



## WELSH HYUNDAI SWITCH

### Build quality and after sales service swing deal

Carmarthenshire-based contractor E&TL Jones has taken a raft of new excavators in a deal that sees it shift its fleet focus to Hyundai machines. The Llandeilo company has replaced the larger excavators in its 22 strong fleet with five new Hyundai machines. These include three R140LC-9A and two R160LC-9A excavators. We worked closely with E&TL Jones boss Eirian Jones to make sure we completely understood his requirements and that we supplied the perfect machine for his business.

Area sales manager Luke Mercer said: "We were able to prove that Hyundai excavators, coupled with Molson's service, were more than a match for the machines E&TL Jones had been using."

Molson supplied a single Hyundai R140LC-9 machine under a three-year warranty and 3,000 hour service contract after demonstrating a similar excavator to Eirian and his team in April 2013.

The Hyundai was praised for its build quality, lifting capacity, digging power and cabin comfort.

And such was Eirian's satisfaction with the quality of both the Hyundai machine and Molson's after sales service performance that in January he decided to switch the remainder of his fleet of tracked excavators to Hyundai.

Luke said: "It is fantastic that Molson's service and the outstanding performance of Hyundai machines has been recognised by the E&TL Jones team."

**March 2014**

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## SERVICE COUNTS IN CORNWALL



Focus on delivering quality of service is paying off in Cornwall as two new customers have switched to Hyundai machines.

Our regional sales manager Tom Wilson made Molson's quality of after sales service a key feature in brokering the two new deals in the county.

St Austell-based demolition specialist DRS has taken five Hyundai tracked excavators and three R80CR-9 machines. Owner operator Kirk Hough has taken a R140LC-9A.

"Neither have used Hyundai machines before but were impressed with their performance and the quality of service Molson are able to offer," says Tom.

# About us

Molson was founded by Jonathan Wilson and Robin Powell in 1996. Bob Barnett joined in 2005 as chairman of the group of companies.

Currently Molson stands as one of the largest suppliers of Korean and Japanese built excavators in Europe and continues to source a wide range of equipment including dump trucks, dozers, demolition rigs and wheeled loaders.

In 2010 Molson became Hyundai's biggest dealer in the whole of Europe.

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:



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## ALL SET TO SERVICE YOUR NEEDS

### Molson's service arm Hydra-Tech on call for clients

The quality of Molson's post-sale service is something in which we take great pride.

We believe that the 'personal touch' we offer each and every one of our clients plays a pivotal role in their success and is a major reason why so many of them have become long-standing customers and friends.

In the unlikely event of a breakdown our team is there to respond immediately. We are at the end of the telephone – real experts responding to real questions in real time. We are committed to getting any machine back up and running in one visit to site, but should that not prove possible we will do our best to get the machine working and keep lost time to a minimum.

"When a client calls in with a problem there are real people available to respond to their requests.

"We aren't linked through a call centre. Talk to us and you are talking to experts in their field, people who know what they are talking about," says Martyn Tucker, head of Hydra-Tech, our service arm (pictured above).



Martyn and his team have been trained up by the machine manufacturers, so when one of his mobile engineers arrives on site you can be sure they are well aware of all the latest innovations and are more than capable of making a swift repair.

Of course service calls will be prioritised but our focus is on getting machines back up and running as soon as possible.

And if we can't fix the fault on site we will arrange for our 15-strong service team to work on it back at our depot.

## MC GEOGHAN RAMPS UP ITS FLEET

Loyal Molson customer McGeoghan Plant Hire has taken 11 more Hyundai machines as it continues to boost its fleet.

The Waltham Abbey based business has been buying machines through Molson since 2002 and has continued that long association with its latest orders which include four Hyundai R210LC-9 excavators, five

R145LCR-9's and two R80CR-9 machines.

Molson joint managing director Robin Powell said: "Pat Commame and the team at McGeoghan Plant Hire are doing a fantastic job.

"It is a well run family business and we are happy that we have been able to continue to supply and service their machines."



# YANMAR MINI-EXCAVATORS AND TRACKED DUMPERS JOIN FOLD

## Japanese machines ready to meet surge in demand

Molson Group has unveiled its latest deal which will see it supply mini-excavators and tracked dumpers from Japanese manufacturer Yanmar.

The move will see Molson supply these machines across a swathe of southern England and Wales as the demand for smaller excavators and dumpers surges thanks to a spike in business from house builders.

Under the new relationship Molson will supply Yanmar machines to customers throughout South Wales and across the South West of England.

The move follows Molson's decision not continue its relationship with its former mini-excavator supplier/manufacturer Kubota.

