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Summer 2018



WELCOME / TOTHETEAM



JASON POWLES GROUP FINANCE DIRECTOR

Jason joins the senior management team of Molson Group, bringing a wealth of commercial experience from his background working in the Energy and Telemarketing industries. Jason has already made a huge impact since he started in September 2017 and with more big changes to the Group planned, he has joined at the perfect time. When he isn't entertaining his wife and two children, Jason can normally be found running the streets of Bath.



DAVE PEACOCK MOLSON GREEN SALES MANAGER, NORTH

With years of selling Sennebogen products under his belt and detailed knowledge of the full Sennebogen range as well as understanding of customer requirements, Dave adds a great deal to the Molson Green team. Despite being a Stoke City fan, he always maintains a happy attitude.



MARK ROBINS MOLSON SALES MANAGER, MIDLANDS

With previous experience running his own paving company and working for Hilti power tools, Mark has a wealth of experience from around the construction industry. With hobbies including making his own oak furniture and also a keen motorcyclist, he makes a great addition to the team.



BRIAN BELL MOLSON GREEN SALES MANAGER, EAST ANGLIA

With over 30 years working with shredders, crusher and screeners, Brian brings huge amount of knowledge and experience to the Molson Green team and he will be putting all that experience into full use to help customers within his new role. Brian is a family man at heart, always looking to keep his wife and young family smiling and happy.



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CHRISTOPHER QUINN MOLSON GREEN SALES MANAGER, SOUTH EAST

Christopher joins the team with 25 years experience working within the crushing and screening industry. Christopher describes his approach to work as one based on integrity and building strong relationships. With four boys at home to entertain, he is often out on the water on a weekend.

REACHING by Paul Argent

A recent trip to the South West on an invitation from the team at Molson saw us looking at the very first Kobelco SK550DLC-10 high reach demolition excavator to come to Europe.

Already carrying an enviable reputation for their excavator line-up, the Japanese manufacturer has launched the first of a three-model line-up of demolition specific excavators- all of which are designed and manufactured at their dedicated demolition plant in Fukushima. The range currently consists of the SK400DLC-10, SK550DLC-10 and the soon to be launched SK350DLC-10.

The line-up complements the range of excavators exclusively available from Molson ranging from 1 tonne SK10SR to the 50 tonne SK500. Slotting in the head of the demolition line-up, the SK550DLC-10 is based around the 50 tonne SK500D excavator. Whilst similarities between the two models remain in small portions of the machine, such as the upper structure and powertrain components, the remainder of the machine has been specifically designed to take on the leaders in this market

From the tracks up, Kobelco engineers have designed a machine to be at home in all types of ground conditions. The extendable undercarriage which moves hydraulically from the transport width of 2980mm up to a working width of 3780mm carries a pair of heavy-duty, 5.45m long track frames complete with full bottom roller protection on both sides of the frame. The ease of widening the track gauge is down to the fine tolerances in manufacturing-which, rather

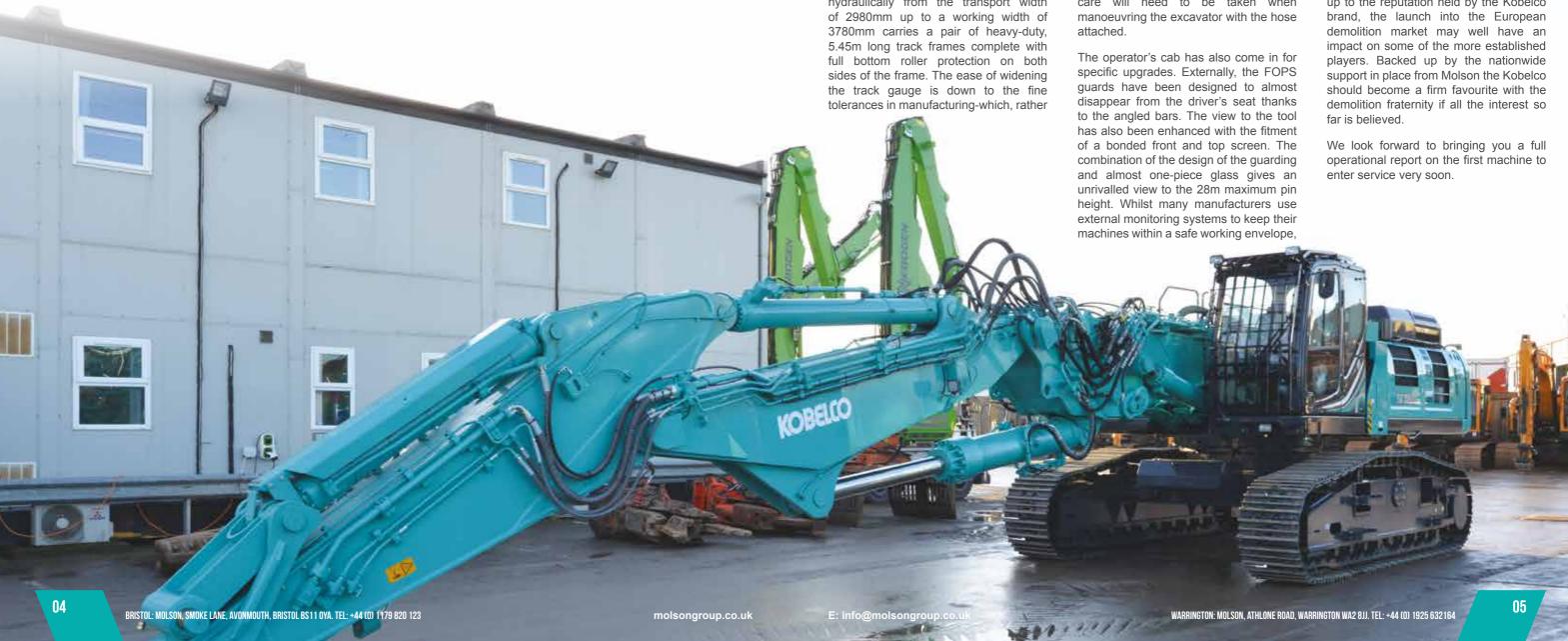
than remaining frustratingly tight as on some conversions, lets the frames slide effortlessly in and out. A feature not seen on other excavators with an adjustable undercarriage is the inclusion of a variety of different sized shims. These have been supplied for the operator to insert into the extending frame of the undercarriage to prevent any rocking whilst operating.

The upper structure remains almost standard with the machine using the tried and tested reliability of a Hino power plant. Demolition specific modifications come in the shape of an extra, removable counterweight which weighs in at a total of 11 tonnes and the fitment of a frame housing the tilting cabin. As is now commonplace on many manufacturers demolition specific models, side protection and additional underbody plating has been included.

