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Customers looking for the latest developments in high quality materials handling equipment will be interested in the latest supply partnership announced by Molson.

Molson has reached an agreement with German crane and plant specialist Sennebogen to roll out its range of materials handling grabs and loaders across the country.

Under the deal Molson can supply customers with Sennebogen waste materials handling machines.

Clients now have the benefit of not only purchasing the very highest quality machines offered by Sennebogen but also relax in the knowledge that any investment is backed up by Molson's famously high quality pre and post-purchase customer service.

Molson Commercial Director Andrew Marsh is delighted to have been able to sort out a deal which sees the company welcome another world renowned plant manufacturer into its stable.

He said: "It is a deal we have been working on for some time. Traditionally Sennebogen has always had a focus on port equipment and the scrap metal market in the UK but we wanted to draw that focus out and introduce the Sennebogen machines to new markets."

Andrew visited the Sennebogen production facility near Wolfsberg in Germany to gain an appreciation of the production quality that goes into the manufacture of Sennebogen machines.

He said: "It is one of the most impressive production facilities I have ever been in. The whole process spoke of quality and it is hardly surprising that Sennebogen machines are widely acclaimed and well known for their superb performance and build quality."

Andrew highlighted the focus that the manufacturer is placing on the development of new machines and electrically powered plant as other reasons why he felt the tie-up was a fantastic opportunity for both companies.

He said: "We have been looking to develop our business in the waste and recycling sector for a number of years, we feel now that the market has changed sufficiently for us to launch the Molson Green environmental arm of the business and what better time to develop a relationship with a top quality manufacturer that is similarly looking to expand into that sector."

"FINDING
THE RIGHT
PARTNERS IS
FUNDAMENTAL"

One area of the Sennebogen business that has particularly impressed Andrew is the time and effort it is putting in to developing electrically powered plant. Not only do these machines work quietly, improving the work environment for the operator and those working close by, but they also help reduce pollution from engine exhaust emissions. They can also offer serious reductions in fuel costs for those companies that opt to take

an electrically powered machine over a standard diesel power, as much as 63% cheaper according to Sennebogen figures.

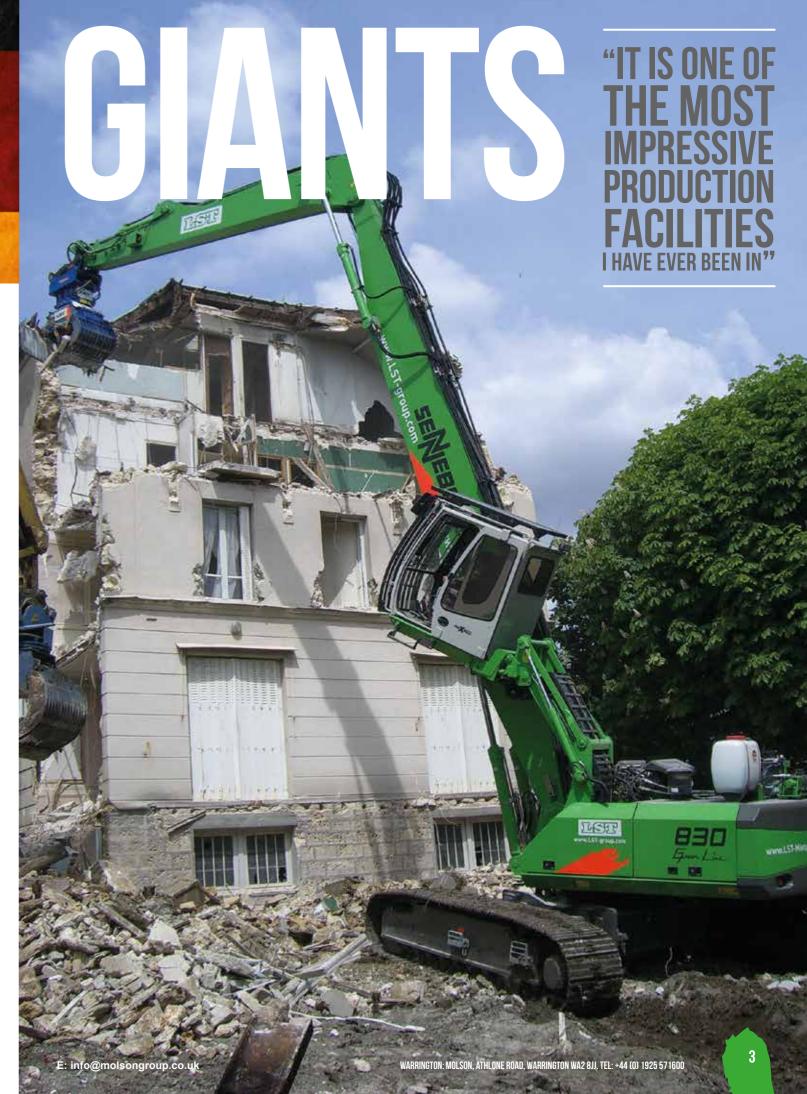
Andrew said: "Sennebogen has a broad product range that suit many operations but it also leads in the development of electric machines. Already we have had reports back from customers who estimate that taking on an electrically powered machine will save them more than £20.000 each year on fuel costs and that is before factoring in the increased reliability and increased functionality of this new wave of plant. They generate little or no noise, there are no vibration concerns, they can be worked longer, are more efficient and with no particulate emissions they are safer for operatives to work alongside."

Already the attraction of the reduced cost and improved working efficiency has seen one Molson customer snap up an electric powered machine.

Recycling specialist Derwen has taken an electric excavator with grab to help it fill its waste shredder at it's Neath base.

For further information on this exciting new range of equipment or to arrange a demonstration please contact your area sales manager in the first instance.

SENJEROSEN











EXGLUSIVE

Molson Green is continuing its push into the environmental equipment sector by tying up another solesupplier deal with a major equipment manufacturer.

Molson will be the sole Birmingham, London and South East supplier for the Ecotec range of environmental equipment from specialist manufacturer Terex Environmental Equipment (TEE).

Customers looking to take advantage of the comprehensive TEE portfolio of biomass chippers, grinders, trommels, slow and medium speed waste shredders and recycling screens will not only be taking on the very latest equipment designed specifically for the environmental market but also be benefitting from the high quality service back-up offered by 'Britain's Biggest Independent Dealer,' as Molson has been labelled by industry bible Earthmovers Magazine.

The move has been heralded by Molson area sales manager Peter McGuinness as 'an opportunity too good to miss'.

He claimed the two companies are well aligned with both keen to make the most of the burgeoning UK environmental equipment sector.

Peter said: "The tie-in between TEE and Molson is an example of perfect timing. Terex has identified a business opportunity it wants to pursue at the same time as we at Molson. We will be working with a large manufacturer with a relatively low UK market share which will enable us to gain traction in that sector.

