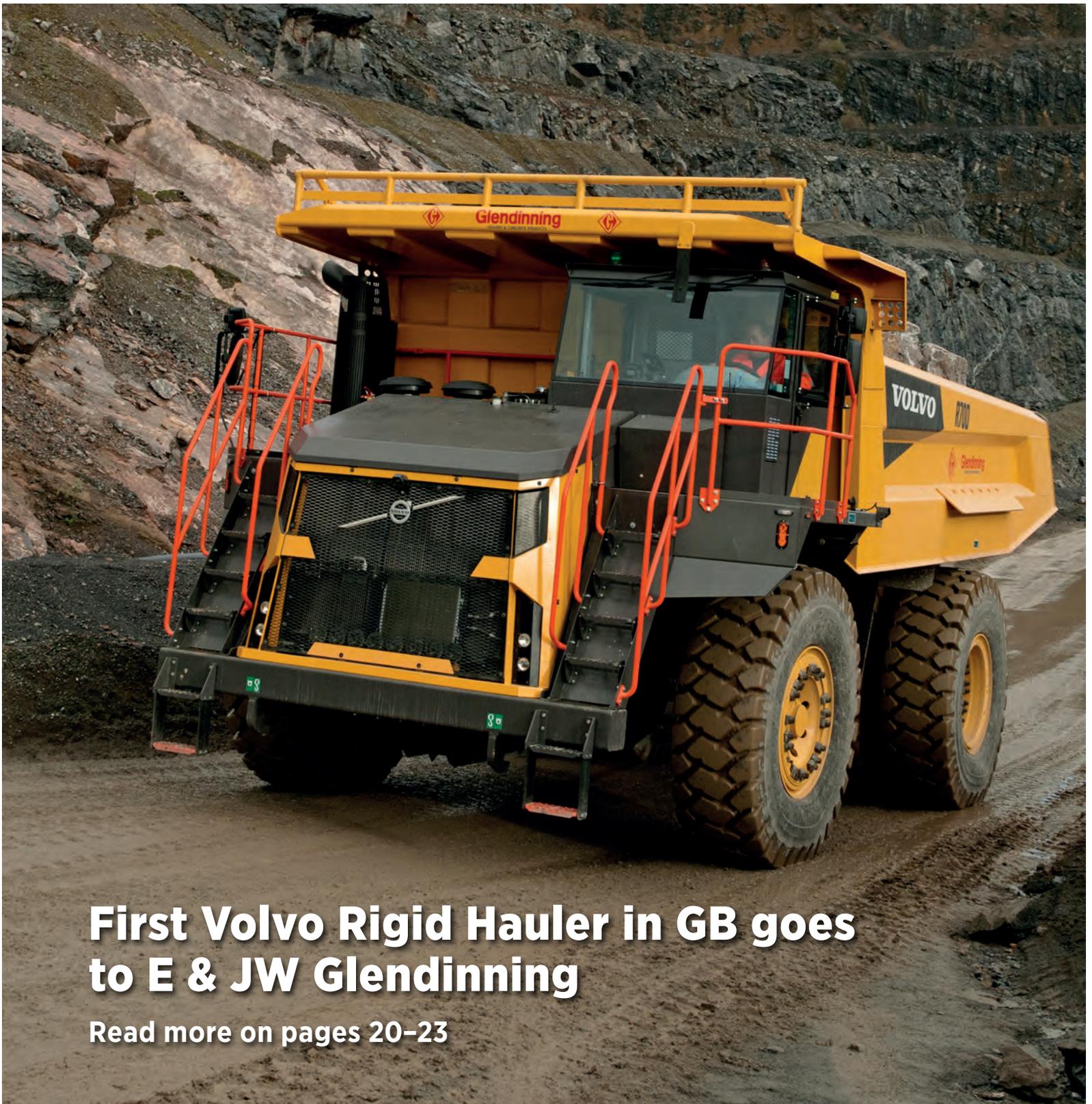


# THE VOICE

THE NEWS JOURNAL OF SMT IN GREAT BRITAIN

Edition 35 March 2019



**First Volvo Rigid Hauler in GB goes to E & JW Glendinning**

Read more on pages 20-23



# HIGH PERFORMANCE EVEN IN TIGHT SPACES

The new range of compact excavators from Volvo offers outstanding performance and quality whatever the job. All machines offer intuitive fingertip controls for easy operation and minimise both your total cost of ownership and impact upon the environment thanks to their unique auto-idling and auto-shutdown options. And for getting into those really tight spaces, the ECR18E offers an ultra-short swing radius with a variable undercarriage width that can go down to less than 1 metre. **Building Tomorrow.**



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Our unique events are back for 2019. Places are limited so register today!

## EDITORIAL LETTER

# Impressive events lined up...

Hello, and welcome to Edition 35 of **THE VOICE** magazine - the voice of SMT in Great Britain.

We have an impressive line-up of events planned for this year, including the return of our unique Live it. Dig it. demo days. These events give you the opportunity to test drive a wide range of Volvo machines in a real-life setting. We look forward to seeing many of you there, please do register early as places are limited. You can find out more about these events on pages 32-33.



We will also be attending Plantworx on 11-13 June in the new location of the East of England Showground, Peterborough. We will be revealing the line-up for this event nearer the time, so keep an eye on social media or sign up to our email newsletter to be the first to hear the latest news.

In this edition we visit E & JW Glendinning, who have taken delivery of the first Rigid Hauler in GB. The R70D has been put to work hauling blasted material to their primary crusher and will deliver approximately 250,000 tonnes of material per year. You can read more about this on pages 20-23.

We have also recently delivered more of the new EW240E Material Handlers. Portland Stone have taken delivery of one of these, which is working on the Isle of Portland at the company's Waste Recycling Facility (pages 10-11), while H&H Waste Management have put theirs to work alongside a new L180H at their recently acquired waste handling facility located in Aylesbury, Buckinghamshire (pages 28-29).

As well as our usual round up of news, we're also pleased to welcome several new customers who have recently bought Volvo machines for the first time, including Total Reclaims Demolition and Calder Masonry. We look forward to supporting these customers throughout the lifetime of their machines.

I hope you enjoy reading the latest edition of **THE VOICE**. It is very much your magazine so if there is anything you would like to see more of, please let me know or tweet me @AmyMetcalfeIM

**Amy Metcalfe**  
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## THE VOICE

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# DESIGNED, BUILT AND SUPPORTED BY VOLVO

Top performances don't get much higher: a 36 metre pin height from a remarkably stable platform that allows you to safely get both high and inside the structure. Weighing in at just above 100 tonnes, the EC750E HR is the new flagship of the Volvo demolition fleet. Its versatility, power and best-in-class operator comfort make it a highly productive piece of kit that will contribute heavily to your bottom line. We're confident you'll be impressed - because the machine was developed working closely with customers who are experts in the demolition sector. Talk to us to arrange a viewing. [Building Tomorrow.](#)



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# “They’ve got a ‘can do’ attitude...”

So says Joint Managing Director, Steven Igoe, of Middlewich based WPI Group, citing the aftersales support provided by SMT GB.

“That’s why we’ve taken the decision to broaden our experience of owning and operating Volvo wheeled pavers to also encompass Volvo branded excavators, ranging from fourteen to thirty tonnes in operating weight,” he continues. “We’ve had faultless support running our two wheeled pavers over the last five years, so we’re confident we will get the same level of support with these new machines.”

“We were very impressed with the two machines SMT put into us on demonstration,” says Steven’s brother and Joint Managing Director, Michael Igoe. “The thirty-tonne machine we trialled had in the order of 7,000 hours on the clock, and we were impressed

with the distinct lack of wear on the equipment’s pins and bushes – it could have been a brand new machine!” he continues. “That, and the quality of the machine’s build and the all-round performance experienced in the demonstration, persuaded us to move away from our traditional brand and try Volvo excavators for the first time.”

In all, WPI has taken delivery of ten fourteen tonne EC140Es, four EC220Es an EC250E and a thirty tonne EC300E which represent an increment in the Group’s fleet of over one hundred excavators ranging from 1.5 to 50 tonnes in operating weight. The machines will be deployed on WPI’s core activities which are

ground working and civil engineering projects, sub-contracting to blue chip house building companies covering the north-west and north Midland counties of England.

Established in 1979 by Steven & Michael's father, the WPI Group is a family-run business employing 400 personnel. The company provides a range of conventional and specialist products for use in a wide variety of applications throughout the north of England including civil engineering, surfacing and ground working for major housing developers, construction companies and local authorities. ■

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**“We’ve had faultless support ... over the last five years, so we’re confident we will get the same level of service with these new machines”**

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# First time Volvo for Total Reclaims Demolition

Total Reclaims Demolition Ltd of Hucknall, Nottinghamshire, has opted for a Volvo EC300E rigged for secondary demolition duties for the first time.

