

THE VOICE

THE NEWS JOURNAL OF SMT IN GREAT BRITAIN

Edition 37 November 2019



First L350H sold to Chepstow Plant International

Read more on pages 8-13



BUILT TO DELIVER OUTSTANDING RESULTS

The new EC200E has extended the Volvo excavator range with a 20-tonne machine to deliver performance and profitability in medium duty applications. This machine can be factory fitted with breaker and shear piping, as well as rotator piping. Special attachments such as mowers, grinders, shears, crushers and tilt rotators boosts the versatility and productivity to a maximum.



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EDITORIAL LETTER

A time to reflect...

Hello, and welcome to Edition 37 of **THE VOICE** magazine – the voice of SMT in Great Britain.

Once again we are nearing the end of the year, which offers the opportunity to look back and reflect. We have held many events this year, with the last of these being the Operators Club Final, which took place 5-6 October. You can find out how the GB finalists did on pages 36-39.



We have also seen a few firsts this year, with the first Volvo Rigid Truck delivered in February, followed by the first L350H, which has now been delivered to Chepstow Plant International, which you can read about on pages 8-13.

We are also pleased to welcome several new customers who have opted for Volvo machines for the first time. In this edition, Coatstone Surfacing have chosen a Volvo paver which you can read about on pages 32-33. Ashcourt Group, while not new to Volvo machine ownership and operation, have also purchased their first Volvo paver, which you can read about on pages 42-45. Tonic Construction have also chosen Volvo excavators for the first time. You can read about these on pages 6-7. We are sure that these new customers will be very happy with their new purchases and the on-going support they will receive from SMT GB.

Many existing customers have also added Volvos to their fleet, some of these for specialist applications. In this edition, James Jones & Sons have opted for two new Loading Shovels for their logging operations (pages 16-17), while Ron Hull demolition has purchased an EC480E rigged with both high-reach and demolition equipment (pages 18-21).

This year, SMT chose to support the charity CALM. It's excellent to see all the activities that have taken place around the business to support this cause. To date we have raised £4,000, which is incredible and will go a long way to support CALM in their movement against suicide; the single biggest killer of men under 45 in the UK. You can find out more about the work they do at www.thecalmzone.net and can call their helpline anytime you need it on: 0800 58 58 58.

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

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“The proof of the pudding will be in the eating...”

So says Tony Iles, Managing Director of Tonic Construction, as the company chooses Volvo excavators for the very first time.

Breaking with tradition, the Swindon based civil engineering and groundworks contractor has added six new Volvo reduced swing excavators to its plant fleet for the first time. The machines in question are four fifteen-tonne ECR145Es complete with dozer blades, and two larger twenty-five tonne ECR235Es, one with and one without a blade, which were chosen following a successful demonstration and evaluation.

“We were pleasantly surprised with the way both Volvo models performed on demonstration in terms of stability, digging ability and, most importantly, the fact that our operators took to the machines immediately, appreciating the roomy and comfortable space in the cab,” comments Contracts Director, Jake Jenkins.

“Retaining good excavator operators is key to our business, so taking their comments and recommendations onboard in making a switch from the traditional brand of excavator we’ve been running was very important in our purchasing decision,” he continued.

Tonic Construction’s new recruits join a fleet of thirty-five excavators, ranging from three to twenty-five tonnes in operating weight, and will be deployed on general ground-working duties, contracting to blue-chip house building companies on new developments in the south-west and along both the M4 and M5 corridors.

SPECIFICATION:

ECR145E:

Engine – Stage V 4-litre Volvo engine

Horsepower – 121 nett

ECR235E:

Engine – Stage V 6-litre Volvo engine

Horsepower – 174 nett

- Advanced mode control system
- Quick fit hydraulics and hose rupture valves

All six machines have been supplied with an SMT service agreement whereby the machines will be maintained by highly qualified SMT engineers, using genuine Volvo parts at the correct service intervals. “Our intention is to keep the machines for approximately four years. Having SMT GB take care of the general maintenance and using CareTrack to monitor the general performance of the machines will help to keep them in tip-top condition, and keep residual values high when it becomes time to change,” says Jake.