We will be able to offer very competitive deals and be aggressive in the market place which is exactly what Terex wants. It has a 10% share of the global environmental equipment market and sees the UK as a prime area for expansion."

With countrywide coverage from its bases in Avonmouth and Warrington, Molson has a workforce of 86 and a dedicated team of mobile service engineers that are able to cover any issue on any site quickly and efficiently, keeping downtime to a minimum and helping maximise output. And the expertise of its area sales managers in processing and materials handling equipment as well as excavators and specialist attachments means that Molson Green really does offer a 'onestop-shop' for customers seeking advice on all aspects of the waste, recycling and environmental market.



Peter said: "TEE needs a Tier 1 distributor capable of delivering the same high quality service for customers using its high quality machines regardless of where they might be working in the country. With our service personnel we are more than capable of maintaining the high level of quality pre and post-sale customer service for which we have become associated."

Conor Hegarty, International sales director at Terex Environmental Equipment said: "TEE has invested heavily recently to assemble a first class product range of recycling and wood processing equipment. Our aim is to become one of the leading suppliers of equipment for the recycling industry and we are confident that this appointment will help us

We look forward to working more closely with Molson and its loyal customer base. Pairing the company's first class reputation and the TEE Ecotec range will allow both groups to go above and beyond meeting the needs of our customers."

achieve that.

Peter added that he was convinced the deal would help both companies in meeting their ambitious targets and that the Ecotec range of equipment would be welcomed by Molson Green customers. He said: "In recent years, we have grown and evolved tremendously. As the biggest independent dealer in equipment in the UK we look forward to incorporating the Terex brand and its comprehensive product lines of shredders and related recycling products to enhance our current customer offering and to continue to expand our sales to new customers."

The Terex Ecotec range offers a comprehensive portfolio of equipment including 'whole tree' biomass chippers, horizontal grinders and trommel screens as well as recycling screens, shredders and specialist attachments.

For further information on the latest machines in the Terex Ecotec range or to arrange a demonstration of their capabilities please contact your area sales manager in the first instance.



TDS 820 SLOW SPEED SHREDDER



TDS V20 MEDIUM SPEED SHREDDER



TBG 625 HIGH SPEED SHREDDER



TTS 620 TROMMEL SCREEN



E: info@molsongroup.co.uk





A Molson machine is helping bring life back to one of the country's most important 18th Century inland waterways.

Over the last few years Molson has intrusted a number of mini excavators to the Cotswold Canal Trust, an independent body formed to help protect and restore historic canal links between the River Thames and the River Severn.

In the late 18th Century the Stroudwater Navigation canal was cut to connect the Gloucestershire town of Stroud to the River Severn. A few years later a second canal, the Thames and Severn, extended this route through to Lechlade on uppermost navigable reaches of the River Thames.

This enabled the wool and cloth merchants to transport goods quickly and easily to and from London in the east and Bristol and Wales in the west.

But once the arrival of the railways made the transport of goods via canal uneconomic the waterways fell into disrepair, becoming clogged and unnavigable and in many places filled in and built over.

In 1972 the forerunner of the Cotswolds Canal Trust (CCT) was set up with the plan to protect what was left of the historic route in the first instance and then eventually to restore the full water link between two of the greatest rivers in England.

Since those early days volunteers have struggled to re-open short lengths of waterway, gradually restoring locks and bridges, often in partnership with local authorities.

And with vital financial support from the Heritage Lottery Fund, the trust has even been able to bring in specialist civil engineering contractors to help restore some of the more difficult stretches through towns and villages.

But still the emphasis is on the volunteer workforce who spend their spare time repointing lock walls or rehanging gates.

According to Mike Hynd, construction director at the CCT, the 1.5tonne used Yanmar ViO17 mini excavator donated by Molson, is making a huge difference to the volunteer force.

He said: "Without a doubt it is a bit of a God-send. At the moment it is down at the bottom of a lock that we are excavating. The mini machines are a perfect size for lowering down into the bottom of a lock and digging out the earth that has accumulated over the years. Without it we would have to do all that by hand."

The workforce are all self-taught craftsmen but the Trust does insist on each member holding a series of competency cards which ensures that no-one is working on an element of construction that they are not completely confident about or have spent time learning. The volunteers do not get to use the excavator unless properly proficient and holding the relevant competency card, the database for which is held by Mike Hynd.

Under the current phase of work the volunteer force is busily restoring and refurbishing a set of four locks on the Thames and Severn Canal at Griffin Mill. Ham Mill, Bowbridge and Wallbridge Lower. The advantage of having a volunteer crew is that they are perfectly happy to work a seven day week and they have been pushing out some astonishing renovation times.

Mike said: "We work throughout the year. In fact at Ham Mill lock we scaffolded over the entire lock and were able to work within that cover virtually non-stop. The whole lock took us just nine months to

Molson joint managing director Robin Powell is a keen advocate of Britain's inland waterways and it is through him that the CCT is benefiting from the Yanmar machine. But despite Robin's boating experience it is actually a mishap that brought the Trust to his attention.

Robin explained: "A good few years ago I hadn't moved my boat for some time and it had become stuck in the mud on the side shelf of the canal in Gloucestershire somewhere. Try as I might I couldn't shift it. A passing Good Samaritan was decent enough to give me a tow off the bank. I asked if there was anything I could do as a way of thanks and he pointed me in the direction of a donation to the CCT and it's moved on from there. We at Molson are more than happy to help support the work the Trust does in protecting part of the UK's important industrial heritage."







Contractor and waste recycling specialist MJ Church is using a host of Molson supplied machines to help reduce the amount of construction and demolition waste sent to landfill.

They have taken an aggregates specification Hyundai HL760-9A loading shovel to work on its recycling operations alongside an OM Keestrack Apollo jaw crusher as well as a Hyundai HL740-9A waste specification loading shovel and Hyundai R55W-9A wheeled excavator.

The R55W-9A and the HI740-9A will work at the company's recycling yard at Warmley on the outskirts of Bristol while the HL760-9A and Apollo jaw crusher will be based either on site at MJ Church's major projects or back at the Warmley depot.

The company chose the R55W-9A wheeled excavator to replace a larger machine it has had working in the recycling yard.

Molson area sales manager Luke Mercer explained: "They have had a 7.5tonne machine working on the waste pile over the years and had replaced that with a 10tonne machine. The team there have found this too big but even though the R55W-9A is only a 6tonne machine it has a similar reach and grab performance to those larger pieces of kit. There is no drop in output as its so nimble."

As well as its high performance the solid tyres of the wheeled excavator have the added bonus that they will not damage the reinforced concrete slab at the yard when the machine is tracking.

The new OM Keestrack Apollo jaw crusher features an 1100 x 700mm jaw size and is perfect for recycling construction and demolition waste.

