.83 m) or 8 ft (2.44 m) platforms on all 40 ft (14 m) Genie telescopic booms and higher, as well as 45-ft (16 m) Genie articulating booms and higher.





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working at height

MAGNI LEAD THE WAY FOR WORKING AT HEIGHT

For a new company Magni srl are at the forefront of design and technology for telescopic handlers and have taken working at height to literally "new heights".

The company makes Heavy Capacity telehandlers up to 45 tonnes and some high lift rigid chassis telehandlers up to 24m which far exceeds any other machine on the market. However, the core of their business is rotating telescopic handlers and, in this field, they have surpassed all other brands with their product line up.

When Magni launched the 35m lift RTH 5.35 S three years ago it became the company that produced the highest lifting telehandler in the world; however since then it has launched the 39m, RTH 5.39 S and last year the 46m RTH 6.46 SH. The 35 and 39m machines are now also upgraded to 6 tonne capacity.

The growth of the Magni is very impressive. From a standing start the company has now



produced over 2000 machines in a very short period.

Alex White, Director of Magni UK, explains how this growth has happened. "When Magni entered the market, it was with three models at the Bauma show in 2013. Riccardo Magni, a pioneer in rotating telehandler design, realised that the process of telehandler design was a slow one that led to very few models entering the market. So, the first thing was to improve this process with extensive use of

CAD design. This allowed the company to reduce the normal 3-year design process to one of less than 6 months from design to production.

"Due to this we have gone from three models five years ago to now having eight models of heavy capacity telehandlers, 14 models of rotating telehandlers (we hold the record for the highest reach for the 46m RTH 6.46 SH and the biggest capacity with the 8 tonne RTH 8.25 SH) and two models of fixed chassis. No other manufacturer of telehandlers has been able to grow its range at such a fast pace."

He added: "The reason that we can expand so quickly is mostly down to philosophy. We start with the Magni cab which is fitted to every Magni machine and has exactly the same layout in every model. Every machine has a pressurized cab with air conditioning and 100% cab filtration. Then we try and use the same components across the range so machines share valve banks, pumps, controllers, electronic cards etc.

DRIVEN BY DEMAND

So, what has led the company to produce such high reaching machines? Alex White explains:

"Predominantly this growth has been driven by demand in the US. They requested machines that would be an alternative to the crawler cranes that were being used. You will not see many tower cranes in some states in the US as appose to Europe and this is because not only do you own the land that a building is built on but you also own the air above it and so someone cannot just swing their jib over that land. The Magni has been very successful as it can be lowered and derigged very quickly at the end of the working day which is again a requirement in some states.

"The demand for high reaching machines for working at height is not just from the US. The machines are proving just as successful this side of the Atlantic. Magni are currently the only manufacturer to offer machines above 32m lift which has left their competition playing catch up. "Rental companies running the Magni high lift machines in the UK report of excellent utilisation for the 30m plus models and a growing demand in this sector. It's easy to see why as the Magni high lift rotating telehandlers are being used as alternatives to cranes due to their excellent capacities at height with fast deployment and the added advantage of being able to change the attachments.

"Looking at the lifting capabilities, the Magni 35 m machine performs similar to a 30t crane and the 46m to a 40t crane but with much smaller footprints, lighter weight and rough terrain ability. A good example of this is where a Magni RTH 5.35 S replaced a crane that was erecting pylons as the Magni could be driven between lifting points without getting stuck on the uneven ground and it didn't need such a heavy-duty lifting pad to be built. The Magni is equipped with automatic chassis levelling and is able to be used on large inclines which again helped in this application.

"Magni rotating telehandlers are the swiss army knife of the construction world. Although by definition they are a telehandler they fall into many categories as they become different things depending on what is fitted to the front of them. When a Magni is fitted with forks it is a telehandler but when it is fitted with a winch it becomes a crane so complies to EN 13000 and similarly when it is fitted with basket it complies to EN 280 access regulations. It is this versatility that sets the machine apart from a site crane.

"The machines are designed to rig and de rig at very fast speeds so they are often moved from one part of the site to another and from one attachment to another.

"Due to the flexibility of the Magni it is in some circumstances it is able to replace other machines on site. For instance, when using the work platform on the Magni it gives the operator a greater working envelope when compared to a traditional access machine. These machines are

usually limited to between 250kg and 350kg capacity where as the standard Magni work platform is 500kg but the machine is also available with a 1000kg platform and has the option of many sizes from 4m to 6.5m width. This means three people can take a large number of tools and materials and have a large working area to function in."

Magni have also looked at special work platforms for customers. They designed a work platform that can take over 1300kg and hold up to 15 people that has been supplied with a large number of Magni rotating telehandlers to the fire service.

They have also designed a specific work platform for use in the asbestos industry that allows two people to go to height and remove asbestos material with minimal handling. This basket also works well for the replacement of cladding, something that is very relevant at the moment.

So, what is next for Magni? Have they reached the limit of telehandler design? "Of course not," says Alex White. "We have many other projects that we are working on and we are certainly not stopping at 46m reach or 8 tonne capacity. We already make a twin energy machine that allows all lifting operations to be carried out with zero emission and very little noise. This is definitely something that will be expanded on in the future.

"We are also working on different types of attachments such as glass manipulators that will allow us to expand further our offerings for safe working at height."

working at height



"One of the main investments made by Magni is in software. Both the software needed to design the machine and the software that runs it. We own a majority share in the software company that we use for our safety systems and we now make our own load moment indicators and electronic hardware which means, we can make changes quickly to respond to customer requirements. This gives us a very can-do attitude and makes us very good at solution providing. We have designed many new attachments for customer requirements and they have been highly impressed by how we can react to their needs."



working at height

PAT O'DONNELL & CO APPOINTED IRELAND'S FIRST DEALER FOR MAGNI TELESCOPIC HANDLERS SRL



Pat O'Donnell, Managing Director, Pat O'Donnell & Co, shaking hands with Riccardo Magni, President of Magni Telescopic Handlers SRL after signing new dealership agreement.

Pat O'Donnell & Co. have signed a new dealership and service agreement with Magni Telescopic Handlers SRL earlier this year and since then both teams of Service Technicians and Sales personnel have undertaken extensive training with Magni Telescopic Handlers SRL.

Pat O'Donnell, Managing Director, commented, "We are always listening to customers and researching products to bring to the Irish market. We became aware of a need in the market for a high quality rotational and heavy lift telescopic handler and having studied the products available we felt that Magni offer the best quality range internationally. "Following a trip to Italy where we met the family behind the brand and visited the factory we were delighted to be appointed Irish dealers for Magni Telescopic Handlers SRL." The Magni range of rotating and heavy lift telescopic handlers was first introduced at the Bauma show in 2013. At the time there were just a couple of models but since then the range has grown at a significant rate. Magni now have 14 models in its rotational range, 8 models in its heavy lift range and a 20 and 24m rigid chassis telescopic handler.

To put that in perspective, Magni, in five years have created a range of rotating telescopic handlers that matches rivals that took 20+ years to develop. Not only are they arguably one of the fastest growing brands in the Construction industry right now but they are also one of the first new construction manufacturing companies to be formed in Europe in the last 20 years. Magni Telescopic Handlers are working across a number of different industries including Agriculture, Mining, Construction, Marinas and Port Handling; everywhere these products go inroads are quickly developed due to the strength and design of the products. Pat O'Donnell added, "We are almost 49 years in business and our success and longevity has always been based on forging long-lasting partnerships with manufacturers and customers. Our branch network and our commitment to after-sales care is the perfect way to bring quality products to the Irish market and by ensuring that we are always on hand after purchase customers come back not only for the great product ranges we offer but also with confidence that we



are here to protect any investment with excellent parts and service back-up. "We have spent the past number of months ensuring that our team are market ready to introduce and offer service support to Magni Telescopic Handlers and we are confident that we will have a long partnership with this fantastic company."

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Hinowa tracked booms are the problem-solvers of the powered access sector. With compact dimensions and very low ground pressure, they are equally at home working inside historic buildings or on rough terrain in woodland.

Tracked booms, or spider lifts, have been growing in popularity for the past decade or so. With extremely low ground pressure and very compact dimensions, they are able to easily pass through garden gateways, doorways and down narrow passages.

Hinowa crawler-mounted booms are ideal for a huge range of internal and external applications; from commercial and residential property maintenance, to arb & tree work and painting & decorating.

Hinowa's lightweight booms are easy to transport from site to site on a trailer towed by a saloon car, 4x4 or light commercial vehicle. The tracks help the units to comfortably deal with almost any type of ground conditions, including mud, snow and sand.

In 2017, Hinowa launched the Lightlift 13.70 Performance IIS, the first of its booms to feature Hinowa's new SkyGuard anti-entrapment system, designed to prevent the operator from being crushed by an obstacle overhead. Other innovations include a faster



travel speed for increased productivity; and gradient control, which automatically decelerates the tracked undercarriage when driving on hazardous slopes. Additionally, a new basket option featuring rounded corners helps with positioning close to walls, for delicate manoeuvres.

The company's commitment to innovation was recognised with a prestigious international award this year. The Hinowa

Lightlift 33.17 Performance IIS won the lifting, handling and transportation category of the Internat Innovation Awards 2018. Hinowa was one of 13 winners out of 90 companies that entered the awards.

Thanks to Hinowa's expert engineers, this innovative tracked boom will offer negative reach – the ability to reach spaces that are lower than the level of the machine's tracks. Negative reach is ideal for tasks such as inspecting dockyards and bridges.

Go Home

Along with the boom lift's negative reach capability, the judging panel also praised Hinowa's new Go Home function. At the push of a button, this automatically returns the boom to the stowed position. This substantially reduces the time spent aligning boom sections before descending - and it eliminates any possible human errors during this operation.

