



Lee Demolition's Hyundai R290LC-9

HYUNDAI CHOICE WILL SAVE THOUSANDS IN FUEL COSTS

Kent demolition contractor specifies Korean giant for 80% of its fleet

Huge fuel savings is one of the reasons why a Kent demolition contractor is planning to overhaul its fleet and switch to Hyundai plant. Lee Demolition runs over 100 machines but is looking at replacing 80% of existing equipment with Hyundai kit over the next 18 months. The 43 machine deal is the biggest in Molson's history and Lee is having this first batch sprayed in its company colour, orange. Lee Demolition's order includes around 20 of Hyundai's 30 tonne excavators.

Chairman David Lee said: "On a 30 tonne machine the switch will be saving us anywhere between £800 and £1,000 a month in diesel

costs. We got a very good deal from Molson, the finance package they put together and the back-up.

"I spoke to a few others about Hyundai kit and they all said it was very reliable, so we will save on maintenance costs too."

Molson Group sales manager Stuart Butler said: "We put a strong emphasis on client relationships. We want to build long-term partnerships. We don't just sell machines and then forget about people."

The deal is Lee Demolition's biggest with Molson to date.

David said: "Molson's service has been great throughout. You phone them up and they get back to you immediately."

Inside:

- ▶ Hillhead round-up Page 2
- ▶ Plant Focus Page 4
- ▶ Views & News Page 5

CUDDY GROUP CELEBRATES OSPREYS WIN

Congratulations to longstanding Molson Group customer Cuddy Group, sponsors of RaboDirectPro12 rugby champions Ospreys.



Cuddy Group joint managing director Mike Cuddy is also chairman of the Swansea-based team and watched as a converted late try from veteran player Shane Williams (above) sealed a 30-31 victory for the Hyundai-backed Ospreys over Irish side Leinster. Mike said: "Our players have just delivered a title by beating a side people were calling the best non-international team in European history."

About us

Molson was founded by Jonathan Wilson and Robin Powell in 1996. Bob Barnett joined Robin and Jonathan in 2005 as chairman of the group of companies. Currently Molson stands as one of the largest suppliers of Korean and Japanese built excavators in Europe and continues to source a wide range of equipment including dump trucks, dozers, demolition rigs and wheeled loaders. In 2010 Molson became Hyundai's biggest dealer in the whole of Europe. We are situated in the hub of the South West's industrial centre and within easy access of the intersection of the M4 and M5. New and prospective customers are always welcome to visit us – we would love to show you around.

Molson represent the following major international brands, all with a reputation for top-of-the-line quality:



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FUEL FOR THOUGHT

Latest Hyundai Tier3B compliant machines prove a draw at Molson's Hillhead stand as EU emission standards kick in

The latest in clean fuel technology was at the top of everyone's discussion list at the Hillhead 2012 quarrying and construction equipment show recently.

Sharing a stand with the Hyundai Heavy Industries team, Molson Group representatives met customers and talked through concerns over the latest round of emission standards for non-road diesel engines. In what is already a complicated area the Molson sales team were able to lead

clients through the various options available to them, the targets set by the latest European emission standards and the pieces of equipment that would help them meet those requirements.

With a raft of the latest Tier3B compliant machines available on the Hyundai stand, clients and visitors wasted no time in pouring over the hottest kit.

According to Molson Group's joint managing director Robin Powell ▶



the new Hyundai Tier3B emission compliant machines will enable operators to continue working without needing to use fuel additives to hit emission targets.

He said: "The latest Hyundai -9A machines, such as the R520LC-9A, take away the worry that operators might compromise their machine's fuel by inaccurately introducing additives.

"These machines can be used

all over the country, even within London's Low Emission Zone, without any fear," Robin added. The move toward redeveloping engines to hit the latest Tier3B targets is echoed by Hyundai Heavy Industries regional sales manager Rick Still. He said: "By redeveloping the engines to improve fuel economy and filtering the exhaust gases rather than using additives, we believe we are offering the market what it wants."

KUBOTA SHOWS ITS CLASS

Kubota was another of Molson Group's manufacturing partners represented at Hillhead.

The Kubota team showed off its range of excavators to prove their versatility and use in various different applications, according to Kubota Construction sales and marketing manager Neil Winfield.

He said: "Obviously we are not in the quarrying sector but Hillhead attracts

the sort of visitors that do buy our equipment. We were there to show what our machines can do and show their adaptability. We have various different options available that suit the recycling, waste handling markets as well as general construction.

"It was a very good show for us and we had plenty of interest from plant operators, owner operators and contractors."