Dust suppression is a major issue, and Kobelco has fitted a dedicated water supply pipe from the upper-structure to the end of the dipper with the connection being located behind the operator's cab. Of course, as with most manufacturers, care will need to be taken when Kobelco have installed their own system which works through the integrated screen in the cab. Incorporating a tool and arm selection mode, the system recognises the arm configuration fitted automatically and allows the operator to work in total safety.

A variety of boom options are available from the maximum pin height of 27.5m with an 8.7m dipper and 3.5m boom insert. A shorter, 24.5m height is achieved by removing the boom insert. Using a shorter 6.1m dipper, 24.5m and 21m working heights can also be achieved. A TAB boom option allows lower working heights and below ground demolition works to be undertaken. A compact intermediate dipper allows the front-end equipment to be folded extremely tightly and gives the equipment a height of just over 3m when off the machine and ready for transport. The low height of the boom allows for the side mounted hose connections to be coupled from ground level, a major plus point in health and safety.

Overall, the build quality of the SK550DLC-10 is very impressive. Living up to the reputation held by the Kobelco





Bristol based demolition specialists Wring Group have recently added a number of excavators to their large fleet of equipment. Based in Bristol but operating on a nationwide basis, the company marked their 90th year with an order for 16 Hyundai excavators from Stuart Butler at the Molson Group

EARTHMOVERS went to see some of the new arrivals in action on a tricky project the company were undertaking in Bath.

The city of Bath has been nominated as a UNESCO World Heritage Centre for its architectural importance and along with this award, can pose many issues for developers looking to undertake work in the city.

The project on which Wring were working was the former Bath Press site on Lower Bristol Road. The five-acre site will eventually become home to a mix of 244 apartments and 16,000 square feet of business space and had lain empty for over a decade before developers moved in with a scheme for the site.

As with many buildings in the city, the Bath Press holds great historical importance with the first building being constructed on the site in 1889 to house

the increasing business of Pitman and Sons, the company formed by Sir Isaac Pitman, the inventor of shorthand and an advocate for spelling reform in the English language. The heritage status of the city and this building with its history meant that the developers were required to retain the main listed face of the building along Lower Bristol Road. This was the first task for Wring to undertake and with a full closure to the footpath in place, the company installed some very substantial supporting steelwork to retain the structure and integrity of the Bathstone facade. With the retention system in place and the recyclable materials soft stripped out of the building, the mechanical demolition of the buildings was able to commence.

The huge printing halls had been subject to many extensions and modifications over the years resulting in a structure that was safe whilst in a whole condition but could pose structural issues when being demolished. Investigations found that the timber Northlight roof structure was selfsupporting for almost 30m which meant the company needed to look into their methods of deconstructing the building without placing too much stress onto the façade retention works. The decision was made to leave the roof structure supported the full depth to the first support and use their newly purchased Hyundai HX520 high reach excavator and use its long reach capabilities to reach over the two-story structure to safely dismantle the structure. The rear of the building also posed issues for the demolition contractor as part of the structure bordered nearby residential properties and a car park. To allow the safest method of demolition to be undertaken, demolition operatives working from MEWPS dismantled the structure by hand with the aid of the

Hyundai high reach assisting with the removal of some of the large steel sections found in the roof.

The Bath site was home to no less than six of the new Hyundai fleet, although they don't look like your typical Hyundai excavator. 2016 saw Wring Group celebrate 90 years in business and to mark this event, the new arrivals were treated to an anniversary wrap to make them stand out from anything else in the fleet or possibly, the rest of the country. Operations Director, Dean Wring explains: "We wanted the new machines to stand out and looked at getting them sprayed up. This was talked through with Stuart at Molson and he advised that the different coloured machine would possibly affect the residual value when it came to moving the kit on. Stuart suggested getting the upper structure wrapped and we went with this as when we want to dispose of the machine, it's a simple case of taking the vinyl off and you have a pristine, yellow excavator again". The 16 excavators in the deal have been delivered over a number of months and have all been wrapped in either purple, black, blue or white liveries. "We did look at just a plain coloured wrap at first but decided to advertise what we do with the inclusion of some lettering within the wrap". Dean explains. The wording across each machine's body includes various disciplines undertaken by the group including plant hire and haulage, demolition and asbestos removal, remediation and environmental services.

The purchases from Molson marks the first return to the dealer for a number of years. "We have dealt with Molson in the past but drifted away to Doosan over the past few years." Dean explains "A drop in service and back up from the manufacturers point led us back there and so far, we are very impressed with the product and back up we have experienced". The package supplied by Molson includes the additional demolition specification items such as additional belly plates, hammer lines and rotation circuits along with a substantial Javrox ROPS and FOPS guard. Operations Manager, Mark 'Jock' Gracie is extremely complimentary about the way in which Molson and in particular Stuart Butler, conducted themselves throughout the tender and specification process. "We were let down somewhat with our previous supplier but the way in which we have been assisted across the board by Molson is very good and something we look forward to building on in the future. I can't speak highly enough of their back up. We had a faulty battery

on one of the new machines in the yard, a phone call was made and within an hour the machine was fixed and up and running again". Both Dean and Jock believe that the team at Molson understand how the customer needs to be treated. Not necessarily wanting the dealer to be at their beck and call, but to understand the issues presented to them and respond accordingly. Sales Director for Molson, Stuart Butler bats back the compliment by saying that Wring are an easy company to deal with as they realise the dealer is unable to have fitters available at the drop of a hat but that openness and honesty between all parties can ease any issue. Not that Molson take the relationship with the company for granted. "We have worked extremely hard to regain the confidence of Wring over the last couple of years". Stuart explains "And whilst it the relationship is a good one, we know that we have to work hard to retain it".

The demolition industry has moved on

recently with many contractors fitting

fully hydraulic coupling hitches to their

machines. This has been trialled at Wring but the cost of fitting them to 16 new machines was deemed prohibitive although this is a route the company looks to go down with the Lehnhoff system from Worsley Plant. In the meantime, the 16 excavators ranging from 8 to 60 tonnes have been equipped with Geith couplers and screw on hydraulic connections. "We have come away from quick release couplers on the attachment lines as they were prone to damage" explains Jock "They are fine in some circumstances, but we were finding that the cost of replacing damaged units was getting excessive and, in all fairness, our lads can change the attachments over almost as quickly with a standard coupling". On the issue of hydraulic services Dean and Jock asked for the service lines down the dippers to be spread slightly further apart as it was difficult to couple hose connections up on the standard machines. Molson were able to facilitate this work before the excavators were put through Molson's own spray shop to have the booms and dippers sprayed black to blend with the wrap colour schemes.