The Hinowa Lightlift 33.17 provides a maximum working height of 32.5m and horizontal outreach of up to 16.5m. The boom is comprised of a tower and three telescoping sections, a main boom and two telescoping sections, plus an articulating jib. This configuration delivers superb "up and over" access.



working at height



A new jib design offers +/- 90° rotation, with basket rotation of the same capabilities for precise positioning at the work face.

Hinowa has also added a wider and more comfortable basket, measuring 1.6m x 1.4m. The safe working load is 230kg, without any restrictions – sufficient for two people with tools.

The machine retains Hinowa's impressive compact dimensions, with a height of less than 2m and a length of only 6m after the basket is detached. It has a stowed width of only 1.2m. Extendable axles enhance this to 1.7m, to increase stability when traversing slopes. With these stowed dimensions, the

Hinowa Lightlift 33.17 can easily pass through standard-sized doorways.

It also offers a choice of full operation with the outriggers deployed at 4.2m x 4.9m, or a more compact footprint of 3m x 6m for working in tight spots.

Power options include a bi-energy Kubota diesel engine D902 and electric motor; or with a 76V, 150 Ah lithium-ion battery pack.

The Hinowa Lightlift 33.17 goes into production in early 2019. The full range of Hinowa booms is available from Access Platform Sales (APS), the official UK distributor. Through APS, Hinowa customers in the UK benefit



from comprehensive after-sales support, including an award-winning replacement parts service; mobile technicians providing maintenance and repair; and refurbishment or part-exchange of old machines.

SETTING THE STANDARD



With exceptional performance for increased efficiency, the **Hinowa Performance IIIS** range has been designed to suit a range of applications.

With narrow dimensions for work in confined areas, and rough terrain capabilities, this innovative range of booms can take users to new heights.

To book a demonstration of the Hinowa Performance IIIS range, contact the APS team today



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SLEATOR PLANT & GENIE HELP CONTRACTOR REACH NEW HEIGHTS

To say commercial and industrial roofing and cladding specialists H McLarnon & Son Ltd are a big fan of Genie access equipment would be an understatement; the company has about 40 Genies in their impressive fleet.

The range of Genie equipment, supplied by Sleator Plant, is being utilised on projects throughout the UK and Ireland by McLarnon's who also operate a successful haulage business between Britain, Ireland and Europe.

The latest delivery of Genies from Sleator Plant to the family run company includes eight new Genie Booms – among them Z45's diesel powered articulated boom lifts, and S45's and S65's telescopic boom lifts. With more than half a century of experience in the construction industry, McLarnon's has continually developed its business base from built-up felt roofing to specialist cladding systems that are at the forefront of technology and innovation.

One of its latest projects is a roofing and cladding package for a new Conference & Exhibition Centre in Blackpool being built by McLaughlin and Harvey on behalf of Blackpool Council.

The new Winter Gardens venue will house a conference hall for 2,000 delegates and there will also be a new 130,000sqft exhibition hall as part of the



Pictured is Chris McLarnon of H McLarnon and Son and Brian Frizzell of Sleator Plant.

same complex with break-out spaces and catering facilities. Other high profile contracts the company has involved in include the roofing of a number of Lidl stores across the country.

"We favour the Genie because they are robust and reliable," commented McLarnon's operations director Chris McLarnon. "We got our first

Genie about 20 years ago and have been investing in the brand ever since as the business continues to grow.

"We believe they are the best and most dependable out of all the access equipment currently available on the market. Our fleet includes a variety of scissor and boom lifts that means we have equipment on hand to cover

any eventuality no matter what height we have to access."

Adds Chris: "We rely quite a lot on Sleator Plant for the maintenance of the equipment and the service is excellence. If we experience any problems we just have to lift the phone and a service engineer will be on site in no time, which means we keep any potential downtime to a minimum."



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Sleator Plant are Ireland's sole distributor of Genie® products.

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Man Platform Range for Bobcat Telehandlers

There is a wide range of man platforms available for use on both Bobcat rigid frame and rotary telescopic handlers.

For Bobcat rigid frame telehandlers, customers can choose the best man platform solution for their needs: fixed, rotating and/or extendable, with 1 m, 2.4 m or 4 m widths available. Platform extension is hydraulically controlled requiring no effort from the operator and can be adjusted to the exact width required.

In addition, the Bobcat patented BPS system (Boom Positioning System) helps the operator to position the man platform

closer to walls and other structures to be examined from the platform. There is also a remote control system that can be used to operate the system at a distance as well as other attachments such as winches or jibs for further versatility.

In the top-of-the-range Bobcat T41.140SLP 14 m and T40.180SLP 18 m rigid frame telehandlers, 'man platform ready' is an optional plug & play factory package for easy connection and operation of an aerial work platform, in full compliance with safety standards. Electrical and hydraulic lines are protected inside the boom and it requires no cable roll-up.



JCB Access to Launch New Range

JCB Access is set to introduce its new range of telescopic and articulated boom platforms, with Diesel booms scheduled for full launch in Spring next year followed by the electric booms later in the year.

JCB's telescopic and articulated boom platforms will be powered by a Tier 4 Final JCB Diesel by Kohler engines and load capacities will range from 227-250kg, enough for two occupants and tools. Exact platform heights will be 50' (15.2m), 60' (18.3m) and 80' (24.3m). Models will be AJ50D, AJ60D and AJ80D.

The four diesel articulated boom models will be offered with four-wheel drive and two-wheel steer, delivering up to 40% gradeability and a maximum stowed driving speed of up to 4.4mph. These will be joined by a 45' (13.7m) platform height AJ45E electric powered articulating boom model. The electric model has two-wheel drive and two-wheel steering, with up to 30% gradeability.

An extensive range of 10 diesel-powered telescopic booms will be added. These will offer platform heights from 65' (20.6m) to 135' (45.6m). There will be a high degree of parts commonality between the three model ranges, reducing cost and complexity for customers and dealers.



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MACHINERY PRICES STRONG AT RECENT EURO AUCTIONS SALE

Construction and agricultural machinery that's between two and five years old and in top condition was trading at a premium at the recent three-day used equipment auction organised by Euro Auctions at its poplar Leeds auction.

"Shrewd buyers are increasingly looking to acquire low hours machines that have all the functionality and 'bells-and-whistles' they need but at a significantly reduced cost of a new machine," stated Jonnie Keys, Euro Auctions' operations manager.

"This means they gain all the operational benefits of an 'almost new' model but at a much-reduced cost. What's more if they run the machine for a few years, and then sell it on through an auction, they minimise their exposure to depreciation and potential servicing costs. At the last sale we saw some popular models go for a premium of as much as 20%; reflecting the desirability of these machines and what operators are prepared to pay for hassle-free operation."

Taking a CAT 308E as an example: the list price of a new machine, depending where in the world it's being bought and its exact specification, is around £100,000. However, a machine that's two to three years old and with about 1000 hours on the clock can often be secured for around £70,000. If this is then well maintained and excessive hours are not added, it could realise after three to four years of productive service a sale price of around £50,000. That means the excavator could cost just £5,000 a year to own and doesn't tie up a huge chunk of operating capital.

"In today's economic climate when margins are being squeezed, value for money is vital, so bidders are increasingly prepared to pay a premium to secure a quality machine that meets all their operational requirements but has lower lifetime operating costs and therefore represents better overall value for money," continued Jonnie Keys. "That's why we are seeing two to five year-old machines commanding a real premium."

Lots

A total of almost 4,200 lots went under the hammer at the three-day sale. Over 2,000 UK and international bidders registering interest for this sale, one in ten of whom were first time bidders, further demonstrating the growing appeal of auctions. The final hammer total was also over £33 million, with around half of all tractions being completed online. Bidders were attracted from right across Europe, North Africa and the Middle East with additional interest being shown by bidders in North and South America, Asia and Australia.

Dormagen

Meanwhile, bidders turned out in vast numbers again for the recent construction and agricultural equipment auction organised by Euro Auctions at its Dormagen, Germany site where the final hammer total again smashed €10m.

Almost 2,500 lots, a significant proportion of which were relatively near new machines, from almost 200 vendors, were sold without reserve. The event again proved that quality equipment is in real demand and this German auction is increasingly becoming the preferred

purchase route of choice for a growing number of international machinery buyers.

Nearing 1,000 bidders registered to attend or participate online at this sale. Internet bidding was up significantly with almost half of the lots being sold to online bidders. There was also a 20% leap in first time bidders many of whom successfully secured the lots they were after.

Amongst the notable lots to go under the hammer at this sale were two cranes for a Belgium based consignor and these were both sold 'off-site'. The 200-tonne unit went for €57,000 while a 100-tonne unit went for €30,000. There were also a large number of cars and commercial vehicles being sold at this sale and they also each realised good money and ranged from a 1.25 Ford Fiesta through to various luxury models.

More commercial lots comprised a selection of 2017 McCormick F90XL 4WD Tractors that attracted considerable interest and went for more than initially anticipated as did lots including; a 2017 CAT 434F2 Turbo Powershift Backhoe Loader, a 2018 Wacker Neuson WL70 Wheeled Loader, a 2011 Hitachi ZX250LC-3 20 Ton+ Excavator, a 2017 CAT 434F2 Turbo Powershift Backhoe Loader, and a 2016 JLG 2632ES Wheeled Scissor Lift Access Platform.

Upcoming sales

Upcoming sales on the busy calendar include a one day sales scheduled in Zaragoza, Spain on 27th November; and in Dubai on 10th December. Dromore in Ireland will also host sales on 02-03rd November and the final 'end of year' auction on 14-15th December.