Adding the Volvo thirty-tonne machine to the fleet is a change to the usual brands associated with this well-established demolition contracting company. "We operate 360° excavators up to 100 tonnes in weight but needed to fill a gap around the thirty-tonne mark," says Managing Director, Melvyn Cross junior. "We certainly liked the look of the Volvo offering in terms of the machine's build quality and aesthetics. We've also had some experience in operating them when we've had to hire equipment in and, together with a favourable package on offer including a service agreement and extended warranty, decided to try the EC300E for the first time."

The new Volvo EC300E has been supplied in full factory-fitted secondary demolition specification which includes heavy-duty belly guards, side impact protection rails, full FOGS guarding,

heavy-duty guarding for boom and bucket cylinders, X1 and X3 rotation circuits, big bore hammer return line and an automatic greasing system.

"So far, we've been more than pleased with our purchasing decision. The machine is performing very well and has been very well accepted by our operators," says Melvyn Cross junior.

Total Reclaims Demolition has been Nottingham's leading demolition contractor since 1993 when it was established by the current MD's father. The company undertakes a full range of projects of varied sizes and complexity across the UK demonstrating its expertise across all aspects of demolition as well as building refurbishment, asbestos removal, cladding removal, reclamation and recycling, and aggregate supply. ■

## SPECIFICATIONS: VOLVO EC300E

• Operating weight	29,300 – 32,700 kg
• Gross power	180 kW
...at engine speed	1,800 rpm
• Bucket capacity	0.55 – 2.06m <sup>3</sup>
• Lifting capacity, along undercarriage	11,400 kg
....at reach / height	6 / 1.5 m
• Max. digging reach	10,710 mm
• Max. digging depth	7,340mm
• Breakout force, (Normal)	168 kN
• Tear out force, (Normal)	132 kN
• Overall width feet inches	3,190 mm
• Tail swing radius	3,120 mm





# Volvo's new Material Handler arrives at Portland

Portland Stone Ltd has taken delivery of a new Volvo EW240E Material Handler for its Broadcroft Waste and Recycling Centre on the Isle of Portland following a successful demonstration and evaluation.

Replacing a competitive model, the new Volvo EW240E MHE takes up residence at the company's Waste Recycling facility, handling incoming domestic and industrial waste. "The machine had to meet our criteria for loading the main receiving hopper feeding a trommel and subsequent picking line, as well as loading skips destined for reuse and high-sided bulkers from standing in one position," explains Managing Director, Danny Nash. "We were pleasantly surprised at how well the machine performed in accomplishing all of its duties and, given the fact that we have had good reliability from our existing Volvo machines, we decided to opt for the EW240E."

The newcomer, delivered in 2018, joins an EC220E which is used for civil and demolition contracts; an L150G and EC300E working in the quarries on Portland for its crushing and screening operations. "All of our Volvos have proved to be very reliable and

are appreciated by our operators," says Portland Stone's Plant Manager, Aaron Lees. "On top of that, we get excellent support from SMT when it's required for servicing and parts, so we know the new materials handler will be well supported going forward."

As with the existing machines in Portland Stone's fleet, the new EW240E MHE will be covered by a Blue service agreement ensuring that it will be correctly maintained at regular intervals by Volvo trained service engineers using genuine Volvo parts.

Based on the Isle of Portland, Portland Stone Ltd offers a range of services including waste recycling, aggregate recycling and crushing, demolition, muck away and skip hire, covering the whole of Dorset. The firm's activities are underpinned by a comprehensive haulage fleet comprising of skip lorries, tippers, hook loaders and grab lorries. ■



## Specification for Portland Stone:

The new EW240E has been supplied with:

- 6.5m straight boom
- 4m sorting arm
- Dehaco 800-litre capacity selector grab

Thus rigged, the EW240E Material Handler provides:

- Maximum forward reach of 10 metres
- Maximum height of 12 metres measured at the attachment pin
- 3.7 tonnes lifting capacity at maximum reach across carriage with its outriggers down

To facilitate grab rotation, the machine is equipped with x3 hydraulics along with x1 hammer/shear hydraulics and hose rupture valves fitted as standard.

To ensure the machine's equipment doesn't collide with the waste transfer shed's roof, the machine has been equipped with an optional height limiter proximity switch.



Volvo EC300E at work in the quarry



Volvo L150G at work in the quarry

# Restore your existing machines' performance with a Volvo Certified Rebuild

At SMT GB we are proud to be able to offer a number of different options and solutions to fully satisfy our customers' equipment needs. Whilst for some the purchase of a brand new Volvo is what is required, for others the ability to restore an existing machine's performance at a fraction of the price, is the right decision.

By choosing a Volvo Certified Rebuild you can be confident that you will receive a machine which has been rigorously inspected and completely renewed using only Volvo remanufactured key components and highly skilled, Volvo trained engineers. Furthermore, every Volvo Certified Rebuild from SMT GB comes with a 3 year/5,000 hour warranty, ensuring you have the utmost confidence in your investment.

Once you have expressed interest in the potential for carrying out a certified rebuild, we will firstly do an initial inspection of the machine(s) as well as discuss your business requirements to determine the suitability of this option. Every rebuild quotation is completed using a standard core specification, so right from the start you will know what to expect as a very minimum from the service. After that, and with this as our base, we can then agree a final scope of work based on your requirements and budget, providing flexible options to allow you to tailor the final work as you require.

Throughout the rebuild process you can expect to be kept up to date with the progress of your work via regular reviews with the project manager. A dedicated team of engineers and the use of photographic documentation guarantees a high quality of work and that there are no unwelcome surprises at any point in the process.

All SMT GB Customer Support Centres have been approved by Volvo as Certified Rebuild Centres which means that each one adheres to Volvo's strict requirements around workshop conditions, processes, qualification of engineers and adherence to quality controls.

Volvo Certified Rebuilds are available on all of our equipment matched to your requirements and budget.

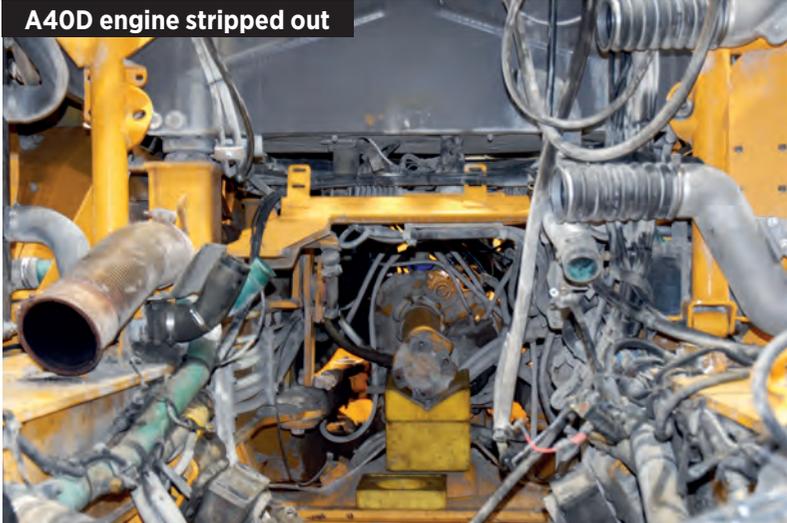
Contact your local Customer Support Representative or Support Centre for more information on how a Volvo Certified Rebuild can help you restore the performance of your machine at a fraction of the cost of a new machine.