It is easily transported with a 15.8m transport length and 2.55m transport width and can be set up quickly and easily, ensuring the machine is operational within minutes of arriving on site. The 42tonne machine is extremely user friendly and features an automated feeding system as well as a remote control operation enabling it to be controlled from the cab of the loading excavator.

Luke said: "The OM Keestrack Apollo has exceptional fuel efficiency to help reduce costs. Its remote control and non stop cushion system means it can be operated directly by the excavator driver, making the whole operation more efficient. Its ability to produce a genuine Type 1 material, it is the perfect machine for MJ Church as it can work either in its yard or out on site."

DUNTON'S DOUBLE

Molson has supplied a second Keestrack Novum screener to land remediation company Dunton Environmental

The screener will be used at Dunton's remediation depot in the centre of Wolverhampton to help treat contaminated soil, waste and demolition arisings and comes on the back of a similar Novum screen that Molson supplied to the firm's base in Kent.

The Keestrack Novum screener has been specially adapted to help meet Dunton Environmental's specific requirements after Molson and Keestrack beat off stiff competition from a competitor machine to supply the company.

It features extra lighting and picking station platforms as well as a spray system on the end of the belt that sprays a chemical mix onto the soil, treating it as it comes off the machine.

With its robust design the Keestrack Novum screen features a heavy duty steel apron feeder, low machine weight and up to 25% greater fuel efficiency than other similar machines, the Keestrack Novum is a low cost solution that offers superior screen results and is perfectly suited to the specific requirements of the Dunton Environmental team but it is also ideal for a host of other applications.

At the end of the summer Molson area sales manager James Dodkins helped the Dunton Environmental team put on an open day for its clients across local authorities, developers and major building contractors at its West Midlands base.

James said: "It was an important open day for Dunton and we were able to supply the team at the Wolverhampton centre with an OM Keestrack crusher, trommel and an excavator to help them show off their capabilities to their clients. We are very happy to be able to supply a company like Dunton Environmental. It is an innovative company working at the cutting edge of the soil treatment and land remediation sector. Molson is keen to get involved in this fast evolving part of the industry, particularly with progressive market leaders such as Dunton. Being able to help them out has been a pleasure."





JAW DROPPING

Solihull based demolition specialist Blucon has expanded its fleet with the purchase of a new jaw crusher.

It has taken a new OM Keestrack Argo jaw crusher to complement its portfolio of demolition equipment purchased through Molson.

The latest machine is being used on a host of sites across the West Midlands as Blucon expands on its reputation as one of the most dynamic demolition firms in the area.

With an operating weight of 29tonnes the OM Keestrack Argo crusher features a 1000 x 600mm jaw size and is capable of processing recycled aggregate from demolition arisings at a rate of 350tonnes per hour. Easy to move and quick to set up it has transportation dimensions of 12.7m length, 2.6m width and 3.1m height.

Molson area sales manager James Dodkins said: "Blucon is one of the fastest growing demolition firms in the West Midlands. This latest OM Keestrack Argo jaw crusher is being used on its projects across Birmingham and the Midlands. Being so easy to transport and quick to set up means it

can be producing material quickly and so is perfect for moving from one site to another."

The firm has also taken delivery of a Hyundai R330LC-9A tracked excavator from the Molson used plant fleet in addition to the two Molson supplied NPK demolition grabs and two NPK hydraulic breakers it bought earlier in the year.

The firm took the attachments after being impressed by the build quality of the Japanese manufactured jaws and

The Blucon team took an NPK DG-16 and DG-30 demolition grab as well as an NPK GH-6 and GH-9 hydraulic breaker. It will use the attachments on projects around its West Midlands base.

James said: "The team at Blucon wanted a quality product and I had no hesitation in recommending the NPK attachments. They are rightly well known for their extremely high build quality and will be perfectly suited to the rigorous demands of demolition projects."



"...EASY TO SET UP MEANS IT CAN BE PRODUCING MATERIAL

USED MACHINES



GIPO RC130FDR

2010, 5800hrs £330,000



KEESTRAK

2012, 3800hrs £120,000

ARGO



OM

APOLLO

2007, 4937hrs £90,000



POWERSCREEN WARRIOR

1800 2012, 5299hrs £75,000



POWERSCREEN COMMANDER

1400 £18,000 2006, 19,891hrs



ARJES

VZ750D

2011, 2770hrs £105,000



2007, 7134hrs

ARGO £75,000



DOPPSTADT

620 **£POA**



POWERSCREEN PREMIERTRAK

SOUTH COAST

Y SOUTH EAST

£188,000

+44 (0) 1179 820 123

2013

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2014, 650hrs

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ABOUT US

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

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 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:

























INVESTING IN THE FUTURE

The latest telehandlers from Molson supply partner JLG are helping ensure the future safety of those working on construction sites across the country.

One of Molson's longest standing customers, Buckinghamshire based Shannon Group, has expanded its fleet by snapping up the latest JLG 3614RS series telehandler.

Shannon will use the telehandler to help educate the next generation of site staff through the training arm of the group which offers courses and experience on a range of plant and equipment.

It took the 3614RS following a successful trial and is the first of the JLG machines to be sold since Molson announced its tie-in with the manufacturing giant.

The machine is being used by Shannon Training at its Iver training base to the west of London to help ensure that operators are well versed in the use of telehandlers before they get out onto a real site.

Featuring a maximum lift capacity of 4tonnes, maximum reach of 13m and maximum lift height of 17.1m the JLG 3614RS is easy to maintain, simple to control, robust and efficient - perfect for both site and training centre.

Powered by a Stage IIIB compliant Deutz TCD 3.6L4 engine which delivers 74.4kW of gross power and a maximum torque of 420Nm the JLG 3614RS telehandler boasts a 150litre fuel tank and is 6.4m long without an attachment, 2.7m high with a ground clearance of over 0.4m and a width of 2.35m when its stabilisers are not in position. This width increases to 2.8m when the stabilisers are deployed.

Ollie O'Donovan, managing director at Shannon Training said the trial of the machine had been encouraging and already instructors and trainees were giving positive feedback about both it and the training courses.

He said: "We needed to update one of the telehandlers we have here to bring the fleet up-to-date. This JLG 3614RS was brought in initially specifically for use in the training centre but we will use it out on site as part of our general fleet. It is important that the trainees on our courses get to use equipment of all ages and levels of technical advancement. Obviously this JLG telehandler is brand new and has all the latest equipment but there is no guarantee that the trainees will be using similarly equipped plant when they actually get out on site. That is why it is important we rotate our plant so that they are able to gain experience on equipment of all ages."