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Unused Doosan DX530LC-5



13-16 CAT 320EL - choice



2013 Hyundai Robex
R140LC-9



2013 JCB 8065RTS



2013 Bobcat E50



2016 Hitachi ZX170W-5B



11-12 Komatsu D65WX-16
- choice



2013 Volvo G940



2017 CAT 730C2 - choice



2011 Volvo A25E



Unused Doosan DL550-5



12-13 Hyundai HL757-9
- choice



2015 CAT 444F2



07-10 JCB 3CX P21 - choice



08-14 JCB 540-170
- choice



08-12 JCB TM310S - choice



2013 Neuson 9001



11-15 Bomag BW213D-4
- choice



2013 Sandvik QJ341
Tracked Jaw Crusher



2016 Herbst HAC36 Single
Axle PTO Driven Jaw
Crusher

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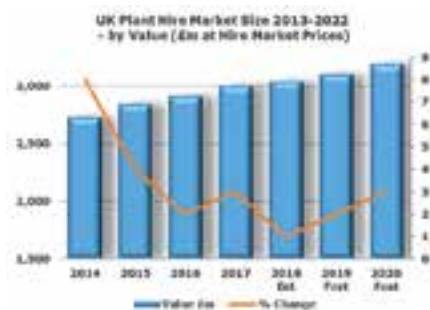
UK plant hire market forecast to grow by 11% between 2018 and 2022

The UK plant hire market was estimated to be worth £3bn in 2017, with growth of around 1% forecast for 2018, according to AMA Research's latest report on the Plant Hire Market.

The plant hire market is extremely diverse, with equipment ranging from dehumidifiers to excavators, and demand for each type of equipment varies, reflecting a combination of factors including the level of new work and RMI in sectors such as highways and distribution & warehousing. Demand in sectors such as pumping and climate control is also impacted by the prevalent weather conditions.

The market experienced modest growth up to 2013 but increased significantly in 2014 due to improvements in both housing and non-residential building markets, as well as manufacturing and other non-construction end-use sectors.

Since then, the plant hire market has remained positive, though growth has been at a lower level. Infrastructure remains the key end-use sector, although different parts of the infrastructure sector have performed differently in recent years. Plant hire is a highly competitive market and



as such hire rates have been affected, remaining relatively static in recent years.

Earth-moving equipment and lifting equipment together are estimated to account for over two thirds of the plant hire market by value. The earth moving equipment hire market is traditionally cyclical, with demand influenced by levels of the non-residential construction, housebuilding, construction associated industries such as quarrying, and some non-construction activities including waste management.

Earth moving equipment is one of the first sectors to benefit from construction

project starts, and prospects for the sector are positive with growth forecast to 2022. Hire demand the lifting sector has also remained relatively strong.

"The performance of the plant hire market is highly dependent on the performance of the overall construction market," said Jane Tarver of AMA Research. "Individual hire company's experiences tend to vary in terms of product sectors and regional & geographical trends, with companies in the South East, for example, seeing higher demand from the housebuilding sector than those in the North of England, Scotland, etc."

Prospects for this sector remain positive, although in common with many sectors of the hire market, there are likely to be regional variations in performance. Overall, the market is forecast to experience modest growth in 2018, benefiting from the HS2 project which is due to be started in the Autumn. From 2018 onwards, construction sub-sectors forecast to increase output and provide opportunities for growth include infrastructure, entertainment & leisure, industrial and health as well as housebuilding.

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CLOSE BROTHERS: RELIABLE SUPPORT IN UNCERTAIN TIMES

In times of uncertainty, alternative finance is often welcomed. Eleven years ago, Close Brothers Commercial Finance opened its doors in Ireland as the financial crisis began. When securing commercial funding with traditional lenders became more and more difficult, Close Brothers was able to offer practical asset finance, invoice finance and asset based lending solutions.

Now, Irish businesses are faced with similar concerns as Brexit dominates political and economic narratives. Continuing ambiguity surrounding the UK's exit from the EU is contributing to the difficulties experienced by SMEs when trying to access funding from traditional lenders.

However, Irish businesses remain positive about their business prospects. According to the most recent Close Brothers Business Barometer, a quarterly survey of over 900 business owners in the UK and Ireland, over two thirds of SMEs in Northern and the Republic of Ireland believe that the economy will continue to grow, or that the worst economic declines are behind us.

Furthermore, businesses across the country named finding extra working capital as their main business concern, highlighting that despite the uncertainty, they are still focused on trading and growth.

Alternative finance options could therefore be a decisive factor in supporting SME growth and help to abate their worries about securing suitable finance in the future. These types of facilities deliver working capital to help businesses realise growth plans.



Gary Coburn

Beyond traditional lenders

Close Brothers continues to be a leading provider of asset, invoice and asset based lending across Ireland. Comments Close Bros Gary Coburn: "We provide fast decisions, flexible funding and simple access to increased working capital for SMEs."

He adds: "Asset finance, for example, is a popular product on the island. These packages give businesses a way to spread the cost of new vehicles and machinery. Unlike traditional bank loans and overdrafts, lending is secured against the value of the

borrower's assets, giving companies the opportunity to raise working capital quickly at a competitive business finance rate.

"Types of asset finance offered include hire purchase, refinancing, finance or operating lease, and sale and HP back. All our solutions are flexible and straight-forward. We lend money against the value of your asset, and lease it back over an agreed period, with fixed monthly payments. Whether you originally own the equipment, or need to restructure another finance agreement, you will own the asset outright again by the end of the repayment period."

Growing popularity

Alternative finance solutions have gained traction in recent years, with many advisors now recommending them to their clients. Products such as asset finance, invoice finance and asset based lending offer a sustainable resource to increase working capital in the current economic climate.

As a leading provider of finance for SMEs, Close Brothers has seen this progress first hand. Says Gary: "Our specialists have adapted to offer ever more flexible solutions, and have extensive experience working with a wide range of sectors. Our goal is to provide secure cashflow solutions which allow SMEs to make practical funding decisions without halting development.

"Close Brothers Commercial Finance is proud to support the ambitious, resourceful businesses of Ireland, and will continue to offer prudent financial services that help businesses to thrive regardless of the wider political outlook."



**For more information about bespoke funding packages for businesses, call
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TEREX FINLAY

INTRODUCE 4th GENERATION 883+ HEAVY DUTY SCREEN

In their drive for continuous product improvement and building upon their rich screening heritage Terex Finlay are launching their fourth-generation 883+ heavy duty screener.

They have incorporated three new design features in this upgraded plant; firstly they have increased the width of the fines conveyor to 900mm wide. Secondly, they have increased the hydraulic power to all conveyors and thirdly they have set the engine to run at a lower speed.

Each of these features have been incorporated to maximise the overall productivity and operational efficiency of the plant. These updates will also be carried across onto plants configured and built with the optional Spaleck screenbox.

One of the components they have carried across onto this plant is the class leading screenbox that features two forward facing "true" full size 16' x 5' screening decks. To facilitate efficient media changing the discharge end of the screenbox



can be hydraulically raised 500mm.

The screenbox angle is hydraulically adjustable to an angle between 13 – 19 degree to provide efficient classification in a variety of applications including quarry, mining, sand and gravel, construction and demolition debris and recycling.

A key feature they have retained in the screenbox is the banana profile of the bottom deck. This design feature provides significant benefits particularly when the plant is being utilised for screening fine materials.

As with previous incarnations of this machine the screenbox can be fitted with a range of media configurations

including bofor bars, finger screens, woven mesh and punch plates to ensure flexibility for a wide range of applications, from fine screening to heavy scalping.

The new 883+ is also available with a dual power option that enables the plant to be powered by on-board electrical motors from an external power source. The plant is also fitted as standard with the innovative Terex Finlay T-Link telematics system.

Impact crusher

Meanwhile, Terex Finlay's new second generation I-120 direct drive horizontal shaft Impact crusher incorporates the new Terex® CR038 impact chamber. The chamber features

hydraulic assist aprons, an inlet lid and hydraulic release chamber protection to assist in passing uncrushable material that enters the chamber.

Terex Finlay have rigorously tested the machine in quarrying, demolition and recycling applications and "proven" the material flow now found across the range of Terex Finlay impact crushers.

On this particular model they have also designed and incorporated curved corners on the feeder wear plate to minimise the chances of material building up in the corners when running in sticky material.

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

For efficient and safer on-site set up and tear down processes the hopper is hydraulically folded and locked from ground level.

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





883+
TRIPLE SHAFT



The NEW 883+ (TRIPLE SHAFT) HD Screener

- 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.



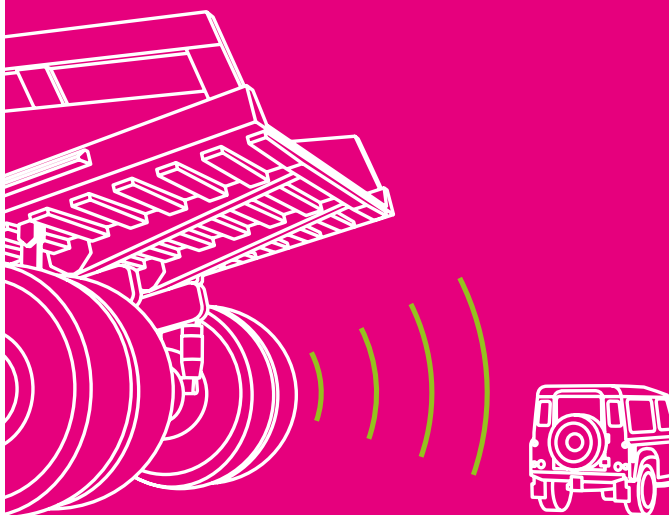
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New Plant Operator Trailblazer Apprenticeship under Development



New Construction Plant Operator Trailblazer Apprenticeship.

