



PLANTWORX
6th - 8th JUNE 2017
YOUR CONSTRUCTION SHOW

SHOWTIME



ROYAL CORNWALL SHOW
WADEBRIDGE / 8, 9 & 10th JUNE 2017
EST. 1790

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ABOUT US

Molson was founded by Jonathan Wilson and Robin Powell in 1996 with Bob Barnett joining as chairman in 2005.

Currently Molson is one of the largest suppliers of Korean and Japanese built excavators in Europe and also sources a wide range of equipment including dump trucks, dozers, demolition rigs, wheeled loaders, material handlers and shredders.

In 2010 Molson became Hyundai's biggest dealer in the whole of Europe and has now sold over 1,500 new Hyundai machines.

We are ideally situated at the intersection of the M4 and M5. New and prospective customers are always welcome to visit us – we would love to show you around! Molson represent the following major international brands, all with a reputation for top-of-the-line quality:

 **HYUNDAI**

 **KOBELCO**

 **Keestrack**

 **DAEMO**

 **SENNEBOGEN**

 **TEREX** |  **ECOTEC**

 **AMMANN** |  **NPK**

 **NC ENGINEERING** |  **CBI**

 **JLG** |  **engcon**



Bob Barnett

OPINION

It is a year since the country took to the polling station and voted to leave the European Union and despite the dire warnings to the contrary the economy is holding up well.

The construction industry has always been a bellwether for the long-term health of the economy – it is the first to dip into a recession and the last to pull out – and its continued health should be a tonic to all.

There are of course the standard dips and rises that we see throughout the cycle of government – the calling of the General Election has seen one or two developers hang onto the purse strings a little longer than they might've as they wait for the result – but generally there is plenty of optimism around.

Infrastructure spend is still high and forecast to continue with funds committed to projects across the country. Housing remains high on the political agenda which should see house builders, developers and housing associations pull together to meet new build targets. The commercial offices market remains strong, particularly in regional centres, which contributes to the health of the demolition and recycling sector.

On the back of the strength of the economy and confidence in the wider construction industry, Molson is on track to have another record sales volume this year and we have made sure our infrastructure is in place to help support our customer's businesses.

Molson's Warrington depot opened in 2015 and has proven successful in supporting customers in the north while helping launch the Kobelco brand there. In 2016 our expansion into Scotland also proved timely and has supported the expansion of Molson Green and its Sennebogen, Keestrack and Terex Environmental brands.

With demand for equipment, aggregates and recycled material at a high we at Molson are delighted that we will have the opportunity to meet up with customers old and new at three of the most important industry shows over the coming months.

We will be available for coffee, tea and a chat at the Plantworx show 6th-8th June, the Royal Cornwall Show 8th-10th June and our Molson Green team will be at the RWM exhibition at the NEC 12th-14th September. Please feel free to drop in and see us at all of these events whether it's to have a drink and a rest or have a look at and get hands on with, some of the exciting developments in our product range.

Those developments include the push toward electrically powered machines. Sennebogen has always been at the forefront of the latest technology and it is already showing the way with its range of electrically powered material handlers but our partner Keestrack is similarly getting involved with the development of fully electric crushers, which are doing well in mainland Europe. Kobelco is another that is looking away from diesel with the UK launch of its hybrid 20tonne excavator later in the year.

These are exciting times for the sector – don't forget to come and see how we can help you.

Bob Barnett
Chairman, Molson

What is AdBlue®?

With European legislation over the emissions of exhaust gases from diesel engines tightening most plant manufacturers are launching their latest machines with Tier IV engines.

Molson Group's machine manufacturer partners are no different with Hyundai and Kobelco both unveiling their latest machines that feature the Tier IV compliant engines and 'selective catalytic reduction' technology.

To meet the legislation, designed to reduce the amount of nitrogen oxide given off through vehicle exhausts, these new machines will require the use of AdBlue, a colourless liquid mix of urea and demineralised water.

This liquid is injected directly into the catalyst of the SCR system where a chemical reaction between the ammonia in the AdBlue converts the nitrogen oxides in the exhaust into stable nitrogen and water vapour – both of which are harmless to the environment.

The latest machines that feature the SCR technology will require the use of AdBlue and feature separate tanks for the mixture from where it is automatically injected into the SCR. The use of AdBlue will just become another part of the refuelling regime according to Molson area sales manager Luke Mercer.

"It is just like filling up with fuel or putting oil in the engine," he explains, "Filling the AdBlue tank is just another process."

The Tier IV engines of the Hyundai HX range of machines require no additional diesel particulate filters (DPF) to be fitted while the Kobelco range will still use a filter system in addition to the AdBlue.

"It is very user friendly and is a very simple process. Before long it will become second nature to operators," says Luke.

BENEFITS OF ADBLUE:

- 80% REDUCTION IN NITROGEN OXIDE EMISSIONS FROM EXHAUST
- HELP THE ENGINE BURN THE FUEL CLEANER AND MORE EFFICIENTLY
- FEWER PARTICULATES IN THE EXHAUST
- LESS FUEL IS USED AS THE ENGINES ARE MORE EFFICIENT

“...**HARMLESS**
TO THE ENVIRONMENT...”

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Hyundai HX140L

TOUGHER WITH HOUGH

Longstanding Molson customer and Hyundai fan Kirk Hough has taken his latest in a line of excavators from the South Korean equipment giant.

He has purchased a Hyundai HX140L crawler machine to help him and his team out on groundworking, utilities and civil engineering projects throughout the South West of England.

Cornishman Kirk has owned a clutch of Hyundai machines over the years including 20tonne and 14tonne excavators.

He couples these machines with tiltrotators and a range of attachments to help improve their working range, make the machines more versatile, decrease downtime and boost on-site efficiency. This versatility compensates for the smaller sized machines which can get into tighter spots on site and have a much smaller working area than the larger machines.

The latest Hyundai HX140L excavator is fitted with an Engcon EC-OIL Q-Safe Quick Hitch, EC-OIL Q-Safe EC219 Engcon Tiltrotator and the Engcon MIG2 joystick.

Engcon's EC219 Tiltrotator is suitable for all excavators in the 12-19tonne weight class and has a host of features that help bring out the best out of its base machine.

Supplied with hose, quick couplings and electrical installation kit for one machine the EC219 features a maximum width of 369mm, an overall length of 737mm and a tilt range of 2 x 45deg. The maximum bucket width that manufacturer Engcon recommends it works with is an impressive 1.7m.

The Hyundai HX140L has an operating weight of 13.9tonnes and is powered by a Perkins 1204F-E44TAN tier 4 final air cooled diesel engine which delivers a maximum torque of 54Kgf.m at 1400rpm.

If taken with the 4.6m boom and 3m arm combination the HX140L has a maximum overall length of 7.79m, a 3.1m overall height to cab guardrail, width of 2.7m and tail swing radius of 2.33m with ground clearance to counterweight of 940mm and minimum ground clearance to the substructure of 440mm. It boasts a maximum digging reach of 8.79m, max dig depth of 6.05m and a maximum digging height of 8.78m.

Already the Hyundai HX140L and the host of Engcon attachments that Kirk Hough has to go with the tiltrotator and quick hitch are proving their worth on sites in Cornwall and Devon.

Molson Group area sales manager Tom Wilson has been working closely with Kirk to make sure all the Hyundai machines including the latest HX140L are serviced correctly and ready to work for Kirk and his operators as soon as they move onto site.

"Kirk is a real fan of the Hyundai range of excavators particularly when they are coupled with tiltrotators, quick hitch and attachments from Engcon. They can be changed in seconds and operators can be getting on with their work immediately with hardly any time lost. There are a number of useful attachments including the vibrator plate that Kirk has been using to help compact fill around drainage pipes on a housing development in Camborne, Cornwall," says Tom, adding, "The reduced tail swing of the Hyundai allows the operator to work in tighter spaces. With the tiltrotator and the quick hitch machines are much more flexible and can work directly alongside the machine without having to sit the excavator square to the job. That can mean huge time savings and means that the HX140L can carry out work that previously only smaller excavators could get to."

Kirk Hough has been a valued Molson customer for some years now and Tom puts as much emphasis on the quality of service and after sale back-up that Molson offers as he does to the quality of the machines.

"We have developed a really strong working relationship with Kirk but the Molson service does not stop when the machine is delivered to site. We firmly believe that the post-sales service we offer is what sets us apart from others. I am delighted that we at Molson have been able to help Kirk keep his machines working efficiently and I am sure that we will continue to work closely together."

“...THE POST-SALES SERVICE WE OFFER IS WHAT SETS US APART...”



Molson Group stepped in to help save the day for North Wales contractor and hirer Thomas Plant Hire recently.

The Flintshire firm was desperate to bring in some 25tonne zero tail-swing machines in double-quick time to work on one of its sites but with time running out its usual machine supplier was struggling to deliver.