**A40D before**



**A40D engine stripped out**



**A40D engine and transmission installed**



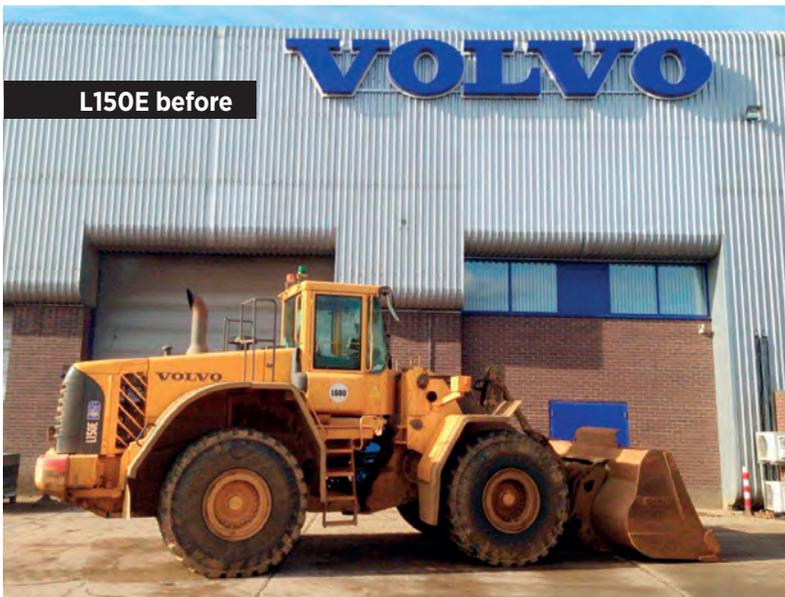
**A40D post hitch split**



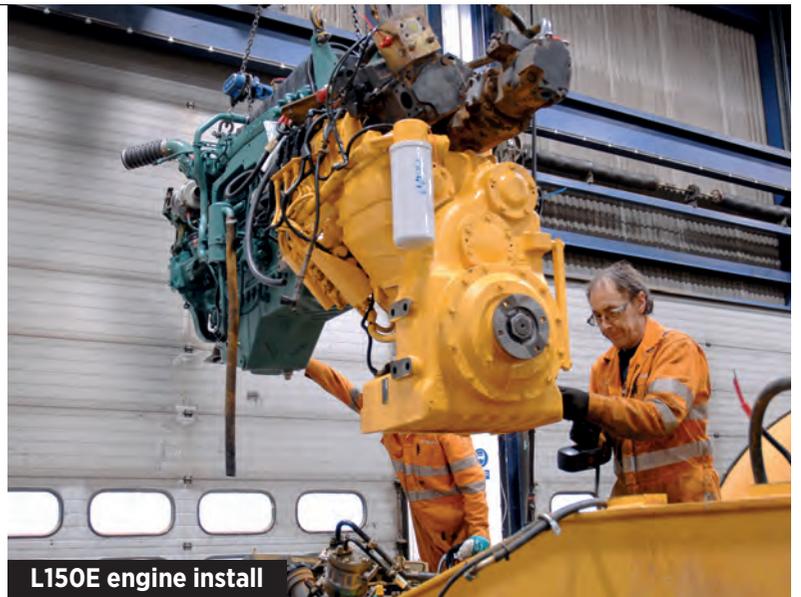
**A40D after**



CONTINUED OVERLEAF ➤



L150E before



L150E engine install



L150E loader frame fitted

### SATISFIED CUSTOMERS SAY:

**Neil Steer, Bristol Port Company:** "We appreciated SMT's approach to working with us on the project and the regular review meetings, not least that the work was completed in the allotted 12 weeks."

**Paul Drayton, Group Operations Director, New Milton Sand and Ballast:** "The quality of the refurbishment is very good and is a credit to SMT GB, and the communication was impressive. Anything outside scope was discussed upfront and agreed before any work was carried out so there were no surprises when we received our final invoice. It's the little touches that make the difference and the fact the floor mats and steering wheel had been replaced helped it to feel like a new machine."

**Bob Morton, Operator, New Milton Sand & Ballast:** "All the rattles and clunks had gone and the machine is now running like it's fresh out the box."



L150E after



# BREATHE NEW LIFE INTO YOUR MACHINE

Give your hardworking equipment the makeover it deserves while protecting your finances and the environment. By restoring your existing asset, the Volvo Certified Rebuild Program optimises your budget and the long-term value of your investment. Rediscover the strength, durability and power built-in to your Volvo machine.

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# A good relationship sparks new business at Wordingham Plant Hire Ltd

Wordingham Plant Hire Ltd of Binham near Fakenham, Norfolk, has opted for a package of Volvo compact excavators for the first time, thanks to a longstanding relationship with Volvo dealers, Contractors Equipment Sales Ltd of Norwich.

The machines were chosen by the company following a competitive demonstration and comprehensive machine evaluation and include two zero-swing 2.5-tonne ECR25Ds and five larger 5-tonne reduced-swing ECR50Ds. According to Director, Andy Wordingham “We’ve had a very good relationship with the team at CES for many years, and this has played a part in us deciding on taking Volvo compact

excavators for the first time. Up until now, we’ve run a mixed fleet of excavators but recently took the decision to standardise on our preferred models of three tonnes and above. Having had the machines on evaluation, with positive feedback from our operators and customers alike, we decided the Volvo machines would be our machines of choice.”

Joining a comprehensive range of equipment including telehandlers, site dumpers, backhoe-loaders, cherry pickers and site dumpers which are deployed on either operated or non-operated hire, the new ECR25Ds and ECR50Ds have been supplied with a full range of buckets and quick-fits by Contractors Equipment Sales Ltd (CES).

The zero or short radius swing excavator design provides exceptional stability and is ideal for working in confined spaces. Simultaneous control of slew and offset movements provides faster, more precise performance and all hydraulic functions are performed in total independence for more control and less delay when handling multiple tasks. An additional bonus is the ability to operate the wide range of hydraulic attachments using proportional control if required.

Automatic, two-speed travel engages when operating in high-speed mode, automatically shifting gear from high to low according to the travel load. Another feature for increased efficiency is the standard auto-idling system that lowers engine speed to idle if a control remains dormant for five seconds. The engine reverts to the pre-selected speed almost instantly when any control is moved. This system delivers lower fuel consumption, longer engine life and less environmental noise.

Established in 1987 by Managing Director, Peter Wordingham, Wordingham Plant Hire is very much a family-run business employing twenty-five people comprising machine operators, two mobile engineers and delivery drivers besides the members of the family. The company came about at that time simply because Peter, who had been a pig farmer up until then, wanted to hire a digger to repair a water pipe on his farm. "I couldn't hire one for love nor money, so decided to take matters into my own hands and bought a second-hand digger for myself. After that, the machine (and me) were in constant demand in the locality, so we gave up pig farming and haven't looked back since!" says Peter.

Today the company has a well-established portfolio of regular clients in the north Norfolk vicinity including bespoke house builders, Norfolk County Council and national aggregates suppliers operating in the locality. ■

Contractors Equipment Sales Ltd (CES) of Harrier Way, Norwich, is SMT GBs utility equipment dealer covering Norfolk and Suffolk marketing the full range of Volvo compact excavators from 1.5 to 9 tonnes in operating weight.



## SPECIFICATIONS:

### ECR25D

**ENGINE:**

1.1-litre low-emission engine developing 21hp

**OPERATING WEIGHT:**

2.5 tonnes

**REACH:**

Available with a choice of short or long dipper arms giving a reach of either 4.48 metres or 4.77metres

**DIG DEPTH:**

2.67 meters up to 2.96 metres.

### ECR50D

**ENGINE:**

Volvo D2.6A four-cylinder fuel efficient engine with 41.8hp.

**OPERATING WEIGHT:**

5.2 tonnes

**REACH:**

5.9 metres

**DIG DEPTH:**

3.6 metres

Eco-plus preset engine rpm modes and an auto-idle function let the operator make the most of the machine's power and economy. With load sensing, variable displacement hydraulics, plus flow sharing and proportional controls, the ECR50D also brings big machine capability to a compact package. With auxiliary lines and 75-litres/min oil flow, it offers much more than just the ability to dig holes.

# Skipton Properties zero in on a Volvo ECR355E

Replacing a four-year-old conventional thirty-tonne EC300E, Skipton Properties has opted for Volvo's recently introduced reduced swing radius ECR355E for its bespoke house building projects.

Skipton Properties is no stranger to owning and operating Volvo construction equipment products, currently using compact excavators, a loading shovel, an articulated hauler and an ECR145D reduced swing excavator. "The EC300 we've just replaced with this new reduced swing ECR355E didn't owe us a penny," comments Plant Manager, Roger Sadler. "We had 5,000 hours of trouble-free performance and enjoyed a very high residual value on it. In addition, the smaller ECR145 has proved the reduced swing concept for us and basically set the trend to go similar with the larger machine, so in all, it made total sense to replace the thirty-tonne machine with another Volvo."

Specialising in bespoke house building projects, Skipton Properties requires the performance and specification of a

thirty-tonne plus machine for the initial bulk muck shifting on project starts, besides lifting 1,200mm retention pipes, manhole rings and concrete sewage pipe sections weighing up to 7.25 tonnes. "The new reduced swing ECR355E gives us an added dimension on most of the sites we work on which are often very confined spaces", explains Roger. "Taking the optional dozer blade has been another good decision as it means the machine can clean up around itself and reduces the need for another machine on site."