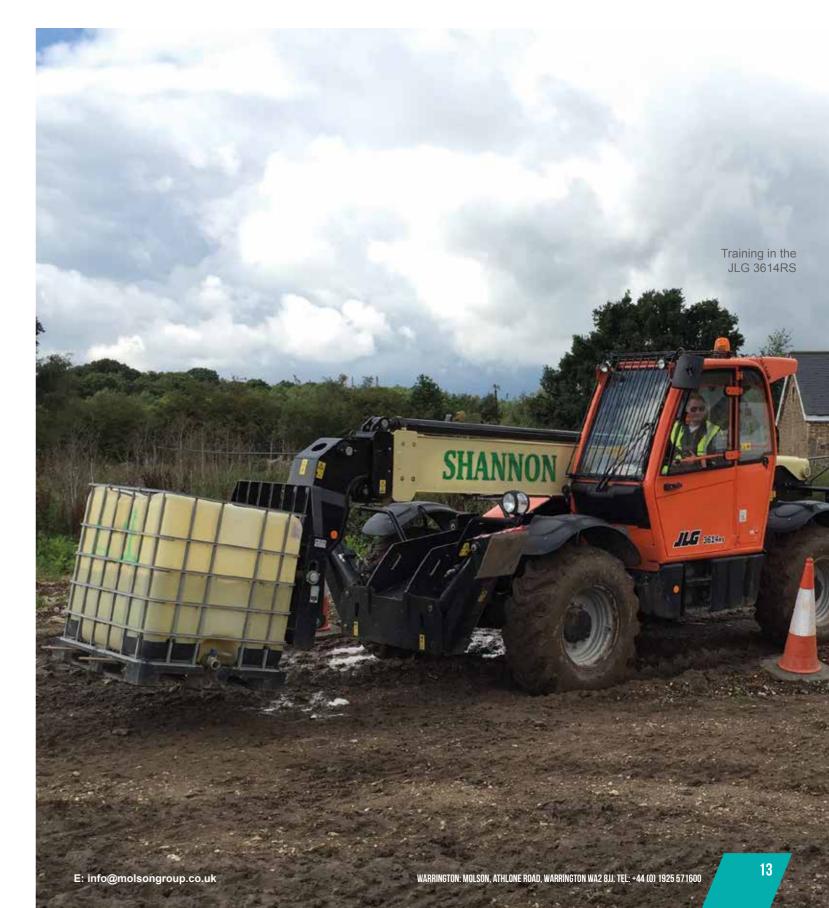
Molson sales manager Stuart Butler heralded the first Molson supplied JLG telehandler into the UK market and was keen to underline the quality and safety focus across the full range of JLG machines.

He said: "JLG understands that safety is number one priority and is always looking to innovate by bringing in new, industry first safety measures. JLG manufactures a huge quantity of machines and the build quality is exceptional. They are hugely reliable. Their safety and reliability ties in with what Shannon Group are trying to achieve through its training division. We have been supplying the Shannon team and managing director Ollie O'Donovan with machines for the past 15 years. He knows what makes a good piece of equipment and he had no hesitation in snapping up the first of our JLG telehandlers."

Shannon Training is one of the industry's biggest independent plant training centres with more than 50 trainees passing out through its training schemes each week.

Set up in 2010 to help push high training standards through the construction sector and allied industries it offers courses on a wide range of plant and machinery. It also offers training courses in site supervisory roles.

Ollie O'Donovan said: "We have training courses that cover most of the plant and equipment you would expect to find on construction sites. As well as putting our own staff through the courses our clients also include most of the country's major contractors as well as labour supply companies and other training centres."





The latest addition to its fleet will be used to help meet the catalogue of major demolition projects it has across the

The long-standing Molson customer works on major schemes for clients and including the demolition of the former ITV Central studios in Birmingham city centre to make way for the £400million Arena Central mixed use development.

The Hyundai R520LC-9A is the perfect body for the long reach arm. Weighing in at over 50tonnes with the original factoryfitted arm the machine offers a solid anchor point for the latest long reach off the Kocurek production line.

Powered by a Cummins QSX11.9 diesel engine the machine has an overall crawler length of 5.46m and a tail swing radius of 3.91m and a maximum overall width of 3.74m when fitted with 800mm wide track shoes.

The full demolition specification for the machine includes cages around the cab and debris guards to help protect the machine from falling concrete or protruding steel reinforcement and is fitted at the Molson yard at Avonmouth.

Molson sales manager Stuart Butler has been working with the team at DSM for some time and has helped ensure the very highest levels of pre and post-sales

This year alone Molson has supplied a range of demolition specification machines to DSM including nine Hyundai R300LC-9A's, five R380LC-9A excavators and one R220LC-9A machines as well as an Ammann ARX26 tandem roller and an NPK X-4A hydraulic cracker attachment.

Stuart said: "We have been the plant supplier of choice for DSM in recent years and supplied them with excavators, rollers and attachments to suit the work they do. This latest machine is the next in that long line. We at Molson are proud of the high level of service we offer our customers and I am sure the team at DSM appreciates that and that we can continue to work with them to meet all of its plant supply requirements."



Earthwork, remediation and civil engineering contractor Chartrange Group has added a brace of Kobelco excavators to its fleet of machines.

The Greater Manchester firm has taken two new Kobelco SK210LC-9 crawler excavators for use at its reclamation depots and its sites across the North and Midlands following discussions with Molson area sales manager Andy Wilkinson.

He said: "The team at Chartrange are very experienced in the work they carry out and know exactly what they are looking for in a piece of equipment. They like the Kobelco machines. The nature of the work they do means their fleet is worked hard and they need machines that are able to stand up to the amount of hours they are expected to work. Kobelco excavators have a well-deserved reputation as strong, robust and effective. They are also extremely fuel efficient and offer good value for money."

With a maximum operating weight of 22.2tonnes the Kobelco SK210LC-9 is powered by a Hino J05E-TJ turbocharged diesel engine which delivers a maximum torque of 660N-m/1600rpm and a maximum digging force of 157kN.

The machine has a maximum overall length of 9.63m, maximum overall width of 2.99m and a height to top of the cab of 3.07m. Minimum ground clearance is 450mm and maximum digging reach

Chartrange began almost 50 years ago in central Manchester as a bulk earthwork contractor. Since then it has expanded into quarrying and landfill.

Now based in Dukinfield the quarrying and recycling arm of the company includes tracked crushers in addition to screening and stockpiling equipment in its plant fleet which help it to produce a full range of recycled aggregates.

Andy said: "Chartrange has a diverse range of requirements for its plant fleet. Excavators have to be versatile enough to work in a number of different applications. These machines are ideal for the work that the Chartrange team want them to do. I have no doubt that given their manufacturing quality and the post-sales service they can expect from everyone at Molson the Kobelco's will serve them well."

VERSATILITY & POWER



Cornish groundwork and civil engineering contractor Kirk Hough has extended his fleet of Hyundai excavators with the purchase of another R140LC-9A machine.

engcon

This latest excavator weighs in at 14tonnes and has been delivered complete with an Engcon EC219 Tiltrotator set-up.