Whilst the smaller machines are fully Hyundai, the HX520 was sent over to Ipswich modification maestros Kocurek who designed, built and painted the full 28m high reach and short boom conversions. The standard wide and long undercarriage was deemed sufficient for this conversion with Kocurek engineers putting a tilting cabin on the standard machine before working on the

interchangeable booms. The machine is fitted with the patented Kocurek hook and pin system which allows the change of boom to be undertaken within an hour. A full cradle has been supplied for the long front end equipment with the shorter boom and stick being carried on a smaller support stand.

Whilst the latest high reach machine to join the large Wring fleet was kept occupied undertaking some of the more delicate operations, the site was also home to another five of the latest purchases including a pair of 40t HX380 excavators one in purple and one in white livery, a pair of HX235s in white and blue and a very smart looking black HX220. The wrapping of the excavators has a twofold benefit according to Dean and Jock. "We wanted to celebrate the anniversary in a different way and get the machines noticed" explains Dean "The hardest part was choosing the colours and getting the sign people to understand exactly what we wanted!" The wrap also protects the paintwork and when the machines are ready to be moved on, it's a simple task to remove the vinyl to reveal the factory fresh paintwork underneath.

With the bulk of the demolition works almost completed at the time of our visit, the site team led by Simon Holden will turn their attention to removing the final four bays of self-supporting roof structure and the remainder of the concrete slabs. The "standard" excavators were employed on a variety of tasks including the segregation and sorting of materials along with the reinstatement of the ground where the buildings, slab and footings had been removed.

With the first of the machines being present on the fleet for a number of months, the question was asked as to how they are faring up to the hard environment of a demolition site. "We have had very little in the way of issues with any of the machines" both Dean and Jock comment "When we have had an issue a phone call is enough to get it sorted. We know it's an issue when we get to hear about it in the office. The relationship our site lads have forged with the Molson team means that they can sort it out between themselves. We see Stuart every couple of weeks which is very pleasing as other salesmen seem to want to sell the machine and then disappear until they need to sell to you again! We don't have this issue with Molson, they are run like a family business, in the same vein as ours, which is very refreshing".

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West Sussex based Stringer & Kitson Groundworks Ltd expanded their Kobelco excavator fleet with addition of the unique ED160 Blade Runner featuring a 6-way Power, Angle and Tilt (PAT) dozer blade

Simon Stringer, Stringer & Kitson Director said; "We have worked with Molson for many years now and always liked the Kobelco product as well as the high level of after sales service we get from Molson. For me, the Kobelco excavators offer a great balance of life cost and performance".

The ED160 makes a welcome addition to the Kobelco SK140SRLC-3 that was purchased as soon as Kobelco came back into the UK market in #trueblue colours back in 2014. Simon went on to say: "The SK140 has served us well, so when Robin talked us through the capabilities of the ED160 we knew that it would make a very versatile addition to our fleet".

The Kobelco ED160 Blade Runner with an operating weight of 15,900Kg boasts a host of features that make it a truly unique factory built option within the UK excavator market. Starting with the 6-way PAT dozer blade that can be angled up to 25 degrees for dispensing earth and material away from the machines path. The blade also tilts up on the left and right sides by 455mm for slope grading, culverts and ditches. With a dozer width of 3.26m and a capacity of 1.6m3 powered by an exclusive dozer circuit to ensure steady and powerful dozing is unaffected by digging, swinging, travel or other machine functions. Other features include an increased ground clearance (now 455mm) and curved track shoes to improve manoeuvrability- with good grip and gives crisp travel, whilst minimising damage to ground surfaces.

Molson Group joint Managing Director, Robin Powell said; "The ED160 is a popular machine in Northern Europe, but not many units are sold in the UK market yet. I knew that it would be a perfect fit for Simon and the team given the work they tackle and their forward thinking approach





From their head office in Wimborne Minster in Dorset, PMC continue to set the standard in the South West as they invest in more of the latest Hyundai excavators to add to their growing fleet

PMC Director, Paul Cummings said; "We have been very pleased with the Hyundai machines. They are strong, reliable and smooth to operate, extremely competitive on price and most importantly our operators love them. As we all know, a happy operator is a productive operator so that's good for us in all aspects."

This latest investment in Hyundai excavators sees the addition of x2 HX235 LCRD and x1 HX145 LCRD compact radius excavators to a fleet almost entirely made up of excavators from the Korean giants, Hyundai.

The Hyundai HX235 LCR is the largest compact radius excavator that Hyundai currently produce. Weighing in at 24,280Kg and powered by a Tier 4f 185HP Cummins 6 cylinder, turbocharged engine – they have the power and stability to tackle any task. In addition to this, these PMC machines are also fitted with a factory option blade to increase versatility further

Molson Sales Manager, Dan Guibarra said: "Paul and Mike have run Hyundai's for several years now, so they were keen

to learn about the changes brought in through the latest HX range. In addition to all models now being Tier 4f compliant, the HX range has seen reduced running costs, thanks to improvements in fuel efficiency as well as significant steps forward in operator and site safety thanks to the introduction of their unique All Around View Monitor (AAVM) system".

"The addition of the AAVM system gives operators a computer generated 360° view of their machine via the cluster display. This also identifies any potential hazards clearly and effectively, decreasing the chance of potential accidents".

PMC Director, Mike Page said, "Working on a wide range of projects including busy house building sites means that there are lots of potential hazards. At PMC we want all of our staff and everybody else on site to get home safely at the end of each day. Because of this, we take safety extremely seriously."

"When Dan talked us through the benefits of the Hyundai AAVM system it was a no brainer for us".





WHEREIT MATTERS

Nantwich based Agricultural Contractor K&K Contractors invest in only the best with the addition of a new Kobelco SK140SRLC-5 excavator

Since establishing K&K Contractors in 1993, owner Kevin Young has built a reputation of specialising in farm track ways, land drainage, silage pits, slurry lagoons and general farm building works in the Cheshire, Staffordshire/Shropshire and North-Wales areas. Running a variety of kit from tractors, drain trenchers and excavators, Kevin prides his business on having quality kit that will get the job done right. His latest addition to the fleet of a Kobelco SK140SRLC-5 typifies this approach.