Now following negotiations we are pleased to be able to offer the full range of Yanmar machines to our customer base from the smallest of its micro-excavators to the largest of its

mini-excavators.

Bob Barnett, Molson Group chairman welcomed the move. He said:

"Yanmar has been market leader in Japan for the last six years and its machines are well known for their user-friendly design and reliability. We are convinced that our customers will be quick to realise the benefits that Yanmar machines can bring to their business."

Joint managing director Jonathan Wilson claimed that the latest 2.6t machine would appeal to smaller builders thanks to it complying tow-weight restrictions.

He said: "The new 2.6t SV26 is ideal for smaller builders and hirers. It is a reliable excavator that performs well and has all the features you would expect. We think that our customers will be only too happy with the rest of the range of Yanmar machines too."



## YANMARS PROVE TOP OF THEIR CRAFT FOR ARTISAN HIRE CENTRES

Independent plant hire company Artisan Hire Centres has become one of the first of Molson's customers to take advantage of our new tie-in with Yanmar.

The construction equipment hirer has added two Yanmar SV08 micro-excavators and two SV15 mini-excavators to its fleet of machines that it offers from its depots in Bristol, Oxford, Cheltenham, Swindon, Chippenham and Melksham.

Molson has been supplying the hirer with mini-excavators since 2011 and area sales manager Luke Mercer worked alongside the Artisan team to develop its ideal package of machines.

Luke said: "Artisan has a great business model and like Molson understands that key to developing a loyal customer base is delivering quality and service.

"With these latest Yanmar excavators will help them continue to do exactly that,"



# KNOCKING MANCHESTER

New Molson client helps to rebuild area of the city made famous by C4 show *Shameless*

A regeneration project that will bring new homes, community facilities, parks and shops to a run-down part of Manchester is being given a boost thanks to Molson.

The West Gorton area of the city has become famous as the backdrop to Channel 4's long-running series *Shameless*, a fictional account of dysfunctional families in the city. But thanks to a regeneration project focused on the area new homes and facilities are being delivered which aims to help improve the area, giving it a new lease of life and making it more attractive to local families.

New Molson client, specialist demolition contractor Walter Forshaw Ltd, is using a machine supplied by us to bring down two blocks of flats in the area. The contractor was looking for a suitable piece of equipment to work on their demolition and a further series of residential blocks under a contract that is set for completion in April.

Molson was able to help out thanks to the expertise of our sales manager Rick Grove. He was able to advise client Chris Forshaw when he was looking for a machine capable of the tough challenges a demolition site offers.

The Komatsu PC800LC-8 was perfect for the project and is fitted with a 46m telescopic long-reach arm attachment and is being used to drag down the two 1960s built blocks, both of which are 15



storeys in height.

"This is the first time we have worked with Walter Forshaw Ltd so we were really keen to help them out. We had the Komatsu available in our yard at Avonmouth and were able to get it to site in Manchester immediately," says Rick, adding, "Having a team of mechanics and engineers based in our yard means we are able to carry out the necessary checks and servicing on all our second hand machines, ensuring our clients can be confident that they are in great condition and ready to work when they are delivered to site."

Loaded onto the back of delivery trucks and arriving on site with days of the order the Komatsu PC800LC-8 was supplied with its standard digging



arm as well as the 46m long reach telescopic arm.

The demolition spec crawler excavator boasts a 120t operating weight as



# INTO SHAPE

The Komatsu PC800LC-8's 46m telescopic long-reach arm attachment is being used to drag down the two 1960s built blocks. Below, the machine arrives on site



well as a tilting cab, modular joint, expanding under carriage and all the operator comforts that are expected from modern machines. With just 1,900

hours under its belt before delivery to site the machine was in almost brand new condition but it still underwent the strict quality control procedures all Molson supplied used equipment undergo.

"We are proud of the high levels of service we offer our clients on both new and used equipment. We have a raft of safety and quality checks that all our machines go through before they leave us and that level of service continues when the machine gets to site. Customers are always able to telephone our engineers and speak to real people with real experience in servicing those machines," says Molson's joint managing director Jonathan Wilson.

Forshaw's driver John Sharples is a veteran of more than 40 high rise demolition drops and expects the machine to perform well as it rips down the two buildings before moving on to three similar 17 storey buildings it will bring down.

John is working the machine in tandem with a crawler crane that suspends protection blankets alongside the long-reach as it works away at cracking the reinforced concrete and pulling the material down to ground level. This ensures that nearby properties are not affected by any material that might break away during the demolition process, keeping the site safe for operatives and neighbours.

The machine is expected to bring down 10,000t of concrete and steel reinforcement by the time the project is completed in April. All of this will be removed from site and reclaimed, the

## Call the experts

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steel will be recycled and the concrete crushed and turned into secondary, recycled 6F2 grade aggregates.