The Institute for Apprenticeships (IfA) has granted approval for a new Construction Plant Operator Trailblazer Apprenticeship to be developed.

A submission was devised by an employer-led Trailblazer working group supported by the Construction Plant-hire Association (CPA). Following a number of revisions to the submission plan, approval was received from the IfA and the working group is now preparing to develop the standards and assessment plan for the new Plant Operator Apprenticeship.

The employer-led working group was first formed in July 2016 to develop a new apprenticeship for those that operate plant and equipment. A number of employers are represented in the group including construction equipment owners and hirers, as well as representatives from other sectors such as demolition and rail. P Flannery Plant Hire and the Hawk Group are acting as the co-chairs and CPA colleagues are project-managing the apprenticeship process on behalf of the group.

The working group will be developing a Level 2 multi-role occupation similar to the current 'framework' apprenticeship where learning will take place with four machines over a 12-month period to act as the stepping stones into the sector

and occupation. The proposed content includes learning on servicing and basic maintenance techniques, as well as marshalling of plant, providing apprentices with an overall understanding of plant operations and supporting activities. Although there is a requirement to have at least 20% of the learning of the job, the majority of learning will be undertaken within the workplace.

The working group further intends to apply to develop a Level 3 Specialist Plant Operator occupation to allow the transfer from Level 2 to Level 3 and provide the skills needed for specialist activities such as rail plant, demolition and tunnelling.

Patrick Flannery, Co-Chair of the working group said: "We are very pleased to have finally received approval from the Institute for Apprenticeships after several meetings with them over the last year to come up with an acceptable format. We are now eager to start the development process and design an apprenticeship that meets our industry's needs and entices new people into the industry."

The working group is seeking additional employers to help develop the Construction Plant Operator Apprenticeship. Those interested should contact Peter Brown from the CPA on 0207 796 3366 or e-mail peter.brown@cpa.uk.net

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CLOSING DATE for Entries 26th OCTOBER

PLANT & CIVIL engineer

PLANT, CONSTRUCTION & QUARRY AWARDS 2018

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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



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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



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.

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.

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

PLANT, CONSTRUCTION & QUARRY AWARDS 2018



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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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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.



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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.

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 26th October 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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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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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.



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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.



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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.



Groundforce
Specialist Construction Solutions

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Civil Engineering Company of the Year

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

ENTRY FORM

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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 **26th October 2018** via online submission at **www.plantandcivilengineer.com** or email to **justin@4squaremedia.net** or post to **4SM (NI) Ltd, 12 Main Street, Hillsborough, Co Down BT26 6AE**

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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.

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'Piling' On the Pressure: How the Rothen Group Stabilised the River Cam

When the existing asbestos piles had failed along the river bank in Cambridgeshire, a smart solution was required to stop the banks from collapsing. This led JN Bentley, a UK based Construction and Civil Engineering company, to seek out help from The Rothen Group to assist with the regeneration works.

The site, named the South Level Patch Piling, came with a number of logistical challenges that needed to be considered and overcome quickly.

Firstly, due to the rural setting there was no access for land-based plant or equipment, other than at the centrally located compound. This meant that all access for piling and vegetation clearance works had to be undertaken from waterborne plant. There were also strict time constraints that needed to be met for ecological and environmental reasons, due to parts of the project being within a site of special scientific interest. Despite all of this, The Rothen Group and JN Bentley were able to complete the works in just four months.

Ian Rothen, founder of The Rothen Group commented: "It was obvious from the

outset that this was a specialist project requiring a number of innovative solutions to work around the issues presented. Thankfully we have the equipment and experience to ensure that, even without land access, we could reach the hard to access areas, with minimal disruption.

In Action

The Rothen Group's first step was to resolve the site access issues. To do this, The Groups' wide-beam digger pontoon was specified for the job. The new 26ft wide beam digger pontoon is fitted with a small hydraulic power pack which operates four stability jack legs, allowing the pontoon to hold up to 8 tonnes of machinery, whilst on the water.

A marine ready excavator was then placed on the pontoon, which was used to clear the vegetation and install over 500m of piling to stabilise the river bank. For jobs where access is even narrower, the central section can be removed to reduce the footprint. The pontoon can then still withstand 2.5 tonnes of machinery.

Colin Wilkinson, Contract Manager at JN Bentley commented: "Having worked on similar projects before, The Rothen Group

demonstrated a high level of appreciation for and understanding of the risks involved, while confidently explaining how they would manage these. This comprehensive approach has paid of dividends, with a potentially tricky site being dealt with professionally and promptly throughout the programming and delivery. Expertise from the ecological arm of the business was also an added benefit due to the time sensitive nature of the works being completed and the location on a site of special scientific interest."

Colin continued: "Throughout the duration of the project, standards have been very good – including health and safety protocols. The productivity of the team also met our high expectations and we've since received compliments from our client regarding the quality of the works."

Ian Rothen concluded: "This project along the River Cam was a great opportunity to put one of our latest innovations, the wide beam digger pontoon, to use. Having worked on the UK waterways for 18 years, we knew there was a need for solution like this one and this perfectly showcases how a lack of land access can be tackled."

Atlas Copco expands range of air compressors for utility trucks

Atlas Copco has expanded its range of air compressors for utility trucks with the launch of three models weighing below 500 kg.

As a result, operators requiring compressed air at flow rates of up to 2.8 m³/min are able to reduce the overall weight of their vehicles and save space due to the small footprint of the compressors.

At the forefront of the new additions to the 8 Series Utility range is the U110 PACE compressor, which features an innovative controller allowing for

multiple pressure configurations between 5-10.5 bar.

Atlas Copco has also enhanced its top of the range U190 PACE model. Thanks to its PACE (Pressure Adjust through Cognitive Electronics) system, operators are able to choose from the widest operating pressure range currently available for a truck-mounted air compressor. With the PACE electronic regulation system, operators use a simple-to-use digital controller to adjust the pressure with pinpoint accuracy depending on their application need. This means that with the

U190 PACE compressor any theoretical combinations from 5 up to 10.5 bar is achievable.

Several models can also be equipped with 15 kVA non-simultaneous generator to further increase the versatility of just one unit. Furthermore, for enhanced protection of the tools that operators use downstream, all compressors within the 8 Series Utility range can now be equipped with an optional integrated aftercooler and water separator.

All compressors in the 8 Series Utility range feature a robust, corrosion resistant



C3 rated canopy. Reliable Kubota Mechanical engines come as standard with 110 per cent fluid containment, starter motor protection and integrated top tanks.

HAMMER PULVERISER MAKES LIFE EASIER AT WASTE & RECYCLING GROUP

As Ireland's largest waste collector and recycler, the Panda Group processes around 1.5 million tonnes of domestic and commercial waste every year; it's an extensive and intensive operation requiring specialist equipment that is robust and reliable.

One of its most recent additions is a Hammer FP15 fixed crusher pulveriser, acquired from SME Plant Sales, Hammer's official UK and Ireland importers – and it has transformed the way they deal with construction waste.

Although the crusher pulveriser is more familiar on a demolition site, it is becoming increasingly sought after by waste management and recycling companies involved in processing concrete and other similar materials.

SME Plant Sales have sold quite a few Hammer pulverisers to demolition contractors and to recycling yards; the FP15 is the first it has supplied to the Panda Group, an award-winning, wholly Irish owned family business serving the needs of more than 280,000 domestic and commercial customers, including many within the construction industry.

Founded in the early 1980's, the Panda Group today employs over 1,600 people and is committed to recycling as much waste materials as possible. Through Best Available Technologies and a specialist workforce it has achieved a 100% recycling figure with commercial customers, meaning a Zero to Landfill Policy.

The Hammer pulveriser, which has interchangeable blades and tips, is fitted to a



New Holland Kobelco tracked E235 20 tonne excavator and together they make a powerful combination, dealing with concrete and other construction waste which is transported to the recycling yard in various sized bins and skips.

Comments Panda's general manager Ciaran Connor: "With the construction industry once again very busy in this part of the world, we are getting increasing amounts of site waste, such as large concrete slabs and flooring, some pieces measuring five feet

by ten feet, so we have to break it down into more manageable sizes before it goes into a crusher for recycling and reuse."

Some of the concrete contains pieces of wire and steel, which obviously can't be fed into the crusher, so the pulveriser is also used for removing those; an ordinary jack hammer or breaker on a digger just wouldn't do as good a job.

"Before we got the pulveriser we were breaking down the concrete with jack hammers; it was very hard work, and sometimes we had to turn away some waste, but not anymore," says Ciaran.

"Originally, we thought of getting a bigger crusher, but even that wouldn't have been able to take large concrete slabs; they would still have to be broken down, so we tried out the pulveriser and we haven't looked back since.

"It is brilliant, we are very, very pleased with its performance. In many ways it has transformed our business. Indeed, we have been able to increase the amount of construction waste we can now take in."

He also had good words to say about the service and support Panda Waste gets from the team at SME Plant Sales. "When we first acquired the pulveriser, SME's Michael O'Leary was on hand to fit it to the excavator, making some pressure adjustments to enable the machine to cope with the pulveriser. You only have to make a phone call and someone from SME will respond without delay, so we are very happy with the service."





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WAC MCCANDLESS OFFERS WIDE RANGE OF ATTACHMENTS

If you are looking for excavator attachment tools such as hydraulic breakers, cutters, pulverisers or bucket crushers, look no further than WAC McCandless.

As the authorised dealer for Epiroc's hydraulic attachment tools across the island of Ireland, WAC McCandless offers a vast array of products for the construction, demolition, mining and recycling sectors.

So, who are Epiroc?

Building on its Krupp and Atlas Copco heritage, it is a Swedish based manufacturer that develops breaker and demolition tool technologies to produce attachments that are competitively priced, easy to maintain and economical to run; its UK and Ireland's Head Office is in Hemel Hempstead.