A flurry of phone calls found Molson joint managing director Robin Powell talking to Thomas Plant director Wyn Thomas to determine exactly what machines were needed.

With the Molson facilities in Warrington backed up by the main centre in Avonmouth and the countrywide network of back-up the group can offer, Robin was confident that two Kobelco SK230SRLC-5 excavators could be part of the Thomas Plant Hire fleet within days.

Area sales manager Andy Wilkinson took over to get the two machines cleared, loaded, bearing the Thomas Plant livery and delivered ready to go straight out to site.

“This is the first time Thomas Plant Hire has used Molson and the first time it has taken any Kobelco machines. The team there normally have excavators from a rival manufacturer but this time they were unable to supply. Fortunately, we were able to step in and save the day with the Kobelco SK230SRLC-5 excavators which will be perfect for the Thomas Plant team,” says Andy.

The two machines were delivered to the Thomas Plant depot in Widnes where Andy talked the team at Thomas through the features and operational advantages that the machines offer.

Already they are working on a site in Blackpool with utilities and civil engineering contractor JN Bentley and Andy has been to visit to check on their performance.

“We have had great feedback from the team on site. They are happy with the performance of the machines, now it is up to everyone at Molson to back that performance up with the highest levels of customer service that we pride ourselves on delivering,” he says.

Established in 1999, Thomas Plant Hire has grown to become one of the country’s largest privately owned plant hire operations with a fleet numbering hundreds of excavators from 35tonne machines down to mini excavators. It operates from its head office in Flintshire, North Wales with a depot in Widnes and covers key projects across the North of England and Wales and beyond.

“It really is a pleasure to be able to supply a company as dynamic as Thomas Plant and we are sure they will be impressed with the quality, performance and efficiency of the Kobelco excavators. I am looking forward to continuing to work with the team at Thomas Plant to make sure they are happy with the service they receive,” says Andy.

SMITHS



Gloucester based multi-disciplinary construction, waste management and haulage company Smiths has expanded its fleet with the introduction of 10 new Molson supplied machines.

They will supplement its plant hire, construction and waste fleet and will be used on sites around the country.

The longstanding Molson customer has taken eight Ammann ARX26K tandem rollers which will go straight into its plant hire arm alongside a Kobelco SK210LC-10 crawler excavator. A further crawler excavator – a Hyundai HX220L – has been purchased with the intention for it to work in the company’s waste and recycling business.

The deal was thrashed out by Molson area sales manager Tom Wilson who highlighted the Hyundai HX220L as an ideal machine to work in the waste and recycling yard.

“The team at Smiths know what they want. They have already taken a host of Kobelco excavators but always look at Hyundai’s for the waste recycling side. Machines there get worked very hard and the HX220L is perfect for the long hours they can expect in the recycling yard,” he says.

The latest Hyundai HX range offers improved fuel efficiency through its Cummins QSB6.7 Tier 4 turbo diesel engine which delivers 90% reduction in particulate and nitrogen oxide emissions from earlier models.

Operator comfort continues to be high

up on the list of attributes of the Hyundai excavators with cab space improved and all the hi-tech gadgets and monitors expected.

The Ammann ARX 26K is ideal for the plant hire fleet as the combination roller utilises both a vibrating drum and pneumatic tyres, performing well on both soil and asphalt with a sprinkling system for use during asphalt compaction.

At 2.25tonnes, the ARX 26K is powered by a fuel-efficient Tier 4 Yanmar engine and provides more weight than the lightest models but it still able to work flush against curbs and other obstructions. Operator benefits include an electric drive-lever for smooth starts and stops, a rubber-mounted platform that limits vibration and an intuitive instrument panel.

“The Ammann rollers are very high quality pieces of equipment and are also extremely versatile in what they offer. They are capable of work on a variety of surfaces which makes them perfect for the rental market as well as Smiths’ own in-house construction team. They are reliable, economical, safe and fuel efficient,” says Tom.

The Kobelco SK210LC-10 excavator has an operating weight of 22.4tonne and is powered by a Hino J05EUM-KSSC Tier 4 diesel engine which combined with the machine’s efficient hydraulic system helps minimise fuel consumption while maximising power, offering a 7% increase in digging volume/hour on previous models.

“All of the machines we have supplied will help the team at Smiths in their operations. They know that our famous after-sales service will back up the quality of these pieces of kit,” says Tom.

“...THE TEAM AT SMITHS KNOW WHAT THEY WANT...”

Bristol demolition giant Wring has taken the first Hyundai machines in its latest order for crawlers to add to its fleet.

The company has slapped down an order for a host of the new Hyundai HX machines to add to a clutch of Hyundai crawlers it ordered last year.

These latest machines include three Hyundai HX235LCR's as well as two HX380L excavators and two HX220L machines.

The order follows on the back of orders for machines including a Hyundai R520LC-9A demolition specification machine with hi-reach arm and two smaller crawlers, an R145LCR-9A and an R80CR-9A, last year.

Those machines were some of the first Molson supplied crawlers that had made it onto Wring sites following its decision to move to Hyundai from a rival manufacturer.

In fact, the Hyundai R520LC-9A and hi-reach was used to help clear up in the aftermath of the fire in Exeter which saw the Royal Clarence Hotel, which dated back to 1769 and the height of the Georgian period, completely gutted.

The experts at Wring were called in by Devon County Council in a bid to make the area safe and bring the rest of the Georgian façade down under control.

The team used the hi-reach arm to pick and push the façade down after engineers had assessed the remains of the building following the fire and concluded much of it was too dangerous to prop.

Like all the Wring machines including the latest batch of HX edition excavators, the Hyundai R520LC-9A which worked in Exeter has been supplied to a complete demolition specification which includes a steel cab protection cage, steel side skirts, steel belly plate, bucket arm guards and handrail.

"The steel cab cage is manufactured by specialist company Cab Care and is welded directly to the chassis of the machine. Any impact from falling debris is absorbed by the guard and passed down through the legs into the chassis itself. It offers the highest level of cab protection available," says Molson area sales manager Stuart Butler.

Safety for all comes first for the wring team but director Dean Wring is also keen to maintain and spread the corporate image. Even the box section of the demolition specification handrail is punched through with the Wring name – a nice touch carried out by the Molson team at the Avonmouth yard while preparing the machines for delivery.

And it is here that the corporate livery is applied – this time with a complete machine wrap that celebrates the company's 90 years in business.

"It's another aspect that Molson were happy to help with," explains Dean, "I had the wrap developed by a graphic designer and then took it over to the Molson team at their Avonmouth depot who were more than happy to apply it to all the machines we have ordered while they were sorting out the demolition specification on them. We like to look after our fleet. They are part of our corporate image and we want the fleet to reflect our professionalism."

That professionalism is well known across the industry and Molson is delighted to be able to play a part in the continuing success of the Wring Group, particularly as it is another successful Bristol based company.

"We have wanted to support the success of Wring Group for some time. We should be supplying them – we are a Bristol firm and we want to play our part in their success," says Stuart.

Already the Wring team has been impressed with the level of service it has received from Molson.

"An opportunity arose and the team at Molson were there with the Hyundai machines. We have had no problem with the quality or performance of those Hyundai's and the professionalism of Molson's after sales service is outstanding. That's what sets them apart," says Dean.

The Wring Group has expertise in demolition, asbestos removal, waste, recycling and remediation. It is a far cry from its roots clearing slag heaps for Bristol Council.

"The demolition industry is a sector that has always quietly dealt with everything thrown at it. We were recycling and processing demolition arisings before any legislation was brought in. We want to continue developing positive relationships with all our clients and continue to work safely and professionally," explains Dean.



B R I S T O L U N I T E D

MOLSON TEAM UP WITH WRING

SPECIAL DELIVERY

DOCKWORKERS

A host of Molson supplied machines are proving their worth on one of the country's largest regeneration projects.

The ambitious Royal Wharf development in east London will transform almost 40 acres of former dockyard and industrial land near Silvertown into a vibrant neighbourhood of 3,300 new homes, schools and parks boasting its own Docklands Light Railway station.

And Molson customer TM Groundwork (London) is playing an important role in the scheme.

It is carrying out groundworks and regeneration work on the scheme and has wasted no time in getting its clutch of new machines onto the site.

The two new Kobelco SK210LC-10 excavators that the team at TM Groundworks recently purchased have been busy on the project as has an Ammann ASC 130 roller that Molson also supplied.

The Watford based company is a new customer for Molson and the new machines are the first Kobelco's the team at TM Groundworks has in its fleet.

"The TM Groundworks team runs a groundworks, plant hire and ground remediation business and carries a fleet of 20 or 30 machines. These latest additions include the first Kobelco excavators the team has taken after years of running with a rival

manufacturer. They have been more than happy with them. They took them because of the reputation Kobelco's have of being strong, reliable and durable machines," says Molson area sales manager Brian O'Malley.

The Ammann ASC 130 single drum roller is a 13tonne machine that offers the best compaction outputs and high efficiency even under the hardest of working conditions.

