



# THE VOICE

THE NEWS JOURNAL OF VOLVO CONSTRUCTION EQUIPMENT IN GREAT BRITAIN

Edition 30 July 2017



**The beast has arrived...**

Read more on pages 6-11

# REACHES FURTHER, LIFTS HEAVIER



The Volvo EC27D is a stand-out machine: the best in its class in terms of power and reach. With over 42 kN of combined digging forces, this 2.7 tonne excavator beats the competition in both side lifting and front lifting – and with an exceptionally large operating range of up to 4.7 metres. Intuitive controls, excellent stability and the industry-leading Volvo cab environment together make the EC27D the operator's choice. Auto-idle and automatic engine shutdown reduce noise, cut fuel consumption and reduce maintenance costs while helping to ensure a higher resale value when the time comes to trade it in. Although, with your authorised Volvo dealer supporting you with maintenance and servicing, you won't be needing to trade this machine in for a long time.

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**Volvo Construction Equipment**





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## EDITORIAL LETTER

# Moving forwards...

Hello and welcome to edition 30 of **THE VOICE** magazine – the voice of Volvo Construction Equipment in Great Britain.



In the last edition of **THE VOICE** the pre-production A60H was just starting out on its tour of Great Britain. The tour is now complete and you can find out what 'The Beast' got up to on pages 6–11. The A60H is now in production and we can't wait to see the first machines arriving in GB.

In March we held our largest ever demonstration days which you can read about on pages 36–39. These events saw the Live it. Dig it. campaign brought to life and gave visitors the unique opportunity to try Volvo machines in a real-life environment. They proved to be really popular so keep an eye on **THE VOICE** and social media for updates on future plans!

In other exciting news, you will see overleaf that the GB dealership has been acquired by Volvo's long-term distribution partner SMT Group and will soon become an independent Volvo dealer. As Managing Director Nick Allen mentions in the article, the acquisition will allow the GB dealership to become even more agile and our focus to deliver industry leading products and customer service to our customers will continue.

Looking back in time now and on pages 18–21 Paul Bacon, owner of Cambridgeshire Sand & Gravel has recently renovated and put to work a BM621 which was originally made in 1973. This machine has undergone a vast transformation and is now working alongside the firm's other vintage vehicles.

In addition to these stories we also take a look at how Chepstow Plant are increasing their focus on ADT safety and operator training on pages 26–29 with the help of Volvo simulators and how LKAB Minerals are putting a new L90H to work at one of the largest refractory recycling plants in the country.

I hope that you enjoy the latest edition of **THE VOICE**. This is very much your magazine so if there is anything you would like to see more of, please let me know.

### Amy Metcalfe

Marketing Manager

## THE VOICE

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## **Volvo CE to divest British dealership to SMT**

Volvo Construction Equipment (Volvo CE) has announced that it is divesting its wholly owned British dealership to long-term distribution partner SMT.

The deal was signed on 4 July 2017 and will now be followed by an employee consultation period before becoming effective (intended to be on 31 August 2017). The sale includes the distribution rights for Volvo-branded construction equipment machines, parts and aftersales in Great Britain, as well as Volvo Construction Equipment Great Britain's headquarters in Duxford, Cambridgeshire, its nationwide operations, most other assets and the transfer of all employees. The existing management structure will remain in place.

SMT is already an established Volvo Group distribution partner, distributing Volvo CE products and services in the Netherlands, Belgium and Luxembourg, as well as 18 African nations, including Algeria, Morocco and Nigeria. Part of the SDA Holding group, SMT had revenues in 2016 in excess of €350 million, and is a distribution partner for other Volvo Group companies.

### **Right strategic partner**

"We feel that further growth in Great Britain is best achieved under the ownership of a strong independent dealer. We believe SMT, with its impressive record of accomplishment in the construction equipment market, is the right strategic distribution partner to grow and invest in this important European market long term," says Carl Slotte, president of Volvo CE's Europe, Middle East and African sales region.

Nick Allen, MD of the British dealership, believes the acquisition will allow the dealership to become even more agile and enable them to continue to deliver industry leading customer service to its customers. "SMT really understands what it means to represent Volvo, so I am confident that we are in safe hands – we are excited at the prospect for developing the business further under our new owners," he says.

Commenting on the acquisition, SMT's CEO, Jérôme Barioz, says: "This acquisition is an important part of SMT's growth strategy, and joins our successful recent purchases of Volvo CE distribution businesses in Benelux and Morocco. We respect what has been achieved by the Volvo team in Great Britain and under SMT ownership we are committed to investing in its future success, one driven by offering the highest standards in services to customers."





# Volvo A60H... The Beast



**has arrived**

# Could Volvo's largest articulated hauler, the A60H, give the muck-shifting sector a much-needed shot in the arm?

**Geoff Ashcroft** takes a look at what could easily be the new 'King of the hill'

Black and round are obvious adjectives when it comes to tyres. But in the case of Volvo's A60H, the truck's initial development would never have got off the drawing board were it not for three tyre firms making a serious commitment. That undertaking was to develop and manufacture an all-new 33.5 R29 tyre – specifically for the A60H – to underpin this mega muck shifter, and that's because using the A45's 29.5 R25 'boots' was just not possible with the greater payload.

When approached over five years ago, Bridgestone, Goodyear and Michelin all stepped up to their moulds, giving Volvo the essential chunks of black and round rubber it needed to finally make the A60H happen. Since then, the three tyre firms have found supplementary markets for the 33.5 R29's, as motor scrapers were also found to have reached their limits with existing tyre technology.

With A60H production about to start, having access to multiple tyre sources and worldwide availability will no doubt be a key factor in the future buying process for those looking to add Volvo's latest hauler to their fleet. Those waiting patiently for the A60H on the used equipment market will no doubt be pleased about such long-term tyre availability.

For Volvo, having its sixty tonner underpinned by such a huge commitment does give capacity to spare. Call it a safety net if you will, and it needs it, given the truck's appetite for generous payloads. So why develop such a beast? It is, after all, a machine designed primarily to compete with 60-tonne rigid haulers in the quarry sector.

## INFRASTRUCTURE PROJECTS

While the A60H also suits quarry operations, its arrival will have as much of an impact on the earthmoving community as it will the mineral extraction sector.

Enter the HS2 project – the biggest rail infrastructure undertaking to hit Britain is expected to demand around 600+ ADTs when earthmoving gets under way.

"It is all about productivity," explains Volvo's infrastructure projects manager, Martyn Brawn. "And that means moving the maximum amount of dirt in the shortest possible time with the fewest machines thereby maximizing fuel efficiency. It also means completing the work without seasonal delays – this has to be a year-round muck shifting tool."

To help its productivity, the A60H comes equipped with two built-in safety features that reinforce its ability to cross both sectors. These include Hill Assist and Dump Support.

Hill Assist comes into play on gradients of 7% and above. Once the truck has been brought to a complete standstill

using the footbrake, electronics will automatically keep the service brakes applied without the operator needing to keep a foot on the brake pedal – below this grade, the truck will hold on the transmission. Brakes will be released automatically when pushing the throttle – but only when the system senses there is enough start-up power and torque to prevent the truck from rolling backwards.

Dump Support though, is much smarter. This bit of impressive tech has been designed and developed to prevent the machine from being tipped on unsafe ground, and as such, should reduce the number of roll-over incidents occurring on site. Inclinometers are used to monitor machine angle in relation to body tipping, and will from the very outset, warn the operator of impending doom and ultimately will not tip if the machine is sat at an unsafe angle.

This system looks for lateral angles up to 9% when loaded, and up to 12% when not loaded with the machine angle clearly illustrated on the dashboard display. It's viewed as an interdependent function to raise awareness of machine stability for operators and will promote the role of articulated haulers in both the muck shifting and quarrying sectors.

Payload measuring is impressively consistent too. Thanks to an integral on-board weighing system, you can watch the payload climb through the dashboard animation as the truck is being loaded. There is also a change to the way the payload system is displayed to the loader or operator tasked with filling the A60H. The once venerable roof-mounted traffic light system has been swapped for horizontal light bar displays that sit on top of the mirror arms, making them easier to see from either side of the hauler.

On this larger machine, mirrors are no longer fastened to the hauler's cab either, but sit on steel uprights that would make solid gate-posts. These are further away from the cab to take into account the wider body. Such solid anchor points for the mirrors also seem to resist vibration, which helps to keep a clearer view down both sides of the truck.

Visibility is pretty good, and mirror technology gives great wide-angle views to the sides and down to each front wheel, in addition to the convex mirror at the front allowing you to see down across the front of the ADT. This physical change in mirror location also makes it very easy to walk around the front of the cab and over the bonnet using tread plates to clean windows. Roof-mounted grab rails make this a very safe task indeed. It's a development that Volvo plans to roll out to the rest of its articulated truck range too.



### 16-LITRES AND 630HP

Under the wide front end is the same power unit that you'll find in the A40 and A45 – it's a D16J derivative, with six cylinders packing 16-litre capacity, and is equipped with EU Stage-IV emissions paraphernalia that needs feeding with AdBlue.

In the A60H, this version of the D16 produces a healthy 630hp at 1,800rpm and 2,960Nm of torque at just 1,050rpm. At this point, the importance of advanced tyre technology should not be underestimated. Surprisingly though, this is a modest power rating compared to that of Volvo's FH16-750 road truck, where you can find 750hp and 3,550Nm from the D16K derivative. So why no more for the A60H?

Martyn Brawn explains, "With regard to heat management and duty cycles, where trucks like the FH16 get good airflow through the powertrain while running on open roads, articulated haulers spend their days in heat and dust, and at much lower forward speeds. It is very unlikely to reach its 55kph maximum speed on UK sites, which puts more emphasis on efficient cooling. As the A60H nudges 100 tonnes when fully laden, we have to be sure we can comfortably dissipate all the energy created throughout the



drivetrain, hydraulics and braking systems," he says. "At this power level, we can."