QUARRY OPERATORS KEY TO MARKET

UK quarry operators remain a vital part of future business for plant manufacturers despite a dip in extraction levels since the turn of the year.

Latest industry figures show sales of crushed rock and sand and gravel have fallen more than 10 per cent on the same period last year.

But the drop in quarry output should not prevent plant producers from targeting the mineral extraction sector, according to Hyundai Heavy Industries regional sales manager Rick Still.

He said: "It is a sector which we have complete confidence in. We believe

strongly in the quarrying industry and have the equipment to service it."

The recent launch of Hyundai's biggest excavator, the 120 tonne R1200-9A and its range of wheeled loaders underline its commitment to the sector, claimed Molson Group joint managing director Robin Powell. He said: "The latest range of Hyundai equipment is right up there competing against some of the other, more established quarrying equipment.

"The R1200-9A is perfect for quarrying applications as are the R520LC-9A and HL 770-9A. Clients have recognised what Hyundai can offer."

Featured

BREAKING NEWS FROM DAEMO WITH ITS ALICON B140

Specialist attachment manufacturer Daemo showed its latest Alicon B140 top box hydraulic breaker at this year's Hillhead quarrying and plant show. Advanced features on the Alicon series include an anti blank firing system, automatic greasing, the total power control system and underwater works fitting. The 1 tonne B140 breaker is a mid-range model and ideal for use on excavators such as Hyundai's R145LC-9.





CLEAN, POWERFUL—AND EFFICIENT

With newly developed Cummins engines that offer more power with higher fuel efficiency without the hassle of using fuel additives to meet European exhaust emission targets, the -9A series of machines are sure to be a hit with owners and operators

At the beginning of 2011, EU legislation forced manufacturers to produce diesel engines (with a net power of between 130Kw and 560Kw) that comply with the latest emission regulations. As a result of this Hyundai Heavy Industries has updated its range of equipment and will be exclusively producing its -9A series of excavators and wheeled loaders which feature EU Stage 3B compliant engines from September. Benefitting from this new, highly efficient engine is Hyundai's

HL770-9A Wheeled Loader, which offers operators greater power and better fuel efficiency while exceeding exhaust emission requirements. Falling in the same bucket capacity and tyre bracket as the 966 and L150, the Hyundai HL770-9A has the attraction of being able to offer this improved performance without any fuel additive. Ideally suited to quarrying, waste, mining and recycled aggregate operations the machine is equally at home on major civil engineering or muck-shift projects.

KEY DATA: HYUNDAI HL770-9A

Overview

- Tyres – 26.5-25, 20PR, L3 tubeless, loader design tyres
- Operating weight – 23,100kg
- Bucket capacity – Heaped – 4.2m³. Struck – 3.6m³
- Breakout force-bucket – 21,740kg
- Tipping load – Straight – 17,620kg. Full turn – 15,290kg

Engine

- Model - Cummins QSL
- Type – 4-cycle turbocharged, charge air-cooled direct injection, electronic controlled diesel engine
- Net power – 297hp/2000rpm
- Max torque – 148kg.m/1400rpm
- Number of cylinders – 6

Travel speed

- Forward – 1st – 6.9km/h. 2nd – 12.3km/h. 3rd – 26.9km/h. 4th – 41km/h
- Reverse – 1st – 6.9km/h. 2nd – 12.3km/h. 3rd – 26.9km/h

Steering system

- Type – Load sensing hydrostatic articulated steering

- Pump – Piston pump max 220l/m
- Relief valve setting – 210kg/cm²
- Steering angle – 40° in each direction

Operator features

- Tilting/telescopic steering column and wrist rest for perfect comfort
- Joystick with forward-neutral-reverse switch for optimum operator control
- Heated rear view mirrors and window sun visors for improved visibility
- Smart key keyless ignition system
- Advanced LCD colour monitor display offering operator presets
- Multimedia MP3 music port on monitor

Benefits

- Increased net engine power – up 20hp to 297hp – ensuring higher overall performance and travel speed
- Variable geometry turbocharger – acts as a progressive turbocharger to help boost fuel performance

- Cooled exhaust gas recirculation – works alongside VGT to reduce NOx emissions and improve fuel economy
- Diesel oxidation catalyst – helps reduce carbon monoxide, hydrocarbons and unburned fuel in the exhaust. Turns NOx into NO₂
- Diesel particulate filter – works alongside the DOC to combine the carbon and NO₂ to become CO₂ helping reduce particulates and improve exhaust emissions
- Increased fan diameter and adjustable speed – better cooling and easier to clean, more efficient coolers
- Optional 5-speed transmission – improved fuel economy (-13% when travelling) and higher travel speed

Call the experts

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Opinion

THE BUSINESS OF CONVERSATION

These are difficult times – we see construction businesses continue to defer capital spending but still keeping a keen eye on what's happening to asset values.