Epiroc's Hydraulic Attachment Tools (HAT) division has been a technology leader for more than 50 years. The hydraulic breaker was originally developed in 1963 by the German company Krupp Berco Bautechnik, which became part of Atlas Copco in 2002. The product range today includes 100 different hydraulic attachment tools, and is designed to ensure that customers can always find the right tool for their specific application and excavator.

Ciaran Carvill, Managing Director of WAC McCandless, commented: "Epiroc's comprehensive and robust product range, combined with our commitment to holding the full range of spare parts, supported by our fully trained workshop and field engineers makes this the perfect partnership. We are



delighted to now be representing Epiroc's market leading range across the island of Ireland, offering fast and reliable back-up service to new and existing customers."

Added Donal Cunningham, Epiroc's Sales Manager for Ireland: "With a reputation for combining customer focus with product knowledge and expertise, WAC McCandless has successfully grown Epiroc's share of the market for hydraulic breakers and other excavator attachments in Northern Ireland. We are confident that their continued investment in sales, service and local stockholding will enable the

McCandless team to offer the same level of customer support south of the border.

"We are looking forward to continuing to work in partnership with Ciaran and his team, to sell and support our wide range of hydraulic attachment tools throughout Ireland."

HB10000

Among other products, Epiroc's Hydraulic Attachment Tools division manufactures the HB 10000, the largest serial hydraulic breaker in the world – every punch equals the weight of 130 elephants!

As with all of the company's heavy hydraulic breakers, it features the patented Intelligent Protection System (IPS). 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.

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 behaviour 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.

The system permits more accurate and significantly faster positioning of the breaker, thanks to the centering effect, and avoids blank firing that often results in tool damage. This also eliminates mechanical strain on the carrier and the life of all wear components is extended. The physical load on the operator is minimised as well.





United. Inspired.

WAC McCandless appointed Epiroc dealer for island of Ireland

Having successfully grown Epiroc's share of the market for hydraulic breakers and other excavator attachments in Northern Ireland, WAC McCandless has been appointed the Epiroc dealer throughout Ireland. McCandless's investment in fully trained workshop and field engineers and local stockholding of spare parts, enables them to offer fast and reliable back up to both new and existing customers. The great build quality of Epiroc's hydraulic attachment tools builds on their Krupp and Atlas Copco heritage, their reliability makes them competitively priced, easy to maintain and economical to run.

epiroc.com

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QCE CONTINUES EXPANDING PRODUCT PORTFOLIO AND DISTRIBUTOR NETWORK

As a specialist in SMP tilt rotators, buckets and couplers, QCE (Quality Construction Equipment) is not only expanding its network of distributors across the UK, but also its product range.

QCE, headed up by Managing Director Daniel Sjödin, has just made several key appointments aimed at further raising its presence and profile.

County Tyrone based Strickland, with whom QCE has been working with for some time already, has been appointed as a distributor for Northern Ireland.

"Stricklands, of course, already has an established supply network for their own products, and they will now also be responsible for promoting our range in the region," says Daniel.

Peter Jack has also recently taken up the position of Country Manager for the UK and Ireland. Based in Edinburgh, Peter has extensive knowledge of the construction industry and will be responsible for promoting sales and enhancing customer service.

"This appointment is a part of our plan to ensure we have a service level that is outstanding; Peter will also be helping us to develop our business as we take on board

more dealers and distributors," comments Daniel.

"2019 is going to be an exciting year for us and

our growing customer base as we extend our product portfolio."

One of the new products has already been secured - a new generation of cutting devices known as MotoCut which makes light work of quickly and safely cutting through concrete piles. The MotoCut pile cutter, which easily attaches to an excavator, is a Finnish innovation; it replaces manual labour in physically heavy pile cutting work and because of its compact size, it is suitable for all sites, and is easily transportable from job to job.

QCE is also introducing a new system to its product range called iDig, which is a new real time grade control tool for excavators. It can be used with various buckets and automatically recognises both installed bucket and machine.

Sensors are directly fitted to the boom by magnets (no weldings), connected to the cab panel by radio (no wiring), and directly powered by the sun (no recharging). Grade calculation is immediately shown and information given to the operator by a coloured LED indicator.

SMP tiltrotators, though, will remain the core of QCE's business. There are seven different SMP Tiltrotator models specifically designed for excavators and backhoe loaders in the 3 – 30 tonne weight class. 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.

"As you can see, in recent months we have been very busy in the background. Our new marketing strategy will get our name out there more prominently – and as an element of that strategy, we are enlarging our spare parts availability by establishing a 24/7 online web shop. Users will also be able to buy not just SMP products, but other brand makes on the site as well. We hope to have it up and running by December."

It is not just expansion in the UK and Ireland market that QCE have in their sights. They have also established a presence in Australia and New Zealand, with offices and a warehouse opened just outside Melbourne from which to supply and service customers in that part of the world.





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RECORDS BROKEN AT THE UK'S LARGEST EVER FORESTRY SHOW

If there was any ever doubt that the APF is the largest forestry, woodland, arboriculture and biofuel machinery and equipment show in the UK, it was dispelled at the 2018 event held recently at Ragley Estate, Warwickshire.

With over 320 exhibitors and more than 23,000 visitors over the three days of the show, more records were broken in what was its 42nd year.

The event takes place every two years and has grown from humble beginnings in 1976 to the major international event it is today with exhibitors from all over Europe and beyond.

One of the show's key features is a 2km demonstration circuit through both open field and woodland where visitors can watch machines operating in realistic working

conditions. With exhibitors on both sides of the circuit that is around 2 ½ miles and £50 million of working machinery on show.

Exhibition Secretary, Ian Millward commented: "Our visitors are a very discerning bunch. They work with this machinery day in and day out so know exactly what they are looking for. Seeing the machinery working under realistic conditions helps them to compare the brochure claims against what happens in the real world. They can compare almost every manufacturer and distributor of forestry and arboricultural equipment in the UK working side by side in one place."

Plant & Civil Engineer's Justin Carrigan spent some time at the show to capture the event on camera...



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| Rotational force (kNm) | 5,4 |
| Maximum tilt angle (degrees) | 45 |
| Tilt power (kNm) | 29 |
| Necessary flow (litre/min) | 70-90 |
| Pressure (bar) | 210 |
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view from the cab

LIEBHERR POWERS ITS WAY THROUGH CHALLENGING CONTRACT



A bespoke build, Liebherr R960 SME crawler excavator is earning its keep on a huge project at a decommissioned power station outside Wakefield.

The power station located on a 50 acre site was demolished in 1991, but substantial concrete footings and floors remain and now with a developer interested in building there, Skillings Crushing was approached to carry out the huge task of removing the slabs, footings and other buried structures before crushing the material for use in the remediation and development phase of the works.

Headed by experienced plant and demolition man David Skillings, Skillings Crushing prides itself on being able to undertake the successful processing of materials in situations like this.

'We like a challenge and we like the complex projects,' David said.

Skillings Crushing operates a high specification fleet capable of undertaking this kind of project. 'We have probably the most modern mobile crushers available on the market,' David commented. 'They are almost unstoppable and extremely good on fuel thanks to the electric drive system. We are now heading towards a fleet of excavators dominated by Liebherr as they are proving to be a great company to work with.'

Liebherr excavators currently in the fleet are an R 922, a pair of 35 tonne R 936s, an R 950 and the new R 960 which has been taken to replace a larger machine. The new arrival is almost 10 tonnes lighter than its predecessor but still meets the requirements of the company.

Weighing in at 62 tonnes, the Stage IV / Tier 4f emission standards compliant 340 HP excavator was purchased on its ability rather than its sheer bulk. 'We wanted a machine that was easier to transport and this has proved to be the case. It's better on fuel and does exactly the same job as a larger machine would. It has been designed with our operation in mind,' said David. 'After all, it's all about the hammer!' He added: 'For our jobs we need a big hammer and we have what we believe to be the best out there, the Rammer 7013. It's seven tonnes of pure power.'

Although he operates a wide range of demolition munchers, shears and alternative hammer brands, David believes the 7013 is ideal for his operation. Delivering between 350 and 450 blows per minute, the sound-suppressed hammer requires a serious flow rate of 300 plus litres per



with double grouser bevelled track pads for better grip in poor conditions. A heavier counterweight has also been specified to balance the weight of the heavy hammer on the front end, which it does to great effect.

To cope with the added weight and torsional stress from handling the large hammer, which measures in at almost 4 m from the tip of the tool to the cradle, Liebherr designers upgraded the stick and cylinder to that found on an 80 tonne R 970 excavator. 'This is the sort of service that I feel only Liebherr can offer and manufacture in-house,' David commented. 'The combination of the short stick and large hammer is now perfect and the machine is extremely well balanced.'

Regular machine operator Ian Watkinson agrees wholeheartedly: 'It took me a while to get used to this machine after being on another model for so long and to be honest, I wasn't looking forward to getting it. After a week in the seat my impressions changed. It is simply amazing! Comfortable, easy to operate, well balanced and with absolutely bags of power.'

The R 960 has been delivered in full demolition specification with additional side impact protection, underbelly protection and a substantial front and top protection guard. Heavy-duty boom and dipper ram protection guards are also installed as are four rebar benders, which are situated at the crown of each drive sprocket and idler.

Manufactured by Liebherr, the rebar benders are extremely successful at stopping any material caught between the track pads travelling up the tracks and damaging the bodywork. 'I honestly think that since we started fitting these to our excavators they have saved us thousands in damage to the machines,' said David.

J.J. Bullen have manufactured the extremely heavy-duty digging and riddle buckets supplied with the machine. 'They have made some seriously impressive buckets that will be able to withstand anything I put them through,' Ian said. LED work lights finish off the package and have been suitably protected from damage with heavy-duty galvanised guarding.