Kirk claims that the versatility the Tiltrotator and EC-Oil quick hitch offers the operator, more than makes up for the smaller size of the base machine.

He said: "This is the first 14tonne machine that I have had the Engcon Tiltrotator fitted with. I do have a 20tonne Hyundai excavator with a similar attachment but wanted a smaller machine to help me get into tighter sites. I have found that the Tiltrotator and quick hitch is more than efficient enough to make up for its smaller size."

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

Kirk was confident that the Hyundai R140LC-9A excavator would offer all the power, manoeuvrability, comfort, efficiency and value for money he would want.

He said: "I have been more than happy with every Hyundai I have had. They have all worked hard for me and other than routine maintenance; I have never had to touch them."

The Hyundai R140LC-9A has an operating weight of 14.2tonnes and is powered by a Perkins 1204E engine which is capable of delivering a maximum torque of 54kgf.m/1,400rpm and maximum digging force of 102kN.

Boasting a 270litre fuel tank the machine's maximum overall length is 7.85m with a maximum overall width of 2.7m. Overall height of the cab is 2.86m with a minimum ground clearance of 440mm.

Already the excavator has been tested on a host of projects throughout Cornwall and has proved more than capable of living up to its promise.

Kirk said: "We have recently been working on a large housing development site in Truro and the R140LC-9A and Engcon Tiltrotator set-up has been fantastic. I have the EC-Oil quick hitch system fitted which means the operator doesn't even need to get out of the cab. You can change attachments in seconds and be getting on with your work immediately. Without that you might have to spend five minutes out of the cab getting the attachments sorted out. That is time you could be spending actually working. It also means that because it takes no time to put down one attachment and pick up

another, you make sure you are using the right tool for the right job. It's so quick and easy the efficiencies are obvious."

In fact Kirk is so happy with the Hyundai/ Engcon Tiltrotator combination he has another machine on order from Molson.

He is looking at another 14tonne class excavator but this time the Hyundai R145LCR-9A – a reduced tail-swing machine that will help him get into even tighter spots on site.

Kirk said: "I have ordered a R145LCR-9A. With the Engcon Tiltrotator it would be such a versatile machine. I will be able to get to smaller jobs and actually dig directly alongside the machine without having to sit the excavator square to the job. That can mean a huge time saving and also mean that I can carry out work that previously only a 5tonne excavator could get to."

Molson area sales manager Tom Wilson has been helping make sure Kirk Hough gets the service he deserves and he welcomed the move.

Tom said: "We have developed a really strong working relationship with Kirk and been able to deliver the post-sales service he requires. I am very pleased 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 THUMBS UP!

A slew of Hyundai excavators is helping civil engineering contractor CPC Civils deliver its schemes across the country.

It has taken two Hyundai R145LCR-9A zero radius tracked excavators and one Hyundai R140LC-9A crawler from Molson area sales manager James Dodkins in recent months as it extends its plant fleet.

Birmingham based CPC started out as a pipe laying firm in the late 1970's and since then it has expanded to carry out all aspects of civil engineering work.

Working closely with many of the national major civil engineering contractors, the CPC team has recently been on-site with Amey and ETM on the AMP 5 water frameworks to deliver a whole host of projects connected with the water industry including sewage treatment works upgrades, pipe replacement projects and water main diversions and repairs across the Midlands and the North East.

Many of these projects involve digging pipe trenches or working in areas of

limited access and as a consequence the team has been drawn toward the use of zero tail swing machines.

James said: "CPC like the Hyundai excavators. They offer fantastic value for money. They are robust and efficient and the team there particularly like the R145LCR-9A's and the zero tail swing which makes them easier to use in tight areas and safer with no chance of trapping anyone behind them. They are well balanced and have a good lifting capacity which is important for the line of work the CPC team are in."

That lifting capacity goes not just for the zero swing R145LCR-9A model but also the standard 14tonne excavator the Hyundai R140LC-9A machine the team has also taken to work alongside them. And already the team has been so impressed with the quality of the work the three machines have been putting in

and the high level of pre and post-sales service that Molson has delivered, that it is mulling over the purchase of a third R145LCR-9A machine.

James said: "It is great that a company with the experience, kudos and workload that CPC has in the sector has given the Hyundai machines and the Molson service such a positive thumbs up."

"...THEY OFFER FANTASTIC VALUE FOR MONEY..."

RELIABLE/ROBUST/EFFICIENT

Plant hirer and civil engineering contractor Tim Burbidge Plant Hire has expanded its excavator fleet with a flurry of new machines.

The Bridgwater, Somerset based firm now boasts 14 Kobelco tracked excavators working on its sites, all of them supplied by Molson in the past year, and has another machine at Molson's Avonmouth yard awaiting delivery to site.

That will bring the company's Kobelco haul to 15 and includes eleven SK140SRLC-3 excavators, three SK85MSR-3 machines and a SK210LC-9 crawler.

The business offers a civil engineering contracting arm as well as hiring plant and drivers to other clients and contractors. Much of its work is with utility companies and company director Tim Burbidge claimed there were a number of reasons why the Kobelco machines were best suited to the work his firm carries out.

He said: "I like the Kobelco machines, I've got one that has done well over 18,000 hours and it has never let me down. I've never had to do any major maintenance on it. We do a lot of work with Wessex Water and they are perfect for that. The zero tail-swing, fantastic fuel consumption and powerful performance make them ideal for both contracting and hiring."

Molson area sales manager Tom Wilson has been working with Tim to help gauge exactly what machines would be most suitable for his contracts and has built up a good relationship with the Burbidge team.

Tom said: "Tim wanted good, strong machines that are fuel efficient and robust enough to take the everyday knocks you would expect on site without any major breakdowns. He also wanted compact but powerful machines that would suit the bulk of his workload. Obviously already having a Kobelco and being so impressed with it Tim had a preference and we are glad that we have been able to back up his faith in the machine with the high quality and efficient service that is fundamental to the Molson business."





Groundworking and civil engineering contractor M Lambe Construction has taken a host of Kobelco machines, in a move that will help it meet its expanding workload.

The Birmingham based specialist has added several mini excavators to its fleet as it looks to continue with the work it carries out on housing and development projects across the West Midlands and the rest of the country.

Over the last few months Molson has supplied M Lambe Construction with ten Kobelco SK30SR-5 machines and a further two Kobelco SK55SRX mini tracked excavators.

The SK30SR-5 mini excavators offer zero tail swing and feature a 1.18m arm length and a boom that can be offset, enabling parallel trench digging without moving the undercarriage. They also offer the same unprecedented fuel economy as all the larger machines in the Kobelco range.

These SK30SR-5 excavators are ideal for the trench digging and grading work that the team at M Lambe carry out every day and the machines combine a powerful travel system with a highly efficient dozer blade that helps move more earth with less waste. Coupled with the machines' powerful bucket digging performance with a force of 27.4kN thanks to its Integrated Flow Pump System, the net result is more work completed in less time, increasing their on-site efficiency.