Seen by many as in a class of its own when comparing the 14t compact radius excavator category, Kevin went on to explain why he opted for the #trueblue Kobelco, "I have run Kobelco's in the past. Back in 2008 I had a New Holland Kobelco E135. It was a great machine and I was sad to see it go when I decided it was time to upgrade my fleet". He then went on to say, "I put the Kobelco in the mix and compared the options available

from different manufacturers, but it was when I got to it in person that the Kobelco stands out from the rest. The high level of build quality was clear to see straight away, but the ease of maintenance, great room in the cab, excellent all-round vision and fantastic power were all second to none in my opinion. The real difference however, came when performing simple tasks like grading and delicately positioning sleepers. The Kobelco was much smoother and easier to operate because of the "feel" of the controls".

The Kobelco SK140SRLC-5 has an operating weight of 14,500Kg and is powered by a 4 cylinder Isuzu power plant capable of using as little fuel as 6l p/h (on average, over a mix of working modes and tasks).

Molson Sales Manager, Andy Wilkinson said, "Kevin is extremely happy with his machine, but I know this will be a great asset for his business due to the Kobelco

SK140SRLC-5's low life cost. Thanks to not only low operating costs due to its fuel efficiency and low service costs through Molson, this machine will also demand a high residual value when Kevin decides it is time to upgrade". Andy went on to say "Kobelco have a worldwide reputation for building some of the best excavators available. Thanks to their Japanese build quality and unrivalled fuel performance, you know you are getting a great machine if you go for a blue Kobelco".

In addition to the standard Kobelco specification, this machine was supplied with a Dromone hydraulic quick hitch and upgraded LED work lights to keep Kevin working Agricultural Contractors hours all year round.



Birmingham based JB Construction 1 take delivery of a raft of excavators; dumpers and rollers as they continue to lay the foundations of new Aldi stores throughout England and Wales

As with all great businesses, they start from humble beginnings... this was true of JB Construction 1, when Jas "Billy" Singh and Kiran Johal started the business in 2009 from their front room. Since then. they have transformed into a thriving business currently employing more than 120 staff. Now based from their new modern offices (JB House) visible from the M5 in West Bromwich, Birmingham they are fast becoming one of the region's leading groundworks contractors. This transformation has come from a "can do" approach partnered with a strong work ethic that has seen JB Construction 1 win numerous contracts from Aldi and many other well know brands, as well as diversifying into other areas such as commercial unit concrete flooring and housing projects.

The latest order with Molson has seen this fast paced business take delivery of x2 NCST10 site dumpers, X2 Hyundai

HX145 LCR's x2 Kobelco SK55SRX-6's and x2 Kobelco SK85MSR-3's as well as x2 Ammann ARX26 120mm rollers.

Molson Marketing Manager, James Dodkins said: "Billy has been a valued customer of Molson's for over 5 years, it has been great to work with him for so long and to see both businesses grow together during this time". James went onto say "I believe we have continued to work so closely together over this time not only due to our relationship, but also because of the level of after sales care provided by the Molson service team".

These latest batch of machines adds to an already impressive fleet of over 20 Molson supplied machines which ranges from 1.7t – 14t excavators, site dumpers and rollers.

The majority of JB Construction 1's machines are supplied with a service

contract, so that Billy and his team are able to concentrate on the job in hand, safe in the knowledge that their machines are in expert hands, being serviced at the correct intervals, using genuine parts and the correct lubricants – all at a lower cost than it would be if they were done as and when required.

Bill said; "I am a big believer that people buy from people. I have dealt with James and the team at Molson for many years now and I know we have a mutual respect for each other and what we are both trying to achieve. Everything mechanical will not do what it is supposed to at times, but the way the guys at Molson react when needed is second to none". Billy went on to say, "I think you are only as strong as the team around you. I have been lucky in getting some great staff here at JB Construction 1, but I also extend that thought out to chosen suppliers and I see Molson as very much part of my team".







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THE KOBELCO BLUES

Custom-built Kobelco BLUES' are a perfect fit for Lower Severn Internal Drainage Board. After the success of their first sliding dipper Kobelco SK140SRLC, Lower Severn Internal Drainage Board invested in a second unique SK140SRLC to tackle their varied and demanding workload

The new SK140SRLC incorporates a POWERSLIDE boom (completed by Kocurek Excavators) that gives the SK140SRLC a maximum working reach of 9.5m. An additional 2,000Kg counterweight has been included to provide the stability required when working at full extension, with the majority of tasks being completed cross-carriage.

Lower Seven Internal Drainage Board, established in 1972 at the current premises, are an independent Land Drainage Authority which is part of the DEFRA family. They do not operate on any budget provided by central Government, but instead run as a self-funded organisation levying a rate on Local Authorities and landowners within their district covering mainly the defended flood plain of the river Severn. This covers over 21,000 hectares and 550Km of watercourse (Rhines), of which LSIDB manage 500Km each year.

The workload of LSIDB is very much seasonal, with each year split into two clear working seasons. From June to December their focus is on annual routine maintenance, utilising reed cutting buckets and flail heads to manage vegetation growth to alleviate flooding. From January to July the focus moves to

dredging and tree work.

Given the varying demands of the season workload, LSIDB worked closely with Molson for several weeks to customise a machine to best fit their requirements. Molson Sales Manager, Rick Grove said; "When we first started talking, LSIDB had a long list of requirements, but didn't know if the machine they needed existed, let alone where to go for it. We took the time to really listen to what they needed to achieve, and then went away to speak with our manufacturers and suppliers to make sure we could give them the right solution. On their first Kobelco, we provided a sliding dipper arm that was designed and built by Kobelco. This arm that gives a maximum reach of 9m has since been refurbished and transplanted onto a new machine for LSIDB by Molson". He went on to say; "When it came to the second machine, we met with their operators and engineers and looked to see if we could improve on what we had previously provided. This feedback and some developments from our suppliers meant that we offered a POWERSLIDE boom which would allow the vertical reach required, but still enable the machine to work closer to the ditch without the boom going into hedgerow or trees the other side of the water course".

Lower Severn Internal Drainage Board Land Drainage Engineer, James Druett said: "We have been buying equipment from Molson for many years now. We appreciate the fact we are not after an off the shelf solution, so having a supplier that actually listens to your requirements and is willing to make the tweaks needed to get it right for you is essential. After all this, we also need to know that if there is a problem, we can ring up and speak to someone who knows how to get it sorted straight away. We have always had a fast and friendly service from the Molson service team". He went on to add "The Kobelco SK140SRLC is the perfect base machine for our application. Its smooth controls allow our operators to complete tasks efficiently, with minimum disruption to the surrounding environment. This along with its high residual value and low fuel consumption make it's the perfect fit

The Kobelcos' unique Integrated Noise and Dust Reduction system (INDR), includes an easily cleaned, mesh prefilter to ensure no debris enters the cooling pack from the engine air intake. For LSIDB this is a simple yet highly effective feature that prevents issues when working around trees.