The new Volvo ECR355E has been supplied on wider than standard 800mm track pads along with the optional factory fitted dozer blade specially extended to cover the width of the tracks. Thus configured, the rear tail swing of the machine's





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**“The new reduced swing ECR355E gives us an added dimension on most of the sites we work on which are often very confined spaces”**

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counterweight when across carriage is a mere 300mm allowing the ECR355E to work in extremely confined spaces. The equipment is in standard backacter configuration with a 6.2 metre monobloc boom and a 3.05 metre dipper arm together with a Tefra hydraulic quick hitch and a 66" wide 2m<sup>3</sup> heavy duty bucket. This combination gives the ECR355E a wide operating range with forward reach measured at 10.6 metres, a digging depth of 7.0 metres and a practical load over height of 7.8 metres. Weighing in at 37.5 tonnes, the ECR355E mounted on the wider 800mm track pads offers a generous lifting capacity of 4.37 tonnes at full reach across carriage in the worst position making it highly versatile lifting sewer rings into position as well as for bulk muck shifting. To further enhance the machine's versatility, the optional X3 rotation circuit has been added to the standard hammer shear circuit, and both converted to give the operator full proportional control of both functions. ■

Established back in 1986, Managing Director, Brian Verity, set about creating a quality house building company and over the years has assembled a team of highly skilled craftsmen and experienced site managers for Skipton Properties bespoke building projects in Yorkshire and Lancashire.



# First Volvo Rigid Hauler goes to E & JW Glendinning

E & JW Glendinning Ltd has taken delivery of the first Volvo rigid hauler to be sold in Great Britain which has been put in charge of hauling blasted material to the primary crusher at the company's Linhay Hill Quarry, Ashburton, Devon.

The model in question is a Volvo R70D rigid hauler, and although this is a new machine, it has a rich history that dates back more than 70 years to when the team of technical experts and engineers introduced the world's first off-road dump truck from the Volvo CE facility in Motherwell, Scotland. Now backed by the Volvo CE design and manufacturing core values the R70D, along with other models in the range, are built at the same facility that has produced rigid haulers for decades.

"We conducted a competitive evaluation of the rigid hauler market and since we have over twenty Volvo branded machines operating here at Linhay and our other facilities, concluded the best choice of hauler would be the new Volvo R70D," comments Richard Webb, Operations Manager of Quarry and Concrete Products for E&JW Glendinning.

"The new Volvo has a long-standing pedigree with its Terex heritage, and it carries on the work of our existing eighteen-year-old TR70 which has worked tirelessly here at Linhay. The R70D is well matched to our resident prime loading machine which is a Volvo L350F, dispatching the truck in just four passes. It will be working one single shift, five days a week, delivering

approximately 250,000 tonnes of material from the face to the processing plant per annum."

Powered by an MTU Detroit Diesel V12 engine developing 695 nett hp, the Volvo R70D achieves high performance and impressive maximum torque of 3323Nm at the relatively low engine speed of just 1350 r/min. On top of that, long service intervals and efficient use of fuel provide exceptionally low operating costs.

Electronic integration between the engine and transmission allows the hauler to achieve smooth gearshift quality for consistent momentum and acceleration on all hauling applications. Performance and fuel efficiency are enhanced by the integrated shift pattern system, which includes two transmission shift schedules – Power and Economy – for tailored performance on all hauling conditions. The operator can pre-select the transmission operating mode to adapt to varying haul loads. Meanwhile, the hydraulic systems provide necessary flow for cooling and actuation systems that provide the required productive performance for quick cycle times and efficiencies.

CONTINUED OVERLEAF >





Offering good material retention, the abrasion resistant 41.5m<sup>3</sup> high-capacity body is made of HARDOX 400 steel specification with exhaust heating to ensure clean dumping and minimal material carry-back and has a maximum payload of 65 metric tonnes.

Straightforward in design, the R70D is equipped with a frame assembly that incorporates a reserve of structural strength well beyond the requirements of every demanding job site condition. With a balanced weight distribution, thanks to a centrally mounted transmission and a low centre of gravity, all load impacts are equally distributed across the tyres, and a maximum speed of 57 kph is achieved through the six-speed Allison transmission.

Able to withstand extreme structural stresses, the rigid haulers high-strength chassis absorbs shocks and vibrations from road conditions and load processes for greater structural longevity and lower cost of operation through reduced maintenance.

Established in 1958, E & JW Glendinning produces quarry products, concrete products and asphalt from their facility at Linhay Hill Quarry Ashburton with satellite outlets strategically located in Plymouth and Exeter. They also produce high PSV gritstone chippings and asphalt from their Pigsdon Quarry operation located near Bude in North Cornwall. In addition to this, the company also operates a road maintenance division, contracting to private concerns and local authorities in Devon. ■



# A present for Collins' skilled operator, Liam

Collins Earthworks Ltd of Kirby-in-Ashfield, Nottinghamshire, has taken delivery of a Volvo EWR170E reduced-swing wheeled excavator for one of its top machine operators – Liam Schofield.

“Good machine operators and in particular, excavator operators are hard to find in this day and age and once you’ve found them, keeping them loyal to one’s business can be a challenge,” says Managing Director, Dave Collins. “That’s partly why we specify Volvo equipment for our plant fleet. Keeping our operators happy and contented is made easy thanks to the comfortable operating environments, first-class performance and the overall quality we find with Volvo Construction Equipment products,” he continues.

And an example of how Dave Collins keeps his employees happy can be found in the order for a new rubber duck for one of his star excavator operator’s – Liam Schofield. The new EWR170E has been specified akin to the proverbial Christmas Tree with a whole host of optional extras.

Launched in Great Britain at this year’s Hillhead exhibition, the 19.2 tonne reduced swing EWR170E lends itself to specialised digging and rehandling operations thanks to the two-piece boom arrangement that comes as standard. For Collins Earthworks, this





**I have a highly sophisticated machine, and I treat it as if it was my own! I would definitely say it's a marked improvement over the conventional EW160 in terms of responsiveness and general performance. It's very stable, too."** Liam Schofield – EWR170E Operator

has been enhanced further with the addition of an Engcon EC219 tiltrotator making the machine a highly flexible tool on sites.

Powered by a Volvo four-litre Stage-IV engine developing 152 net hp, providing high torque at low engine speeds, the EWR170E demonstrates ultra-low fuel consumption characteristics thanks to the machine's ECO-mode, which turns on automatically, optimising fuel efficiency whilst maintaining productivity. With the two-piece boom and shorter 2m dipper arm installed (to facilitate the Engcon tiltrotator), the machine provides generous dimensions within its digging envelope. For instance, the maximum dig depth is 5.2 metres, practical load over height is 6.69 metres, and forward reach is 8.7 metres.

On recommendation from Liam Schofield, Collins Earthworks has added a whole host of options to their new EWR170E. These include X3 rotation circuit, boom float, CDC steering control incorporated in the joystick, cruise control with creep speed, Volvo 360° smart view, luxury air-suspended seat, trailer hitches

on both the front blade and rear outrigger beam, trailer electrics and single acting trailer tipping hydraulics fore and aft, the maximum amount of additional LED working lights providing high illumination around the machine and a camera system mounted on the underside of the dipper arm beside the standard arrangements.

Liam (aged 27) has been with Collins Earthworks for the past couple of years and previously operated an EW160E until his new charge arrived, and is a self-confessed machine nut. "When I left school I worked as a greenkeeper at the local golf course operating the machinery, tractors and lawn mowers," he explains. "It wasn't long before I wanted to get to grips with larger pieces of kit and so I got my CPCS card for operating excavators back in 2014 and progressed from there. Dave (Collins) asked me what I wanted on the new machine and I basically got everything I asked for, so now I have a highly sophisticated machine, and I treat it as if it was my own!" He continues to remove his boots when

CONTINUED OVERLEAF >



entering the cab, saying "I would definitely say it's a marked improvement over the conventional EW160 in terms of responsiveness and general performance. It's very stable, too."

Collins Earthworks revealed it has been quoted as "Nottinghamshire's fastest growing business for the second consecutive year and has come in at sixth place overall in terms of employment growth", according to The East Midlands Top 200 list and report (published by the regional office of business, Grant Thornton UK with the CBI, 9 May 2018). The list is compiled using the most recent publicly available accounts of companies that are run and managed from the area, highlighting the region's 200 fastest growing companies by profit growth.

Furthermore, Collins Earthworks Ltd has been identified as one of The London Stock Exchange's *1,000 Companies to Inspire Britain*. The report recognises the UK's fastest-growing and most dynamic small and medium-sized businesses across the UK. To be included in the list, companies need to show consistent revenue growth over a minimum of three years, significantly outperforming their industry peers. More detail on the methodology can be found in the report online at [www.1000companies.com](http://www.1000companies.com).

The company has also picked up a prestigious RoSPA Gold Award last year in recognition of its practices and achievements in helping its staff get home safely at the end of the working day.



Liam Schofield standing proudly next to his new machine ►



# New Venture, New Volvos for H & H Waste Management

H & H Waste Management Ltd, part of the Hoban Group, has taken delivery of a Volvo L180H and an EW240E material handler for its recently acquired waste handling facility located at Aylesbury, Buckinghamshire.

Both machines are the first Volvos to be purchased by the company to handle a range of material from residual (black bin waste), through to wood, industrial waste, concrete and rubble. The new 28-tonne loading shovel has been fitted with a heavy-duty 4.8m<sup>3</sup> hi-tip bucket supplied by Ulrich attachments, together with 26.5R25 solid wheel and tyre assemblies to counter general wear working on the concrete pad. The EW240E MHE was ordered following a successful demonstration and evaluation by H & H Waste Management at the Aylesbury facility.