The nine-speed powershift that features in the A40G has been exchanged for an Allison transmission offering fewer gears – only six forward and two reverse. To make better use of each of them, there is a gear hold function that will allow the operator to make better use of the engine's grunt without

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the 'box constantly hunting and shuffling through gears to maintain a climb over varying gradients.

Torque lock-up features in every gear, and there is the ability to select a low range function through the transmission using a switch on the console. It is not as low a range as you might expect, but is enough to help extend the A60H's repertoire and suits the machine when fully loaded.

While you can choose to operate in low ratio, if you leave the truck in its standard transmission setting, the electronics will manage gear ratios based on payload. So when the A60H is unloaded, the truck will operate exclusively without using low ratio; but when there's payload on board, the truck will automatically shift into low range with the transmission shifting between convertor and lock-up, depending on road conditions.

A Volvo-designed dropbox and axles that are equipped with wet-disc brakes distribute power to all six wheels, and with the ability to lock all six wheels together, the A60H should nudge mountain goats off their perches when it comes to traction.

### GROUND PRESSURE

Everything about the A60H is beefed up. Under the front, a hydraulically raised and lowered belly plate saves wrestling with access panels; there is the mother of all articulation joints connecting front with rear; yet it sits just 1% heavier on the front and 9% heavier on the rear, compared with the A40G,

when fully loaded. And ground pressure is kept in line with the rest of Volvo's articulated hauler range, thanks to those new tyres.

Only the cab's physical size remains unchanged, though its structure too has been toughened to meet greater ROPS/FOPS requirements to suit the increased operating weight of the A60H. Getting up to the cab is a five-step climb, made easier with bright orange coloured grab handles to maintain three points of contact – though you do need to stop halfway up, not for oxygen, but to open the cab door!

There's a chance to eyeball the sight gauge on the hydraulic oil tank on your way to the cab too, while electronic monitoring lets you check just about everything else from the instrument cluster. As I plant myself into the seat, this feels unremarkably like any other Volvo ADT I've sat in. I am initially aware of the wider chassis, but there's no shortage of visibility, thanks to sloping panels and decent mirrors.

It doesn't feel quite as I expected – those initial concerns of size, weight and possible clumsiness soon fade once the A60H gets moving. This feels anything but large, heavy and clumsy. Unloaded, the A60H eagerly glides through its six ratios and is responsive to throttle inputs. The ride is typical of any ADT – fidgety and bumpy, but not uncomfortable, though the whole package is effectively managed with the front axle's ride control system that damps vertical movement without relying solely on the sidewalls of the front tyres.

## “This truck has plenty of power and is boss of the job”

BARRY NORTHEGE - COLLINS EARTHWORKS





### SUNNYSIDE UP

While doing the rounds of a UK tour with customers, Collins Earthworks operator, 74-year old Barry Northedge, has spent plenty of time in the seat of the A60H and reckons it's the smoothest riding ADT he's had the pleasure to use. "With front axle suspension, you can just keep your foot in. This truck has plenty of power and is boss of the job."

Front-axle suspension is even more impressive when fully loaded, allowing the A60H to glide where others are required to scrub off speed to preserve operator comfort when surface conditions deteriorate – this is where the gearbox gets busy. There's a lot of cog-swapping going on, particularly when you need to get 100 tonnes of truck and payload away from the loading area, and there's a constant change of gradient, along with an element of softness underfoot that just compounds the rolling resistance.

But the D16 engine just keeps giving and does this without protest. On a regular route, where you can involve yourself with progress, it's easy to extract better performance by using the transmission hold and letting that strong engine do the lugging. The Dump Assist feature is also a very welcome development. Every time I pulled into the tip area, my eyes were busy scanning the surface and watching the inclinometer on the dashboard. Unless I was under the threshold for safe tipping, I wouldn't bother to hit the load/dump button and pull on the tipping lever. No system could ever account for ground that suddenly gives way under your tyres while you're tipping, but this does at least give reassurance that you're going to be in the best frame of mind when you start to tip. You can

operate safely in the knowledge that you just can't be caught out when it comes to tipping. If the system does prevent you from safely raising the skip, you'll be well and truly informed before having to dream up excuses to tell the boss why it went over.

**And for that alone, the A60H gets a huge thumbs up. ■**

#### KEY SPECIFICATIONS:

MODEL	A60H
Engine	Volvo D16J, 16-litre inline six-cylinder turbo diesel
Power	639hp @ 1,800rpm
Torque	2,960Nm @ 1,050rpm
Transmission	Allison with six forward, two reverse speeds with lock-up in all gears and a selectable low range
Unloaded weight	43.75 tonnes
Rated payload	55 tonnes
Body	33.6cu m (heaped)
Fuel tank	750 litres, with fast-fill option
AdBlue	7.0 metres
Lifting capacity at full reach across carriage	60 litres



# Plantworx 2017

The third live showcase event for construction professionals took place this year from 6-8 June, once again at Bruntingthorpe Proving Ground.

Only the brave ventured out into the constant rain on the Tuesday, but despite the weather, the Volvo team offered a warm welcome and hot drinks to those who popped by the stand. The weather brightened for the second day before more rain fell on the Thursday, making this event the wettest (and muddiest) yet.

## EUROPEAN LAUNCH OF THE VOLVO EC27D

The EC27D compact excavator was shown for the first time in Europe at Plantworx. This new machine boasts an exceptionally large operating range for its size class, while combining intuitive operation and operator comfort with simple serviceability and versatility.

With impressive lifting capacities and excellent digging forces, this rock-solid machine can handle a variety of jobs. Combining durability and ease of operation with serviceability and versatility, the EC27D is designed to stretch further, dig deeper and reach higher. You can read more about this new machine on page 52.

## OTHER MACHINES ON DISPLAY

Volvo showcased a wide range of their utility equipment including the popular EC15D, EC18D, and ECR35D compact excavators. The EW60E compact rubber duck was on display in both static form and also in the demo area where it was put through its paces with a Steelwrist tiltrotator attachment. The ECR25D was also available to try in the demo area.

The ECR50D and ECR88D compact excavators also featured on the Volvo stand and form part of Volvo's zero percent finance deal which was also launched at the show. Along with the ECR58D and ECR88D, Volvo's 5-8 tonne range are available with 0% finance for 12-36 months and includes a one-year full warranty (plus the second and third years' warranty on major components) with just a 10% deposit.

The Volvo DD25B roller was also available to see, plus the EC140E fourteen-tonne excavator which proved to be another popular attraction.



CONTINUED OVERLEAF >







# INSPIRING THE NEXT GENERATION



On the final day of Plantworx, several local schools brought their students along for the day. Through the Primary Engineer initiative several companies, including Volvo, sponsored schools to enable them to provide materials and guidance to their classes in building a working model truck. The students were split into 'apprentices', who built basic model trucks, and 'engineers' who incorporated electronics into their models.

The models were presented by the students and judged by all the sponsors including Volvo CE's Marko Simic and John McIntyre. Marko and John were asked to interview the students to find out how they planned, designed and built their models and scored them on each aspect. The Primary Engineer team then put the models through their paces with the electronic models being tested on their ability to drive in a straight line and to drive up an incline, the gradient of which was increased until the machine was no longer able to power up the ramp. The 'apprentice' models were tested by being pushed down a ramp and were then scored on distance and how straight they travelled. All participants in the Primary Engineer program received a certificate of participation with the runners-up and winners announced for each category and presented with a medal. Those awarded with a medal will now take their models to a county heat.

Those who took part in the Primary Engineer program were then joined by other schools in the afternoon to embark on a student trail through the exhibition. Several schools visited the Volvo stand where they took part in a quiz and were each given a goody bag before heading off back into the mud! ■



# Prestigious package for Hall Construction

A package of eleven Volvo articulated haulers and a seventy-five tonne EC750E mass excavator have re-established a long standing relationship between Hall Construction Services Ltd of Rushyford, Co Durham and Volvo Construction Equipment



**“They [Volvo] have a sound pedigree in terms of reliability and performance, with good residuals.”**

**Stephen Hall - Managing Director**



So far, the EC750E along with six A40G articulated haulers, have gone to work on a five year overburden removal project to expose seams of high purity gypsum in an open cast mine on the outskirts of Newark in Nottinghamshire, where up to 2.8Mm<sup>3</sup> of material is expected to be excavated each year. A further five, slightly larger capacity Volvo A45Gs are on order to supplement the fleet on site which currently totals some twenty-eight items of mobile plant. “We’ve had many years of experience operating Volvo products in applications ranging from bulk muck shifting to coal extraction particularly in the north east of England and Scotland,” comments Managing Director, Stephen Hall. “They have a sound pedigree in terms of reliability and performance, with good residuals. Equally, Volvo has a strong support network throughout the country and this is important to us as we look to undertake nationwide projects such as this one in Newark. These factors together with a competitive package on offer were the deciding factors on opting for the latest Volvo products,” Stephen says.

The latest G-series haulers from Volvo meet the requirements of Stage IV final emissions legislation being powered by electronically controlled, six-cylinder turbo charged Volvo V-ACT diesel engines. These feature high torque at low engine speeds, resulting in good fuel efficiency, high performance, quicker engine response and less wear, in other words, long service life. Purpose built by Volvo, the engine is designed to exactly match the Volvo drive train, ensuring the best use of power and torque, even in tough working conditions.

Delivering exceptional fuel efficiency, it is matched to a torque converter with built-in lock-up function and fitted with a fully automatic fast adaptive transmission. The rest of the Volvo designed and built powertrain has been reinforced to cope with the higher torque output of the engine.