It is powered by a Cummins QSB4.5-C160 Tier 3 engine and has a working width of 2.2m, a drum diameter of 1.5m and a turning radius of 3.05m.

"I am delighted that Molson has been able to help TM Groundworks with its requirements. The Kobelco's and the Ammann are all great machines perfect for the work that they will be expected to do," says Brian.



Plant hire company LA Lockhart has taken delivery of its latest machine – a brand new 30tonne Hyundai crawler excavator.

The Bampton, Oxfordshire based company has extended its hire fleet with the introduction of a Hyundai HX300L – the latest model in the Hyundai stable.

The new machine is the largest the LA Lockhart team have available and has already been making its mark on sites around the county with operators commenting on its operating efficiency, cab-comfort and better fuel consumption than many of its rivals.

This is the first 30tonne machine that the team at Lockhart has been able to offer through its fleet and indeed is the first of the 30tonne Hyundai HX300L machines in Oxfordshire, according to Molson areas sales manager Dan Guibarra.

"Reports we have had back from operators have been nothing but positive. They have all mentioned the cab-comfort. There is more space in the cabs and they have all the extras you could wish for," he says.

The 30.2tonne operating weight machine is powered by a Cummins QSB6.7 engine which delivers a maximum torque of 100.9 Kgf-m at 1,500rpm and provides a maximum digging force of 192.2kN.

It has a maximum overall length of 10.7m and a tail swing radius of 3.2m with a minimum ground clearance of 500mm.

Maximum digging reach is 11.4m while maximum dump height stands at 7.31m.

The newly launched machines offer faster operating cycle time than the Hyundai 9 series and boast a 12% improvement in fuel efficiency compared to the older Hyundai's – an important consideration particularly for the rental market and one which impressed the Lockhart team.

"They are much better on fuel than the older previous machines and that efficiency is one of the points that the team were impressed with. With the spiralling cost of fuel and concerns over environmental impact improving fuel efficiency is a key point for our customers. The HX series of excavators really offer those efficiencies," says Dan.

This latest addition to the fleet by the LA Lockhart team has already proved popular. It is the largest machine available and sits alongside other Molson supplied Hyundai's. It has been supplied with a semi-demolition specification with cage and heavy duty belly plate in a move to make it even more versatile for the rental market. It is also fitted with the 'Hi-Mate' remote management system. This GPS-based technology allows users to track, trace and monitor machines irrespective of their location and offers instant access to vital service and machine diagnostics.

"We have a good relationship with LA Lockhart and we were able to get the new machine out to them very quickly. The team there like the quality of our service and they like the quality of the Hyundai machines," says Dan.



WHAT A LINE UP!

Bury based firm DPH Plant Hire has taken a host of machines from Molson as it looks to revamp its fleet.

The burgeoning business has seen the plant hire sector take off across Greater Manchester and the north of England and is revitalising its offering with a slew of new excavators and dumpers.

It has taken a selection of 14 Kobelco machines and a pair of NC dumpers as it looks to replace the aging excavators in its hire fleet.

In a deal brokered by Molson area sales manager Andy Wilkinson the firm has added three Kobelco SK28SR-6 mini-excavators, three SK30SR-6's, three SK55SRX-6 machines, three SK85MSR-3's and two SK140SRLC-5 crawlers as well as two NC HT1.0E 'Hi-Tip' dumpers to the hire range it offers.

DPH has previously used machines from another manufacturer and these are the first Kobelcos they have taken and just as important to the team was the quality of after sale service they could expect.

With that in mind Andy organised a visit to the Molson depot in Warrington for the DPH fitters and plant managers to view the Kobelcos, talk to the Molson service team and have a look at the quality of the support facilities Molson offers.

"It is a big investment for everyone at DPH and understandably they wanted to make sure that Molson had the capability to back up the quality of the Kobelcos with the quality of service we are able to offer. It was really useful for them to see our facilities and meet some of the service team here in Warrington, chat to them and get some idea of exactly what we can offer. We want our customers to feel reassured that we are doing everything

we can to enable them to get on with what they do with the minimum amount of disruption. We pride ourselves on being able to deliver that and the facilities that we have in Warrington help us to do that," says Andy.

Steve Green, plant manager at DPH was certainly impressed.

"I wanted to make sure in my own mind that Molson was capable of doing what it said. Capable of offering the level of service I was looking for. It was a really useful visit. I was impressed with the quality of the set up there at Warrington and the facilities it offers. It was that visit that really made my mind up that we would go with the Kobelcos and with Molson," he says.

The new machines will replace an aging fleet last renewed in 2010.

"They were past their prime and had served us well but we wanted a change. It was a toss-up between Molson and Kobelco or another manufacturer but in the end the visit to Warrington helped sway my decision," says Steve.

The excavators are all zero tail-swing machines – a feature that the DPH team specifically asked for.

"We have zero tail-swing just so that we can offer that feature to customers should they need it," he says.

Molson's ability to offer the NC range of dumpers alongside the Kobelco excavators was another attraction for Steve and the DPH team.

"I had been looking at the NC dumpers and wanted to try them out. I also liked the idea of being able to package the dumpers and the excavators together and have one point of contact for everything. Once again Molson offered that," he says.

The NC HT1.0E Hi Tip dumper is powered by a Kubota D1105 3 cylinder, water cooled, naturally aspirated engine and delivers a maximum safe load of 1tonne with heaped capacity of 505 litres

and struck capacity 405 litres and has a turning circle of 5.75m. The skip tips to 90degrees.

They offer unrivalled operator access & comfort and excellent rough terrain performance from permanent 4-wheel drive. The dumpers are strong and robust with column operated forward and reverse directions and foot pedal acceleration.

Simple and safe to operate the NC dumpers feature folding ROPS, flashing beacon, reversing alarm and recovery hitch as standard. They offer easy access to the engine compartment for service and maintenance.

DPH has been offering plant rental services to customers from its Bury base for more than 30 years. It offers excavators, dumpers, rollers, telehandlers and bowsers to clients throughout Greater Manchester and across the north of England.

"We tend to have excavators that are 14tonne and below. We don't get many enquiries for larger machines. We would be happy to source some for our customers but we find that most enquiries

are for 14tonne crawlers and below. Most of our rentals are across Greater Manchester but we do go as far as the Lake District and across to Yorkshire and down as far as the Midlands. We have had some equipment out on projects in Birmingham and London but that is when its starts to become difficult to keep the service levels up. It is a little too far for us to comfortably offer our customers the backup they require and we want to be remembered for" says Steve.

“...ONE POINT OF CONTACT FOR EVERYTHING...”

Tim Burbidge knows a thing or two about excavators. He's been in the plant hire and contracting business long enough to be able to tell you exactly what he looks for in a machine, which come closest to his expectations and what he thinks of certain brands.

In the years he's been working on construction projects across the south west and the rest of the country he has picked up more than his fair share of knowledge about what makes a good machine and what doesn't.

And when Tim says he is an admirer of the Kobelco excavators, you know he isn't just saying it for effect. He means what he says.

"Years ago I had an imported Kobelco 115. It was a fantastic bit of kit. I worked it hard and put 18,000 hours on it. In all the time I had it I didn't have to lay a spanner on it - other than standard servicing. It worked brilliantly for me and I've never forgotten that. I have had other machines since but nothing has come close and now the Kobelco's have gone back to the Isuzu engines then they are right back there amongst the best," he says.

And a quick look at the Burbidge fleet shows that Tim is quite prepared to back up his words by investing in Kobelco machines. Our area sales manager Tom Wilson has supplied the Somerset company with many of its excavators - more than 30 at the last count - which are in a range of sizes to suit the variety of work that they are expected to carry out.

"Our biggest machine is a 30tonne excavator but that is mainly used for lifting precast concrete inspection chambers. The bulk of our fleet sizes from 20tonne down. That's where most of our work is," says Tim.

"We have been working with the team at Tim Burbidge for many years now and have always enjoyed a great relationship with them. They have taken excavators of all sizes from us over the years from 20tonne crawlers to 3tonne minis," says Tom.

The Burbidge fleet is expected to work on projects across the country - normally civil engineering and utilities work - and is available either with a driver or as a self-

drive option. Despite the Hinkley Point C nuclear power station being built just a few miles to the east of his Langport, Somerset depot, Tim is not desperate to have any of his machines working on the scheme.

"I'd prefer to stay away from Hinkley if possible. There is plenty of other work around the area. We can get our machines anywhere they are needed thanks to the haulage service we offer. We do a lot of work locally but we currently have a couple of excavators working on sites over in Hampshire and beyond," explains Tim.

One of the key features in common across all of the excavators that Tim has brought into his fleet is that they are zero or reduced tail-swing machines. This he claims is a deliberate ploy to cut down the number of incidents where damage has been done to the excavator or its surroundings by operators inexperienced in using a particular type of crawler.