The contract in Wakefield has been progressing well for the small Skillings Crushing team with Ian currently working his way through some extremely large and dense concrete slabs, pads and footings. 'The amount of rebar in some of the structures is unreal,' commented Ian. 'And it's not just the amount, it's also the size of it and the close spacing that makes it hard to break the material.'

The area in which they are working was the former turbine house slab and measured almost 7,000 m². The dimensions are impressive and when the thickness of the slab, 3 - 4m in depth, is added to that it is easy to understand why many contractors are unable to tackle something of this magnitude. 'The Rammer is only good on material over 500mm thick because of the power it provides,' explained David. 'Anything smaller and the weight of the tool being pushed down will cause misfires and ultimately damage the tool, which is where the massive repair bills start to build up.'

'We have been extremely happy with the level of service and back-up both from our local Liebherr branch in Wigan and from Liebherr at a national level. We find it's one phone call to get a problem sorted,' said David. 'There is usually someone who knows the answer to any question as the staff I have dealt with are very knowledgeable and very helpful. We can't ask for any more than that.'

minute at 160 bar. 'Liebherr listened to us and understood what we wanted to do with the R 960,' explained David. 'Liebherr fitted a dedicated oil return line to the tank, which helps us achieve the flow rate we need for the attachments we use. This eliminates any back pressure slowing the tool operation down. A large in-line filter also ensures the oil remains as pure as possible at all times.' In addition to the large Rammer, the Liebherr has been equipped with an ECY Haulmark supplied OilQuick coupler system. 'We looked at getting these couplers on our front line kit as they can be swapping attachments on a regular basis when we are ripping large footings out. It means one excavator can do the job of two faster, safer and cheaper.'

The SME version of the R 960 borrows its huge and heavy-duty undercarriage from the larger R 966 model and is completed

in profile

ROTOTILT BOOSTS CONTRACTORS PRODUCTIVITY & BUSINESS



Hallworth Construction have had their Rototilt tiltrotator for just a few weeks and already they are seeing its benefits in unexpected ways.

They've joined thousands of contractors all around the world who have discovered the advantages of Rototilt, the tiltrotator that turns your excavator into an exceptionally versatile machine, allowing you to take on all sorts of jobs.

As Craig Hallworth has found out, it also ensures that the work is finished more rapidly. There are minimum equipment movements and the work environment is safer.

The contractor's new Rototilt R1 has been attached to a new three tonne Takeuchi TB230 and comments Craig: "The first job we used it on was a task that normally took two men and 10 hours to complete, but with the Rototilt the time was cut to just six hours – and only one man, the operator, was required. That's some improvement in productivity!"

The 'operator' is his son, also called Craig, and if it hadn't been for him his father might not have even considered acquiring the Rototilt.

"It's a big investment and I don't like spending money; I'm a northerner," says Craig snr., with a smile. "But I can already see after just a few weeks that the Rototilt may well pay for itself within two to three years. It is already saving me money, and I am happy about that."

As he says, he only became a 'convert' after his son spoke to him about the benefits of a tiltrotator. "When he managed to persuade me that this was a great tool that would cut our spending, we went to Hillhead to see what was on the market. On the day, we met up with a number of tiltrotator manufacturers and found that the team from Rototilt were really helpful, real gentlemen, as they have been throughout the whole process of purchasing and fitting to the excavator; they honesty went the extra mile, a pleasure to deal with, I can't thank them enough."

He and his son weren't totally ignorant of what a tiltrotator could accomplish, having attended an open day to see some other brands in action, but since acquiring the Rototilt they have become 'amazed' at how

it can transform the Takeuchi's capabilities.

Although it was supplied with a set of three buckets specifically designed for use with

a tiltrotator, already Craig is considering more attachments. "Replacing the buckets with other attachments will really turn the machine into something extremely versatile," says Craig whose Knutsford based company is mainly involved in groundwork and excavation projects.

How right he is! Using less machines on site, you can easily excavate, lay pipes and backfill, for example, with full power in all directions without moving the machine. You can dig around and under pipes and cables with less risk of damage, and quickly move small objects such as well covers and kerb stones using the grapple module. It truly does turn the excavator into a versatile, all-year-round, do-everything machine.

The tiltrotator, which is directly mounted on to the machine with the S40 hydraulic pick-up, is controlled from the cab via the Innovative Control System (ICS) which has a wide range of smart functions. An incab display allows the operator to easily adjust settings and have a complete overview of the tiltrotator system.

The Rototilt R1 also comes with L8 joysticks. With their innovative design, you can easily control two roller functions simultaneously with your thumb and index finger.

There is capacity for four unique operator settings. It's easy to switch between settings for different operators. Hydraulics and joystick functions such as speed and function direction are adapted at the touch of a button.

Craig says his son found the controls very easy to master, but admits: "It took me a while longer, being older. Indeed, the emergence of tiltrotators has represented a massive change for my generation in the industry, but once you get over the initial challenges you will never look back, and as our business continues to grow we would have no hesitation in adding another to one of our other excavators."





There is also a function that allows the machine to remember the tiltrotator's position (tilt and rotation). The operator can return to the stored position during operation at the touch of a button. This streamlines the excavation cycle and improves overall economy.

The tiltrotator is also fitted with an LED lamp which lights up automatically for better visibility when changing tools, making tool changes fast, safe and easy.

Because the Rototilt works at a higher system pressure than other tiltrotators, its performance is enhanced across all

functions such as in vital tilt and rotate operations; there's also more clamping force when using a grapple.

Rototilt's Positioning Solution (RPS) connects to the machine's excavation system and gives the operator full control of the tool's exact position. This function streamlines jobs such as precise embankment work, excavating in confined spaces or moving large amounts of soil. Less bucket wear and considerable fuel and time savings are further RPS benefits.

An oil-filled rotor body gives maximum lubrication and minimum wear,

resulting in a very long service life. Oil is considerably better than grease at high and low temperatures. It also gives better and easier handling at servicing.

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KOBELCO EXCAVATORS TO BE EQUIPPED FOR ENGCON TILTROTATORS & AUTO-TILT

Kobelco Construction Machinery in partnership with Leica Geosystems and world-leading tiltrotator manufacturer Engcon, has developed a unique automatic height and tilt function for its excavators.

Kobelco, one of the world's largest excavator manufacturers, has announced it will begin selling its SK200/SK210-10 excavator in the spring, with Leica and Engcon's tiltrotator digging system as standard. This combination will make digging more accurate, more efficient, safer and more profitable.

Working with Engcon and Leica, Japanese excavator manufacturer Kobelco has developed a unique feature that allows an automatic tilt function for Engcon's tiltrotator, in combination with automatic dipper, boom and bucket function. This means the excavator and ICT system automatically provide the right height and tilt to the bucket - something that dramatically increases the efficiency of Kobelco's excavators.

"We are incredibly proud and happy to have participated in this project with Kobelco and Leica Geosystems. I'm sure this is the beginning of something bigger in the industry," says



The Kobelco SK210 excavator with Engcon tiltrotator and autotilt

Krister Blomgren, CEO of Engcon Holding, who was in Japan for the announcement.

Robert Hunt, Managing Director of Engcon UK, adds: "Engcon is the world leader in the manufacture of tiltrotators and

excavator control systems. Kobelco's partnership and manufacturing decision is a very clear sign that tiltrotators are continuing to develop as the must-have component of any successful digging solution."

The Kobelco SK200/SK210-10 will be the first model to be manufactured with this new ICT system and will be shipping in Japan late 2018, and early 2019 in rest of the world.

ENGCON STOLE THE SHOW IN THE LATEST EPISODE OF AMERICAN TV SHOW "THE WORLD'S GREATEST!..."

Engcon was featured recently in the American TV show "The World's Greatest!..." In the programme, viewers learned how Engcon's unique tiltrotators makes excavation work much more effective and helps create a safer working environment for the excavator driver and other site workers.

The popular American television programme features unique products and businesses from all over the world.

The programme which is now in its 12th season, broadcast its latest episode (261), focusing on Engcon and its world-leading tiltrotators, giving viewers a unique insight into how tiltrotators contribute to more efficient digging, lower costs and a safer working environment. In addition, parts of the production facility were shown.

"It's great fun to be featured by such a big and popular television show. North America is a market where we see huge growth and we are convinced our tiltrotators will have a really bright future there. Engcon

being named "The World's Greatest! ..." is further proof that our solutions are unique and successful," says Stig Engström, Engcon's founder and owner. Robert Hunt, Managing Director of Engcon UK added, "The show has featured many incredible innovations over the years and it's great to be endorsed as one of the world's greatest. It illustrates the level of interest in tiltrotators is very high." Viewers outside North America will be able to see the episode at <http://worldsgreatesttelevision.com>

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Connect hydraulics, electrical power and central lubrication between the excavator, Tiltrotator and hydraulic accessory without leaving the cab.

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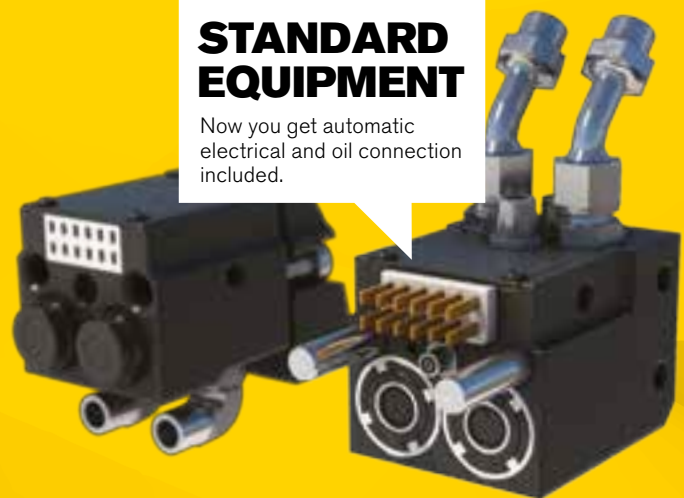
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The BIMcert International Project Team along with the EC Project Adviser Amandine De Coster Lacourt and BIM expert Dr James Harty.