Established twenty years ago by Tony Iles and his wife, Finance Director Debby Iles, Tonic Construction has grown to be a highly successful civil engineering and groundworks contractor in the blue-chip housing development sector, as well as contracting to local authorities and private developers. Employing 160 personnel, the company is headquartered on the outskirts of Swindon, Wiltshire. ■ Mark Gunns



“We were pleasantly surprised with the way both Volvo models performed on demonstration in terms of stability, digging ability and, most importantly, the fact that our operators took to the machines immediately, appreciating the roomy and comfortable space in the cab”



Chepstow Plant International continues year on year growth to its plant fleet with the addition of 103 new Volvos, including the first L350H loading shovel to be sold in Great Britain

Chepstow Plant International has signed a deal with SMT GB for the supply of 103 machines for its mineral, aggregates and earthmoving fleet. The deal sees Chepstow Plant International continuing to grow its fleet as it moves forward with sustainable, practical and safe machinery solutions for its customers throughout the UK.

The assortment of machines includes twenty excavators, ranging from the EC250E to the EC750E (25–75 tonnes), twenty four-wheeled loaders from the L70H up to the 24 tonne, 5.6m³ capacity L260H and fifty-eight articulated haulers, of which nearly half is comprised of the ever-popular A30G. In addition, Chepstow Plant International is the first to take delivery of Volvo's flagship wheeled loader, the 51-tonne L350H for a major contract in the north-east of England.

"Opting for premium brand equipment helps our customers and us in many ways," explains John Corcoran, Managing Director of Chepstow Plant International. "Primarily it benefits with safety, uptime, fuel efficiency, residual value and image, and I'm pleased to say that Volvo equipment now accounts for the majority of our fleet."

"With significant continued growth and new business opportunities presenting themselves, it is vital that we can rely on performance and service back-up, along with advances in machine telemetry and operating data," continues John. "To this end, we are at the vanguard, working proactively with SMT GB and Volvo Construction Equipment in helping to shape and influence enhanced safety in our equipment."

For example, with the Volvo articulated haulers purchased last year and the fifty-eight being delivered in 2019, Chepstow Plant International has collaborated with SMT GB and Volvo CE in developing 'Haul Assist'. Phase 1 of this development has concentrated on providing an efficient 'onboard' weighing system whilst Phase 2, which is in the final stages of development, is the 'Haul Assist Maps' option which will allow machine operators and site managers to monitor on-site hauler traffic in real-time.

Following a comprehensive development partnership between SMT, Volvo and Chepstow Plant, Haul Assist now becomes an integral component within the quarrying contractor's updated standard ADT specification. The new functionality from Haul Assist will be integrated into Chepstow Plant's unique custom-built analytical platform, Titan. This complex AI system takes information from Volvo's Caretrack system and delivers extensive data analysis, whilst simultaneously providing rationale to each situation to enhance operational performance. Ross Hayward explains, "Titan allows us, as a specialist contracting company, to fully realise and utilise the data that our fleet provides. With constant asset data uploads across our fleet, we can quickly identify health and safety or maintenance concerns, whilst also tracking operational performance close to real-time. Haul Assist, in particular, will provide data to a granular level unseen so far in the quarrying industry, allowing Chepstow Plant to explore in depth each load, the material type moved and where on the site it's been deposited with the map and geofencing possibilities. In this sense, Haul Assist goes way beyond the traditional industry weigh-loader options from just providing us with the tonnes carried per truck. In turn, this allows us to support and manage customer expectations to further provide added value to our services."

In collaboration with Tarmac, Chepstow Plant International is in the final stages of trialling the Haul Assist Maps option in a sand and gravel quarry just off the M25. "We are really excited about the amount of meaningful information this is going to provide, both Tarmac and us as we trial the system in real-time," adds CPI's Asset Manager, Ross Hayward.

CONTINUED OVERLEAF ➤





Andy Bate, Area Director – materials, London & South East at Tarmac added: “From the activity so far, we are impressed with the benefits that Haul Assist can deliver as part of our ongoing commitment to the highest standards of safety and productivity. New technological innovations, such as the telemetry feedback available through this system, provide a great opportunity for sites to improve traffic management and risk prevention in loading and deposition, as well as to provide visible performance data to help optimise production.”