"Drivers can switch from one manufacturer's machine to the next and while the basic controls are much the same on each there is that possibility that a driver can get confused. Having zero tail-swing machines means they don't get knocked about quite so much," he says.

Of course, the team at Burbidge are also attracted to the usual benefits of choosing a Kobelco excavator to boost your fleet. They are more than happy with their fuel efficiency, smoothness of operation, operator comfort and of the build quality.

"We get nothing but praise either from our own drivers or feedback from those drivers that have used them during a rental," says Tim, adding, "They are very fuel efficient which is attractive to people when they hire and the cabins are very comfortable."

Standard maintenance is carried out by the Burbidge team but Tim is more than happy with the quality of the service received by Molson and the parts back-up offered from the on-site parts centre at the Avonmouth office.

"We have to back every sale up with the service level everyone has grown to expect from Molson. We cannot get complacent. Tim and the team are not just buying Kobelco's they are buying into the service that we offer. They like the machines but they also like the service that we give them - it is up to us to make sure we continue to maintain those levels," explains Tom.

GREAT EXPECTATIONS



RESULT FOR THE HAMMERS

A host of Molson supplied demolition specification machines are helping demolish one of the most famous football grounds in the country.

Rickmansworth demolition and recycling company Rye Demolition has taken the contract to demolish the Boleyn Ground, former home of English Premier League football side West Ham United, as the site is to be developed into a mixed-use commercial, retail and residential scheme with 842 new homes, of which 211 are set to be affordable homes.

The contractor started on the scheme in October last year and now has a clutch of machines tearing down the old ground, crushing and segregating waste and recycling the concrete into aggregate and fill.

Simon Barlow, Rye Demolition managing director, has brought in Molson supplied excavators, hi-reaches, crushers and screeners in a bid to plough through the project.

"It is all coming down. From top to bottom. All the concrete is being crushed and retained on site with the steel being shipped off for scrap. There isn't as much as you would think because obviously much of the site was taken over by the pitch. There's probably around 3,000 tonnes of scrap in all," he says.

Simon has both Hyundai and Kobelco machines working on the Boleyn Ground project and has dealt with Molson for many years.

"I have been buying from Molson for around 18 years now. I have a mixed bag of Kobelco and Hyundai as well as one or two other manufacturers but Molson is my preferred plant supplier. They are good at what they do. They're always available. The level of post-purchase support is outstanding," he says.

The Rye fleet now covers a vast range of machines from mini-excavators to high-reach excavators, all of which sport the full demolition specification that Molson is able to offer with skirts, belly plates and cab safety cages included.



But it's not just the supply of excavators where Molson has been able to help with Rye Group's ever expanding workload.

The introduction of Molson Green specifically to deal with the supply of crushers, screeners, grinders and trommels means that Simon and Rye are now able to deal with one point of contact for all its plant needs – from excavators and loaders to crushers, screeners and material handlers.

"Demolition contractors have been recycling and processing materials for years but now there is a wide range of plant capable of helping us deal more effectively with waste and arisings and helping us send less to landfill. The level of support we have had through Molson Green has been every bit as impressive as that that we have grown to expect from Molson," says Simon.

MOVES
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Nottinghamshire-based Jager Associates has updated its plant fleet with the delivery of a new Kobelco excavator.

Its SK300LC-10 crawler replaces a machine from a competitor manufacturer and represents a shift in the firm's plant buying process.

Molson area sales manager Stuart Butler has worked with the team at Jager to focus on exactly what performance it wanted from its next machine and convinced them that the Kobelco would be the most suitable excavator for the heavy demolition, crushing, remediation and earthworks projects it could expect to be on.

"I have known Alan Morris and the team at Jager Associates for many years and they have had a range of machines in the past. They have a mixed fleet including Hyundai's but were looking to replace one of their excavators from another manufacturer and although Alan was looking at a direct replacement I had always thought the Kobelco would be a better machine for them," says Stuart.

Powered by a JO8EUV-KSDP turbo charged Tier 4 diesel engine which delivers a maximum torque of 1017N.m/1600rpm the SK300LC-10 features a maximum dig reach of 10.87m with the standard 3.1m arm, maximum dig height of 10.01m, tail swing radius is 3.3m with overall length 10.71m, height 3.27m and width 3.19m.

The excavator has been delivered with a full demolition specification which includes a reinforced chassis fitted cab safety cage, steel side-skirt protect, a steel belly plate, handrail and bucket arm guard which coupled with the Kobelco's fantastic fuel performance and build quality makes the SK300LC-10 the perfect addition to the Jager Associates' fleet.

"The fuel economy is a massive attraction as is the build quality. They hold their value really well. I'm really happy that Alan and the Jager Associates team went with the Kobelco," says Stuart.

Ruddington Nottinghamshire based Jager Associates specialises in general contracting and civil engineering projects including earthworks, demolition, remediation, contract crushing and screening works throughout England and Wales. It carries out repeat business with a number of customers including the National Trust, Taylor Wimpey Homes and many specialist demolition contractors.

With a team of directly employed operators and managerial staff it maintains its strong client/customer relationships by understanding its client's needs and providing cost effective solutions.

Carmarthenshire based civil engineer and construction contractor E&TL Jones has revamped its existing fleet with a host of new Hyundai excavators.



MORE THAN A MATCH

The Llandeilo company has swapped seven of its existing machines with brand new excavators from Hyundai's latest HX range. These include five Hyundai HX140L crawlers and two new HX220L excavators.

The firm took a raft of new Hyundai crawlers back in 2014 in a deal that saw it shift its fleet focus from a rival manufacturer's machines to Hyundai excavators.

It replaced the larger excavators in its 22-strong fleet of with five new Hyundai machines under a deal brokered by Molson's South Wales area sales manager Luke Mercer - a deal which included five R140LC-9A's and two R160LC-9A excavators.

Now after three years of heavy work on construction sites in and around South and West Wales, E&TL Jones boss Eirian Jones has taken the decision to swap his machines for the latest models.

"Three years ago, E&TL Jones took the decision to swap its machines from its existing supplier and go with the Hyundai's. Now they've reached the end of their warranty and we are delighted that the team has decided to stay with Molson and Hyundai," says Luke.

The HX140L crawlers are a straight swap for the R40LC-9A excavators that the team has been working with but the two R160LC-9A's have been upgraded to larger HX220L excavators.

"We have kept in close contact with everyone at E&TL Jones throughout the warranty period, making sure everything was in order and that service levels were kept up. That has also given us the opportunity to listen to what the team there actually need to make their work easier. They decided they needed a couple of larger machines and that upgrading the R160LC-9A excavators would be ideal," says Luke.

The new HX Series is more fuel efficient than previous with the HX220L boasting 12% fuel savings on its 9-series predecessor. With a Tier 4 compliant QSB6.7 turbo charged air cooled diesel engine it also claims a 90% reduction in particulate matter and Nitrogen Oxide emissions and delivers 85.7Kgf.m torque at 1500rpm. With an operating weight of 22.1tonnes it measures 3.2m high with an overall length of 9.53m, width of 2.99m and tail swing radius of 2.84m. It has a maximum dig reach of 9.14m, dig depth of 5.82m and minimum ground clearance of 480mm.

Over the years, the Hyundai machines have been praised for their build quality, lifting capacity, digging power and cabin comfort and the operators at E&TL Jones have certainly put the machines through their paces as they work on schemes across Wales, including some of the Principality's most iconic.

"E&TL Jones has worked on some of the largest commercial projects to take place in Wales. It carries out groundworks, civil engineering and building work for major clients throughout Wales. The team is currently working on the development of the new headquarters for Welsh television company S4C in Carmarthen," says Luke.

He is delighted that the firm has once again put its trust in Molson and the Hyundai machines to deliver on site.

"Eirian had been a lifelong customer for a competitor's excavators but we were able to prove that Hyundai machines coupled with Molson service were more than a match for them. We wanted to make sure that these machines would be of real benefit to his business. It is fantastic that Molson's quality of service - of which we are so proud - and the outstanding performance of Hyundai machines have been recognised by the team at E&TL Jones. Everybody at Molson is looking forward to continuing to work with them for many years," says Luke.

EXPANSION



INNOVATION

Sussex earthworking specialist contractor Les Searle Group has taken more machines from Molson as it expands its fleet to deal with its heavy workload.

It has taken a new Hyundai HX520L crawler excavator as well as two smaller Kobelco 210LC-10 crawlers to work in its earthworks and plant hire divisions.

The Horsham based company is a leading earthworks contractor in Southern England with over 50 years of specialist earthworks experience. Les Searle also operates an extensive modern plant hire fleet alongside a significant heavy haulage business.

The latest acquisitions follow on from the purchase of a similar Hyundai machine, the 520LC-9A, as well as a smaller Hyundai R330LC-9A crawler a few years ago.

Now the three machines are being used on sites in and around the south of England, largely through the company's own earthworks contracts and plant hire.