Start-up checks and everyday maintenance is easy to perform on the SK30SR-5 mini excavators. Their easy-to-understand layout and cover design simplifies access, ensuring all checks can be performed at ground level, reducing check times and increasing safety and efficiency.

The two SK55SRX Kobelco's also offer a reduced tail swing, ideal for working in tight conditions such as in roadside verges or digging service trenches alongside railways, and with an overall height of just over 2.5m they are designed to be easily transported. Like its smaller cousins the SK55SRX also features the Integrated Pump Flow System which helps boost digging power and a similarly powerful and efficient dozer performance.

Fuel consumption has been improved on the latest Kobelco SK55SRX with an 'Energy Conservation' running mode ensuring the machines offer a 23% improvement in its fuel sipping performance when compared to previous models.

And the machine operators at M Lambe are well catered for thanks to the latest Kobelco designs. The SK55SRX cab is rectangular with optimized control layout offering comfortable, easy operation while a greater overall window area improves visibility all around, improving safety.

Molson sales manager Stuart Butler has been helping the team at M Lambe decide on which machines would be best suited to the work they would be expected to carry out.

He said: "M Lambe is a business that has grown steadily over the years and is now an established name in the Midlands' groundworking and civil engineering sector. We have built up a very good relationship with the team there and were able to sit down and talk to them about what they wanted to achieve. By listening to our customer we have been able to work out exactly what machines will be best for them."

Molson sales manager Stuart Butler said the large number of machines purchased by M Lambe proved just what good value for money the Kobelco's offer.

He said: "The Kobelco's have a deserved reputation as being robust, efficient machines. The team at M Lambe know and like the Kobelco machines and what they can offer. We have been working with them for some time now and have got to know exactly what they want from their excavators. We are pleased that the team at M Lambe have recognised the level of service that Molson offers them and we are sure the business relationship we have developed will continue well into the future."



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PETER McGUINNESS

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A TASTE FOR ALE

New Molson customer Ale Piling is using a Hyundai R330LC-9A to drive sheet piles on a variety of projects around the country.

The Birmingham based sheet piling and king-post wall specialist has taken the R330LC-9A to use as a base machine for driving steel sheets when installing cofferdams and sheet pile retaining walls on civil and marine engineering projects for its clients.

It is the first time the specialist has used a Hyundai excavator as a base machine having previously used a rival manufacturer's equipment.

Molson area sales manager Martin Brain recommended the Hyundai excavator to Ale Piling director Clarke Adams.

Martin said: "I have known Clarke for many years but this is the first time Ale Piling has taken a Hyundai excavator to use as a base machine. Previously they had used Doosan machines but Clarke and the team at Ale Piling liked the service back-up we at Molson are able to offer as well as the flexibility of the machine itself. I have every confidence in its ability to perform every task that is required of it."

The R330LC-9A has an operating weight of 33.6tonnes and is powered by a Cummins QSL9 engine which delivers a maximum torque of 123.7Kgf.m/1500rpm. It features a maximum digging force of 211.8kN and has a maximum overall length of 11.46m with a maximum overall height of 3.67m. It has a maximum overall width of 3.67m and a maximum digging depth of 7.95m.

The machine has been fitted with an Oil- Quick quick hitch attachment and a specialist piling hammer head from Finland manufacturer Movax. It is this attachment that helps vibrate and drive the sheet piles through the ground to depth.

And the specialist has already taken another machine from Molson. The Hyundai R330LC-9A is already working on projects for the firm and has such a busy order book that it needs another excavator to back up its fleet. This time the team has ordered a smaller Kobelco SK260SRLC-3.

Martin said: "Ale Piling has a strong fleet of machines in the 14-38tonne range. They are working on a host of projects all over the country and are keen to add another machine to their portfolio so that they can continue to deliver for their clients. These latest excavators will be perfect for the work Ale Piling has lined up for them and coupled with the high levels of service that Molson Group offers will help keep Ale Piling at the top of its game."



BGFACKAGES

Wiltshire based contractor and waste management company MJ Church has taken a clutch of Hyundai machines to use on one of its major schemes.

The Chippenham company is using the Hyundai R145LCR-9A excavators on work to help improve traffic flow along one of the country's major motorway routes.

It is working alongside main contractor Balfour Beatty to construct a section of 'smart motorway' between junctions 2 and 4a of the M3 to the south west of London.

The aim of smart motorways is to help relieve congestion by using technology to control traffic flows, to assist in the management of incidents and provide information to road users. These benefits are delivered at a lower cost than conventional motorway widening and with less impact on the environment during construction by converting the existing hard shoulder to a permanent running lane.

This means that work room along the 22Km long site is severely restricted in places, a problem which saw the MJ Church team look at the productivity benefits of using a zero tail-swing Hyundai machine.

Molson area sales manager Luke Mercer said: "Toward the London end of the scheme the MJ Church team are working in some very tight spaces on barrier work, clearance, verge work and so it was clear that a zero tail swing machine would be best for them. They had been using rival manufacturers machines but they liked the Hyundai's and we were able to come up with a service and warranty deal that both of us were more than happy with."

The Hyundai R145LCR-9A's are equipped with a Perkins 1204E engine which helps the machine deliver 102kN of digging force, perfect for the operations MJ Church is encountering on the M3 smart motorway project.

With a cab height of 2.9m the R145LCR-9A's are 3.82m long and 2.6m wide with a 4.6m boom and are capable of working in tight work sites where there is little room for manoeuvre.

Luke said: "The MJ Church team have worked on smart motorway schemes before and knew exactly what they were looking for in a machine for this sort of project. I am sure they will be more than happy with Hyundai and the after sales service Molson provides."

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LISTENING HARD, TALKING STRAIGHT

INNOVATION IN EXCAVATION

USED EQUIPMENT SALES

FEATURE

With burgeoning workloads our customers across the country are beginning to witness the strength of the recovery in the construction, waste, demolition, quarrying and recycling industries.

Confidence in the strength of the economic recovery is growing and customers feel more comfortable about investing in their plant fleet.

For some a brand new machine might not be the right option for their business in which case the used market is the obvious answer for their fleet expansion needs.

Far from being a dealership in new plant only Molson has a huge range of used equipment that is available for customers

Some are put off from buying perfectly suitable pieces of equipment by the fear that second hand machines are by definition, faulty or of an inferior quality.

Nothing could be further from the truth and as the UK's biggest independent plant dealership Molson has steps in place to ensure that any piece of used equipment it offers for sale has been thoroughly inspected and serviced by our team of trained of engineers before it starts work on any new site.

And thanks to its network of customers and clients throughout the country and across the construction, waste, demolition, quarrying and recycling sectors we are able to offer a diverse range of used plant that will suit the workload and pocket of most.