Keeping the focus on safety and safe operations on-site, all of the new articulated haulers are equipped with a Volvo designed inclinometer along with the on-board weighing system. If the operator attempts to tip the load when the hauler is sitting at a 9° + lateral angle, the body will not raise, and the attempted tip will register as a “fail tip” or near-miss occurrence. This is then recorded by CareTrack, which will lead to subsequent investigation and corrective action being taken. “The good news

is that since we have been equipping our articulated haulers with this system, we have witnessed a significant decrease in unsafe tipping,” continues John. “However, it’s dangerous to assume that by fitting this safety device, the problem goes away. Part of the equation is supporting the use of said systems with rigorous and continued training to eliminate complacency, and again, we are at the forefront of providing training programmes for both our own, as well as our clients’ operators.”

Apart from safety, fuel burn and tonnes per litre moved are equally important subjects for CPI’s customers and, when it comes to rehandling materials, John Corcoran considers Volvo wheeled loaders with OptiShift, to be among the leanest in the industry in terms of fuel efficiency. “In fact, all of our new Volvos whether they are articulated haulers, wheeled loaders or excavators, are now installed with Stage V engines, which is a huge positive in the drive to reduce our overall carbon footprint,” he says.

CONTINUED OVERLEAF ➤





The recently launched L350H has been added to CPI's portfolio of equipment, equipped for heavy-duty rock extraction. This includes a 6.8m³ spade nosed rock bucket with teeth and segments plus additional wear parts, 875/65 wide profile Goodyear L5 wheel and tyre assemblies, and the long boom option along with a host of safety features required for quarrying operations. This, coupled to other fuel-saving devices such as the Volvo Eco pedal encourage the operator to run the machine at its optimum rpm in the engine's torque curve, and optishift with torque converter lock-up makes the L350H a highly efficient and productive loading shovel for its size class.

For material transport, John Corcoran believes that Volvo's articulated haulers are very much the preferred option. "Volvo ADTs are hard to beat for operator comfort, durability and residual value," he says. "And the latest G-series haulers with Stage V engines have an increasingly important role to play for our mineral and aggregates clients. When it comes to litres per tonne moved, there is little that comes close to the efficiency of a Volvo ADT."

Chepstow Plant International Ltd is a privately owned business with over 40 years of trading experience within the plant industry, resulting in unprecedented knowledge of both new and used equipment. Chepstow Plant International can offer expertise in both divisions: used plant equipment and plant hire and contracts along with operator training. Within the Hire and Contracts division, equipment is supplied on a national basis, to provide all sectors of industry, including general earthworks, quarrying, operated and non-operated hire. ■

L350H SPECIFICATION:

Full turn tip load: 32.8 tonnes

Breakout force: 376 kN

Dump clearance height: 3.63m

Engine: 16 litre Stage V

Power: 540 hp at just 1700 rpm

Torque: 2532 Nm at just 1400 rpm



**Primed for productivity, the L350H
combines the latest Volvo technology
with power and comfort**



Volvo package for Ward Plant

Since purchasing his first Volvo articulated hauler back in 1990, Martyn Ward, managing director of Ward Plant Limited, Carnwath, South Lanarkshire continues to add Volvo articulated haulers and excavators to his plant fleet.

“In my considered opinion, the Volvo ADT is second to none on the market today, and all the trucks I’ve ever run have proved themselves over and over again in terms of reliability, productivity and fuel savings,” says Martyn. “And it’s like anything else – if you look after your kit, then it’ll look after you; some of our trucks have achieved over 16,000 hours on original engines,” he continues. “The same applies to our Volvo excavators; we’ve been really pleased with the robustness of the machines and the quality of the pins and bushes. One of our oldest EC210’s has absolutely no play whatsoever in the boom, dipper arm and bucket linkage!”