With carrying capacities of 39 and 41 tonnes respectively, the A40G and A45G haulers can attain a maximum speed of 53kph for fast and productive cycle times. To maximise the volume capability of the trucks due to the friable nature of the overburden material on the Newark site, Hall Construction has added 300mm side extensions to the truck bodies, increasing the cubic metre capacity to handle five passes from a 5.7m<sup>3</sup> bucket. The haulers are also fitted with CareTrack as standard which is Volvo’s telematics system that enables remote monitoring of a wide range of machine functions (eg. location, fuel consumption, service reminders, etc) thereby optimizing customer operations.

Equipped in mass excavation configuration, the EC750E delivered to Hall Construction sports a 5.7m<sup>3</sup> bucket fitted to the end of a 6.6m boom and a 2.9m dipper arm giving generous digging dimensions. For example, the machine’s forward reach measures 11.46 metres with a maximum digging depth of 7.21 metres. The machine’s practical load over height is an impressive 7 metres and bucket breakout force 383kN in power max mode.

Hall Construction Services Limited was established in 1986 by brothers Stephen and Neville Hall who continue to have an active role in the management of the business. The company, whilst working on projects throughout the United Kingdom, has maintained its roots by continuing to have its head office based in County Durham, North East England. The family run business has over 30 years of experience in undertaking a wide range of construction and civil engineering projects from earthwork and sea-defence schemes to complex multi-million pound design and build projects. Halls are ideally placed to bring a wealth of expertise, professionalism and value-engineered solutions, combining tangible cost-savings, high quality project completion and a widely experienced workforce. ■



## Volvo BM621 earns its keep at Cambridgeshire Sand and Gravel

When a 'vintage' Volvo BM621 arrived with Paul Bacon, owner at Cambridgeshire Sand and Gravel, in February 2016 and was dragged off the low-loader in a bent mess his family thought that he'd finally got more than he'd bargained for with its restoration. But with his engineering background, some savvy part hunting, a lot of hard work and late nights, the 1973 wheeled loader is almost fully restored and has now been put to work in the family business.





**C**ambridgeshire Sand and Gravel supply aggregates which are delivered in both small and large trucks. Their smaller trucks have been in the business for 31 years and are often preferred by their customers. Paul says, “Our small trucks are a discreet size, usually people don’t mind them turning up in narrow lanes in residential areas as they don’t displace the ground and easily fit into small spaces and driveways. For this reason they’re our preferred delivery method and will deliver two tonnes of material in one load. While we do also have large trucks available, they are often not manoeuvrable enough for our customers’ sites.”

Paul was therefore looking for a smaller sized loader, but also one that could lift two tonnes of material – which is how he came to find the BM621. “I needed something reliable and capable of lifting. Most of the loaders capable of lifting two tonnes were too big for our small yard. The BM621 was a perfect size and having hurt my knee shifting gears on other older machines, the Powershift feature on the BM621 was a definite bonus for me.” Cab safety was also a factor for Paul. “Volvo has a good reputation for safety, and from watching video footage of the machine online I could see that safety tests had been carried out by Volvo on the cab of this machine. The chassis is that little bit thicker than other manufacturers and a hatch in the roof means I can still get out of the machine should the door become blocked.”

Paul spotted the machine on eBay for just £1,000 and thought it’d be snapped up fast, so without viewing the BM621 he bought it immediately and enlisted George Webb Recovery to bring it from Manchester to the family home and business site in Alconbury, Huntingdon.

Paul says, “I was told that the machine would start and would not leak oil. Without too much fiddling, it did start but it only didn’t leak oil because there was no oil left in it! It went forwards but not backwards, and the bucket was bent, as was the top of cab and the door. The interior was also wrecked and one of the front tyres had a puncture.” Paul’s wife, Jeni, comments, “We all just thought that Paul had bought a complete wreck. It looked as though someone had sat on the machine as it was bent completely out of shape.”

The more Paul looked into it, the more he saw what needed working on. “I did at one point think it had got the better of me,” he says, “but when I start something, I like to see it through and do it properly. Some small victories spurred me on – I got the engine running and with the addition of hydraulic oil, I started to get the arms moving, so I knew the machine was fixable.”

Paul got to work stripping the machine and began to identify the parts needed. He also took the engine apart and found that the radiator had split. The inside workings of the machine were covered in cement powder and both front tyres were riddled with nails. Paul says “Aspects of the machine were really well thought out in terms of build. Once the bucket was removed and the chassis was propped, I was surprised at how easy it was to remove the front axle.”

A friend was able to provide Paul with a manual for the machine and he used a variety of methods to track down the parts for the loader. Paul took pictures of parts as he removed them and then would either contact Traktordelar, a parts supplier based in Sweden, or search online to find the parts needed. He wasn’t able to find like-for-like replacements for everything, but used this as an opportunity to make some improvements.

CONTINUED OVERLEAF ➤



"I couldn't find original headlights for the machine but Ferguson had some which looked exactly the same. I decided to buy them to see if they fitted and they did. They are also much brighter than the original lights, giving me improved visibility in low light." As Paul intended to put the machine to work, he also added some other modern touches for improved safety. "As there is a footpath which runs through the yard and visibility looking backwards is poor, I decided to add a reversing camera to the machine as well as a blue beacon and white noise alarm which improves safety to the public, and gives me confidence when reversing."

Paul purchased an excavator bucket online and then manufactured brackets himself to attach the bucket to the machine. He also added steel plates to increase capacity. Paul says, "Unfortunately I could see that the bucket was bending in the middle and I was worried it wouldn't be strong enough. After looking online at Volvo's larger buckets I could see that they add a rib in the middle so I welded one in myself to give the bucket extra strength."

While working on the BM621, the drive shaft broke on Paul's Thwaites loader which suddenly made completing the machine a much more urgent task. "I was reduced to using our Dextor tractor and it took ten passes to load one of our trucks," Paul says. Jeni adds, "I hardly saw Paul in that time, he would be in the workshop often until after 11pm. I'd hear him banging around a lot of the time!"

The rebuild has been a family affair with son, George (10) learning and helping his dad in the workshop. Daughter, Darcy (8) is also showing an interest – working with machines is not just for boys in the Bacon family – Jeni works on the family farm and Paul's Mum Mary has been driving lorries for 32 years in the family's haulage

business E. & M. Bacon and also operates a backhoe loader. Paul's father Eddy who sadly is no longer with them, would regularly service the trucks and carried out all repairs himself, teaching Paul in the process. Both of Paul's children have their own ride-on lawnmowers which they help Paul to cut the grass with and he's teaching them to repair the mowers themselves when needed.

Looking at renewing the cab, Paul decided to refurbish the existing seat after struggling to find a replacement. "I took it apart and then glued a new piece of foam to the seat. I took the original leather cover apart and cut around the old pieces on new leather. I then dug out my Gran's old sewing machine and sewed the new leather up myself. It wasn't that difficult really, it's the same as fabrication, but I'm just stitching the pieces together rather than welding them!" Paul welded an additional plate into the cab to house the screen for the reversing camera and replaced all the switches which he'd bought on a Vintage Truck website.

Paul found that some of the parts he tried to track down were obsolete, such as the exhaust and rain protectors for under the windows. He's therefore created a vertical tail-pipe as the original was leaving a black residue on the back of the machine. He is also missing the side panels which the eBay seller has said they can provide, but if this doesn't happen, Paul is planning to make them himself. The machine has now been given a fresh coat of paint – brush painted by Paul – and has now finally been brought into service in the family business.

Paul has kept a log of all parts bought and where he purchased them, along with part numbers just in case he needs to replace anything in future and he says the benefit of having to completely strip the machine means he now knows exactly how everything works. "Should anything go



wrong, I will be able to repair the machine relatively quickly and know where to get the correct replacement part. Also, as everything has been taken apart and cleaned and greased before being put back together, it shouldn't take as long to take any areas apart again."

The family are pleased with Paul's efforts as Jeni comments, "I can't believe it's the same machine really, he's done a fantastic job and it's great to see an old machine like this back up and running." Paul adds, "I'm really pleased with it – it's turned out much better than I expected. Not only does it look the part, but it does the job too! It lifts 2 tonnes easily and will improve the speed at which we can turn around our trucks. This machine will more than pay for itself." The total cost of the rebuild so far is £6,800, just over his original budget for a new machine of £6,000.

With the BM621 almost complete, Paul will now be moving on to restore one of the Volvo lorries from his parents' business which has been with them for over 30 years, since new. The lorry has been round the clock but Paul is confident that with a bit of TLC, it'll be running like new again. Paul says, "We'll have a retro yard soon full of only 70's and 80's machines! When they are as well built as this though, why would you have anything else?" ■



The Voice contacted the Munktell museum in Sweden who were able to confirm that Paul's machine was made in 1973 and was delivered 1 February 1974 to Oferix in Spain.





# Saxby Surfacing's new Paver and Volvo's Back-up Service Boosts Uptime and Productivity

Saxby Surfacing Contractors from Sheffield are entering their 30th year of trading and to commemorate the event, have taken delivery of their first Volvo paver, a P6870C ABG model.

The company, run by the Saxby family, operates throughout the Yorkshire region for a wide ranging client base, including local authorities, house builders and developers.

Over the last three decades the company has used a variety of pavers, initially favouring the British made Blaw Knox model before moving away to alternate machines.

Despite facing the difficulties of the recession, the company emerged stronger and more focussed, and in 2013 looked to consolidate their position with their existing customer base. With an increasing workload, they were able to look at investing in a new paver to complement their existing fleet.

"We run three machines full time, including a mini paver, which seems to be the busiest." Ian said. Looking to replace one of the larger machines with a new model Ian contacted a number of Suppliers and contractors for their feedback on what was in the market. We were obviously aware of the Volvo machines, but had not tried them in the past.