The site will then be fully cleared and soiled and seeded in preparation for further development at a later date.

The West Gorton regeneration is part of a scheme phased over 10 years, being undertaken by development partnership New East Manchester together with Manchester City Council, the Homes and Communities Agency and housing association Guinness Northern Counties and will provide 1,000 new homes, a park, retail and commercial space.

# Opinion

Much of the European construction industry has long had a 'low cost and standard specification' mentality. In the UK, though, a number of our 'owner operator' customers are being more selective in their specification and we are happy to help.

Our manufacturer partners offer considerable flexibility and we work with them on six-month production schedules to ensure constant availability. So while the occasional factory hiccup is unavoidable we have an enviable record for quick turnaround of supply. With our mix of different suppliers we operate in both the higher volume part of the chain as well as the longer life, top of the line brands. But our overriding goal is to produce cost effective solutions: this is particularly well illustrated by our friend Kees Hoogendoorn, founder of Belgian screen and crusher company Keestrack. He happily admits that most machines look the same and that his are often not the cheapest to buy, but what matters is reliability, ease of use, and economics.

That is essential to the Molson credo. Not only do we offer 'innovation in excavation' but also the best solution in an ever more sophisticated and demanding environment. And sites are proving very demanding. At this time of year many customers are keen to push on with groundworks but the wet winter means unusually muddy conditions could hinder progress.

At Molson we are committed to helping you make an informed choice for your next plant purchase.



*Bob Bonnell*

## ARGO IS IDEAL FOR URBAN PROJECTS



Crushers manufactured by Italy's specialist producer OM have long been associated with high quality and efficient outputs.

Its latest Argo crusher is no exception and Molson is proud to be able to offer the versatile machine to the market. With its low transport weight and dimensions that can see the machine transported from site to site on a standard low loader trailer, the OM Argo crusher is ideally suited to city centre and urban projects where delivery space may be awkward and operating space limited.

"The Argo has a transport weight of

just 30t, height of 3.1m and width of 2.5m, so it is perfect for urban sites.

It is ideal for demolition projects with a high clearance within the chamber which takes care of steel reinforcement bars," explains Molson's crushing and screening sales manager Davey Robb. He says another advantage the Argo has over its competitors is the ease in which it can be set up on site and its adjustable jaws, which allow operators to make changes to the grade of crushed material instantly.

Further details of the OM Argo Crusher can be found on our website:

[www.molsongroup.co.uk](http://www.molsongroup.co.uk)

## JASON AND JAMES JOIN THE TEAM

The Molson team has expanded in recent months with the addition of two new members. James Dodkins (left) joins us from plant hirer Hewden and will look after our National Accounts and Midlands based customers, while Jason Moore (right) will cover those in the North Midlands including Shropshire and Staffordshire.

Perhaps better recognised as blindside flanker for rugby union side Ecclestone RUFC, James is a keen golfer and is ready to take on clients over 18 holes. Jason has a wealth of experience in the



construction equipment sector having spent time with some of the largest plant manufacturers in the country. He spends his weekends watching his children play hockey to county level and will operate from his Telford base.



## Used machines



2011 Rubblemaster RM100  
with OS100



2007 OM Argo 1000x600  
Jaw



OM Marte 1100x750  
Impactor



2006 Hammel VZ750D



2005 New Holland E485



2007 Volvo EC460BLC



2008 Doosan DX340LC



2006 Volvo EC210BLC



2007 New Holland E200SR



2009 JCB JS130



2006 New Holland  
E80MSR



2008 New Holland E70BSR



2010 Kubota KX080



2007 Kubota B25



2010 Kubota KX41-3



2010 JCB 531-70



2012 Doosan DL160



2005 Benford PS3000



2009 Thwaites 1t High Lift



2000 Furukawa F19LN to  
suit 20t excavator

## Used machines



2013 Hyundai R520LC-9



2010 Hyundai R480LC-9ME



2010 Hyundai R290LC-9



2008 Hyundai R290LC-7A



2000 Hyundai R290LC-3



2010 Hyundai R250LC-7A



2013 Hyundai R210LC-9



2012 Hyundai R210LC-9



2013 Hyundai R145LCR-9 with Blade



2011 Hyundai R145LCR-9



2013 Hyundai R140LC-9 with Blade



2013 Hyundai R140LC-9



2012 Hyundai R80CR-9



2008 Hyundai R35Z-7



2011 Hyundai R27Z-9



New & Unused Long Reach to suit R290LC-9



2013 Hyundai HL770-9



2012 Hyundai HL760-7A



2010 Hyundai HL760-7A



Unused 2011 Hyundai DH18KSEM

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