BELFAST MET HELPING EUROPE EMBRACE BIM AS THE FUTURE OF BUILDING

A qualified construction workforce is vital if the EU is to reach its energy and climate targets. Belfast Metropolitan College, the lead partner in an international consortium, are paving the way with their €1.25m BIMcert Horizon 2020 EU funded project which seeks to improve the skills of workers in the area of sustainable energy efficient construction.

The project will test the BIM approaches to green building design to improve energy efficiency in buildings. BIMcert is an industry success for Belfast Met. It is a collaborative European project with partners from Northern Ireland, Ireland, Portugal, Croatia and Macedonia giving their input. As evidence of global warming becomes more and more a fact, we need to be more efficient in the way we build and use energy. The construction sector is one of the largest contributors of CO2 emissions and energy usage. BIM (Building Information Modelling) is helping to plan and manage CO2 emissions and energy efficiency from initial designs, to the manufacturing and the building. BIM, as a tool and method to improve the construction sector, in terms of increasing efficiencies, testing solutions, reducing wastage and carbon footprint, is fast becoming the sector standard.

BIMcert looks at the building in terms of sustainability and fabric, energy efficiency and on how to ensure a better quality of building. This is a project aimed at providing a training and qualification scheme for the skills needed to implement BIM across the building sector. The BIM course looks at the materials' that are used and how useful the BIM modules can be to the building industry. As a result of

the course the simulated building projects can test the design and building options out there to ensure greener buildings. Countries across Europe are starting to follow the UK lead in the BIM adoption, including the Republic of Ireland. A misconception is that BIM is only for the bigger sized companies or for large high value projects. It is not. Once adopted it will bring benefits to a range of companies, from large to SMEs.

The use of BIM and digital tool advantages are numerous and evident:

- It is the best tool to enhance design collaboration, and problem solving, in the design stage
- Faster and more efficient project turnaround, design reviews and changes
- Easier and more streamlined technical documentation production and sharing of information
- Improved client engagement and understanding
- The ability to better schedule works and integration for systems on site
- Will allow us to monitor the performance of the systems during the building lifecycle
- Will facilitate the monitoring and replacement of systems and equipment
- Can be used to collect data on energy performance in order to develop and design better solutions in the future

Proper Training

For the sector to fully grasp BIM, and reap the benefit of BIM, proper training is still a pressing need. There is a shortage of a suitable integrated accessible vocational path for BIM and IT training. A great part of the existing training is not adequate in terms of:

Cost, content, timeframes, and delivery tools. Existing and vocational skills developed to date are too academically focused and are either too slow, inflexible or unsuitable to respond to the fast paced nature of the BIM environment, and lack a trusted benchmark which restricts an employee's job prospects.

Belfast Met's new qualification scheme is BIMcert is based upon 3 steps:

- 1 Enable collaborative working to improve access to and the transition from design to development and delivery of both new build and renovation to achieve energy efficient near zero buildings (embedded energy)
- 2 Achieve efficient and effective ongoing management of the building in terms of energy and fabric (operational energy)
- 3 Utilise Building Information Modelling (virtual construction) as the enabling methodology and tool (sustainable energy)

Strategy Compass

At the heart of the BIMcert project is the BIMcert Strategy Compass. This stakeholder compass enables us to gather information and advice from the target groups and key players for the development of appropriate training tools and delivery methods. The consortium core partners are a mix of industry and academia, and all are experts in providing BIM solutions, skills and training across the supply chain of the construction industry.

Just as BIM maps to the full building/constructed asset lifecycle, so the BIMcert consortium spans the full construction sector as demonstrated in the project's cohesive use of an Industrial Advisory Panel and a Technical Advisory panel. The BIMcert project runs until October 2019.

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

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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

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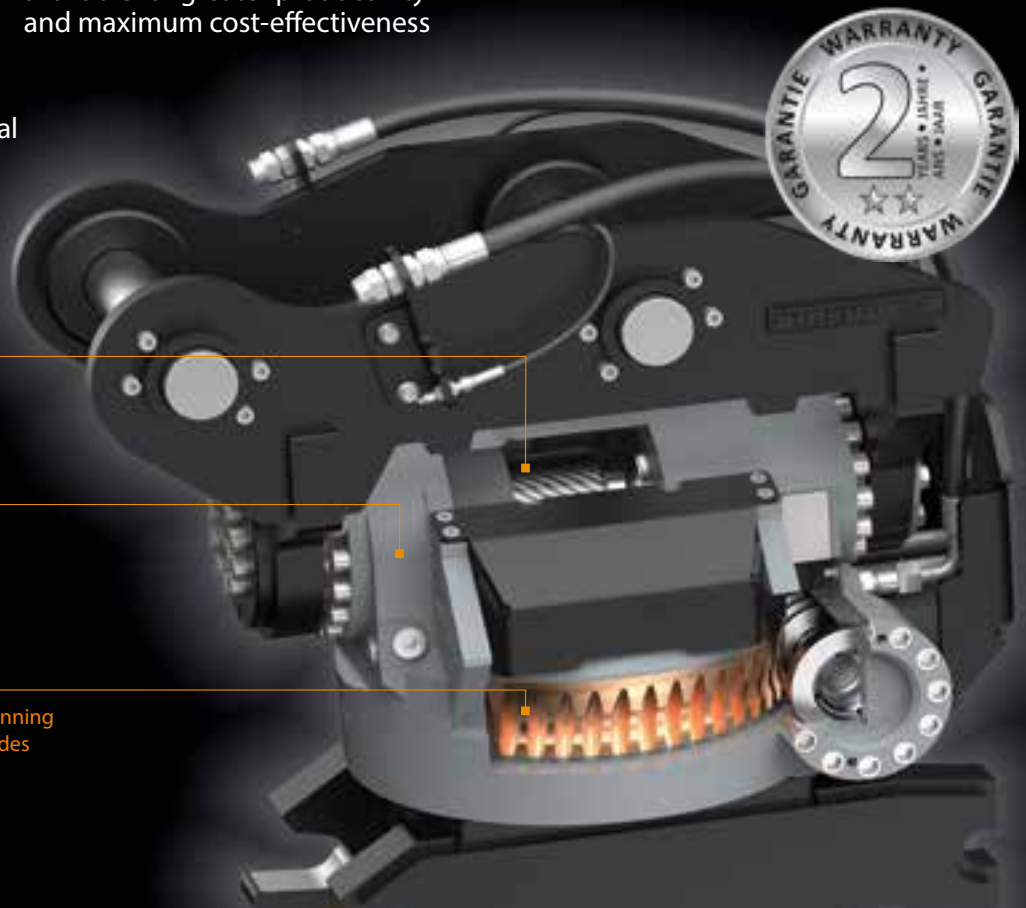
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NATIONAL PLOUGHING CHAMPIONSHIPS SHRUG OFF STORM ALI

The 2018 National Ploughing Championships at Screggan in Tullamore, Co Offaly, attracted almost a quarter of a million visitors over the three days, despite being disrupted by the stormy weather.

The event had to be closed to the public on the Wednesday because of Storm Ali, with many of the exhibitors' tents and other infrastructure on the site suffering irreparable damage in winds of up to 100km/hour.

It was the first time in its 87 year history that it had to be cancelled, although an extra day was added when the event re-opened after the damage had been put right.

Spirits had been high and the atmosphere electric on the opening day despite the occasional shower when 97,500 visitors poured through the gates to enjoy everything from farming to fashion, artisan foods to top-of-the range machinery, quality livestock and ploughing competitions of an excellent standard.

President Michael D. Higgins officially launched the event with a rousing address paying tribute to Managing Director of the National Ploughing Association Ms Anna May McHugh, as well as to the Gardai, Offaly County Council and the hundreds of volunteers and staff that were required to stage the event.

Prior to this, he visited the ploughing plots to meet ploughing competitors. Having witnessed the high standard of competition he then chatted with the county representatives; he also attended and visited several exhibitors to experience and witness all that the Championships has to offer.

The highly anticipated and prestigious Machine of the Year competition result was also announced with congratulations going to Agri-Spread International for their Automatic GPS section control on their equipment with a double belt system and precision Ag controllers. The judges, Melvin Bailey Brofi International, UCD's Kevin McDonald and Wilfried Wolf from DLG, were extremely impressed with the strength of the entries in this inaugural competition.

Total attendance for the 2018 Championships came to 240,700 over the 3 days and commented Anna Maria McHugh: "We are delighted with the overall attendance figure this year, particularly given the unprecedented natural event of storm Ali causing the postponement of the event on Wednesday.

"With true Irish spirit and resilience the exhibitors, contractors, service providers, NPA team and local volunteers worked tirelessly to ensure that the site was up and ready for business on Thursday morning. And all attendees really appreciated the additional day to exhibit and visit again."



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REVIEW

SCREGGAN, TULLAMORE, CO. OFFALY

18th, 19th & 20th SEPTEMBER



Working Rule Agreement and updated Guide now available

Construction Industry Publications has published the latest Construction Industry Joint Council (CIJC) Working Rule Agreement and accompanying Working Rule Agreement Guide. These books detail each craft within the industry, and incorporate the latest changes from the CIJC.

They also include the 2018 Pay Promulgation, which will see the pay packets of around 200,000 construction workers across the UK rise following agreement between employers and unions.