"The team at Les Searle is very experienced. The company has been in operation for more than 100 years and working specifically in earthworks and civil engineering for more than 50 years. When you have been in business that long you must be doing something right. But although it is able to offer that level of experience the company isn't content to stand still. The team is constantly looking at ways to innovate, expand and improve their offering. It is a very dynamic, forward looking company," explains Molson area sales manager Tom Wilson.

The Hyundai HX520L boasts an operating weight of 52.3tonnes and is powered by a Scania DC13 084A Tier 4 engine which helps deliver its maximum torque of 232kgf-m at 1250rpm. The HX520L's overall maximum length with the 9m boom measures 14.2m with a maximum overall width of 3.7m. Ground clearance is a minimum of 770mm. It offers 3% faster truck load capability and 6% faster levelling than predecessor machines with a 13% increase in cab space for improved operator comfort.

It also features the Hi-mate remote management system which provides both operator and service engineer with vital service and diagnostic information from any location. It can help promote preventative maintenance which can then lead to a reduction in overall machine downtime.

The Kobelco SK210LC-10's are powered by a Tier 4 Hino J05 EUM-KSSC diesel engine and measure a maximum overall length of 9.7m with the 3.5m arm. Maximum overall width is 3.18m with an overall maximum height of 3.17m. Ground clearance is 450mm. The machines feature the KomexS satellite based machine information management system which offers data on machine maintenance, operating hours and fuel consumption for more efficient use.

"We have a great relationship with the team at Les Searle Group. It is a fantastic company and great to do business with them," says Tom.

NEW BUSINESSES



A series of Kobelco excavators are helping contractor JB Structures with its increasing workload constructing concrete basements and reinforced concrete frames.

The Watford firm has taken eight Kobelco excavators to work on its projects across London and the Home Counties.

JB Structures is a new customer for Molson it is also the first time that the firm has invested in new machinery for its fleet and the first time it has used Kobelco excavators.

Molson area sales manager Brian O'Malley worked with the fleet managers at JB Structures to pinpoint exactly the size and type of excavators that would suit their requirements.

That wish list included two Kobelco SK55SRX-6 crawlers, two SK 28SR-6 machines, two SK17SR-5's, an SK85MSR-3 and a SK140SRLC-5 crawler, all of which we were happy to supply.

"I think that the management at JB Structures recognised the quality of the Kobelco machines and just how much they offer. They realised that they are tough machines with great build quality that offer real value for money and good residual value. I believe they also recognised the quality of after sale service and back up that we at Molson offer and that was part of their thought process," says Brian.

All of the machines feature reduced or zero tail swing which enable them to work in cramped spaces and on tight sites – perfect for the type of work that JB Structures has on its order book.

The Kobelco SK85MSR-3 midi excavator has an operating weight of 8.3tonnes and is powered by an Isuzu 4LE engine which delivers a maximum torque of 211n-m/1600 rpm. It has a working radius of just 3.88m, a maximum dig reach with the standard sized arm of 7.24m and a maximum dig depth of 4.2m. It's overall length is 6.74m with a width of 2.3m and ground clearance of 350mm.

It features the KomexS information management system which allows machines to be monitored and information managed via the Internet. This includes location data and information on operating hours backed up by fuel consumption data, graphs of work content and machine duty cycle.

And the latest Kobelcos feature a new hydraulic system and an additional ECO-mode that have helped boost fuel efficiency by up to 27% on previous models. A real bonus for owners.

"The Kobelcos have always been well known for their outstanding fuel efficiency and these latest machines build on the legacy of their predecessors. Given their power, efficiency, build quality and outstanding performance I am sure they will work well on site for the JB Structures team," says Brian.

BAND OF BROTHERS

Aggregate supplier, contractor and plant hire company Mone Brothers has added to its fleet of machines with the introduction of two new Kobelco SK210LC-10 crawlers



The new machines will be helping the Mone team out across its quarrying and soil and aggregate recycling operations based in Leeds.

This latest brace of excavators will supplement the Mone Brothers existing fleet and comes on the back of two Kobelco machines the company took from Molson recently.

"We supplied Mone Brothers with a Kobelco SK350 and an SK210 last year. The team there have been impressed with their fuel efficiency, they like the smooth delivery of power, great vision from the cab and the high level of operator comfort that the Kobelco's offer," explains Molson area sales manager Andy Wilkinson.

With an operating weight of 22.4tonnes the Kobelco SK210-LC is powered by an efficient Hino J05EUM-KSSC engine which delivers 640N.m of torque at 1600 rpm. It has a maximum dig reach of 10.3m when fitted with the 3.5m long arm and a maximum dig depth of 7.26m. It has a minimum swing radius of 3.5m.

"These SK210LC-10's will be perfect for the work the Mone team have lined up for them. They are strong, robust and fuel efficient which will help save on fuel costs, particularly when working long hours in the quarry," adds Andy.

ACHIEVING TARGETS

Two new Hyundai rigs are helping Bristol based waste handling and materials recycling specialist ETM Recycling achieve its waste recycling volume targets.

The waste management company is recycling more than 90% of the material that enters the firm's purpose built facility in the city and a brace of Hyundai machines, supplied by Molson Green, is helping the ETM team meet those high standards.

The Hyundai R60CR-9A and R80CR-9A machines have both been supplied with a full waste specification kit including self-clearing fan and screen guards.

Importantly the two tracked machines have both been supplied with steel tracks and rubber blocks.

These rubber track shoes offer greater protection to both the yard slab and the machines themselves according to Molson area sales manager Luke Mercer.

"Machines working in recycling yards are worked hard all the time, constantly moving around the yard. Steel tracks can be really harsh on concrete yard slabs and can tear them up quickly but conversely rubber tracks will last no time either. By using steel tracked machines with the hard rubber block shoes we get the best of both worlds, a tough track that has little impact on the yard itself. When the blocks wear out it is easy enough and more economical to replace them rather than a whole track," he says.

The team at ETM will use the smaller 5.9tonne R60CR-9A machine for specific tasks such as loading the bailer while the larger 8.35tonne R80CR-9A will carry out other duties around the yard.

Both machines are powered by the

Yanmar 4TNV98 engine which offers the highest power rating in its class.

"We have been supplying machines to ETM Group for some time now. The team has already taken a raft of smaller Hyundai's for use by its groundworking arm. They have been pleased with what they have seen but these are the first waste specific machines that ETM has taken from Molson," says Luke.

RELIABILITY PERFORMANCE

Molson customer Gower Plant has revamped its fleet with the purchase of a host of new Kobelco excavators.

The team at the South West Wales based crushing, screening and recycling specialist has taken four new Kobelco excavators including a SK500LC-9 crawler with full quarry specification. It has also taken two Kobelco SK350LC-10 and an SK140SRLC-9 machine with blade.

Molson area sales manager Luke Mercer said the team at Gower Plant had been attracted by the value for money, build quality, fuel efficiency and high retained value offered by the Kobelco's.

"The machines are worked hard in the sort of environments that Gower Plant work in. Working in the quarrying sector offering a contract crushing and screening service means the machines have to be tough to stand up to the work they do. So far, the team has been nothing but impressed with the reliability and performance of the Kobelco's," says Luke.

The Kobelco SK500LC-9 is perfect for the heavy breaking work the Gower Plant team has on crushing and site clearance contracts across Wales and the South West of England. The SK350LC-10's and the SK140SRLC are similarly capable of running efficiently all shift and ideal for working on demolition or quarrying sites.



2 SHAKES OF A LAMBE'S TAIL

Groundworking, construction and civil engineering contractor M Lambe Construction has added two more machines to its fleet in a move that will help meet its bulging orderbook.

The Central Birmingham company has taken two new Hyundai HX235LCR crawlers which will work on civils and groundworks packages throughout the Midlands and beyond.

M Lambe Construction has long been a Molson customer and Molson has supplied a range of mini excavators to the business in recent years.

These latest machines are larger but still feature the reduced tail swing that the company likes.

"The team at M Lambe wanted the greater power a 24tonne excavator offers but still with the reduced tail swing so that it can work more effectively in confined spaces. The Hyundai HX235LCR does exactly that," says Molson area sales manager Stuart Butler.

With an operating weight of 24tonnes the HX235LCR is powered by a Cummins QSB6.7 Tier 4 final engine which delivers a maximum torque of 81.6Kgf at 1500 rpm. It has a bucket dig force with a 2m arm of 133.4Kn and an overall length of 9m. Height to the top of the cab is 3.29m while width is 2.99m and tail swing radius 1.78m.

The low noise, low vibration cabin is high in comfort with 10% more space for operators to stretch out in. The new HX series of excavators are also much more fuel efficient than their predecessors offering a 10% improvement in fuel use and a 90% reduction in particulate matter and Nitrogen Oxide emissions.

The HX series also features 'Hi-mate', Hyundai's proprietary remote management system which provides operators and dealer service personnel access to vital service and diagnostic information on the machine from any computer with internet access.