“We opted for the Volvo shovel as we consider it to be the best on the market in terms of productivity, reliability and ultimately, its residual value,” explains Managing Director, Michael Hoban. “The material handler accomplished all the activities required of it while on demonstration and the two machines complement each other well.”

H & H Waste Management’s newly acquired MRF receives waste from London, Buckinghamshire and Oxfordshire, the majority of which is hauled by Hoban Ltd’s fleet of forty walking floor bulk trailers. ■



“We opted for the Volvo shovel as we consider it to be the best on the market in terms of productivity, reliability and ultimately, its residual value.”

## SPECIFICATIONS:

### L180H LOADING SHOVEL

- **ENGINE:** 13-litre stage-IV final engine developing 333hp in a relatively low rpm range of between 1,300 and 1,400 rpm
- Volvo manufactured driveline components include:
- Volvo Eco-pedal, which encourages the operator to run the machine at its optimum rpm in the engine’s torque curve and its speed has been restricted to a maximum of 20mph

### EW240E MATERIAL HANDLER

- **ENGINE:** Six-cylinder Volvo engine developing 171 nett hp
- Pump flow is controlled for combined equipment and slewing operations to reduce the flow loss through the overload relief valves, whilst maintaining lift capacity and maximum swing torque
- Hydraulically raised and lowered cab with a maximum elevation of 5.7 metres

### H&H WASTE MANAGEMENT SPECIFICATION

- 6.5m straight boom
- 4m sorting arm
- Dehaco 800L selector grab

### Thus rigged, the EW240E Material Handler provides:

- Maximum forward reach of 10 metres
- Maximum height of 12 metres measured at the attachment pin
- 3.7 tonnes lifting capacity at maximum reach across carriage with its outriggers down
- To facilitate grab rotation, the machine is equipped with x3 hydraulics along with x1 hammer/shear hydraulics and hose rupture valves fitted as standard



# Calder Masonry ups production with a Volvo EC750E

Calder Masonry Ltd has opted for a seventy-five tonne Volvo EC750E as production increases at its sandstone quarry in Morley, West Yorkshire.

Established in 1994, Calder Masonry Ltd acquired the Britannia Quarry and production facility in Morley, Leeds, 18 months ago from its previous owners. Since then, and having uncovered fresh reserves of the local Woodkirk Yorkshire buff sandstone, it has invested heavily as part of a strategy to significantly increase production and sales.

“When we moved here, the quarry, offices and workshops were somewhat run down. We’ve spent the last 18 months turning the situation around,” explains Managing Director, Ian Howgate. “We inherited some pretty tired plant and equipment when we took over the business. With at least 25 years of available reserves in the quarry and increasing demand for the

product, we knew that we needed a serious machine for the critical block extraction process. Following a competitive tender process which included third-party references and site visits, we decided that the Volvo EC750E was the right machine for us.” The machine’s primary function is to prise out sandstone blocks in situ, weighing anything up to thirty tonnes, using both the ripper tooth and bucket. These are then carried to the cutting sheds and sawn into slabs which are then either sold on to the trade nationwide or used by Calder for the production of other building products including walling, paving, window/door surrounds and bespoke commissions such as fireplaces and memorial stones.





“Our Woodkirk Yorkshire buff sandstone is a high quality and extremely versatile material that is used in all types of applications ranging from large-scale public projects over a number of years, to building material for commercial and residential properties down to bespoke fireplaces and other stone features,” says Ian.

And he should know what he is talking about, being a skilled sculptor and stone mason himself. “I’ve had a particular association with the quarry here in Morley since I was a four-year-old lad when my father worked here for many years and I did my apprenticeship here. So now, for me to return as Managing Director is a dream come true,” he continues. “Investing in our new EC750E is the way forward and part of our overall strategy to take the business to the next level. We are looking forward to the machine performing well for us in the future!”

Calder Masonry Ltd has the sole rights to Woodkirk Stone and is honoured to follow in a proud tradition, extracting stone more than 175 years after the first block was pulled from the same location. The company is one of the largest producers of dimensional Yorkstone in the UK, supplying Woodkirk stone nationwide as well as to the Republic of Ireland. A dedicated management team and a total of 33 employees involved in the day-to-day business of extracting the stone from the quarry and processing it through its on-site factory ensures customers receive a premium product and service. ■

## SPECIFICATIONS:

16-litre Stage-III V-ACT engine developing 533 nett hp

A maximum torque of 2570Nm is achieved at just 1350r/min and this, in conjunction with the machine’s advanced hydraulic system, ensures maximum fuel efficiency is achieved through every work cycle.

**Calder’s EC750E has been equipped in Mass Excavation configuration complete with:**

- Hydraulic coupler
- Heavy-duty 4.4m<sup>3</sup> extreme rock bucket
- Heavy-duty ripper tooth

**Thus equipped, the EC750E provides:**

- Maximum breakout force of 383 kN
- Tearout force of 337kN

**The combination of the 6.6m boom and 2.9m dipper arm (mass excavation) gives:**

- Maximum reach of 11.46 metres
- Dig depth of 7.2 metres

# ARE YOU READY TO LIVE IT. DIG IT?

Our **unique events** are back for 2019! At **LIVE IT. DIG IT.** you can try Volvo machines in a **real-life setting** and we have a selection of excavators, wheel loaders and articulated haulers **for you to try.**

Excavators available to try include our largest in the range, EC750E, our zero tail swing ECR355E and the EC220E which will be fitted with Dig Assist. This is the first time Dig Assist has been shown in GB. The brand new EC200E will also be available along with other favourites including the EC140E and EWR170E.

The L260H Wheel loader will be available to drive for the first time in GB alongside the L90H. As a star attraction, the A60H will also be available to drive for the first time in GB, and this will be fitted with Haul Assist alongside the A40G.

The SD160 soil compacter will be there, fitted with Compact Assist and representing the compact excavator range will be the brand new EC60E shown for the first time in GB along with the new ECR18E and ECR88D, ECR25D and the EW60E.

18

Strictly over 18s only\*

\*Under 18's cannot be admitted onto site for Health & Safety reasons.



**LIVE IT.  
DIG IT.**

**REGISTER TODAY!**

[www.volvoce.co.uk/digvolvo](http://www.volvoce.co.uk/digvolvo)

**IT'S AN EVENT  
NOT TO BE MISSED,  
WE LOOK FORWARD TO  
SEEING YOU THERE!**

**You** 

Watch the videos:

See how Ashcourt Group

**LIVE IT. AND DIG IT.  
EVERY DAY!**

[www.youtube.com/SMT\\_GB](http://www.youtube.com/SMT_GB)



# SMT GB through to the Volvo Masters Final

Pride and sweat. Passion and inventiveness. At the Volvo Masters competition, people with different nationalities, cultures and languages meet with one thing in common: exceptional skills. This is a worldwide tournament held by Volvo Construction Equipment to find the best team of service and part technicians.

The competition is organised in different rounds, starting at dealer level and then leading up to the World Final. The teams face theoretical questions regarding products, practical trouble shooting on the machines, parts and service according to Volvo protocols and standards.

Layton Ryzy, Craig Spence and Michael Christer make up the GB team, led by team leader, Tom McNair and their journey began in January 2018 where questions were published for individuals to answer and enter themselves into the competition. Seven teams took part in the GB final, and the challenges consisted of six practical stations where the teams had to troubleshoot a selection of faults on varying types of machine. Scoring was extremely close during the practical round, with only 25 points between first and last positions, out of a possible 350 points overall.

The winning GB team then travelled to the Hub Final in Konz, Germany, in June where they competed against Azerbaijan, Belarus, Cuba, Denmark, Finland, Georgia, Iceland, Norway,

Russia, Sweden and Ukraine. Sweden, Finland and GB placed in the top three, winning a place at the Region EMEA final taking place in Dubai in November 2018.

Once again the team faced stiff competition and weren't the only team from SMT competing. SMT Netherlands, Ghana and the Democratic Republic of Congo were also there to represent SMT. Other competing teams included Ghana, Sweden, Finland, Germany, France, Turkey and United Arab Emirates.

In a prize-giving ceremony, the three winning teams were announced as SMT GB, SMT Netherlands and Germany. These teams will now meet competitors from the other regions (APAC, the Americas and China) in a final Global competition. This final leg of the competition will take place from March 21–28 in Eskilstuna, Sweden.