FOR CURIS



Currently with over 40 staff, R.Curtis Building & Groundworks Ltd. has built a reputation in the Swindon and surrounding areas as highly skilled and trusted groundworks contractors since being established in 2000. Company Director, Richard Curtis explains; "We currently undertake a mixture of house building and commercial development projects, but recently we have been completing more commercial jobs". He went on to say "We have been dealing with Molson since 2002 when we bought our first machine - A Kobelco SK130SR with Parallel Offset. We know and trust the team at Molson after dealing with them for so long. Whether it is Rick in sales getting the best deal possible, or the service team turning up quickly and getting any problems sorted efficiently they do what they say they will".

The latest order sees R. Curtis Building & Groundworks Ltd. take delivery of x3 Hyundai HX145 LCD's, x3 R80CR-9A's and x4 R30Z-9AK's to take the number of machines currently in their fleet to over 30 units.

The Hyundai HX145 LCD is the compact radius option in the 14t category with a blade from the latest HX (Heavy excavator) range from Hyundai Construction Equipment. Weighing in at 14,950Kg with a Perkins 1204F 4 cylinder, Tier 4 final compliant power

plant, this robust and powerful excavator provides operators with all the power and lifting capacity required to get the job done without breaking a sweat. Smooth controls on hydraulic functions also allow operators to grade and level material with accuracy and speed.

The Hyundai R30Z-9AK is the latest addition to the mini-range from Hyundai Construction Equipment, weighing in at 3,005Kg and powered by a Kubota D1305 engine. The R30Z-9AK replaces the R27Z-9 in the range, but thanks to improvements following a change in engine and many component designs, it will be a great step forward from a strong and reliable predecessor.

All machines are built in the Hyundai Construction Equipment facility in South Korea before having the quick hitches and any additional customer specification added at Molson's Avonmouth HQ by our team of expert fitters.

Sales Manager, Rick Grove said; "After dealing with Richard and the team at R. Curtis Building & Groundworks Ltd. for so long, we know what they need and how to get it right for them first time. These latest Hyundai's will make a great addition to their already strong fleet and I am sure they will prove to be as reliable as previous machines have been for them".



South West based Kenny Group turn to #trueblue as they take delivery of 2 new Kobelco SK210LC-10's

From their head office ideally located for the M4 and M5 corridors, Kenny Group has grown consistently over the last 40 years to become one of the most successful businesses in the South West area. The group strives to meet the accelerating changes in our core industry sectors of civil engineering, plant, transport hire and new build homes through its different trading companies; Bristlewand Limited, Ironamber Limited (trading as Brior Homes) and Kenny Plant Hire.

This latest investment in plant comes due to a buoyant order book that has seen all areas of the group grow and require additional equipment to fulfil. John Kenny, Kenny Group Owner said; "The market seems to have picked up well after one of the worst winters on record. All areas of the group are doing well with enough in the pipeline to give me confidence that things should continue this way for a good spell". He went on to say; "Dan has been knocking on our door for some time now, although we were familiar with both Molson and the Kobelco product – we had not run one ourselves".

"The surprise for me came from the fuel performance that they have achieved since being delivered. All manufacturers boast about the low fuel usage figures, but few are able to back them up. Despite not asking our operators to change the way they operate the machine in any way, the new Kobelco's are consistently around the 8l p/h mark – that's about 40% saving on the machines they replaced in our fleet".

The Kobelco SK210LC-10 is powered by a Tier 4f compliant Hino 166HP, 4 cylinder engine and weighs in at 22,100Kg. Since its release in 2017 it has proved to be one of the most popular excavators in the 22t category. This is not only thanks to its frugal fuel usage and Japanese build quality, but also due to its spacious cab, stability under load and smooth yet powerful hydraulics.

Molson Sales Manager, Dan Guibarra explained why the Kobelco was the perfect option for Kenny Group: 'Everybody in the industry knows about the Kobelco's premium build quality, but the key for me is their low life cost - the purchase price is only one factor in this. When you go through and calculate the cost of servicing and more importantly fuel, any initial cost difference can soon be more than justified. Finally the residual value of a machine will have a large impact on the true life cost - but Kobelco's are and always have been strong performers in this regard". Dan went on to say; "Despite showing him Komex telematics data from machines in the field, when I explained the fuel performance of the Kobelco SK210LC-10 to John I don't think he believed me at first - perhaps this is because of the Volkswagen fuel statistics scandal? I was pleased to bring him his actual telematics data showing the fuel usage of his new SK210LC-10's after a few weeks of them being in the field to prove that there were no exaggerations in our claims and the machines were performing as promised".





55 FOR DENNYS

East Anglia based Denny Plant Hire expand their fleet with a new Kobelco SK55SRX-6

From their base in Sheringwood in East Anglia, Denny Plant Hire offers a range of both operated and self drive machines in the Cambridgeshire and Suffolk areas. With a total of eight operators currently directly employed and plans to grow further thanks to a recent surge in demand, the future is looking bright.

With Director Max Denny at the helm, Denny Plant Hire has become an Anglian Water approved supplier, with their men and machines being put to use on a wide range of jobs such as sewer connections.

The latest addition to their fleet is a Kobelco SK55SRX-6 supplied by Chris Grant at Molson and was fitted with a few optional extras to make it a perfect fit for Denny Plant Hire's customers, these include a hydraulic quick hitch, thumb attachment, rear view camera and green seat belt beacon.

When explaining why he chose to go #trueblue rather than a rival brand, Max said: "I was very impressed with both the working range of the machine and its stability. Because of its reach, there isn't much this machine can't do that customers would normally need an 8t machine for". He went on to say; "Many of our staff have been with us for some time, so the drivers input was a key influence

on which machine we decided to go with. All the operators mentioned that the cab on the Kobelco was larger and more comfortable than other machines we looked at".

Molson Sales Manager Chris Grant said: "From the start Max took a very detailed approach to make sure the specification of the machine met his customer's needs while also getting feedback from his drivers. The key for him was to buy the machine that would keep his loyal operators happy in their seat".

The Kobelco SK55SRX-6 has an operating weight of 5,200Kg and boasts an impressive dig depth of 3.9m. With a reliable 4-cylinder Yanmar engine it offers operators a smooth and powerful driving experience. The unique Kobelco includes features such as the Integrated Noise and Dust Reduction system (INDR) with its mesh pre-air filter. This system also ensures engine noise is reduced both inside and outside the machine to provide a safe working environment.





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Sales in 2017 by Molson Group, this was the first trade show in Scotland to not only explain to customers that the long standing, staple of Scotland's equipment industry, Young Plant Sales is not going anywhere. It was also the first time that Molson Green had been put in the shop window north of the border.