The call to Volvo proved to be a very fruitful one as Ian explains; "When I called Volvo, the response was immediate. They couldn't do enough to help me. We soon had a machine on demo, which was accompanied by a qualified Volvo engineer, whose help and expertise was invaluable"

From the initial call, Matthew Sheridan, Volvo's road equipment Sales Manager contacted Ian to discuss what his company's requirements were and, although Ian has a great knowledge of the surfacing business, Matthew was able to lead him through the specification process with careful advice resulting in what Ian claims to be "the best paving machine he has ever had."

"Everything about the paver is first class." Exclaims Ian "It is built to do the job and do it well." Constructed around a tried and tested chassis, the 6870C employs a 6x6 drive train allowing it to work in even the most difficult of conditions. The majority of drive for the vehicle is from the large rear wheels with the additional drive coming from both sets of steering, load dependant front wheels. An extremely tight inner turning circle of just 2.5m allows the large paver to squeeze into the tightest of situations, which proved to be vital on the site we visited, to see the 6870 in action.

The job site was an extension to an existing business park, where Saxby Surfacing had been undertaking a large amount of work to provide extensive parking facilities. One of the last parts of the project was a short area of service road leading to the rear of the retail units. Less than 30m in length and just over 6m in width, the area was well within the capabilities of the Volvo which is capable of laying up to 700 tonnes per hour in the right conditions. Two layers of base course were to be put down with a final wearing course going in prior to handover of the project. Ian was extremely complimentary about the design and layout of the new paver saying that the vision from the operator's seats is simply the best. "You can see just what you have in the hopper, what's happening over the screed and exactly where you are in relation to the kerb." Both Ian and his team are very happy with the control layout on the Volvo saying that it is easy to use, straightforward, intuitive and very quick to respond when needed. The large and easy to read Screed Control Units (SCU) are mounted either side of the screed unit. Hydraulically adjustable, the electrically heated unit isn't Ian's personal preference but the Volvo system is seen as far superior to those found on other makes. A safe and easy climb to the operator's station reveals the industry leading Main Control Unit (MCU) which is movable across the full width of the machine allowing the operator to be in an ideal working position at all times. The extending operator station allows for easy vision on either side of the machine with the operator being protected from the worst of the elements by the all weather roof. Highly detailed yet easy to use, the MCU allows for instant adjustment of each part of the paver thanks to the installation of EPMII, Volvo's Electronic Paver Management system.

Power to the paver comes in the form of a clean and fuel efficient Tier4i Volvo 6-litre engine. Delivering 175hp at 2000rpm, the paver is one of the most economic in its class and when paving conditions do not require the use of full power, the operator can select Smart Power Mode through the MCU. This feature allows the machine to reduce the engine RPM down to 1600 resulting in substantially lower noise and up to a 30% reduction in fuel consumption.

A range of screed options are available on the Volvo paver models with Saxby taking the smaller 2m-5m option.

CONTINUED OVERLEAF >



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**“When I called Volvo, the response was immediate. They couldn’t do enough to help me. We soon had a machine on demo, which was accompanied by a qualified Volvo engineer, whose help and expertise was invaluable.”**

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“This is an ideal size for our operations.” Comments Ian, “It gives us the flexibility we need on some of our jobs and keeps the weight of the machine down too.”

The large, 12t capacity hopper allows for continuous paving with the folding front flap ensuring good material retention at all times. Independent, reversible drives for both conveyors and height adjustable augers supply a constant flow of material to the screed and a newly designed and through hardened tamper bar improves durability and reliability.

Whilst Ian doesn’t have a dedicated fleet replacement schedule, the Volvo will be kept in the company for at least five years.

“The build quality is far superior to what we have had in the past and if it is performing well, we may keep it longer.” According to Ian, where Volvo far outstrip the competition is their attention to detail and personal service. “They are at the end of the phone if we need them, their parts are available if we need them. We cannot have the machine breaking down and sitting on-site for days while spares are ordered. We need to be up and running as soon as possible and that, we think, can only be achieved with the level of customer service Volvo gives.” ■

**Paul Argent**



**“Simply the best paving machine I’ve ever had. Everything about the paver is first class – it’s built to do the job . . . and do it well.”**



## Taking Articulated Dump Truck Safety Levels to Zero Defect

Leading contractor **Chepstow Plant International**, like many contractors, takes health and safety very seriously. They have increased their focus on ADT safety and operator training to ensure that their quarry operatives are maintaining the best possible levels of safe working practise on site. Their Volvo Excavator Simulator training service is now also being offered to other contractors and quarry businesses.

John Corcoran, managing director of Chepstow explains, “The ADT has become the vehicle of choice given its scope and capabilities – they’ve been used in a variety of applications over the years with a design that ensures the safety of the operator should anything go awry. But with increased ADT use, a new set of challenges to quarrying has arisen. We’ve analysed some of these by working alongside our quarry customers to find solutions, such as reviewing operating procedures to provide optimum terrain conditions for ADTs to work on, having trucks equipped with extra safety technology, supported by state-of-the-art operator training for ADT drivers.”

Among an extensive fleet of plant, in which the majority of excavating machines weigh in at 30-80 tonnes, Chepstow also operates a large number of articulated dump trucks. The company added 73 Volvo ADTs to their fleet in the past year alone.

Having that many machines requires large numbers of highly skilled operators – all whom must be familiar with the latest equipment and capable of working in a safe, productive manner on site. The majority of the company’s work is in quarrying, so Chepstow routinely qualifies its operators to Mineral Products Qualifications Council (MPQC) Plant Operator Competency Scheme levels.

In line with Chepstow’s initiative, excavator operators have to prepare level-loading areas, dozer operators must keep level tips and stockpiles, and methodology and geotechnical assessments now have to be detailed to support the developments with a new ADT stability programme. The company also keeps an ADT Risk Register and changed its operating procedures. Every site where ADTs are going to be used is visited by Safety and Quality Manager, Steve Smith who says, “We thoroughly assess weather conditions, unstable

or uneven ground levels, the plant being operated, pre-start daily inspections, tyres, haul roads, inclines and downhill haul sections, plus loading and tipping areas, and reinspect again a few days after work has started. For us, safety always comes before production.”

In addition, one of Chepstow’s client partners, Tarmac, recently worked alongside them to develop an inclinometer that allows for an even greater safety margin during ADT operations, providing improved preventative controls to stop the rear chassis of an ADT from turning over in the kind of extreme terrain conditions that quarrying, by its very nature, is susceptible to.

Steve says, “It compensates for any ‘overly enthusiastic’ handling that quarrying operatives may engage in. We all know that in severe conditions, the rear chassis of an ADT can roll over leaving the cab safely upright, safeguarding the operator, but we would much rather there was never a situation where it risks being done at all! Now, if the body of a truck tilts more than 9 degrees either left or right, the system will automatically alert the operator and stop the tipping hydraulics. Likewise, if the body is down, the operator will be warned if the rear section of the chassis exceeds 12 degrees of roll angle during travel.”

Of course, both of these angles are well within Volvo’s own stability parameters but, Steve says, “We’ve actually gone for around one third of the angle that Volvo recommends, to give us an even smaller window, which should eliminate quarry trucks getting anywhere near those parameters. The training and familiarisation programmes we have rolled out focus us primarily on the behavioural approach for operation and supervision of ADT operations in line with the technical improvements we have developed.”

CONTINUED OVERLEAF ➤





### STATE-OF-THE-ART SIMULATOR TRAINING

The company has also been operating a complex Oryx Volvo Excavator Simulator for the past two years, training excavator operators before allowing them in the cab of actual machines, and has over the last 8 months purchased a second simulator for training for ADT and wheeled loader development. This is with a view to developing top calibre operators, not only to perform with optimum competency, but to have an understanding of the true purpose and capability of the ADT through increased awareness and specific training.

The simulators provide a dual function – a unit has fold-down armrests that have Volvo wheeled loader controls in place, so it can be used for both loading shovels and articulated dumpers. It uses actual operating site data to deliver an incredibly realistic driving experience with the entire unit tilting up to 23 degrees forwards or backwards, and up to 15 degrees to either side, meaning a seatbelt is necessary to remain in the seat.

Training exercises become increasingly difficult and longer in duration, teaching operators how to use engine and transmission braking and training them in vehicle manoeuvres, loading, hauling and production scenarios. The simulator even records how much fuel is being used, to allow drivers to see that their right foot has a direct effect on the running cost of the machine.

Chepstow has been testing the ADT simulators at Tarmac's Mountsorrel Quarry in Leicestershire. The first trainee to prove the effectiveness of the machine was Jason Rust, an experienced construction site operative but a machine novice. Having undergone training on the simulator, Jason has now passed his MPQC assessment and graduated to operating a Volvo ADT at the quarry. Jason says, "When I first got in, it was all new, but after just a few days I felt that I'd got my head around it, and it was a lot less worrying than getting straight into a truck."

The simulators make life easier for trainee, and for trainer. There is a buddy seat in an ADT, unlike an excavator where the instructor has to stand clear of the machine while in radio contact with the trainee. National Training Manager, Martin Stephens adds, "The beauty of a simulator is that if anything does go wrong, it's simply a case of pressing restart, which cannot be done in a live site situation. It only takes around 5-7 days to get to a point where significant risk can be managed." This is risk free training for both accredited and novice personnel.

John Corcoran sums up, "There are clear safety and cost benefits to having this state-of-the-art technology and it's an investment that Chepstow feels is worth making to ensure risk-free, specialised training. This high level of expertise will not be limited to Chepstow's own operators either as the company is able to offer a complete operator training service to other contractors and quarry businesses. Our aim is to inspire a change in mindset to the way ADT stability is viewed and managed."