The latest package of machines to join Martyn Ward’s fleet includes two new Volvo A45G articulated haulers – Ward Plant’s largest capacity trucks to-date, a fifty tonne EC480E excavator in mass excavation configuration and a twenty-five tonne EC250E. Ward Plant now has thirty-four Volvo articulated haulers in its

fleet, the majority of which are A30s. However, the new A45Gs were chosen to give an optimum return on cost per tonne moved, matched to the new fifty-tonne excavator. “Whilst we run A30s predominantly for general hire, we see some positives in running the larger haulers in certain applications, and so far they are exceeding our expectations on cost per tonne moved,” continues Martyn. “But that’s not all. We enjoy an excellent level of service from SMT GB when we do get the occasional issues and, not least, the trucks and excavators have an excellent residual value.”

The new trucks, along with the EC480E, are currently being deployed on a large opencast coal site restoration project in Ayrshire, with a number of other large infrastructure projects planned for the near future. ■ Mark Gunns

A45G SPECIFICATION:

- 16-litre Stage V Volvo engine
- 481 nett Horsepower
- 41 tonnes carry capacity
- 25.1m³ heaped capacity

EC480E SPECIFICATION:

- 13-litre Stage V Volvo engine
- 378 nett Horsepower
- Automatic sensing mode hydraulic system
- On-demand flow and power loss reduction system

EC250E SPECIFICATION:

- 8-litre Stage V Volvo engine
- 216 nett Horsepower
- Automatic sensing mode hydraulic system
- On-demand flow and power loss reduction system

Established back in 1973, Ward Plant Limited has grown to the position it holds today as a renowned, reliable and trusted hirer of earthmoving plant and equipment all over Northern England and Scotland; including the Isles. With over 90 items of large earth moving plant and equipment for hire, such as; dozers, dump trucks, excavators, loading shovels, self-propelled and towed compaction rollers, hydraulic hammers, grapples, pulverisers, the company more recently has added jaw and cone crushers and screeners to the fleet, so a contractor can one-stop shop at Ward Plant. Sister company, Martyn Ward Plant Limited, was formed in 1990 to carry out Earthworks, drainage, crushing and screening contracts, again throughout Scotland, Northern England and the Isles.



Volvo shovels go logging for James Jones & Sons Ltd

Two new loading shovels have been supplied to James Jones & Sons Ltd for the company's log handling activities at its Mosstodloch and Lockerbie sites, located in the north-east and south-west border areas of Scotland.

The two machines in question are a Volvo L110H, that has gone to work at the Mosstodloch mill in Moray, and the larger L120H, that has been deployed at their Lockerbie yard, both replacing competitive makes of machine. "We have operated Volvos at our Mosstodloch site for some time and we are quite aware of their abilities, but it's been some fifteen years since we ran them here at Lockerbie," explains Log Yard Manager, Iain Gale. "An opportunity arose to introduce an alternative make of machine into our Lockerbie operation, and here we opted for the larger L120H. There were several reasons for choosing the Volvos, these being a competitive package and sound third-party references, but the absolute key was the fact that Volvo offers external axle cooling as an option, and this really clinched the decision," he continues. "The machines work at speed across the concrete pad, handling in excess of some 2000 tonnes of logs per day. So having this option is essential in avoiding axle and brake failures, which we experienced with the previous models."

Furthermore, the patented TP loader linkage system on Volvo wheeled loaders lends itself perfectly for log handling applications since the machines demonstrate a high degree of breakout torque when crowding. This is due to the crowd ram pushing on the positive side of the cylinder as opposed to pulling on it, as can be found on Z bar linkage systems. The breakout torque, for example on the L150H is a massive 347KNm. In addition to the benefit of a high breakout torque, the Volvo TP linkage system is still able to demonstrate parallel lift, whether the attachment is a bucket, pallet forks or log grapples.

Iain also explains why the two different sizes of the machine were chosen for the two sites: "It's all about the weight and length of the logs in the log grabs and the daily production activity. In essence, we handle five-tonne of logs in the grabs at Mosstodloch whilst, here at Lockerbie, we handle a greater volume of longer logs, weighing between five to five and a half tonnes in weight, and the L120H gives greater stability when the logs are





“So far, the machine is performing very well indeed. What’s really impressive is the fact it’s consuming just nine litres of fuel an hour. So, all in all, everything is looking very positive indeed.”

4.8m long. So for both yards, the machines we chose in the L110 and L120 are correctly sized and specified in our opinion.”