The Construction Industry Joint Council Working Rule Agreement is the largest of its kind in the industry. The agreement is negotiated between employers and union representatives from Unite and GMB. CIJC Employers are pleased to announce a ground breaking two year pay and conditions settlement has been agreed. Effective from 25th June basic pay rates will increase by 3.2% with a further 2.9% increase in June 2019.

Additionally Industry Sick Pay (ISP) will increase by 6.1%

and the duration of payment extended from 10 to 13 weeks.

The nightly lodging allowance will increase by 7.8% to £40.00 per night and later in the year the death in service benefit will increase from £32,500 to £40,000 doubled to £80,000 if death occurs either at work or travelling to or from work.

Mindful of the need to attract high calibre new entrants into the industry the starting pay for apprentices will increase by 7% to £5.50 per hour.

The Working Rule Agreement is available in a book and



PDF format, and these along with the accompanying updated guide can be purchased from Construction Industry Publications <https://www.cip-books.com/category/employment>

Tracker Device Leads to Recovery of Stolen Hitachi Digger

How much does the construction industry lose each year? According to the Chartered Institute of Building (CIOB) the industry loses £400 million. Furthermore, theft is the most common crime that contributes to these losses with 21% of respondents experiencing theft each week. It's evident in the construction industry that measures need to be in place to prevent and deal with crime.

So when a £20,000 Hitachi digger was stolen in County Antrim recently you would expect in to add to the construction industries losses. This however was not the case! How?

The Hitachi digger was fitted with a TRACKER Plant device that allowed the £20,000 piece of plant machinery to be tracked when thieves stole the digger.

The PSNI used their vehicles with TRACKER installed receivers to locate the stolen digger in a very secluded area in Newtownabbey and recovered it within 2 hours.

This successful recovery reinforces the benefit of having the right measures in place when it comes to securing your assets. Why spend £20,000 on a digger to have it stolen again and have to pay more to get another digger? Using TRACKER allowed a prompt recovery preventing unwanted loss of productivity, earnings and replacement of machinery.

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Ryan and Antony Bonnar with their new Hyundai HX235LCR.



Kinshofer D20 Demolition and Sorting Grab
Delivered to DS Contracts Ltd Dromore.



New Merlo Roto 45.21MCSS which was recently delivered to L&M Keating
by McHale Plant Sales Ltd.



2 x Hitachi ZX130LCN-6 & Bomag BW120AD-5 - R D A Lowry, Castlederg sold by TBF Thompson
(Garvagh) Ltd.



M & N Groundworks Ltd pictured collecting 1 of the 2 new Komatsu PC138US-11 which they recently
purchased from McHale Plant Sales Ltd.



A new Giant D332SWT Xtra for Bann Hire, from Ballyward Plant Services.



Topa 200 Breaker Delivered to AA Plant Hire And
Sales Ballyshannon Co Donegal.



Thwaites 1 Tonne Hi Tip - Causeway Coast & Glens, Coleraine sold by TBF
Thompson (Garvagh) Ltd.



Best Wishes to Padraig Crowley Haulage and Plant Ltd pictured collecting some of his new machines
which included a Komatsu PC138US-11, PC55MR-5, PC26MR-3 and a PC16MR-3 all supplied by
McHale Plant Sales Ltd.



New Terex Ecotec TDS V20 Medium speed shredder recently delivered to McKinstry Skip Hire by
McHale Plant Sales Ltd.



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Hitachi ZX210LC-6 - Knockbrack Plant Hire, Westport sold by TBF Construction Machinery Dublin.



New Komatsu PC138US-11 recently delivered to DAR Golf Construction limited by McHale Plant Sales Ltd.



One New TOPA CP30 Compactor Ready for MGD Civil Engineering Mullingar.



A new Adler K600 Sweeper for SMC Contracts, from Ballyward Plant Services.



Hitachi ZX135US-6 - P R H Construction (NI) Ltd, Portlengone sold by TBF Thompson (Garvagh) Ltd.



TOPA 500 Breaker Delivered to ACL Developments Ltd Cookstown.



New Metso Lokotrack LT1213S recently delivered to Hilltop Quarries by McHale Plant Sales Ltd.



New Komatsu PC210LC-11 prepared to Full Forestry Spec recently delivered to Jamun Ltd by McHale Plant Sales Ltd.



A new Giant Tendo 4548HD & Leveller for Green Roofs Ireland, from Ballyward Plant Services.

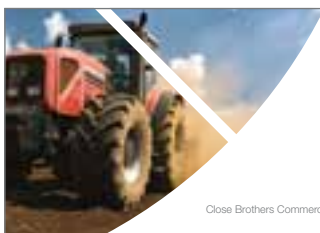


Hitachi ZX33U-5 - H & N Walker Ltd, Hillsborough sold by TBF Thompson (Garvagh) Ltd.



Kinshofer D09 HPX Demolition and Sorting Grab Sold to RRC Ltd Ballynahinch.

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A New Hinowa HS103 Dumper for Lisburn & Castlereagh Council from Ballyward Plant Services.



A Kinshofer P30 sold to Blue Ireland Portlouse fitted to Fuchs scrap handler.



Best Wishes to G & G Cuddy who recently took delivery of their new Komatsu 901XC Forestry Harvester from McHale Plant Sales Ltd.



Best wished to Brendan McGrath who recently took delivery of a new Komatsu PC138US-11 from McHale Plant Sales Ltd.



New Agri Spec Merlo TF33.7-115 which was recently delivered to David Murphy by McHale Plant Sales Ltd.



A new Truxta B450-E Electric Mini Dumper for ABC Hire, from Ballyward Plant Services.



New Komatsu PC360LC-11 recently delivered to Suttons Plant hire by McHale Plant Sales Ltd.



A new Giant SK252D for Todd's Leap Poultry from Ballyward Plant Services.



Kinshofer D20 Demolition and Sorting Grab Delivered to RRC Ltd Ballynahinch.



Hitachi ZX65USB-5 - Newgrove Construction, Navan sold by TBF Construction Machinery Dublin.



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TOPA 900 Breaker Delivered to Noel Donnelly Crossmaglen.



New Komatsu PC210LC-11 recently delivered to Bill Enright Crushing Services by McHale Plant Sales Ltd.



Hitachi ZX135US-6 - M D Dickey & Sons, Ballymena sold by TBF Thompson (Garvagh) Ltd.



2 x Bomag BW80AD-5 - F P McCann, Magherafelt sold by TBF Thompson (Garvagh) Ltd.



A new Truxta B300-G for D McCollum from Ballyward Plant Services.



A new Tobroco Giant V452T HD Xtra for NC Civils, from Ballyward Plant Services.



Hitachi ZX33U-5 & Bomag BW120AD-5 - B D Contracts Ltd, Omagh sold by TBF Thompson (Garvagh) Ltd.



A new Giant D337T HD for C Barrett, from Ballyward Plant Services.



New Komatsu PW148-11 being prepared for Carthy Construction Ltd prior to delivery by McHale Plant Sales Ltd.



New Yanmar V1050-6 delivered to Cyril Johnston hire from Crumlin Plant Sales.



TOPA 100 Breaker Delivered to SM Contracts (NI) Ltd Castlewellan.



A New Hydrema 912F for PC Plant, from Ballyward Plant Services.

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Yanmar SV08, SV26, and V1017 for newly appointed sub-dealer OI Plant Sales Galway from Crumlin Plant.



Kinshofer D09 HPX Demolition and Sorting Grab Delivered to G Campbell Contracts Castlewellan.



Hitachi ZX350LC-6 - H McLaughlin & Sons Ltd, Buncrana sold by TBF Construction Machinery Dublin.



2 New Komatsu PC138US-11 and a New Komatsu PC210LC-11 recently delivered to Cappawhite CE by McHale Plant Sales Ltd.



Messers track dumper for Plantmaster Dublin from Crumlin plant sale.



Hitachi ZX160LC-6 - Glasgiven Contracts Ltd, Newry sold by TBF Thompson (Garvagh) Ltd.



New Komatsu PC55MR-5 recently delivered to D & T Forkan by McHale Plant Sales Ltd.



Hitachi ZX130LCN-6 - Hamilton Contracts, Cookstown sold by TBF Thompson (Garvagh) Ltd.



Yanmar SV26 for PRO hire Omagh from Crumlin Plant Sales.



Best Wishes to ESK Plant Ltd who recently took delivery of 2 Komatsu PC138US-11 with Hydraulic thumb from McHale Plant Sales Ltd.



Messers tracked dumper for PRO hire Omagh from Crumlin Plant Sales.



Hitachi ZX100-2 - S M A Construction Ltd, Belturbet sold by TBF Construction Machinery Dublin.

PLANT SALES: Justin Carrigan T: 028 9268 8888 E: justin@4squaremedia.net



A new Truxta R300-G for Silverstream Landscapes, from Ballyward Plant Services.



TOPA 1600 Breaker Delivered to BES Contracts Ballynahinch.



Another Heavy Duty Full Quarry Spec Komatsu PC490LC-11 recently delivered to Roadstone Ltd by McHale Plant Sales.



TOPA 300 Breaker Delivered to Pine Forest Plant Hire Ltd Dublin.



TOPA 900 Breaker Delivered to SRM Stone Ltd Newry.



Hitachi ZX33U-5 - McBrien Contracts, Lisnaskea sold by TBF Thompson (Garvagh) Ltd.



TOPA CP60 Compactor Delivered to Creative Earth Moira.



Hitachi ZX19-5 - Glenboe Contracts, Dungannon sold by TBF Thompson (Garvagh) Ltd.



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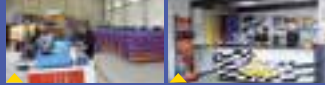
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