"Since the refreshed focus in 2015 on ADT stability and the support provided by CPI clients' partners there has been an unimaginable improvement in both stability control along with mindsets and behaviour with all staff involved in our operations." ■

**Dan Gilkes**





# Operators Club News

This year we've seen an explosion of interest in people wanting to join the **Operators Club** – operators have been referring their colleagues at work, people have been joining at events across the country, and social media makes it easier than ever to put a friend forward to sign up, whether it's through Facebook or Twitter. Share your enthusiasm and refer a work friend...

## Facebook May 2017 Photo Competition

Our Facebook group Ops Club members are always entertaining everyone with their views, pics and jokes. We decided to reward the dedicated with a photo competition that allowed us to give away five top prizes. We asked operators to send us a pic that showed their typical 'Day in the Office'. We had some extremely artistic, sometimes touching, and also quite hilarious pictures.

The sheer quality of entries was impressive and made for a lot of hard decisions but in the end we had to pick the ones that stuck most closely to the brief. The winners were: Jason Walters, Robbie Terrell, Ben Colclough, Ewan MacLeod and Daniel Gibson.

Prize packs included – a bottle opener 'excavator arm' keyring, a Volvo CE cap, a snazzy Volvo backpack and Volvo branded t-shirt. Well done to the winners! And thanks to everyone for taking part – we will be repeating these competitions throughout the year with more great prizes, so stay tuned!

## The Great Facebook Operators' Community

A never ending source of fun and motivation for even the most jaded out there, we like to be part of the general Operators community on Facebook with our Club. We like to see everyone post their pictures, share their video clips, and air their views.

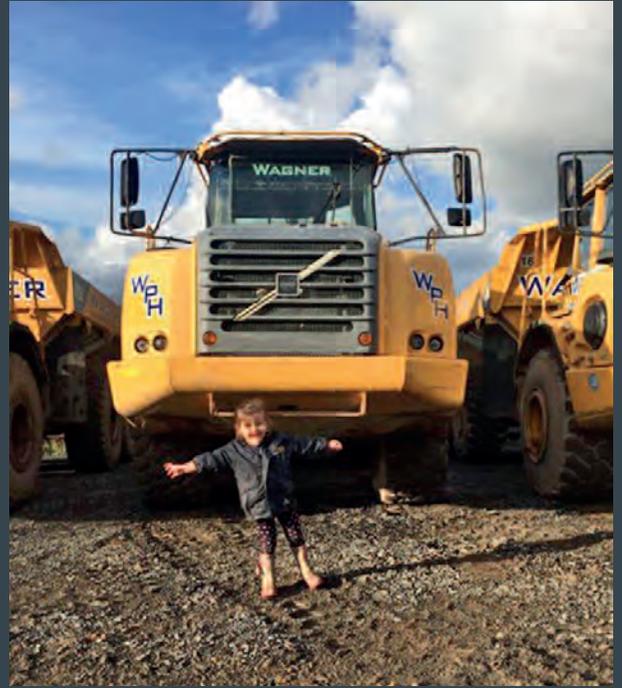
Please remember to register on our website first as the FB group is exclusively for Ops Club members, and feel free to refer a friend to sign up or get in contact via Facebook. We value our Operators and respect their input in making Volvo the leading brand it is.

KATHY McCONNELL - Operators Club Administrator

## Not a Member of the Operators Club?

Why not join today or refer a friend – we send out a small welcome pack to new joiners and there's always a chance to **win more goodies** during the year through giveaways, coming to events or our competitions. We value our Operators' opinions and like to generally share news. Operators have the chance to be first to hear of any events we have coming up, and also take part in our Operators Club GB trials at Hillhead in 2018.

**Join the Operators Club here:**  
[www.volvoceoperatorsclub.co.uk](http://www.volvoceoperatorsclub.co.uk)



**JOIN US** **FACEBOOK GROUP:**  
Search for Volvo CE Operators Club Great Britain



## MEMBER PROFILE

**Name:** Jethro Heathcote

**Company:** Heathcote Plant Ltd

**Member number:** 633

**Member since:** 28/01/2014

**How did you hear about the Operators club?**

I heard about the operators club through Facebook

**What made you join?**

The club is great because of the magazine, operator challenges and discount in the shop

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

10% off in the shop

**Do you interact with other members?**

I have a few fellow Volvo owner/operator club members local to me and we do tend to go to Plantworx and Hillhead together, as well as other functions.

**Jethro is an owner operator based in Chesterfield. He currently has a Volvo EC180D fitted with Leica machine control.**

### Want to feature in a future member profile?

Email [amy.metcalfe@volvo.com](mailto:amy.metcalfe@volvo.com) 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 editors decision on profiles to publish is final. The selection of merchandise will be random and subject to availability at that time. Prize items cannot be exchanged unless faulty.

## BUILDING TOMORROW

At Volvo we believe in a sustainable future. And with the global construction industry as our arena, we work together with our customers to turn this belief into reality.

# FREE RUBBER TRACK RECYCLING

- 100% of the track is recycled
- No landfill charges
- Environmentally friendly
- Only pay for carriage

\* Free rubber track recycling when buying new tracks

## CONTACT YOUR LOCAL DEALER

For more information visit: [www.volvoce.co.uk/rubber-tracks](http://www.volvoce.co.uk/rubber-tracks)



Volvo Construction Equipment





# Adapting to change is the key to success for SM Plant

Located in Rugby, Warwickshire, family-run business SM Plant Ltd, has been a Volvo dealer since their inception in 2001. Owned by husband and wife duo, Simon and Sandie Milligan, it offers a wealth of experience and a consistent service with customer satisfaction at the forefront of everything they do. SM Plant Ltd specialises in both new and used construction equipment with Volvo equipment being their biggest franchise. They are also dealers for Wacker Neuson, Prodem, CompAir and most recently, Steelwrist.

**SM Plant Ltd began life as BTE Plant Sales Midlands until 2006 when Sandie and Simon purchased the company fully from their business partner to head out alone as newly renamed SM Plant Ltd.**

From 2014, the route to market was changing drastically and the internet was becoming ever more prevalent. SM Plant Ltd took the leap and adapted to the changes, taking it all in their stride. They have now spent ten years building themselves a strong web presence which is really paying off for the company and is something which they hope gives them a competitive advantage.

With strong growth, but limited resources, Simon focused business efforts and as a key member of staff in their rental business was due to retire and the lease on the Birmingham depot had come to an end, SM Plant Ltd took the opportunity to sell their hire business, along with the Birmingham depot, to CP Hire GB Ltd in 2016. They are now focused solely on the sale of new and used equipment and attachments and also on parts and servicing for the products they supply.

Simon adds, "With more focus, we're now able to take our business to the next level in terms of customer service. We retained all engineers from the rental business and have four vans on the road allowing us to provide servicing to anyone who needs assistance. We have a tradition of Volvo throughout the business having been a dealer since day one with uninterrupted supply of parts and support. Volvo have been very good to SM Plant and in return we are very loyal to the brand."

Keeping it in the family, eldest son Sam joined the business in 2010 and having had experience working in various parts of the business, is now responsible for the Parts Department and Internal Office Sales. Youngest daughter Casey-Jo joined within the last 12 months and is learning from mum Sandie how the Accounts Department is run. Simon says, "This is very much a family business and we like to work with like-minded companies. We have long-standing relationships with many small and medium sized utility, groundworks and rental companies and are looking to build upon this foundation in the coming years. By employing Sam and Casey, we are bringing the next generation into our business which is vital for staying ahead in an ever-changing and increasingly competitive marketplace"

Kevin Pawley, Sales Manager, is also a key team member. Kevin joined the team in 2013 after the firm he worked for (a competitor to SM Plant) closed its doors. This was a major step for SM Plant as Kevin not only brought the CompAir and Sullair franchises with him, he also brought a wealth of experience and a long list of customers loyal to Kevin and these brands. Simon says, "Kevin takes time to understand what our customers want and he's a great guy to work with. He's friendly, approachable and really knowledgeable on all of our products and services"

Following the sale of the rental business, SM Plant took the opportunity to refurbish their office and workshop in Rugby. With a fresh look, strong focus and an experienced team, Simon is now looking to build on their strong foundation as the UK market moves into a period of growth. Simon adds, "The interest we've had on social media and our website gives us confidence to push the business forward even more. We're hoping to develop an online parts and service solution and after surviving tough times during the recession by adapting our business we are in a strong position now to maximise the opportunities presented by industry growth."

Simon and Sandie are both fully active in the business. Whilst Sandie heads up the Accounts Department, Simon is involved in every other area. Selling new and used machines is always a priority, but there is always a heavy focus on promoting and delivering after sales service as well as supporting the members of team SM Plant. The mix of years of experience combined with the innovation and freshness from the younger members of the team is helping SM Plant to explore new opportunities and new routes to market.

The willingness to embrace change, a positive attitude to social media and the internet, and sheer determination to succeed has enabled SM Plant to get to where they are today. It's the company's wish that these same qualities will ensure its future for generations to come.

**"Volvo has been very good to SM Plant and in return we are very loyal to the brand."**



Simon Milligan - Owner



Kevin Pawley - Sales Manager





# LIVE IT. DIG IT.

Volvo Construction Equipment held their

# largest ever demonstration

days across two weekends in March bringing their **LIVE IT. DIG IT.** campaign to life.



Read all about it overleaf...



**The events were held in Alloa and Birmingham across a Friday and Saturday, and featured a wide range of Volvo excavators along with the A45G articulated hauler and L150H wheeled loader. Volvo Trucks were also present with their latest FM and FMX trucks.**

The events provided the unique opportunity for visitors to try the Volvo products in a real-life environment and attracted over 400 people across the four days. The EC750E was the star of the show and was extremely popular with visitors who queued to try the latest – and largest – addition to the Volvo excavator range. Also popular were the EWR150E and EW60E which were available to try for the first time in Great Britain.