Team GB won the trophy in 2013/14 so are hoping to bring it back once again. We wish them the best of luck in the final and will share their progress on social media, so stay tuned to see how they get on. ■

**Team SMT GB**



Layton Rzyz



Craig Spence



Michael Christer



Tom McNair



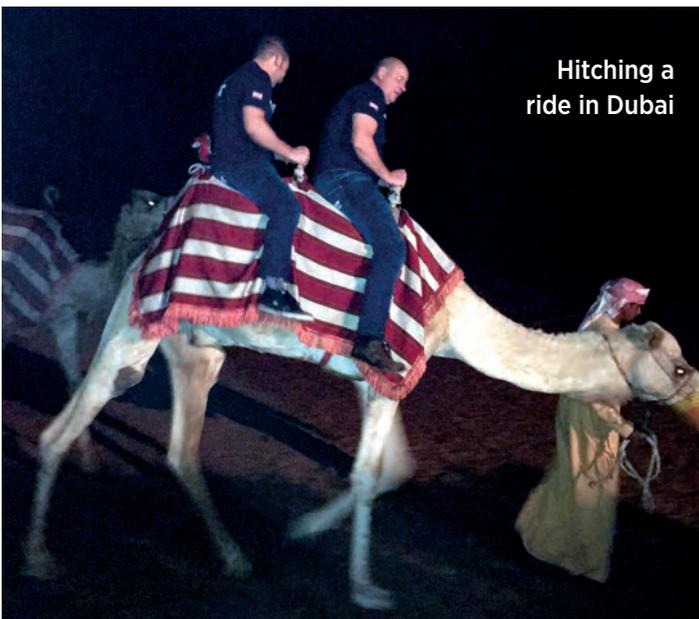
Team GB competing in Konz, Germany



Team GB competing in Dubai



All the teams from SMT at the Region EMEA final



Hitching a ride in Dubai



The Region EMEA finalists in Dubai

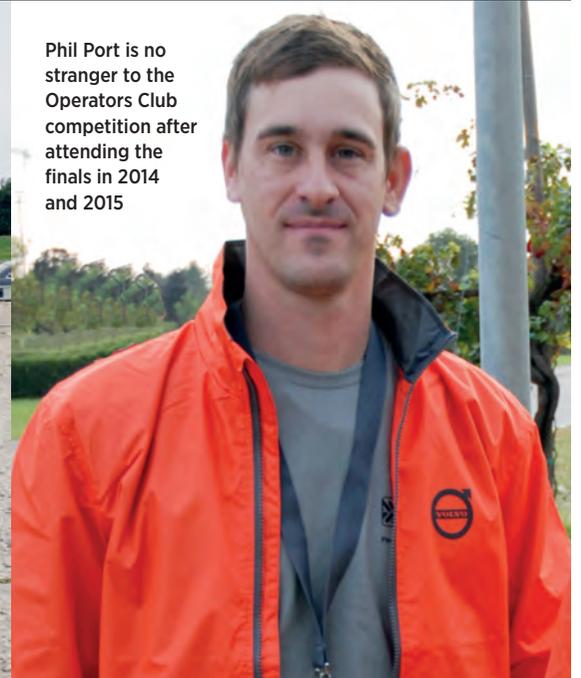
# NOT CURRENTLY A MEMBER OF THE VOLVO OPERATORS CLUB? JOIN THE BEST.



[www.volvoce.co.uk/operatorsclub](http://www.volvoce.co.uk/operatorsclub)



Phil Port is no stranger to the Operators Club competition after attending the finals in 2014 and 2015





## Plenty to look forward to in 2019

This year promises to be a good year for operators with not one but two Volvo events taking place as well, as the usual round of regional shows.

### **TWO SMT LIVE IT. DIG IT. EVENTS**

Yes, you've read that right, we have two of these exciting events taking place this year: the first of these takes place in Reading from 10-11 May, the other in Burnby, near York, from 17-18 May. These events are a great opportunity to try other Volvo machines to the ones you usually drive, and also speak to our staff to find out about the latest machines, updates and support services that we offer. Hard hats and high-vis vests will be provided, but please bring suitable footwear. Places are limited, so to register your place today at: [www.volvoce.co.uk/digvolvo](http://www.volvoce.co.uk/digvolvo).

### **TWO GB CONTESTANTS IN OPERATORS COMPETITION HEATS**

This year, we have Lewis Jarman and Phil Port and their partners who will be heading to Eskilstuna in Sweden for the Operators Club Finals in October representing SMT GB.

Both Lewis and Phil placed third and fourth at last year's Hillhead event where any operator could compete in the Operator's Club challenge at the SMT stand.

You don't have to drive a Volvo for a living to take part as long as you have a licence, so why not give it a go at next year's Hillhead?

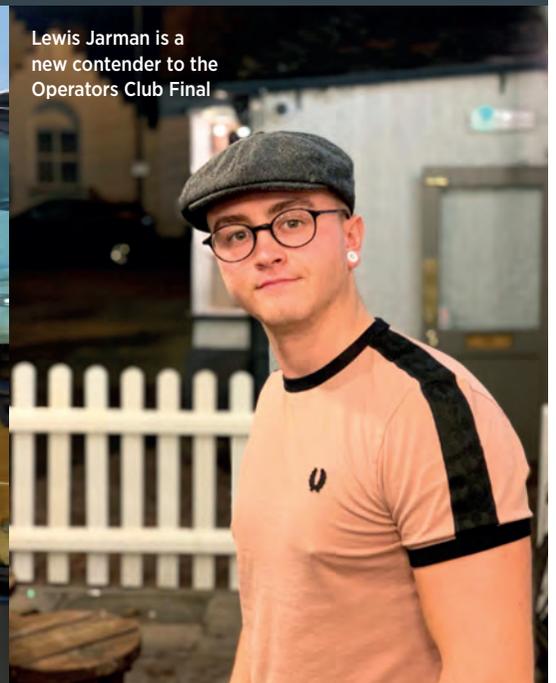
### **SMT MERCHANDISE ON OFFER ON OUR WEBSITE**

As well as the usual top quality Volvo merchandise on offer (kids toys, clothing and models), we now have a new merchandise web portal that offers some fun SMT merchandise.

Remember that as a member you can get 10% off by using the Operators Club discount code when ordering.



Lewis Jarman is a new contender to the Operators Club Final





**“We all like Volvo without fail – it’s the number one brand on the market and I rate it the best of all the plant I’ve driven over the years.”**

**STEVE  
PROBERT**



**I love driving Volvo's 160 rubber duck which I've operated for the past four years.**

## Member profile

**Name:** Steve Probert

**Member number:** 1601

**Company:** Prichards

**Member since:** 04/01/2015

Steve is based in Llantrisant in South Wales and works for Prichards (Tom Prichard Contracting Ltd) as their demolition supervisor, and has been doing so for the past ten years.

Steve says, "I've been driving all kinds of plant since leaving school and I really love it. I've worked in all types of civil engineering and plant hire, but my favourite is demolition. I love driving Volvo's 160 rubber duck which I've operated for the past four years."

### How did you hear about the Operators Club?

Through talking to a friend who is also a member and operator.

### What made you join the club?

To learn more about the best machines on the market.

### What do you like about being a member?

You get to see other people enjoying a very good make of machinery and you find out about the latest Volvo equipment.

### Do you interact with other operators Club members?

Yes – I know a few of the other members, ones who I work with. We all like Volvo without fail – it's the number one brand on the market and I rate it the best of all the plant I've driven over the years.

## WANT TO FEATURE IN A MEMBER PROFILE?

Email [marketing@smtgb.co.uk](mailto:marketing@smtgb.co.uk) and for every profile printed we will send you a pack of Volvo merchandise worth £50!

### Terms and conditions:

To submit an entry, you must be a member of the Volvo CE Operators Club in Great Britain and operate/own a Volvo machine. The editor's decision on profiles to publish is final.

The selection of merchandise will be chosen at random and subject to availability at that time. Items cannot be exchanged unless faulty.

# SMT GB supports Rainbows Hospice Annual Fireworks night

The event took place on 3 September 2018 and SMT GB attended alongside Aggregate Industries, Collins Earthworks and CRH Plant Hire at Leicester Racecourse. This family-friendly event consists of two firework displays, a huge bonfire, funfair and food stalls, all to raise money for the Rainbows Hospice.

On display at the event was Aggregate Industrie's new P9820C paver which had been wrapped in Rainbows' livery to help raise the profile of the charity as the paver begins work on key infrastructure projects, including the A14. Collins Earthworks also brought along a Volvo A30G and EW160E for display while SMT GB had a Volvo simulator for people to try.

SMT GB also donated raffle prizes of toy models and a LEGO Technic model. The total raised by raffle ticket sales and donations collected at the simulator and other machines amounted to £5,464, and the event raised over £45,000 in total.

Colin McKenzie (National Sales Manager, Road Machinery at SMT GB) also won a raffle prize of Manchester United stadium

tour tickets which he immediately put up for auction to the highest bidder within SMT, and a further £200 was raised for the charity. Ian Longdon (Area Sales Manager) was the highest bidder, and the tickets were gifted to his son, who is a big Manchester United supporter, for Christmas.