Users can pinpoint the machine's location using digital mapping and set work boundaries, reducing the need for multiple service calls. The system can help save time and money by promoting preventative maintenance and reducing machine downtime.

"We have been privileged to supply M Lambe with their excavators of all sizes for many years now. These latest Hyundai HX235LCR's are perfect for the work the team want them to do and are capable of working across the company's commercial, infrastructure, housing and groundworking portfolio," says Stuart.



East Sussex civil engineering, ground working and general building contractor Foxdown Construction has expanded its plant fleet with a clutch of new Kobelco excavators.

It has taken two SK55SRX-6 mini-excavators, an SK85MSR-3 and a SK140SRLC-5 crawler to help its construction team work on its portfolio of busy projects across the South East of England.

The Uckfield based business is already reaping the benefits of the Kobelco machines' performance on their sites with the machines being delivered to the firm earlier this year.

Molson area sales manager Brian O'Malley worked with the Foxdown team to make sure the excavators were perfectly suited for the work.

"Foxdown have run Kobelco machines for years. They still had some of their original 10-year-old Kobelco's so they know how reliable they are and all about the build quality. There are other

areas that have moved on since their first Kobelco purchase though and the team were more than happy to test the benefits of these features," explains Brian.

Powered by a Yanmar 4TNV88-B water cooled diesel engine which delivers a maximum torque of 132.9N.m/1400rpm the Kobelco SK55SRX-6 has an operating weight of 5.02tonnes, measures 5.55m in length, is 1.94m wide and 2.53m high. It has a maximum dig height of 6.01m and dig depth of 3.9m.

With its minimal tail overhang of just 190mm, coupled with its integrated noise and dust reduction cooling system that ensure these latest machines are 9dB quieter than their predecessors, the SK55SRX-6 is ideal for working where space is at a premium. Building on the Kobelco's legendary fuel efficiency

the latest models boast an energy conservation running mode that offers 23% greater fuel efficiency against other work settings.

Foxdown Construction has its own team of plant fitters who will oversee the day-to-day servicing of the machine with back-up from Brian and the rest of the Molson team.

"The Foxdown fitter is very experienced and knows the Kobelco machines well. That doesn't mean our job is finished though. It is up to the Molson team to make sure we can back up the delivery with strong after-sales care and that includes the ordering of spare parts and generally being available for any sort of trouble shooting. It's what we pride ourselves on. Hopefully together we can make this latest batch of Kobelco's last as long as the first," says Brian.

A host of new Hyundai excavators are helping Londoners move onto the property ladder thanks to Enfield based firm ODG Plant and Molson.

The company is the plant hire arm of multidiscipline construction company Galldris Construction which is working on the massive redevelopment project centred around Silvertown on the north bank of the River Thames in East London.

Here plans to create a new riverside community on former industrial land alongside the river overlooking the famous Thames Barrier and close to Canary Wharf and City Airport are underway with Galldris Construction taking a slice of the work.

ODG Plant is its in-house hire firm and is a longstanding Molson customer.

Recently it has updated its fleet with the introduction of several new excavators from Hyundai in a deal arranged by our area sales manager Stuart Butler.

The company has taken five Hyundai HX145LCR and five HX220L crawlers as it looks to revamp its existing fleet of machines.

The latest additions are fully compliant with the latest and future emission requirements for working in the capital with the addition of AdBlue.

Initially the firm was reluctant to take the machines where AdBlue was a requirement but after reassurance from Stuart over the simplicity of its use the ODG team were happy to go with the latest tier 4 compliant HX series of excavators. "We like to keep things simple and adding AdBlue is just another thing for our operators to remember. We want them to be concentrating on their work and not distracted by anything else. Safety and limiting our impact on the environment is important to us and Stuart made us realise that it is really a very straightforward process," says Craig Brown, manager at ODG Plant Hire.

One of the reasons the team took the HX145LCR excavators is because of the zero-tail swing they offer. Not only is this feature a health and safety bonus but it is also a boon for on-site productivity, enabling larger, more powerful machines to work in tighter spaces – essential on compact inner city projects.

"The ODG team like the zero tail-swing of the HX145LCR's. They are compact, powerful excavators. Perfect for the work that Galldris Construction has lined up for them," says Stuart.

With an operational weight of 15.16tonnes the HX145LCR is powered by a Perkins 1204F direct injection Tier 4 air cooled engine which delivers a maximum torque of 54Kgf.m at 1400rpm. They have a height of 3.25m, are 2.5m wide with a tail swing radius of 1.5m. They boast a maximum dig reach with a 1.9m arm of 7.73m, a dig depth of 4.89m and a maximum dig height of 8.84m. Minimum ground clearance is 440mm.

The larger HX220L crawler is one of the larger machines the ODG Plant team tends to carry. With an operating weight of 22.1tonnes it is powered by a Cummins QSB6.7 turbo charged Tier 4 air cooled diesel engine that delivers a maximum torque of 85/7Kgf.m at 1500rpm. It is 3.2m high with and overall length of 9.53m and 2.99m wide. It has a tail swing radius of 2.84m. With the 2m arm its maximum dig reach measures 9.14m with a dig depth of 5.82m. Maximum dig height is also 9.14m while minimum ground clearance is 480mm.

Craig is happy with the performance of both the Hyundai excavators and the post sales back-up and servicing he has received from the Molson team.

"The Hyundai's have come a long way since the first 14tonner we had. We have stuck with them because the sales have been well backed up by both Molson and Hyundai themselves. We have a mix of machines. Our fleet isn't 100% Hyundai but we have been more than happy with the machines we have had. It is because of Molson that we keep going back to Hyundai. The amount of effort the Molson team put in to make the deal work is amazing. They know what they are talking about, they understand the machines. They help make life easy for us which in turn helps us in our work," says Craig.

And that work could see the ODG Plant team move from being an in-house hirer only to letting machines out to other contractors.

"It is something we are looking at. We have a large fleet that we could hire out to other contractors. We have hundreds of machines. Everything from 23tonne down to 1.5tonne excavators as well as rollers, dumpers and most other pieces of equipment. We have been solely focussed on hiring to Galldris Construction and although that will remain key we may be looking at the opportunity to start hiring some of our equipment out to the wider market," says Craig.

Should that happen Stuart will be only too happy to help support the move.

"We have developed a working strong relationship with ODG Plant. We look forward to that relationship continuing into the future as the business develops..." Stuart Butler

BUILDING

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LANG EXPAND

Worcestershire plant hire company J Lang has taken its first Hyundai machine to boost its plant fleet.

It has taken a Hyundai HX145LCR crawler as it adds to its fleet at its Redditch base.

With its reduced tail swing the new machine offers a 90% reduction in particulate matter and Nitrogen Oxide emissions compared to its 9 Series predecessors and is 11% more fuel efficient and 12% faster when levelling.

Area sales manager James Dodkins looked after the deal and made sure the team at J Lang were aware of the capabilities of the HX145LCR excavator.

"The flexibility of the reduced tail swing is very important. For plant hire firms it means the machines can be sent out to a larger number of projects – were they may or may not be struggling for working space. On tight residential development schemes the reduced tail swing is a definite bonus but the latest generation of Hyundai offers a host of other exciting features that can deliver significant benefits to our customers," he says.

The HX Series has an eco-friendly, high-performance engine which ensures both excellent fuel efficiency and high power with outstanding operating performance proven by rigorous tests on a variety of projects.

The Hyundai 'ECO Gauge' enables economic operation of machines through the colour displays of engine torque and fuel efficiency level. Fuel consumption data such as average rate and the total amount of fuel consumed is displayed, while hourly and daily based fuel consumption can be checked in the detailed menu too. This helps plant managers keep a close eye on the working efficiency of a single machine.

Powered by a Perkins 1204F turbocharged air cooled diesel engine which delivers a maximum torque of 54Kgf.m/1400rpm the HX145LCR has an operating weight of 15.16tonnes and a tail swing radius of 1.5m. When fitted with a 2.1m arm its overall length is 7.4m, width with 600mm track shoes is 2.6m and overall height 3,21m. Maximum dig height with the 2.1m arm is 8.97m while maximum dig depth stands at 5.1m and maximum dig reach 7.9m.

"The Hyundai HX145LCR is a versatile, efficient and effective excavator that lends itself to the sort of tasks that the team at J Lang anticipate it will be used for," says James.

BENFLEET WASTE NO TIME

INTRODUCING

MOLSON
GREEN

Essex waste management and skip hire firm Benfleet Waste has extended its fleet of machines with the introduction of a new Hyundai wheel loader and an excavator.

It has taken a Hyundai HL940 wheel loader and a R125LCR-9A crawler for use at its depots around Essex.

Area sales manager Stuart Butler worked with the Benfleet Waste team to focus exactly on their requirements and work out what machines would offer the best value for money.