The line-up of excavators available to try included the EC380E, EC300E, EC220E, ECR145E, EC140E, EW160E and from the compact range the ECR35D, ECR88D, ECR50D, ECR25D, EC18D and EC15D. The EW210D was also on static display along with an EC380E high reach excavator at the Birmingham event.

Ag-Con were also present at the event showcasing Steelwrist tilt-rotator equipment which was fitted to the EW60E, EW160E and EC140E excavators. This area of the show proved extremely popular with both those new to the product wanting to give it a try as well as seasoned

users who enjoyed meeting and talking with like-minded people about the benefits of this increasingly popular equipment.

Volvo began the *Live it. Dig it.* campaign at the end of 2016 focussing on the people who are already “living and digging” with Volvo every day. Scott Hastings, operator for Volvo customer A&V Squires was the first to feature in the campaign and so was invited to join the team to work as demonstrator for the two days on the EC220E. The campaign was helped to life by Volvo customers Owens Illinois and Armac Group who played host to the Volvo events and provided a key part in the overall success of the events with ground preparation and their brilliant support offered to the Volvo team.

The shows were met with praise from visitors who enjoyed the hands-on and relaxed atmosphere of the events. Volvo Construction Equipment are now hoping to make these events a regular occurrence – so watch this space for more information! ■

**All the photos from the events can be viewed on our Facebook page at [www.facebook.com/VolvoCEGB](http://www.facebook.com/VolvoCEGB) Videos from the event can be found on our YouTube channel: [www.youtube.co/VolvoCEGB](http://www.youtube.co/VolvoCEGB)**





**LIVE IT.  
DIG IT.**



# Morris Leslie Plant Hire's expansion plans continue with the addition of seventy-eight new Volvo excavators

**Morris Leslie Plant Hire Ltd continues its ambitious expansion programme with the purchase of a further sixty-six new Volvo compact excavators as well as five reduced swing ECR145Es and seven fourteen tonne EC140E for its nationwide hire fleet.**

Besides the fourteen tonne machines, this latest batch of Volvo compact excavators includes a total of 24 ECR25D and 16 ECR50D zero swing models along with 10 reduced swing ECR88Ds and 16 conventional EC55Cs – all of which will be distributed around Morris Leslie Plant Hire's nationwide depot network.

"Since purchasing a significant quantity last year, our Volvo compact excavators have proved themselves in terms of reliability, operator acceptance, ease of maintenance and, of course, their performance. Opting for equipment that has a good pedigree with these attributes in mind is critical to us and these machines have done just that," comments Morris Leslie Plant Hire's Managing Director, Graham Ogilvie. "Based on these facts it wasn't a difficult decision to choose more Volvos as part of our continued expansion plan for 2017 and, most importantly, our continued positive relationship with one of our core partners."

The purchase of these new Volvo excavators is just part of the first phase of Morris Leslie Plant Hire's investment programme for 2017. "Keeping the hire fleet as fresh and up to date as possible is key for Morris Leslie Plant Hire and we are proud to have one of the youngest fleets in the country. All our customers benefit from our reliable, modern, fuel efficient, low emission fleet, fitted with the very latest technology."

The new machines have been distributed evenly across Morris Leslie Plant Hire's thirteen branches. Their arrival coincides with the Group's recent acquisition of four key depots following the

demise of Hewden, these being Inverness, Whitehaven, Birmingham and Bedford, with the Bedford depot becoming Morris Leslie's flagship facility concentrating on the very active northern Home Counties and north London markets.

"The acquisition of these new depots is strategically important to our expansion plans" comments Graham. "We are pleased to say that we have managed to retain and recruit over 50 employees at all four depots, giving both them and our customers continuity, stability and a sound platform on which we can expand upon," he continues.

With more machines in prospect, the company will work closely with Volvo Construction Equipment on regular training programmes for its sales and service personnel. "Understanding the machines' specifications, features and benefits is equally as important as having the proper training for our service engineers," comments Graham "And with Volvo's network of customer support centres and utility dealers strategically placed around the country we know we can rely on their after sales support nationwide," he continues.

Morris Leslie Plant Hire Ltd is part of the Morris Leslie Group which was established in 1974 and has its headquarters located near Perth in Scotland. The company now has thirteen hire depots offering a range of construction equipment focusing on excavators, telehandlers, dumpers and rollers available for non-operated hire, which is continually being renewed thanks to rigorous investment planning, making its fleet one of the youngest in terms of age in the UK. ■



# CAN YOU KEEP A SECRET?

Volvo CE are unveiling new excavator models in August!  
Keep an eye out on social media for the latest information:

 [VolvoCEGB](#)  [@VolvoCEGB](#)  [@VolvoCEGB](#)

Volvo Construction Equipment





## Understanding your local market can lead to success...

Well, that's certainly the case for entrepreneur and successful businessman **James Kirby** who heads up **Stirlin Developments**, ostensibly a building and site development company based at Skellingthorpe on the outskirts of Lincoln operating a growing fleet of Volvo Construction Equipment products.

**THE VOICE** went along to talk to James Kirby to find out what drives the company's success which generated a handsome turnover of £3.5M in 2016.

Having left school James started work with the family firm which was involved in selling and fitting kitchens. From there he turned his hand to window fitting and undertook contracts for the local council and then owned and ran an equestrian centre for a couple of years. His break into property development came when he applied, and got approval, for a change of use of the premises turning the centre into light industrial units.

This apparent golden opportunity couldn't have come at a worse time, however. It was 2007 and the financial crash had just happened. "I came home that evening, watched the news headlines then switched to Emmerdale pretending it wasn't happening," says James. But undaunted, he pushed on and under the auspices of his company Stirlin Developments,

started acquiring and developing mostly brownfield sites the following year. "Understanding the needs of the local property market really paid dividends, especially getting through the financial crisis. Working with local trades people – they supporting us and vice versa – has helped us to nurture a thriving environment for all associated businesses in the locality, which continues to this day."

One such provider is Rickmar Plant Sales Ltd, Volvo CE's utility dealer covering Lincolnshire and Derbyshire. "We've had, and continue to have, a terrific relationship with Ady Brodrick and the team at Rickmar. We like to commit to companies like this who treat us fair and square," continues James. Stirlin's first Volvo came in the guise of a five-tonne ECR50D which was delivered in 2014. "Up unto that point we didn't really own any mobile plant, hiring machines in instead so it was a bit of a leap into the dark owning our own digger! We looked closely at the market place but wanted to aim at the top end and ally Stirlin Developments with a

CONTINUED OVERLEAF ➤



“The Volvo product has a sound pedigree in terms of reliability, they look aesthetically good and, above all, can return at least 50% on their original purchase price after three years of wear and tear.”



Two DD25B tandem rollers have also been supplied



Representative models in the Stirlin fleet handle material for crushing

quality brand. To be honest, we couldn't have asked for a better combination of good products and a really responsive and attentive dealer such as Rickmar."

Following the initial purchase three years ago, Stirlin Developments has gone on to acquire a range of Volvo excavators and two DD25B double drum tandem rollers. The company now has the original ECR50D together with three larger, reduced swing excavators in the ECR58D and two ECR88Ds, the slightly smaller two-and-a-half tonne ECR25D and an EC18D. Recently delivered, Rickmar Plant Sales Ltd, with Volvo CE's mutual agreement, has supplied a fourteen tonne EC140E and has a larger sixteen tonne EC160E on order for Stirlin Developments. "For us it made perfect sense to allow the team at Rickmar to extend beyond their usual product portfolio due to the close relationship they have nurtured with James Kirby and Stirlin Developments," comments Dealer Development Manager, Charlie Flaws. "It's in everyone's interest in these situations to allow one point of frictionless contact for the customer."

Part of the decision making process to opt for the Volvo product was in part due to Stirlin Development's construction director Anthony Jones. "Anthony has plenty of experience in operating plant and he rates the Volvo offering very highly," continues James. "So again, I looked to his input in the selection

process and he concurred that the Volvo product has a sound pedigree in terms of reliability, they look aesthetically good and above all can return at least 50% on their original purchase price after three years of wear and tear."

The recent machines have been ordered to coincide with the company's latest venture – striking out into the domestic sector offering a complete design and build package from groundworks and utilities through to topping out and final landscaping on prestigious home developments – again all in the Lincolnshire locality. "We pride ourselves on being a locally bred company delivering jobs and development for local trade skills and, where always possible, sell a freehold property to the end user," says James. "We are definitely not land barons developing property to gain extortionate rents but rather, more interested in giving back to like-minded individuals or businesses such as ourselves to thrive and prosper. Understanding this and the local market you are working in has led, quite simply, to the success of Stirlin Developments. Within our current portfolio we have our design and build division which is supported by Stirlin Civils, joinery, plumbing and heating, electrical and our recently launched plant hire division – in fact everything and anything we need to build state of the art prestigious properties for the domestic and commercial sectors," he concludes. ■



Managing Director  
**JAMES KIRBY** –  
passionate about  
all things local to  
Stirlin Developments



Construction Director,  
Anthony Jones – influential in  
the buying decision



Stirlin Developments machine  
operators appreciate their new  
Volvo excavators



# To Hell and back... and back again

That's where you go if you are unfortunate enough to be a piece of refractory material and heated to in excess of 1700°C!

To explain, Wikipedia defines refractories as: A refractory material is a material that retains its strength at high temperatures. ASTM C71 defines refractories as "...non-metallic materials having those chemical and physical properties that make them applicable for structures, or as components of systems, that are exposed to environments above 1,000°F (811 K; 538°C)." [1]

<sup>1</sup> Source: Wikipedia

**THE VOICE** paid a visit to LKAB Minerals Ltd to find out more about it and met up with Adele Redhead, the company's marketing and communications manager and Simon Hallissey, the works manager for the Flixborough and Bagmoor Lane sites which are located on either side of Flixborough village near Scunthorpe.