Rainbows Hospice for Children and Young People provides specialist respite, palliative and end-of-life care to children and young people with life-limiting or life-threatening conditions and support to their families and friends in the East Midlands. Rainbows have 12 beds and aims to provide 1:1 care wherever possible on a needs led basis for all children and young people who use their service. ■





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# IN OTHER NEWS...

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## SMT Apprentices graduate

Following four years of study and workplace learning, Tom Poulter, Jake Holland, Ryan Bradshaw, Ryan Redding, Sam Woodward and Adam Broddley have now qualified as engineers. A graduation event was held to celebrate our inspiring apprentices who completed their qualification in 2018 and represent the remarkable and increasing talent at SMT GB.



Tom Poulter



Ryan Redding

**Nick Allen, SMT GB CEO, presents the newly qualified engineers with their certificates.**



Jake Holland



Ryan Bradshaw



Sam Woodward



## SMT Engineering Award Winners

Continuing our support with KS3 and KS4 students in Design and Technology at Swavesey Village College, this year's proud winners, Erica Fox and Archie Allen were selected for our unique SMT GB Engineering Award based on their excellence in the classroom, project work and their attitude and enthusiasm for the subject.

## Keeping it in the family

Peter Matthewman, Leading Hand at Immingham is this year celebrating 20 years' service with SMT GB. Not only that, Ryan Matthewman (Peter's son) is also celebrating 10 years' service with SMT GB. Both are pictured receiving their long service awards.



# GETTING SOCIAL...

We love seeing pictures of your machines in action. Below are our favourite posts from across social media.

twitter 

@ChepstowPlant: This #Volvo L250H is literally everything



facebook



Steelwrist UK:  
Another Viking lands on Orkney SMT GB Volvoce #steelwrist



@pesplant: Joe Burrige from Quintrell Downs in Cornwall has used our services for many years, and we were happy to help again by supplying a good used Volvo EC27C, along with a new flail head. #construction #digger @SMT\_GB

RPA Media:  
Liam Schofield's Collins Earthworks Ltd new mount. The all singing, all dancing SMT GB EW170 with engcon UK Ltd tily.



@awdemolition: EC700 sat waiting rigged up with Lehnhoff and our 7ton Trevibenne shear!



@northerntrack @WorsleyPlant #Demolition #Shear #Lehnhoff



Engcon UK Ltd: Some fantastic photos from our friends at Lakeland Earthworks. SMT GB Volvo EC140E with engcon EC219 shaping bunkers on a golf course. #Engcon #EC219 #Volvo #EC140E #SwedishPower #TheNobleArtofDigging



Instagram

bmexcavations: Lovely little site at West Linton brash racked this week. #forestry #bmexcavations #steelwrist #volvoce #itsonlyadigger #makingbigbank

YouTube

Live It. Dig. It.  
Find out how Daimon, Adam and Emily Live It. Dig It. with Volvo excavators everyday: [www.youtube.com/SMT\\_GB](http://www.youtube.com/SMT_GB)



austinroot\_130: If you want it, work for it



**First Rigid Truck in GB**  
E & JW Glendinning Ltd has taken delivery of the first Volvo rigid hauler to be sold in Great Britain which has been put in charge of hauling blasted material to the primary crusher at the company's Linhay Hill Quarry, Ashburton, Devon: [www.youtube.com/SMT\\_GB](http://www.youtube.com/SMT_GB)

Join in the conversation:



/SMTGreatBritain



@SMT\_GB

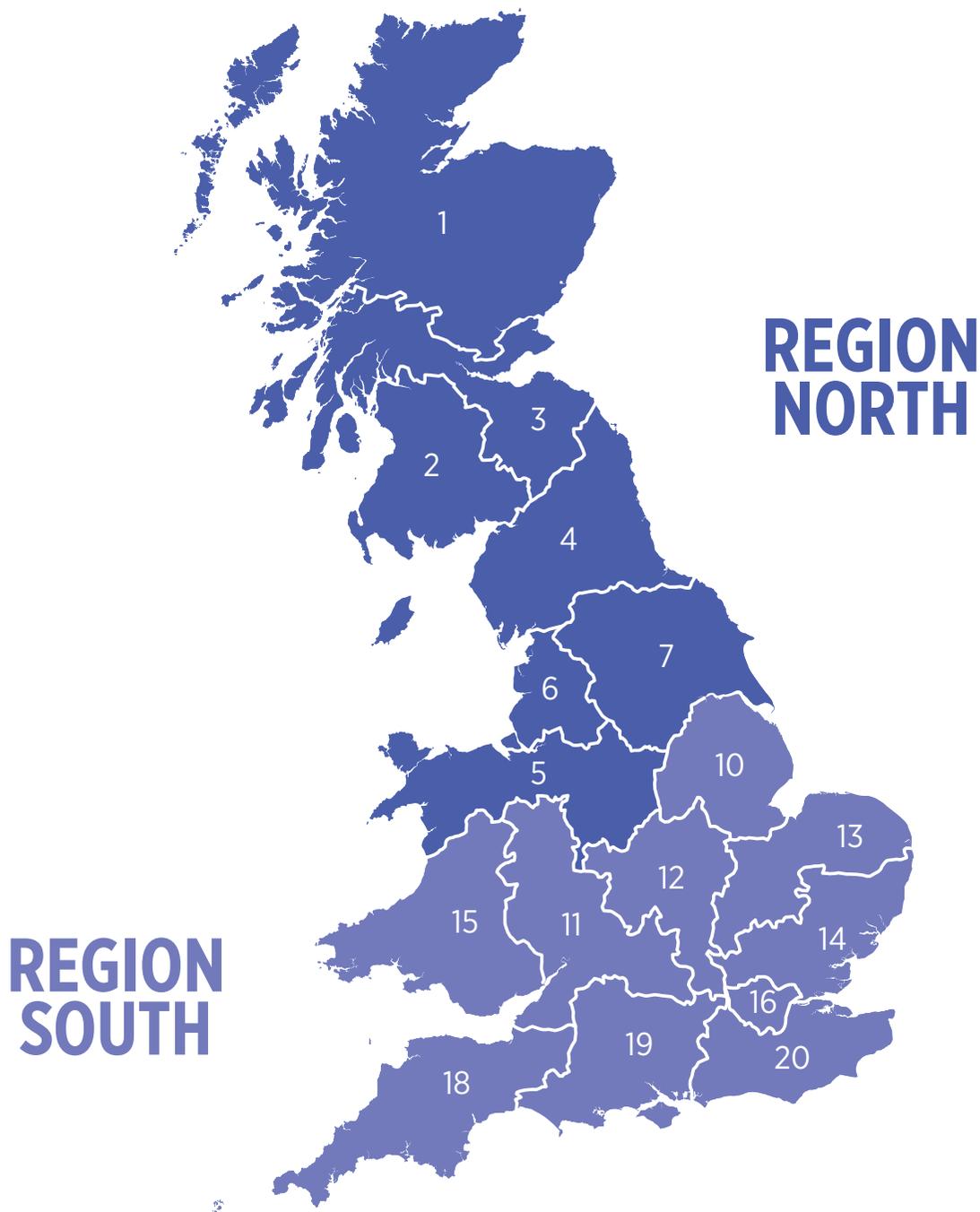


/SMT\_GB



@SMT\_GB

# SMT GB SALES TERRITORIES



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- 1. Richard Cochrane** 07966 346294
- 2. Gerry Logue** 07974 973 469
- 3. Derek Kidd** 07974 973 505
- 4. Mark Need** 07590 170 390
- 5. Ian Longdon** 07974 973 420
- 6. Ed Taylor** 07974 973 480
- 7. Paul Martin** 07970 615 343

## REGION SOUTH

**John Beard** 07974 973 543

- 10. Paul King** 07974 973 419
- 11. John Jenkins** 07966 346 244
- 12. Tim Popplewell** 07966 346 241
- 13. Roy Thompson** 07974 973 438
- 14. Sophie Carter** 07540 156 733
- 15. Dean Ackerman** 07813 086 095
- 16. Phil Stock** 07803 400 779
- 18. Richard Shelbourne** 07974 973 430
- 19. Neil Cooper** 07815 738 353
- 20. Neil Cooper (Sussex & Surrey)**  
**Phil Stock (Kent)**