Much of its stock is held as trade-ins from customers on deals for new equipment and Molson prides itself on being able to offer finance on the bulk of its used plant fleet where appropriate.

Area sales manager Rick Grove explained that the fleet of used plant that Molson holds is not limited to the brands with which it has a dealership agreement.

He said: "We are prepared to take all sorts on brands in as part of our flexible financing arrangements with our customers and that is reflected in the broad range of equipment we have in our used plant portfolio. Our engineers are trained and experienced on all brands of machines and our parts department is more than capable of sourcing spare parts for all equipment should any be required."

One customer that has already extended its fleet with the introduction of three excavators from our used machine portfolio is Fareham based contractor and hire company Earthworks Plant Ltd.

It has recently purchased two Hyundai R210LC-9 excavators and a larger Hyundai R380LC-9 machine as additions to its hire fleet and the three are already proving a hit on sites throughout the south of England.

Area sales manager Dan Guibarra said: "The team at Earthworks Plant had taken a new Hyundai R380LC-9 from Molson a couple of years ago and had been very happy with its performance and the service that we had given them. They wanted to add a few extra machines to the hire fleet and the used

machine option seemed the perfect way to do that."

Backed by a full service, repair and even a respray by the Molson service engineers the new machines slotted straight into the Earthworks Plant offering.

Dan said: "In all fairness the engineers at the shop in Avonmouth had done a fantastic job in servicing and cleaning the excavators up. Everything had been checked, cleaned and replaced where necessary. They had even had a respray. They looked brand new when they came off the transporter."

That level of service and work that the mechanics and service engineers put in to ensure that Molson used plant is as efficient, effective and importantly, safe reflects the values that Molson embraces.

The team is constantly striving to ensure the level of service it offers is second to none across the industry, be it on a brand new 50tonne excavator or a used mini machine. Molson customers can feel safe that they will not be let down by a Molson used machine.



Hyundai R380LC-9



E: info@molsongroup.co.uk



QUALITY & PRIDE AS STANDARD

The quality of its post-sales service is one area where the Molson team takes huge amounts of pride.

The service that Molson offers isn't over the moment the delivery lorry turns away from site.

Unlike some other dealerships actually buying a machine from Molson is just the start of a relationship that will continue throughout the life of the machine.

While the area sales managers offer a focal point for customer contact and the mobile service engineers will be the Molson faces that operators will see on site, there are other unsung heroes behind the scenes who put in vital work.

Many Molson customers will recognise the voices of our parts team with them often being the first port of call should a breakdown unfortunately happen.

But the faces of the teams headed up by Mark Pitman at our Avonmouth site and Graham Ward at the Warrington depot will be less familiar. It is this team that source parts for all types of machines required by customers and this team that make sure the correct parts go out to the service engineers. They also make sure our unprecedented stock of spare parts is kept continuously topped up so that we are always able to offer immediate help for a wider range of stock requests.

And it's not just parts for our major manufacturer partners that the team is able to get its hands on. The Molson parts team is proud to be able to gather the necessary parts to be able to source the same high levels of service for plant from any manufacturer.

Mark Pitman said: "We hold thousands of spare parts in stock for all of the machines we offer. Keeping track of exactly what we have in our stores is paramount. We can offer an immediate service on the more common requirements – air filters, hoses etc. – and plenty of others. We hold an exhaustive stock which means we can support our service engineers and get equipment and parts out to our

customers as quickly as possible. Helping our customers stay working is our number one priority."

There is such a stockholding at its Avonmouth and Warrington centres that the Molson team is able to offer a direct sales counter service with customers dropping into the office to request parts whenever they are needed.

Mark said: "The customer counter service that we offer is very useful for some of our customers. They can just drop by and enjoy a chat and a coffee while waiting to pick up a part. It is just another element of the high standard of pre and post-sale customer service that Molson offers."



RACING NEWS

The Molson sponsored motorbike and sidecar team WPS AOS Sidecar continued its early dominance of the Hyundai Heavy Industries British Sidecar Championship and ensured riding team Ricky Stevens and Ryan Charlwood were able to lift the Champions trophy with a round of races to spare.

The two dictated the championship from the first round of races at Donnington Park and sealed their place as 2015 F1 Sidecar champions over two races at Silverstone during the first weekend of October.

The double saw the two take an unassailable lead in the championship standings, making the final round of races at Brands Hatch a parade event for the victorious champions.

But Ricky and Ryan underlined their dominance by taking yet another chequered flag in the weekend's first race.

And with the championship sewn up by a margin of well over 120 points the two decided to give the crowd a real thrill by starting at the back of the grid and battling through the pack to take fourth spot.

Molson area sales manager James Dodkins said: "Everyone at Molson would like to congratulate Ricky and Ryan and their team on the sensational work they have done this year. To take the championship in such style is a phenomenal achievement."





OPINION

Adding new 'franchises' is not difficult, what is challenging is lining up well established partners with products that complement the existing range and getting clarity on joint goals and expectations.

Molson is delighted to be working with JLG Telehandler business. It dominates the US market which indicates the quality, safety and durability of its products and yet only now have they found the right UK partner. We expect its initial range to sell extremely well but there are exciting new models under development that will change the UK telehandler market.

Molson heralded its entrance into the recycling business in 2006, partnering with 'OM' to showcase its range of crushers. With innovative jaw design and processes they soon developed a very loyal customer base who understood that value per tonne was more important than purchase price. The addition of the Terex Environmental range of shredders, trommels and chippers proves perfect timing as the Molson Green business is launched.

Molson's expansion continues with the addition of our new partners JLG Telehandlers, Terex Environmental and Sennebogen materials handlers/cranes.

Material handlers/cranes are a new offering for Molson customers. After exhaustive research we confirmed that Sennebogen would be the ideal partner for us. Fortunately this German multinational also realised it was time to build on its success by expanding into the UK.

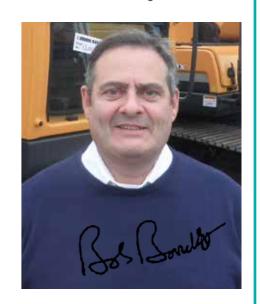
Two recent announcements will have a major impact on our business sectors; Chancellor George Osbourne's commitment to invest £100Bn in infrastructure and the final approval for the huge £18bn Hinkley C project.

The Hinkley scheme alone is projected to create 25,000 jobs with the construction site in North Somerset projected to become the biggest in Europe. It will boost the economy throughout the south west for some considerable time.

But society increasingly expects business and government to be more caring of our resources. Our latest corporate developments reflect this. We have recognised that demand for recycling and a wider 'green' offering is growing at a pace far in excess of the general economy.

The move to new areas reflects our commitment to re-invest our profits in the business but also to invest in the fastest growing sectors.