Young Plant Sales MD, Brian Young said: "Unlike the retail industry, we rarely get chance to have a "shop window" for our products quite like we get here at ScotPlant. Although there are other trade shows in Scotland, we see ScotPlant as the biggest and Young Plant Sales has been present ever since its launch".

"It is a fantastic event which people travel from far and wide to attend and this year has been better than expected due to the fantastic weather. We have also had a number of new products to showcase, as well as a few different attractions such as the first Kubota mini digger sold in Scotland and a Thwaites Dumper BBQ".

The Kobelco SK210HLC-10 is the first Hybrid excavator from Kobelco to be released in the UK. This Hybrid is different to any other currently available

motor / generator and lithium ion battery technology. This means that the Kobelco SK210HLC-10 harvests and stores energy - something no other Hybrid excavator can currently do.

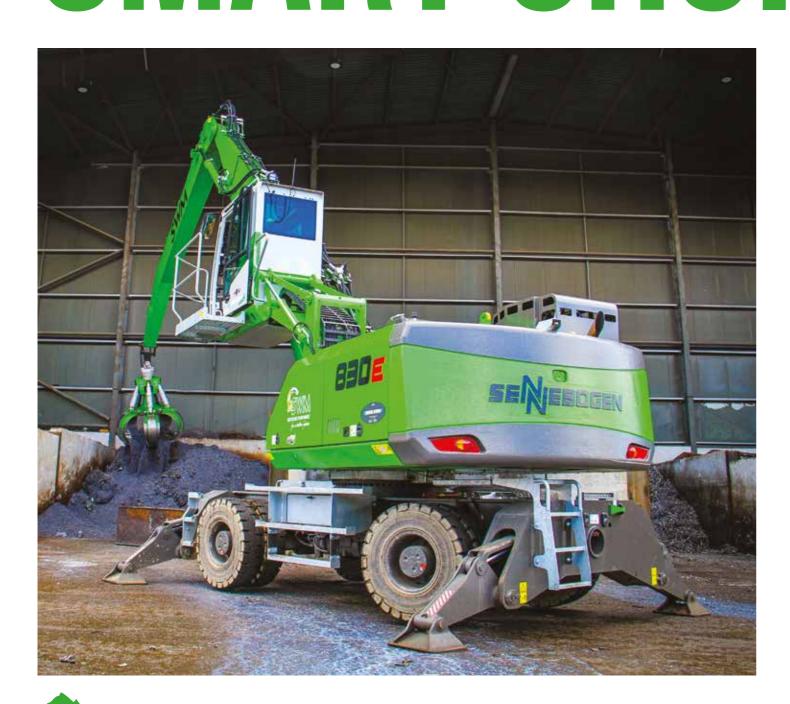
As it is based on the tried and tested standard Kobelco SK210LC-10, sharing the same undercarriage, fuel efficient Hino engine and pump system, the SK210HLC-10 Hybrid can also use the energy stored in its lithium ion battery pack to relieve the engine of up to 25Kw when under heavy load. This in addition to the saving generated by the electric slew motor can reduce fuel usage by up to 24% vs the standard SK210LC-10.

The HX130 LCR is the latest new product from Hyundai. This Tier 4f compliant machine is unique, as it does not require AdBlue to achieve its Tier 4f compliance. Weighing in at 13,000Kg with a Perkins 75HP, 4 cylinder engine it certainly does not scrimp on power to not require AdBlue. With the optional addition of the Hyundai AAVM system, we believe it will be a perfect fit for a number of applications including, but not limited to self drive





SWM WASTE RECYCLING SMART CHOICE Barnstaple based waste recycling company SWM & Waste Recycling Limited make a carefully considered choice and move to Sennebogen with a new 830E



Established in 1959, SWM has been a long standing and trusted part of the South West recycling community, and have built their reputation by exceeding customer expectations and delivering high levels of service. Today the business offers a full range of Waste Recycling services including Total Waste Management, Skip Hire, Wheeled Bins, Skip Bags, Vehicle Dismantling, Metal Recycling and Hazardous Waste management, with a Zero waste to Landfill target, and a culture that puts Health & Safety at the forefront of everything they do.

Now with Ray Penfold & Shawn Akers, the second generation in the family to own the company and Martin Mogford as MD to run the business at the helm, the business still holds the family values on which it was originally based.

Shawn said; "We have a tight knit team of long standing employees that we know and trust. They have all played a big part in our successes over the years." It is clear from this approach why Shawn has made sure his staff had such a large input into this recent purchase decision. "It is important to us that the guys operating the machines are happy with them. Their input was key to the decision to move away from our previous supplier that we had been buying from for many years".

Steve Palfreyman, SWM Maintenance manager went on to discuss the rigorous process that was undertaken to compare the comparable machines available in the market when purchasing their latest scrap handler: "Of course the price is a factor, but it is only part of the decision making process we went through. We

spent a lot of time evaluating the safety features and the true-life cost of each machine, considering purchase price, fuel consumption, servicing costs and anticipated residual values".

scrap handler and 821E material handler

"We compared the machines on paper, before getting the best options for a hands on trial to put them through their paces, it was then that the Sennebogen really stood apart from the competition". Steve went on to talk about the differences they identified between the Sennebogen 830E and the competitors equivalent: "we found we got about 1m additional reach with the Sennebogen, and we also preferred the uninterrupted operators view thanks to joystick steering option (no steering wheel column blocking line of sight), as well as the build quality and reliability of the Robotec 0.8m capacity orange peel grab attachment that came with the Sennebogen".

Both Shawn and Steve were very keen to point out that as part of their purchasing process, it wasn't all about the machine; they also looked closely at the business they would be buying from and looked for a company which had similar outlook and principals, it was obvious from the first few conversations that this was the case. Steve said; "Confidence in the aftersales backup is critical for us. We run multiple busy sites and a machine down can soon cause big headaches. Although we have not had to call on Molson yet, the proximity of Molson's Bristol depot and the scale of their operation give us confidence that they can get us going when called upon".









Abertawe Metals Ltd. takes a huge step forward in efficiency with the purchase of their new Kobelco SK210D-10 Multi Dismantler

Swansea based scrap metal merchant Abertawe Metals Ltd. decide that the specialist, purpose built multi dismantler is the perfect fit for their End of Life Vehicle (ELV) site in Swansea.

Molson Sales Manager Luke Mercer said; "This machine is the latest in a long line of factory built, specialist machines from Kobelco. All other multi dismantler options available require a standard excavator being modified by a third party. The Kobelco which is based on the tried and tested standard SK210LC-10 and also has a full two year / 3000 hour warranty offers customers the security of a factory designed, purpose built machine from one of the worlds leading brands".