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## ROAD MACHINERY

**National: Colin Mackenzie** 07974 973 459

**North: Matthew Sheridan** 07795 645 981

# VOLVO UTILITY EQUIPMENT



## VOLVO UTILITY EQUIPMENT DEALERS

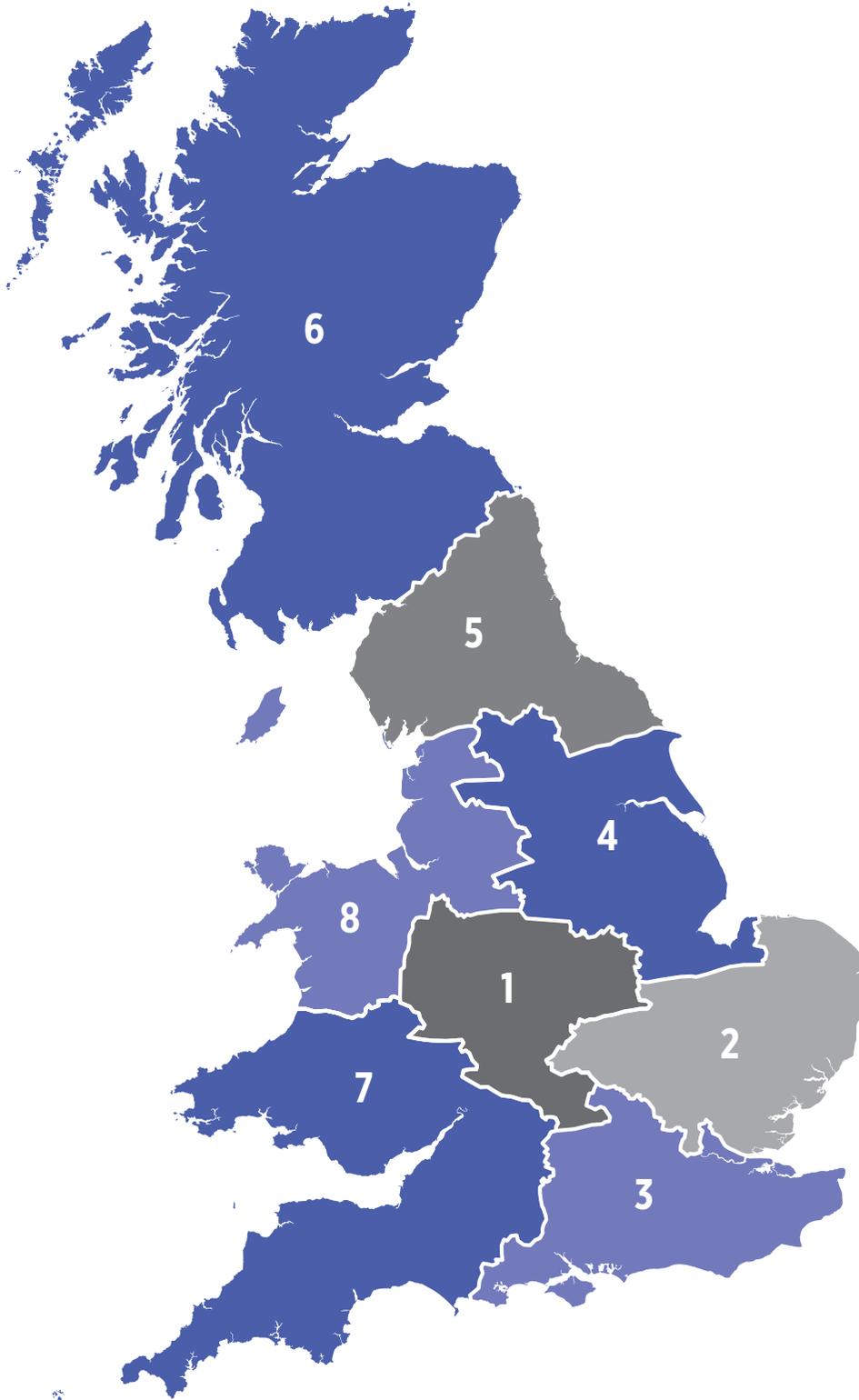
- A** **CS Machinery Sales Ltd**  
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calum@csmachinerysales.com
- B** **Rockbreakers**  
01506 824 652  
jason@rockbreakers.co.uk  
tommy@rockbreakers.co.uk
- C** **John Nixon Ltd**  
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mikehaskayne@nixonhire.com
- D** **Chippindale Plant Ltd**  
01132 632 344  
sales@chippindaleplant.com
- E** **Mona Tractor Co Ltd**  
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johnjones@monatractors.co.uk
- F** **Howard Plant Sales Ltd**  
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- G** **Charlie Flaws**  
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- H** **Cambrian Plant Sales**  
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- I** **SM Plant Ltd**  
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- J** **Capital Plant Solutions**  
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- K** **Contractors Equipment Sales Ltd**  
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andy@contractorsequipment.co.uk
- L** **Plant & Engineering Services Ltd**  
01392 882 220  
mike@pesplant.co.uk (Devon and Cornwall)  
laura@pesplant.co.uk (all other counties)
- M** **Glosrose Mechanical Handling**  
01622 880 669  
enquiries@glosrose.co.uk



**Plant & Engineering Services Limited**



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**01403 739460**

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Southwater, Horsham  
West Sussex RH13 9RT

## 4 IMMINGHAM

**01469 540806**

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North Killingholme  
Immingham DN40 3JY

## 5 NEWCASTLE

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Co Durham DH3 2RR

## 6 STIRLING

**01786 471199**

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Springkerse Ind. Estate  
Stirling FK7 7SP

## 7 TREForest

**01443 841060**

Treforest  
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## 8 WARRINGTON

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Clayton Road, Birchwood  
Warrington WA3 6PH

One number for the nearest SMT GB Customer Support Centre:

**0870 600 1112**

[www.smt.network](http://www.smt.network)

# Word Search competition

YOUR CHANCE TO WIN THE NEW L350H SCALE MODEL



The first three correct entries to be drawn will win this amazing prize of a detailed Volvo Wheel Loader L350H in scale 1:50.

The five lucky prize winners from THE VOICE magazine competition edition 34 were:

- Gary Nixon - Brampton      ■ Wayne Southby - Sevenoaks
- Richard Tew - Bugbrooke    ■ Julie Lishman - Viacarnforth
- Stephen Dell - Peterhead

Congratulations!

Can you find all the words in the puzzle? There are twenty words listed to find.

To enter the competition, simply highlight or circle the words and either scan and email this page to: [marketing@smtgb.co.uk](mailto:marketing@smtgb.co.uk)

Or post to: **Word Search competition**  
**Freepost SMT GB**

PLEASE REMEMBER to include your name, address, phone number and email address when submitting your entry so that we know who you are.

**TERMS & CONDITIONS:**

The judges decision is final. The first three correct entries drawn will be deemed prize winners. Each prize winner will be notified by email and the list of winners posted in the next edition of THE VOICE magazine. We reserve the right to amend the selection of merchandise subject to availability at the time of the draw.

The competition is not open to SMT GB or Volvo employees or their families.

**CLOSING DATE:**  
21 June 2019



Y	W	K	B	G	X	V	T	H	E	B	E	A	S	T
A	U	E	H	D	Q	F	O	Q	U	F	X	P	I	I
M	Q	B	A	E	O	P	E	R	A	T	O	R	M	E
F	J	D	U	M	V	J	N	K	R	O	J	S	L	D
O	G	N	L	O	S	B	U	R	N	B	Y	O	Z	W
H	U	R	A	N	Y	T	S	I	S	S	A	G	I	D
T	N	E	S	S	I	E	N	A	R	D	U	M	P	I
N	Q	T	S	T	A	G	R	R	E	A	D	I	N	G
O	U	S	I	R	A	W	J	O	B	Q	G	J	U	T
M	A	I	S	A	F	E	T	Y	F	S	L	L	I	H
K	R	G	T	T	W	P	Z	A	P	E	U	J	R	E
Z	R	E	L	I	A	B	L	E	V	K	B	Y	O	B
J	Y	R	Q	O	P	V	Y	B	Q	J	I	Y	X	E
B	Q	L	K	N	D	I	G	V	O	L	V	O	R	S
P	U	N	G	I	S	G	A	S	H	C	O	U	R	T

- Month of May
- Reliable
- Demonstration
- Reading
- Burnby
- Quarry
- Dig Assist
- Try before you buy
- Ashcourt

- Hills
- The Beast
- Haul Assist
- Load
- Operator
- Safety
- Register
- Sign up
- Dig the best

**PLUS...**  
**Mystery phrase (3, 5)**

Name: \_\_\_\_\_  
 Email: \_\_\_\_\_  
 Telephone: \_\_\_\_\_

Address: \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

Please tick this box if you would like to receive updates from SMT GB by email  Your details will not be passed on to any other company.

Post Code: \_\_\_\_\_

# PLANTWORX

## SAVE THE DATES



**11 - 13  
JUNE**



**East of  
England Arena,  
Peterborough**



**Keep an eye on  
social media for  
further updates**



**The latest compact  
Volvo machines  
will be on display**