We naturally visited the Bagmoor Lane site where a brand new Volvo L90H loading shovel had just been delivered but more of the machine later. We were keen to find out about refractories and the process involved for recycling them.

Starting out Simon Hallissey gave us some background to LKAB and the AB part of the name gave away the fact that the company emanates from Sweden. "In fact LKAB is one of the largest mineral extraction companies in Sweden operating the huge iron ore mines in Kiruna and is also a global company in mineral production. Here in the United Kingdom we operate from five sites strategically placed around the country where we supply refractories in bulk which is initially imported from around the world into our Flixborough facility," explains Simon. "The majority of this material goes into the glass and steel industries with at least 75% being made up of Alumina (aluminium oxide) and magnesium oxide. Typically, refractory materials are used in linings for furnaces, kilns, incinerators, and reactors. They are also

used to make crucibles and moulds for casting glass and metals and today, the iron- and steel-industry uses approximately 70% of all refractories produced. Alumina 55, for example, which is one of our fast moving products will have a heat resistance in excess of 1700°C."

Whilst the Flixborough site is processing virgin imported material the operation at Bagmoor Lane is somewhat different and unique in the sense that it is the largest refractories recycling facility in the country. "What we do here is receive a whole range of material which has been used at least once if not more times in the guise of linings for furnaces, kilns, crucibles etc. Our site at Richmond near Sheffield carries out the initial part of the process by separating the different grades and product as well as carrying out chemical testing to ascertain its integrity for further use," continues Simon. "The material is then transported to us here at Bagmoor Lane and this is where the loading shovel comes in. Both the size of the machine and especially the size of the bucket are the key to handling the variety, weight and density of the materials arriving here on site ranging from Alumina 55, to slag coming from chrome metal production, which can have densities ranging from anywhere between 2.5 to 3.4m<sup>3</sup> and are therefore extremely heavy. The L90H and 2.5m<sup>3</sup> bucket combination is proving to be the best optimum solution for handling this type of diversity and

CONTINUED OVERLEAF ➤



Views of the stock yard with a variety of refractory products



Alumina 55 which has arrived at Bagmoor Lane. These blocks will have been used at least once as liners in furnaces or other extremely hot application



This is slag waste from chrome metal production. The round 'buttons' weigh around two tonnes



The screened material is sorted into different sizes, bagged and stored ready for dispatch



The new Volvo L90H has a variety of duties: Loading in the stock area; feeding the crusher; the drying plant; handling material under cover and loading the screens

not least for loading the hoppers for the crusher, drying plant and screens.”

LKAB Minerals Ltd has been operating Volvo loading shovels for the past twenty two years thanks to consistent product quality coupled to first class customer service as Simon explains. “Our operation here at Bagmoor Lane is harsh on the machines because the material is both highly abrasive and creates a lot of dust when loading the hoppers inside the sheds. Volvo Construction Equipment fully understands our needs when it comes to specifying the machines to cope with the application and the after sales service they provide from their Immingham support centre is excellent.”

The L90H supplied to LKAB is powered by a Volvo Stage IV final Volvo 6 litre engine, developing 186 nett hp with a maximum torque of 853Nm at just 1400rpm. The machine also benefits from Volvo designed and manufactured driveline components, designed to offer considerable fuel savings each shift. Fuel savings are further enhanced by the Volvo Eco pedal, encouraging the operator to run the machine at its optimum rpm in the engine’s torque curve. To meet LKAB’s specification requirements the machine has been equipped with an optional reversible cooling fan, an oil bath air cleaner coupled to a Turbo II pre cleaner. The machine is also fitted with an RDS Loadmaster.

The new L90H joins an existing L90G model and has been put in

charge of loading the variety of material into the main crusher, then rehandling the crushed material into the drying plant and finally the screening plant where it is bagged ready for dispatch. The machines are operated on a twelve hour, two shift system per day at Bagmoor Lane. Similarly there are other Volvo L70 and L90 shovels working across the five LKAB facilities across the UK notably at the Flixborough and Richmond (Sheffield) sites as well as Bagmoor Lane. Across the two Flixborough sites the company processes up to 60000 tonnes of material per annum. The processed material from the Bagmoor Lane site is dispatched in bulk to customers who will then reconstitute it into lining materials for use once again in extremely high temperature applications, whilst a proportion is sent to Flixborough and blended with virgin material.

The L90H as with all of the other Volvo loading shovels has been supplied complete with a Volvo Gold Service agreement, which in effect is a full repair and maintenance programme offered by Volvo Construction Equipment. Apart from fuel and oils Volvo takes care of the uptime running of the machines giving LKAB Minerals complete peace of mind on machine availability. Another benefit for Simon Hallissey is the provision of Volvo’s CareTrack telematics system which can provide him with operating information and statistics remotely.



Simon Hallissey is Works Manager at Bagmoor Lane and Flixborough sites

LKAB Minerals is internationally active in the industrial minerals market, with a leading position in a number of product applications. The company engineers minerals for functionality and usability – with a focus on sustainability, serving customers

worldwide via a network of companies across Europe, the USA and Asia. From its sites strategically located across the United Kingdom LKAB Minerals Ltd offers an extensive portfolio of minerals processed to suit many diverse applications. ■

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**“Volvo Construction Equipment fully understands our needs when it comes to specifying the machines to cope with the application and the after sales service they provide from their Immingham support centre is excellent.”**

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# Soapbox Derby



A team of apprentice engineers will enter the Duxford Soapbox Derby this year and are busy building their miniature articulated hauler soapbox (below). Named 'Dumpy McDumpface' the team are hoping to beat the competition in the event taking place on 3 September and bring home the trophy.

Rupert Rolfe and Tom Poulter will pilot the soapbox on the day. The mile long route is mainly on flat ground and so they will need to take it in turns to either push or steer the soap box.

George Eustace, Ryan Redding, Jake Holland and Angus Newman have been involved in the design and build, pooling their knowledge in the hope of building the strongest and fastest vehicle.

Richard Hosker, Workshop Manager at Duxford, comments; "We have set aside an area of the workshop for the apprentices to work in and they have worked together to design and build

a hauler-inspired soapbox. It's a good way for them to practice some of the skills they have been learning as part of their apprenticeship in a fun way and we're looking forward to seeing how it will perform on the day."



Show your support for the Volvo soapbox team by requesting your Dumpy McDumpface sticker today!





## Team Immingham

A team of engineers and apprentices in Immingham have built a soapbox which took part in the Humber Bridge Soapbox Derby on Saturday, 1 July. Dave Jackson, Adam Broddley, Alex Smart, Dan Clark, Harry Jackson, Jay Fisher, Harry Wood, Neil McDermott, Chris Nundy, Pete Matthewman, Rob Spowage, all worked to build the soapbox.

The team were cheered on by supporters from Immingham depot and although they didn't place, a great day was had by all who attended.





## New Volvo EC27D compact excavator stretches further, digs deeper and reaches higher

Volvo's EC27D compact excavator boasts an exceptionally large operating range for its size class while combining intuitive operation, operator comfort, and simple serviceability and versatility

This dynamic 2.7 tonne compact excavator is built to perform and boost profitability across various applications. Based on a proven design, the Volvo EC27D boasts impressive lifting capacities, over 42 kN of digging force, and unshakeable stability. The extended working range requires less repositioning and enables the operator to work close to the blade for fast finishing when grading. These features, along with smooth combination of movements, intuitive operation and industry-leading operator environment, reduce the time required to complete the job. Straightforward maintenance helps to retain best-in-class performance over years thereby decreasing total cost of ownership and increasing profitability.

### SMOOTH AND EASY OPERATION

The compact excavator features a ROPS/FOPS Volvo cab, designed to enhance operator control, comfort and productivity. With all-round visibility, a comfortable seat, leading ergonomics and convenient storage, it's clear the Volvo cab is any operator's first choice. The excellent noise and vibration insulation of the cab keeps the operator fresh and focused for longer.

Thanks to responsive controls and optimized hydraulic system, an operator can manoeuvre this machine with ease and precision. Proportional fingertip controls offer a smooth and effortless command of the boom offset and auxiliary hydraulic flows, while

the joystick enables fine-tuning of hydraulic flow with any attachment ensuring ideal speed and power for the task. Using the automatic two-speed travel system, an operator can continually drive the machine at high speed, which is automatically reduced when more traction is required.

### LOW COSTS, HIGH UPTIME

The EC27D compact excavator maximizes uptime and delivers efficiency thanks to a number of built-in features. The single variable displacement pump uses power from the Volvo engine only when it is needed, optimising fuel efficiency. The auto-idle and auto-engine shutdown reduces noise disturbance, cuts fuel consumption and maintenance costs while ensuring a higher resale value. For added assurance, the toughened flat windows can be replaced easily and inexpensively.

The wide-opening lockable engine hood provides easy access to daily checkpoints grouped together for added convenience. Using the Volvo patented hydraulic filter, operators can visually check hydraulic oil condition at a glance and daily maintenance is minimized with 50-hour greasing intervals.

### MORE THAN A MACHINE

For optimum machine performance, productivity and versatility, Volvo offers a range of robust attachments for all working conditions. Working in harmony with the machine, Volvo attachments provide access to more applications and enable operators to effectively perform various jobs and with the Volvo pin-grabber mechanical quick coupler, changing attachments is easy. Compatible with all Volvo attachments, Volvo couplers ensure optimum versatility.

Customers can count on their Volvo dealers to offer professional expertise, financial packages and Customer Support agreements tailored to help them achieve their business objectives. Volvo is committed to providing a complete solution to guarantee the highest performance of every machine, including high quality Volvo parts which are all extensively tested, approved and quickly available ensuring maximum uptime and business growth for customers. ■



**You Tube**

**VOLVO COMPACT EXCAVATOR EC27D**

Head over to our YouTube channel to watch the EC27D being tested to the limits at the test and prototype operation in Belley, France.