"Benfleet Waste is an existing Molson customer and has had Hyundai machines from us before so the team there know exactly what they are dealing with. The wheel loader and the crawler will be working inside the covered waste hall and are well suited to that environment. It can get very hot and dusty in that environment and so ease of maintenance and cab comfort is very important. These two machines score well on both those points," says Stuart.

The Hyundai HL 940 has an operating weight of 13.1tonnes and is powered by a Cummins QSB6.7 Tier 4 compliant diesel engine which delivers a maximum torque of 86Kg.m/1200rpm.

With a heaped bucket capacity of 2.3cu m and a bucket breakout force of 11.25tonnes it boasts a maximum straight tipping load of 10tonnes with an overall width with bucket of 2.6m, overall length of 7.43m, overall height 5.25m and a maximum dumping clearance of 2.78m.

"I am glad that we have been able to help Benfleet Waste with sourcing the correct machines for their sites. They will work perfectly for the team," says Stuart.

With more powerful performance, the HL940 wheel loader is 10% more fuel-efficient than its predecessor helping to maximize productivity and demonstrating higher value in tough environments.

The new Hyundai machines offer operators more comfortable cabin space with their low-vibration, low-noise, and superior safety design.

Its state-of-the-art noise reduction technology means it delivers just 64dB of noise in the cab, promising a better, more comfortable, healthier and more effective working space for the operator.

Benfleet Waste delivers a total waste management solution from waste collection through to recycling and safe disposal, teamed with a professional, flexible service. It works with home owners, building contractors and commercial organisations to process industrial, commercial, household or metal waste utilising its large fleet of skip loaders, grab loaders, and roll-on/off sk

 **HYUNDAI**

 **Keestrack**

 **SENNIBOGEN**

 **TEREX** |  **ECOTEC**

 **OM**
OFFICINE MECCANICHE
DI PONZANO VENETO S.P.A.

 **NPK**

HANDLING EXPECTATIONS

The company, based near Poole, Dorset, has a busy office at its three-acre site and had been looking for a machine that could handle its specific materials handling needs.

After an in-depth discussion over the requirements for its new machine the team at FDS Waste recognised that the Sennebogen 818E would be the ideal solution for its business.

"The Sennebogen 818E is a very flexible machine that can offer so much to a waste handling specialist such as FDS," explains Molson Green area sales manager Thomas McKiver, adding, "It is extremely fuel efficient and offers great all round visibility for the operator. The Sennebogen's are machines that are built to handle materials, they are not adapted excavators and so offer better performance. They are doing what they are built to do."

The Sennebogen 818E is an extremely fuel efficient machine, saving fuel by working in its 'ECO Mode' with reduced speed and automatic idling mode which reduces engine speed to 40% of that when working. This helps save significant amounts of fuel which is boosted by its automatic stop function which switches the engine off if no power is required to the machine.

With an operating weight of approximately 22tonnes depending on attachment and boom size the Sennebogen offers a cab viewing height of 5.5m when fully elevated.

It is powered by a Cummins QSB 4.5 water cooled diesel engine and boasts a transport width of 2.54m, a maximum transport length of around 9.6m and a transport height of 3.25m.

Operators are well catered for and can work comfortably thanks to its air-cushioned and heated seat, sensitive joystick control, air conditioning, opening windows and sliding door for ease of exit.

"This is a well-designed machine, as you would expect from Sennebogen. They really are the experts in this sort of highly engineered material handlers which offer the best performance and best value for money for our customers," says Thomas.

Waste management and recycling firm FDS Waste Services has boosted its fleet with the introduction of a new Sennebogen materials handler.



PENNY GAINED

A spike in demand for demolition and construction waste recycling across Bristol, Bath and the south west of England has encouraged Somerset firm RM Penny to snap up a new screener from Molson Green.

The multi-disciplinary company based in Stone Easton near Bath runs a series of recycling operations processing demolition waste and construction arisings into usable soil, fill and recycled aggregates.

Demand for those products has increased and the RM Penny team looking to expand its fleet of machines to meet that demand through the introduction of a Keestrack Novum screener.

The Novum is quick and easy to set up taking just 30 minutes to become operational, helping to maximise processing time. It is compact and can be easily transported from location to location. With a 4200 x 1500mm screen box the Keestrack Novum can process as much as 300tonnes of material each hour and can be easily converted from a 3 way to 2-way material size split.

It has a transport length of 10.61m, height of 3.13m, width of 2.55m and weighs in at 26.5tonnes.

The Novum is available as an electric powered version offering huge savings in energy consumption and maintenance and operating costs.

It is the ideal pre-screening/scalping machine and for the screening of heavy over-burden, recycling landfill and top soil as well as processing waste timber and separating 'sticky' aggregates. It can be set up before or behind a crusher and is equally at home in sand or gravel and quarrying applications.

"The Novum is the perfect machine for the work that the RM Penny team has earmarked for it. It is versatile, easy to set up, fuel efficient and robust enough to stand up to the tough conditions it has to work through," says Molson area sales manager Tom Wilson.

The RM Penny team has taken a host of local projects recently including work at Bristol Airport and other schemes further afield across Somerset, Wiltshire, Berkshire and the South West.

The Keestrack Novum is the latest addition to the RM Penny fleet that Molson Group has supplied. Last year the team took two Keestrack Apollo jaw crushers as well as two Hyundai loading shovels - an HL960 and an HL740-9A and a Caterpillar dozer sourced by Tom, highlighting Molson's ability to be a true one-stop-shop or all your plant requirements.

"We have been working with RM Penny for a year or so now and the team has been very happy with the two Keestrack Apollo jaw crushers, the Hyundai loaders and the level of service that they have received from Molson. They like the fact that we are local and they know how quick we are to sort out any issues that may arise," explains Tom.



PICK SORT PROCESS

Bryn Group
Recycling - Quarrying - Composting - Farming

South Wales multi-disciplinary waste, quarrying and recycling company Bryn Group has revamped its fleet with the introduction of a new materials handler.

It has taken a Sennebogen 821E machine to help pick, sort and process material at the firm's base in Hengoed near Treharris in South Wales.

The company is a longstanding Molson Green customer and this latest machine replaces a modified Hyundai excavator that had been working in the waste shed.

In a departure from the norm the Sennebogen has been supplied with a tracked crawler undercarriage, a specification specific to the Bryn Group team requirements according to area sales manager Luke Mercer.

"We had a look at what they wanted the machine to do. The company has extensive facilities which include a huge shed that covers its waste pile. In smaller operations, the waste pile is accessed using a wheeled machine but that can

make it difficult to reach across the pile. The tracked machine can actually get on top of the pile and select material from all parts. It means the waste operation is much more efficient and is worked continually," says Luke.

Powered by a Cummins QSB 4.5 diesel engine the Sennebogen 821E offers exceptional fuel efficiency with up to 20% fuel savings when working in its ECO Mode with reduced engine speed. Its operating weight is approximately 24tonnes, depending on carriage option and attachment, and the 821E has an extending cab that can elevate to almost 6m above ground level offering superb all-round visibility for the operator. It has a total transport length of around 10m – again depending on carriage and arm with a body transport width of approximately 2.5m.

The Bryn Group has taken its Sennebogen with a specialist attachment from another Molson Green partner company, manufacturer NPK.

It offers attachments to the demolition and waste handling sectors and the Bryn Group Sennebogen 821E has been coupled with an NPK DG20 Selector Grab which boasts an open jaw gape of 2.05m, depth of 1.28m and width of 950mm.

"The latest set up it has with the Sennebogen 821E and the NPK Selector Grab means Bryn Group now has a machine that specialises in materials handling for its waste operation but is also flexible enough to work on the firm's agriculture and wood recycling plant if required," says Luke.

COMFORT POWER SPEED

A new Sennebogen material handler is helping Essex waste management company TLM Management deal with the mountains of material at its recycling centre in Basildon.

The firm has taken the Sennebogen 821E handler in a move that will help boost operational efficiency and save on fuel costs.

TLM had been using two excavators with specialised attachments to help sort through the waste at its handling facility.

But Molson Green area sales manager Adam Meeking helped convince the TLM team that a machine specifically designed to handle and sort waste would be much better suited to their operations.

"Excavators and attachments will do the job and perform well but material handlers are specifically designed for that purpose. They are faster at what they do which means that the team can work through waste piles quickly with less standing time. There is also the reach aspect. Materials handlers have a far greater reach which once again improves efficiency. I could see that the TLM operation was perfectly suited to the Sennebogen 821E," says Adam.

Powered by a Cummins QSB 4.5 Tier3a/3b engine the Sennebogen 821E features a hydraulically elevating cab and real fuel efficiency with the 'Eco Mode' running system offering a reduced engine speed and a 20% fuel saving.

Other fuel saving features include the optimized engine settings that reduce specific fuel consumption with engine idling speed set at 40% of operating speed.

Cab comfort is an important consideration in all types of plant and the Sennebogen 821E is not found wanting. Offering fantastic all round vision the cab features automatic climate control with air-suspension comfort seat, convenient joy stick control, sliding door and safety platform. Even at its maximum reach of around 12m the machine is stable thanks to its broad outrigger area.