We are delighted to be working with three new business partners and also to continue the great work we have done with our existing partners, all of whom are like us – forward thinking.



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Molson is set to launch a new offering to help keep its customers ahead of the competition as the workloads continue to grow in all sectors.





It will now offer machines less than a year old and with fewer than 1000 hours use under its new 'Ex-demo' suite of plant at bargain prices and backed up with Molson's famous high-quality service package.

The move is perfect for those customers who need extra machines to help deal with an expanding workload and are looking for high quality, high specification pieces of plant with all the advantages that virtually brand new kit brings.

Customers looking to purchase through our 'Ex-demo' fleet can be sure that the same high quality service Molson holds so dear will be available to them.

This includes a two year warranty with finance packages and the option of additional specification available on request.

Molson sales manager Stuart Butler claimed the move would allow customers to push the boundaries of their businesses by offering greater choice over the equipment they use.

He said: "We offer high quality brand new machines but we realise that some customers may struggle to justify that level of investment. With this new 'Exdemo' plan we can offer the same high quality machines, backed up by a two year warranty, with specification and finance options. They are all available with a maximum of 1000 hours of use.

They offer the perfect 'halfway-house' between buying new and used equipment with significantly reduced input costs, vet still with the back-up of a two year warranty and financing options. It could make the difference between being able to snap up two excavators instead of one or a top of the range trommel instead of an entry level machine."

All the Molson 'Ex-demo' machines will be thoroughly and rigorously checked over and serviced before being made available for sale. It means that customers can be confident that they are in perfect order and ready to get straight to work on site.

But Molson recognise that in some cases machines that fit the bill exactly may not be available. Should that be the case and customers need the specification on any of the machines tailored to suit their requirements then these can be accommodated by the team of Molson engineers at either its Avonmouth or Warrington depots.

Jonathan said: "We are convinced this move will prove to be of huge benefit to our customers. What we are able to offer is something akin to a 'car supermarket'. It is quick, convenient and cost effective."

Already some of Molson's longeststanding customers have taken advantage of the availability of some of our 'Ex-demo' machines.

Green Lane Recycling in Stroud, Gloucestershire has taken a one year old Hyundai R210LC-9 excavator to help supplement its fleet carrying out ground working, road surfacing and recycling projects while Buckinghamshire contractor Fenton Civils has taken two Hyundai R145LCR-9 machines. Manchester civil engineering specialist Roswick is another customer that has recognised the benefit of buy our 'Exdemo' machines with the purchase of a one year old Hyundai R80CR-9 excavator.

Rick Grove is looking after the Ex-demo fleet and has brokered the deal with Green Lane Recycling.

He said: "Graham Hunt at GLR recognised the value for money, service and quality offered through the Molson 'Ex-demo' fleet made sense. He has bought a dozen machines from us over the years and likes the Molson service and the fact that when he buys a used machine from us, he is so confident in the quality we offer it can go straight to site and he doesn't have to do anything to it."



Simon Rick Grove Johnson-Taylor

E: info@molsongroup.co.uk

Any customers interested in the Molson 'Ex-demo' fleet should contact their area sales manager or call:

Rick Grove: 01179 820 123 or Simon Johnson-Taylor: 07976 620 414 for information on availability and finance.



TEAM PARKSTONE ON FINE FORM

Birmingham remediation specialist Parkstone Environmental has taken a couple of machines from Molson for use at its centre on the outskirts of the city.

The team has taken a new Hyundai R300LC-9A excavator with an Ammann ASC 110 D self-propelled roller to help it in its remediation work.

Molson area sales manager Martin Brain brokered the deal for the two machines which will be used at the company's Bodymoor Heath centre just a miscued penalty kick away from struggling Premier League club Aston Villa's training facility.

The two machines will be used to place and compact material on the site and are perfectly suited for the scheme.

The Hyundai R300LC-9A crawler has an operating weight of 30tonnes and is powered by a six cylinder Cummins QSB6.7 engine that is capable of delivering a maximum torque of 96.8kgf.m/1400 rpm and a maximum bucket digging force of 192.2kN

The machine measures in with a maximum overall length of 14.56m and a maximum overall width of 3.5m. The overall height of the cab stands at 3.01m while there is a minimum ground clearance of 500mm.

Martin said: "The Hyundai R300LC-9A oozes class and quality and offers real value for money. It is ideal for the work that the Parkstone Environmental team have lined up for it."

The Ammann ASC 110 D roller is powered by a Cummins QSB4.5 - C160 Tier III engine and boasts a top speed of 10.6Km/h and a fuel capacity of 410litres. It has a maximum operating weight of 15.4tonnes with a maximum front axle load of 7.17tonnes. Maximum rear axle load is 5.57tonnes. Drum working width is 2.2m and drum diameter 1.5m with a maximum vibration frequency of 35Hz.

Martin said: "This is the first time that Molson has supplied Parkstone Environmental with any plant. Historically they have used a rival manufacturer's plant but I am confident that the quality of equipment and service we at Molson can offer will mean we will continue to work together for many years."

molsongroup.co.uk

USED MACHINES



HITACHI 2013, 5042hrs

ZW220 £62,500



2007, 4373hrs

D65EX-15E0 £52,500

DX140LC

KX057

FUCHS

MHL350

2008, 6029hrs £105,000 2012, 4022hrs



DOOSAN

DX225 £42,000



ZX210LC-3

DOOSAN

2011, 7720hrs £27,000

KOBELCO

SK85MSR-3 2014, 1021hrs £50,000



YANMAR

VI080 2014, 1550hrs £44,000



CAT

HITACHI

2012, 3117hrs

£59,500

KUBOTA 2013, 1280hrs £28,000



KOBELCO 2014, 535hrs

£19,500

SK27

2014, 427hrs

£13,500

SK17

2012, 3083hrs - Immaculate

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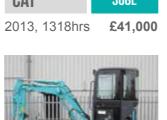
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USED MACHINES



HYUNDAI R520LC-9

2012, 5439hrs £105,000



HYUNDAI

R290LC-9

2011, 5070hrs £60,000



R320LC-9

£75,000

£58,000

HYUNDAI

2011, 5250hrs



HYUNDAI

R235LCR-9A

2014, 1125hrs

£87,000



HYUNDAI

R220LC-9A

2014, 609hrs

£77,000

HYUNDAI

R210LC-9

2013, 2432hrs £64,500



HYUNDAI

2014, 1255hrs

R145LCR-9A



HYUNDAI

R140W-9A

2014, 496hrs

£73,000



HYUNDAI

R140LC-9A

R55-9

£32,000

2014, 1576hrs £58,000



HYUNDAI

R80CR-9

2012, 2993hrs £31,000



HYUNDAI

2012, 6335hrs

HL760-9

£60,000

HYUNDAI

HL740-9

2011, 8857hrs

£33,000

HEAD OFFICE

HYUNDAI

2014, 400hrs

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