Luke went on to say, "with a range of options available on the SK210D-10 Multi Dismantler, it was key to speak to Richard and James at Abertawe Metals to really understand what they were doing and talk them through how this machine could move them forward".

Abertawe Metals Ltd. owner, Richard Williams explained the benefits that were quickly realised after taking delivery of their new machine; "From the information on the machine specification and capabilities, we knew we would be able to increase the amount of ELV's we were doing with our Sennebogen and 5-tine grab. What surprised us was how much more we were able to harvest from each ELV and how little scrap we are left with... It does much more than we ever expected".

James Larner, Director, went on to say, "We have seen up to 70% increase in the amount of precious metals we are harvesting from the vehicles processed, while our scrap bills have gone down by approximately 75%". The saving on their scrap bills has been driven by the ability to produce cleaner scrap that requires less secondary processing, for which they are able to demand a better price.

This SK210D-10 came with the optional multi-dismantler arms, which allows 6-way independent movement to ensure the maximum versatility. These come fitted with additional specifically designed teeth that assist the operator in holding the vehicle while completing specific tasks within the stripping process. The KVE720PR nibbler attachment was selected as it has been purpose built to allow the operator high levels of accuracy when stripping key components of the car such as wiring looms. Other extras fitted to this machine as standard include a cab guard complete with boot tray, shatter-proof laminated glass windows, one way calling system, side steps, lower and upper structure undercover and an additional counterweight.





As one of the most respected and long standing Waste Management and Recycling businesses in the East London and South Essex area, Ahern Waste Management who were founded in 1948 have expanded their operation to become a true one-stop-shop for all customer's waste requirements. Nearly 70 years on the business continues to grow and adapt inline with the changes within the waste recycling industry.

Now able to offer a range of services from their sites in Basildon and West Thurrock including: Waste Collection, On-Site Compaction, Material Recovery Facilities (MRF), Energy from Waste (EfW) and offering land reclamation / restoration for sites.

Molson Green Sales Manager, Adam Meeking said, "Ahern Waste Management are seen within the industry as a progressive business that can offer customers a friendly yet professional service. I have known the business and the people at Ahern Waste Management for many years and by using that understanding of their business, I was able to offer them the products that were right for what they wanted to achieve".

He later added, "The Sennebogen 821E was a perfect fit for their waste transfer station. After evaluating their requirements and explaining the features and benefits of the 821E compared with its competitors alongside the reassurance provided by the Molson Service Contract, I think it made for an easy choice".

Weighing in at 24t, with a reach of nearly 11m to the end of the arm, the 821E offers an extensive working range. The rising cab function allow users in a waste environment full visibility when loading bins to ensure that no space is left unfilled. All powered by a Cummins 4.5l (160 hp) direct injection, turbo charged power plant – this Bavarian giant is not short on power

when called upon.

The Sennebogen 821E benefits that customers find particularly of benefit include:

An uninterrupted view from the cab. Thanks to joystick steering, there is no steering wheel and column obscuring the view of the driver. This allows for a clear line of site to the material he is picking from, improving productivity and efficiency.

Grab speed adjustment. Operators can adjust the grab speed via the clear and simple to use LCD display unit within the cab. This allows each operator to go at their desired speed, increasing safety and productivity.

Adam Smith Basildon Site Manager said, "A material handler is the heartbeat of any waste transfer station and our Sennebogen is no different. Once we had established which machines could meet our functional requirements, build

quality and after sales support were the main factors in our buying decision. Adam was knowledgeable and pro-active when addressing these points and the back-up provided by the rest of the team at Molson has been excellent" he went on to add, "The Kobelco SK140SRLC Molson were able to supply is primarily used on site clearance work and land reclamation / restoration jobs around the area, but can also be useful in our recycling centre during busy periods and for finer picking".

The Kobelco SK140SRLC-5 fitted with an NPK DG16 selector grab was purchased as part of an expansion of the Basildon recycling centre. This machine with its factory fitted blade and hammer and rotation circuit has been tailored to its working environment by Molson by adding a hydraulic quick hitch, rubber blocks, wide core radiator and bucket ram guard.

SENEROGEN

Section 1988 of the section of the s #TEREX SK210#

Midlands based **Jack Moody Group** invested in two new Terex **Ecotec TDS V20 medium** speed shredders for their **Recycling division**

Since Jack Moody founded the company in 1963, it has developed to become one of the UK's leading experts in the construction, maintenance and environment industries.

Their Recycling division works from four sites throughout the UK, specialising in Green Waste Recycling, In-Vessel Composting, Inert Recycling, Anaerobic Digestion and Biomass Fuel production.

In their 55 years of trading, the Jack Moody Group has built a strong reputation as one of the largest organic and wood recycling companies in the UK. This is highlighted by the fact that 750,000t is processed and diverted it from landfill each year. The latest investment in their ever-expanding fleet sees the addition of two Terex Ecotec TDS V20 medium speed shredders to process grade A, B and C wood.

Jack Moody Director, Robert Moody said, "We wanted a robust machine with great build quality that could demonstrate its versatility across a range of working requirements. We need a machine that can cope with everything we throw at it, but is still mobile enough to be moved around different sites easily. We tested it on green waste, wood waste, tree stumps, and wood bark - anything it could come across as part of our fleet".

Robert went on to say, "Compared to its competition, we have found that the TDS V20 gives a nicer cut on the wood and subsequently generates a better material that customers have all been happy with".

The Terex Ecotec TDS V20 is powered by a 493HP Scania DC13 Tier 4f engine and is fitted with a tried and tested Vecoplan shredding chamber. The chamber houses two 2m long shafts, housing a total of 96

turnable cutting teeth as well as cutting combs that line the shredding chamber. It also boasts a number of safety features to prevent catastrophic damage if a foreign object enters the chamber when in operation.

- · Hydrostatic drive. The main benefit of this is if a foreign object (such as a large piece of metal) enters the chamber, the shafts can stop quickly through a clutch system, rather than continuing to spin and cause preventable damage (as is common on direct driven shredders).
- · Intelligent tramp protection system: The shredding chamber sits on four air cushions, one positioned in each corner. This allows the chamber to move slightly if a foreign object enters the chamber, and compress the air cushions to trigger a kill switch.

The integrity of the product size of the processed material is maintained constantly by the use of a changeable sizing basket that sits underneath the twin shafts. They are easily changed thanks to its ample access through hydraulically opening side doors. With options from 50mm - 120mm, they offer customers a high level of versatility with one machine.