The machine was delivered to the TLM team earlier this year and is already gaining rave reviews from managers and operators.

"They are really impressed with the Sennebogen. The operator is particularly happy with its power and mobility as well as the comfort it offers in the cab. Since he has been driving it says he would be reluctant to give it up for any other machine. Just as important though is the work that has been put in behind the scenes to make sure we get the service levels right," says Adam.

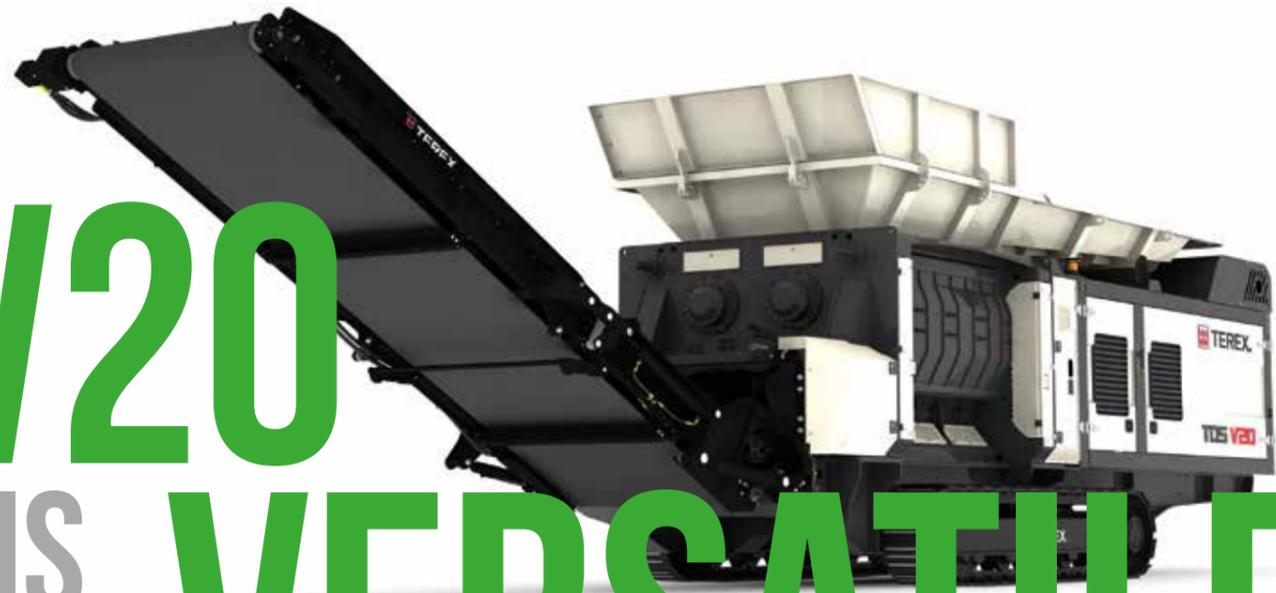
The Sennebogen is under a service contract which Adam feels offers the best for the customer.

"We need to look after our customers and part of that package is making sure the investment they have made is kept in top order and running correctly all the time. I think that a service contract helps us do that," he says.



“...IT'S THE BEST MACHINE I HAVE EVER DRIVEN. OPERATOR COMFORT, POWERFUL & QUICK. SECOND TO NONE...”

V20 IS FOR VERSATILE



Cumbrian wood processing firm AW Jenkinson Forest Products will be using a new Terex TEE shredder to help it sort through tonnes of waste wood.

The firm has taken a Terex TEE TDS V20 shredder from environmental equipment supplier Molson Green after it impressed following a series of trials.

The AW Jenkinson team process more than 2million tonnes of wood chips, sawdust, bark, green waste and timber co-products from its processing centres and needed a machine that could not only handle large volumes but also be adaptable enough to still provide high quality product in different applications.

Robert Jenkinson, director of AW Jenkinson's wood division said: "We wanted a robust machine with great build quality that could demonstrate its versatility across a range of working requirements. Molson Green recommended the Terex TEE TDS V20 and we hired it for four weeks to really put it through its paces. We need a machine that can cope with everything we throw at it and is mobile enough to be moved around our different sites easily. During that time we tested it on green waste, wood waste, tree stumps, and wood bark - anything it could come across as part of our fleet. We had no hesitation in buying it."

Molson Green area sales manager Jamie Francis worked closely with the AW Jenkinson site managers throughout the trial period to help set up the machine and adjust the chamber and basket arrangement perfectly for each site.

He said: "We found that the machine performed extremely well across the different applications. It is an extremely economical, versatile machine that is robust, easy to move from site to site and can be set up and processing very quickly."

Molson Green head of sales Thomas McKiver welcomed the AW Jenkinson team to the ever growing list of customers now using Molson Green supplied Terex TEE Ecotec products.

He said: "We are really delighted to be able to count AW Jenkinson as our customers and I am sure the team there will be equally delighted with the quality of the machine as well as the after sales service they can expect from Molson Green."

This is the first year Molson Green has been able to offer Terex TEE Ecotec products to customers and demand has been high.

Already there are a number of customers running the different types of Terex shredders and screens with great success, according to Thomas McKiver.

He said: "The Terex TBG 620 and TBG 625 high speed shredders are proving themselves in the green waste and wood waste processing sectors while the TDS V20 mid speed and the TDS 820 slow speed shredders have been really successful in waste wood but also work well in construction and demolition waste as well as commercial waste applications. The TTS 620 Trommel has also proven popular. The fact that the TTS 620 Trommel can take the drum from the Doppstadt 620 means it is a great, flexible choice for customers.

The Terex TEE Ecotec products are built in the UK at its large manufacturing facility in Dungannon, Northern Ireland ensuring spare parts are readily available for these machines.

With its superb service centres and mobile service capability Molson Green has the expertise and infrastructure to provide an outstanding aftermarket package throughout the UK.

For more information on the Terex TEE Ecotec range and details on all of the products offered by Molson Green please go to www.molsongroup.co.uk or call Thomas McKiver on 07799 460829

MOLSON GREEN

USED MACHINES



LIEBHERR R317
2012, 9789hrs £67,000



HYUNDAI R210LC-9
2013, 4412hrs £75,000



HYUNDAI HL760-9
2012, 6950hrs £60,000



HYUNDAI HL760-9A
2013, 4750hrs £65,000



HYUNDAI HL770-9A
2014, 3991hrs £99,500



DOPPSTADT DU 320
1999 £42,800



DOPPSTADT DW-2060K
2013, 2660hrs £168,000



SANDVIK QJ241
2013, 4235hrs £120,000



GIPO 130 FDR
2010, 6250hrs £280,000



POWERSCREEN 400
2003, N/A hours £ POA



KEESTRACK 1800
2014, 1740 hours £100,000



KEESTRACK C8-75
2016, 75 hours £ POA

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USED MACHINES



BARFORD **SX6000**

2007, 2934hrs **£6,000**



MERLO **TF38.7**

2014, 749hrs **£49,000**



BARFORD **SX5000**

2005, 1409hrs **£5,500**



BARFORD **SX7000**

2006, N/A hrs **£6,500**



TEREX **3 TONNE**

2006, 2155hrs **£5,000**



NPK **C12C**

2012, N/A hrs **£12,000**



CAT **325D**

2007, 10691hrs **£45,000**



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USED MACHINES



KOBELCO **SK10SR-3**

2016, 43hrs **£12,500**



KOBELCO **SK55SRX-6**

2015, 1281hrs **£36,000**



KOBELCO **SK85MSR-3E**

2015, 1801hrs **£46,000**



KOBELCO **SK140SRLC-3**

2014, 2766hrs **£58,000**



KOBELCO **SK140SRLC-3**

2013, 2711hrs **£52,000**



KOBELCO **SK140SRLC-3**

2015, 1656hrs **£67,000**

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USED MACHINES



HYUNDAI R60CR-9

2012, 3432hrs **£19,500**



HYUNDAI R80CR-9

2013, 4189hrs **£26,500**



HYUNDAI R80CR-9A

2015, 901hrs **£42,000**



HYUNDAI R140LC-9A

2014, 2808hrs **£47,000**



HYUNDAI R140LCD-9A

2015, 2172hrs **£55,000**



HYUNDAI R145LCD-9

2014, 3262hrs **£48,000**



HYUNDAI R210LC-9

2013, 5798hrs **£42,000**



HYUNDAI R220LC-9A

2016, 1331hrs **£80,000**



HYUNDAI R235LCR-9

2012, 3204hrs **£47,000**



HYUNDAI R290LC-9

2013, 7135hrs **£72,000**



HYUNDAI R300LC-9A

2014, 4628hrs **£75,000**



HYUNDAI R480LC-9

2010, 9399hrs **£59,000**



HYUNDAI

R520LC-9A

2014, 4268hrs

£135,000

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