#### KEY SPECIFICATIONS:

MODEL	VOLVO EC27D	
Engine	Volvo D1.1A	
Gross power	kW	15.6
	hp(imp)	20.9
Net power	kW	14.8
	hp(imp)	19.8
...at engine speed	r/min	2400
Operating weight	kg	2 730
	lb	6,019
Travel speed	km/h	2.6 / 4.8
	mph	1.62 / 2.98
Slewing speed	r/min	9.4
Breakout force	kN	24.6
	lbf	5,528
Tear out force (arm breakout force)	kN	18.1
	lbf	4,060
Overall width	mm	1 550
	ft in	5'1"
Overall length	mm	3 933 / 3 811
	ft in	12'11" / 12'6"
Main hydraulic pump max. flow	l/min	65
	gal/min	17.2
Boom swing angle, left / right	angle	72.5 / 53



# IN OTHER NEWS...



## Year 10 engineering students visit Volvo Construction Equipment GB headquarters

On 15 June 2017, a group of students from Swavesey Village College visited Volvo Construction Equipment in Duxford as the final part of their project that saw them design and build a model excavator arm with moving parts

The project culminated with a visit to Volvo Construction Equipment's headquarters in Duxford, Cambridge, where they brought their models along for judging. The students were given a walk around three excavators while completing a quiz. They were then given the opportunity to drive an excavator and hauler on the Volvo simulators before being given a tour of the facilities including the workshop, training centre and warehouse.

The students' models were judged by Volvo's technical experts who assessed the quality of workmanship and the level of innovation demonstrated. Runners up were Lucas Hemington, David Turner and Lewis Gladwell who were each presented with a die-cast Volvo model. The winners were presented with a LEGO Technic model, and they were Mervin Justin and Daniel Shaji.

Mark Bennett, Head of Design and Technology at Swavesey Village College, says: "The students have had a great experience at Volvo, especially getting a chance to sit in and explore their machines and drive them in a safe environment on the simulators. The students learned a lot and it has opened their eyes to the practical and business side of engineering. Congratulations to all the winners, and to all students taking part who so proudly presented their projects to Volvo's representatives."



## Creating a place for nature

Steve Noakes, an employee at Volvo Construction Equipment has a great passion and love for wildlife. After sharing his thoughts and ideas on setting aside an area to create wildlife havens for nature, a grass bank at the Duxford Head Office has now been left unmanaged. The area is now marked by signs containing information about what Volvo hopes to achieve by leaving the area unmanaged. Later in the year volunteers will record the different species of wild plants and insects, as well as birds and animals that are found there. This will enable Volvo to create a management plan that will ensure we provide the most diverse habitat.

A recent BBC article highlights the importance of protecting road verges as a conservation priority, and PlantLife calls for better management of grassy verges to preserve a wealth of different flowering plants.



## Voice 29 winner

Stephen Jones has sent in this picture of Jacob, aged 4 enjoying his prizes from the Voice 29 spot the difference competition. Congratulations Jacob!

# GETTING SOCIAL...

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

twitter 

@stirlindev: Our EC18D @VolvoCEGB on site carrying out trial holes on yet another referral project won. This is going 2b some place 2 work. #StirlinTeam



facebook



Aled Jones sent us this picture of a Volvo EC140EL



@TheWaltersGroup: No better weather for #muckshifting. @TheWaltersGroup @VolvoCEGB

Ian Maciver sent in this stunning picture of Duncan Mackay & Sons EC220 and EC140 at Bhlaraidh wind farm Invermoriston Scotland



@AD\_PlantHire: Our Volvo EC300EL working alongside our Volvo A25G in Wakefield #planthire #construction #groundwork #excavator #dumptruck @VolvoCEGB



@ecy\_haulmark: The VTN CI2000 steel shear attachment. Mounted on the OilQuick OQ70/55 automatic quick coupler. Supplied to us by #Wessexdemolition

Instagram 



@ecy\_haulmark: The VTN CI2000 steel shear attachment. Mounted on the OilQuick OQ70/55 automatic quick coupler. Supplied to us by #Wessexdemolition

YouTube 

A60H: Watch the A60H as it is put through it's paces on customer sites for the first time in Great Britain.



@ukplantphotos: A bit of embassy demolition in Bracknell finishing off from the 13 story building



Volvo A45GFS - move more for less: Take a look at how the A45GFS compares with the A45G in this new video.

Join in the conversation:



/VolvoCEGB



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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 WEST

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11. John Jenkins 07966 346 244
15. Dean Ackerman 07813 086 095
18. Richard Shelbourne 07974 973 430
19. Neil Cooper 07815 738 353

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14. Sophie Carter 07718 323948
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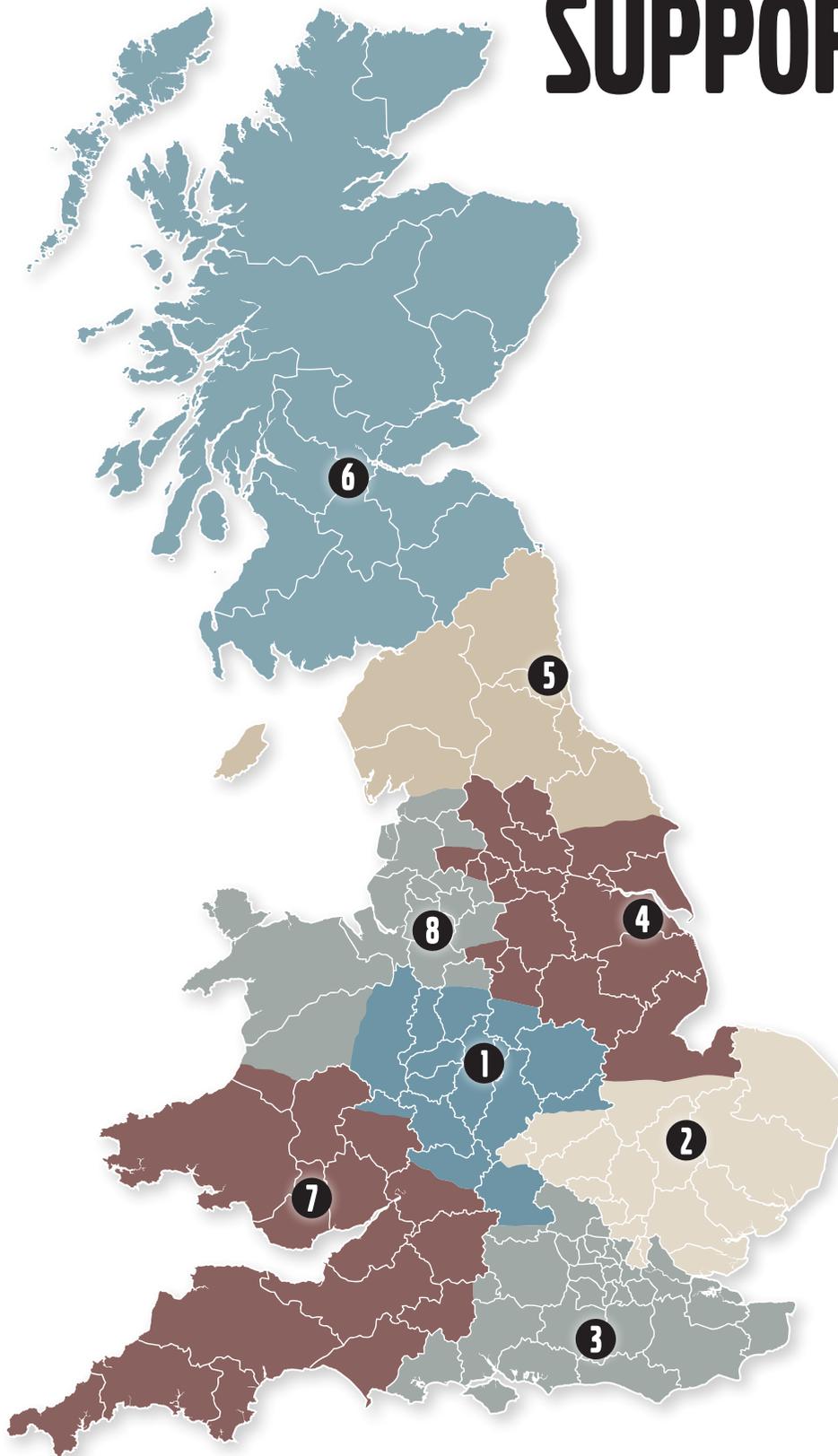
# VOLVO UTILITY EQUIPMENT



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# WORD SEARCH COMPETITION

Your chance to **WIN** a Volvo summer gift pack worth **£56**



Can you find all the words in the puzzle?  
There are fifteen words listed and a five letter 'mystery' word to find.

To enter the competition, simply highlight or circle the words and either scan and email this page to: **marketing.vcegb@volvo.com**

Or post to: **WORD SEARCH COMPETITION**  
Volvo Construction Equipment, FREEPOST ANG6733  
Duxford, Cambs, CB22 4YA

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

The **first five correct entries to be drawn** will win the prizes pictured from our merchandise shop

**TERMS & CONDITIONS:**

The judge's decision is final. The first five 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 entrant agrees to receive promotional material from Volvo CE from time to time by email unless this box is checked.   
The competition is not open to Volvo employees or their families.

**CLOSING DATE:**

22 September 2017

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

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**THE FIVE LUCKY PRIZE WINNERS FROM THE VOICE MAGAZINE COMPETITION EDITION 29 WERE:**

- Mark Flatman – Felixstowe
- John Cowles – Wakefield
- Jacob Jones – Hyde
- Chris Cutler – Woodland
- Mr M E Davison – Norwich

Congratulations!

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Volvo Construction Equipment