Stuart Butler, Molson Sales Manager said, "We have worked closely with Robert and the team at Jack Moody Group for over 7 years now, supplying a full range of products from excavators and loading shovels, through to shredders and screeners. With a healthy working relationship like we have here, we can listen carefully to their needs and there is trust that we will offer the right solution, not just what is available at the time."

The Hyundai HX140L fitted with a Kocurek hi-rise cab proves to be a perfect fit for any waste recycling yard

Through listening to customers feedback and understanding their requirements, we have worked with Kocureck to modify a standard HX140L with a 2m hi-rise cab allowing operators on waste recycling sites to pick through material and load bins safely and efficiently.

Molson Service Director, Martyn Tucker said: "With a tried and tested base machine like the Hyundai HX140L, we knew we had a solid and reliable machine to use as a platform for this conversion". He went on to say; "We have worked with the team at Kocureck on many projects before, so we know how to achieve the best result together. Their engineers worked with us every step of the way on this, from concept to completion and will continue to provide after sales care alongside Molson".

The standard HX140L comes with a powerful and reliable Perkins 126Hp, 4-cylinder turbocharged engine. This complete with Kawasaki variable displacement, tandem axis piston pumps make this one of the leading machines in the 14t category.

With the finished machine weighing in at 17,700Kg, with a total reach of 8m (4.6m boom and 3.0m arm) and a 2m hi-rise cab, it really is a highly versatile option. Other additional specifications Molson have put on this custom built unit include 700mm steel tracks fitted with bolt on rubber blocks to prevent damage to concreted yards. A reversing fan to keep the engine running perfectly in a typically dusty environment. For operator and working environment safety we have fitted a front screen guard, boom and arm check valves, white noise travel alarm, blue strobes and a green seat belt beacon in addition to the standard orange working beacon. The final addition of a rotation circuit allows full operation of the NPK DG14 (300l capacity) selector grab.

NPK are world-renowned for their high build quality throughout their attachment range and the DG14 is no different. Offering operators a smooth yet quick cycle time, but with superior build quality and low running cost – you can see why it is such a popular choice to many in the most demanding of environments.

If you are interested in learning any more about this product, or have a question on price or availability – please contact your local salesman.





We hold in stock approximately 120 pieces of used equipment at any given time, ranging from micro excavators to large excavators, a range of wheel loaders, wheeled excavators, site dumpers, telehandlers, dozers, crushers and screeners, shredders, material handlers, attachments and much more, we are sure to have what you are looking

With two dedicated used equipment salesmen as well as a team of seventeen field based Sales Managers with years of experience in the plant and construction industry, you can be confident that you are in safe hands. Our team will listen to you, understand your requirements and advise of the best option available for a new machine based on what your needs are – not what we want to sell.

Molson is a business built on relationships and we believe all great working relationships start with trust. We want to trust you and we want you to trust our advice on the best machine for your application. Molson Used Equipment Sales Manager, Rick Grove said, "After

joining Molson over 17 years ago, it feels like a second family rather than just a job. Molson was built on and still maintains strong family values as a business – I think that is something that customers can relate to and enjoy dealing with. It means that it is not about one machine or deal, but about building a mutual long term relationship".

With his background as an Agricultural Engineer before joining Molson back in 2002, Rick has the technical knowledge to understand what a customer is trying to achieve and what machine is best to do it. Rick went on to say, "The Used Equipment team are able to sell both within the UK and worldwide and with such a wide range of equipment, we get a huge array of different types of customers with different requirements of their machines".

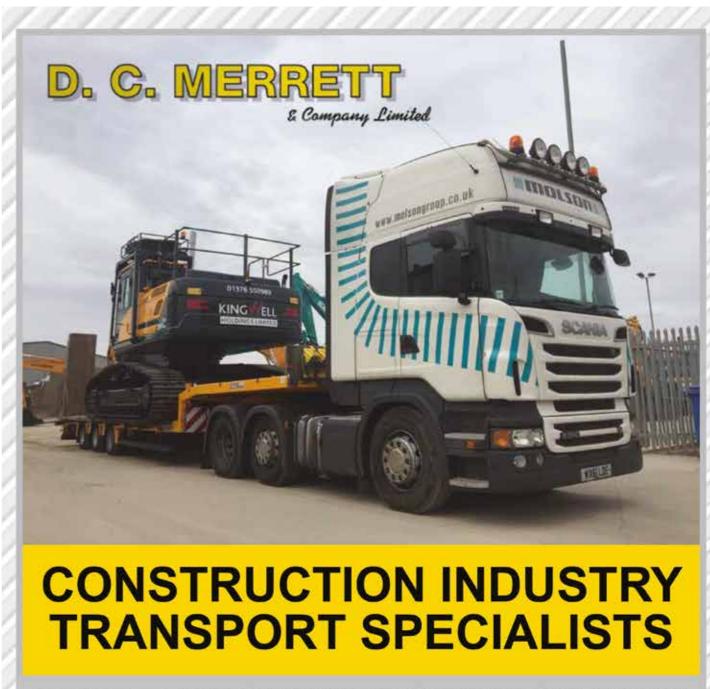
The most recent addition to the Used Equipment team is Matt Wilson. Matt has worked at Molson for over 4 years covering a wide variety of operational roles before moving into the sales team in 2017. Matt said, "It is great to work in such a busy

team with a positive atmosphere. I have been brought up around plant equipment as well as being a keen amateur racing driver, so I feel it's a great fit for me to be around anything with an engine." He went on to say, "Despite not being in the sales team long, I have hit the ground running. But for me it isn't about making a "quick buck". The real reward comes when a customer comes back for another machine, or I get positive feedback about a machine I have sold".

We think that his approach really makes Molson different to other used equipment dealers – we hope you do too. If you are looking for a used machine, please take a look at our used equipment stock list on our website, or speak to a member of our sales team.

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0 hrs

MS2500 2017

187 hrs

4052 hrs

PORTAFILL



5000 CT 2017

2015



KEESTRACK

ARGO TK141 2016

375 hrs



APOLLO KEESTRACK

2943 hrs 2015



AK635 DOPPSTADT



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HYUNDAI

HL740-9A

8402 hrs 2015



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KEESTRACK

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HX220L

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1701 hrs 2015



KOBELCO

2015 1498 hrs

SK55SRX-6

R140LC-9A



HYUNDAI

R80CR-9A

890 hrs 2016



KOBELCO

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3308 hrs 2015



HYUNDAI

4532 hrs 2014



HYUNDAI

HX140L

1655 hrs 2016



HYUNDAI

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5669 hrs 2014



KOBELCO

4062 hrs 2015



HYUNDAI

R220LC-9A

3929 hrs 2015

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