Those with larger fleets continue to want newer equipment to help avoid machine breakdowns as kit gets older. Warranty issues and health and safety considerations also apply.

At Molson we are witnessing more trade-ins but are being cautious about stock levels amid concerns that second-hand values will drop, particularly if the Euro continues to weaken.

Manufacturers are taking different routes to gain 'Tier 4' technology that will meet new engine legislation. Hyundai is using a '3B' interim solution, which will – for now – avoid the need for fuel additives.

If you want advice on new machines or current values for used kit, please don't hesitate to call.

We've built Molson by taking the long-term view – we are happy to talk even if you aren't in the market to deal!

Bob Barnett
Molson Group
Chairman

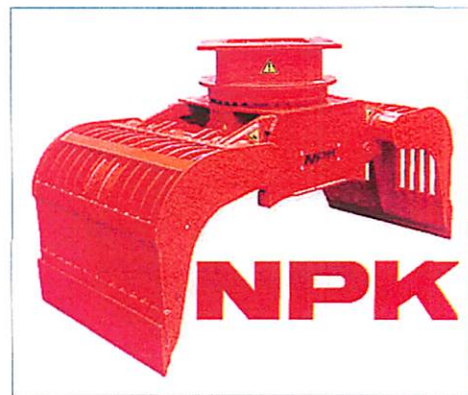


GOWING & PURSEY BUY IN

Leading waste management company Gowing & Pursey has taken delivery of two NPK grabs from Molson Group.

The firm, which has depots across West London, has been recycling waste for 20 years and is growing its business thanks to the increased amount of regulations on recycling and waste management.

Molson area sales manager Matt Yelling claimed the recent 2012 Olympic Games has helped increase awareness in the industry with 90% of all demolition material from the East London site reused or recycled. He said: "Recycling is a big market thanks to things like the Olympics."



It's a market we're trying to do more in. Construction can be up and down but there's always going to be waste." Gowing & Pursey has 40 wagons on the road and more than 2,500 skips with building and industrial waste coming into their depots before it's sorted, recycled and sold on.

£2.1M PUT INTO TRAINING

An extra £2.1 million is being allocated for plant related vocational qualifications this year from the CITB-ConstructionSkills grants scheme.

The new arrangements mean plant operators' employers will be able to recover £610 on successful completion of each plant-related vocation qualification that they take as part of their 'blue card'

accreditation under the Construction Plant Competence Scheme (CPCS). CPCS management committee chairman Trevor Gamble said: "This will enable us to target significantly more funds on VQ achievement than we have in the past."

The grants scheme funding is being made on a first come, first served basis with details at www.cskills.org

Contracts in brief

- Willmott Dixon has been given the green light for a £250 million deal to replace a 1950s housing estate in east London with new homes. The work at the Aberfeldy estate in Poplar has been divided into six phases and will involve building nearly 1,200 homes over a dozen years.
- Heathrow Airport is planning a £60 million refurbishment of its southern runway as well as building

three new rapid exit taxiways.

- The Ministry of Defence has appointed property consultant GVA to lead the search for contractors to carry out a £300 million relocation of army barracks in Surrey to neighbouring Hampshire. The Princess Royal Barracks at Deepcut will be transferred to Worthy Down with the current barracks turned into houses and shops.

Used machines



2011 Ex Demo Hyundai
R60CR-9



2011 Ex Demo Hyundai
R80CR-9



2011 Hyundai R145LCR-9
with Blade



2010 Hyundai R210LC-9



New & Unused Long Reach
to suit Hyundai R210LC-9



2008 Hyundai R170W-7a



2010 Hyundai HL760-7a



2011 Kubota KX016-4



2011 Kubota U25-3



2007 Kubota KX161



2002 JCB 2CX Airmaster



2008 JCB JS220LC



2009 Doosan DX140



2008 Doosan DX340 Demo
Spec



2007 New Holland
E135SRLC



2006 New Holland LB110B



2006 Bobcat 328



2004 Case CX16B



2011 Ammann AV33 low
hours



2007 Barford SX7000

Specialist machines



Demolition spec Hyundai R290LC-9



Forestry spec Hyundai R145LCR-9



Long Reach Hyundai R210LC-7a



Hyundai R145LCR-9 with Sliding Dipper arm

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