Moreover, at the Lockerbie yard, for example, the L120H is working a gruelling two-shift day, starting at seven in the morning and finishing at two the following morning, five days a week. “So far, the machine is performing very well indeed,” says Iain. “What’s really impressive is the fact it’s consuming just nine litres of fuel an hour. So, all in all, everything is looking very positive indeed.”

The two new shovels are fitted with CareTrack, as standard, which is Volvo’s telematics system that enables remote monitoring of a wide range of machine functions (e.g. location, fuel consumption, service reminders etc.), therefore, optimising customer operations. In addition, James Jones & Sons have included SMT GB’s Level 2 ENHANCE service agreements with each machine, meaning that SMT GB will take care of the scheduled maintenance, with Volvo trained service engineers, using genuine Volvo parts. Both machines are expected to provide anything between 15,000 to 20,000 hours of service life in this application.

Through five generations of family ownership, James Jones & Sons Ltd has manufactured the most comprehensive range of sawn timber products, including; carcassing, fencing, palletwood, heavy sections and, more recently, engineered timber products, and is now regarded as one of the most innovative and efficient timber processors in Europe. It is one of the oldest, privately-owned companies in the United Kingdom, operating five sawmills in Scotland. Up to 60% of logs come from private Scottish estates, with the rest from Forestry and Land Scotland, and it has a comprehensive nationwide distribution network for its finished products. ■ **Mark Gunns**

L110H SPECIFICATION:

- Stage V 8-litre Volvo Engine
- 190 nett horsepower
- Volvo Eco Pedal
- Single lever cinematic control
- External axle cooling option
- Unique in-cab personnel proximity safety alarm
- 1.7m² log grapple inherited from the previous machine

L120H SPECIFICATION:

- Stage V 8-litre Volvo Engine
- 276 nett horsepower
- Volvo Eco Pedal
- Single lever cinematic control
- External axle cooling option
- Unique in-cab personnel proximity safety alarm
- 1.7m² log grapple inherited from the previous machine



New Volvo for Ron Hull Demolition Ltd

Ron Hull Demolition Ltd of Rotherham, South Yorkshire, has opted for a Volvo EC480E, rigged with both High Reach and intermediate demolition equipment.

The delivery of this new machine is the culmination of a long and detailed evaluation of its specification and capabilities that were, ultimately, considered more favourable by Ron Hull Demolition Ltd when compared to other makes on the market.

The new EC480E has been supplied with both a high reach demolition three-piece boom and a multi demolition boom – both of which are mounted on the patented Volvo modular base boom joint system. The machine also features a hydraulically adjustable undercarriage and hydraulically demountable additional counterweight giving the conventional 50-tonne excavator an all up operating weight of 64 tonnes. Other key options ordered by

Ron Hull include a fire suppression system and a Chalwyn engine air intake shutdown valve for working in hazardous environments such as petrochemical establishments and refineries.

When fitted with the three-piece demolition rig, Ron Hull's EC480E is capable of handling a maximum tool weight of three and a half tonnes, half a tonne more than standard, thanks to the additional weight of the hydraulically adjustable undercarriage. Thus rigged, the machine offers a maximum pin height of 28 metres, a maximum reach of 16 metres and a generous safe operating angle of 15 degrees.

CONTINUED OVERLEAF ➤





The machine has been sold with an SMT GB Level 2 enhance support agreement, meaning that Volvo trained engineers will carry out scheduled servicing on the EC480E using genuine Volvo parts, oils and lubricants.

This is the second time a multi demolition boom option has been sold on a Volvo machine in Great Britain, giving Ron Hull a variety of operating options for different types of demolition work. For instance, the machine can be simply rigged with the secondary boom and dipper arm for normal digging duties. The addition of the multi boom, which is a 3.4-metre extension piece that fits between the modular base boom joint and the remainder of the rig, gives the machine a far greater degree of flexibility. It also allows a maximum tool weight of five tonnes to be used. The equipment can be fitted in the straight position, providing a pin height of 15.8 metres, as well as a safe working radius of 8 metres. It can also be re-configured to work in an angled or bent position. This gives a reduced pin height of 12.9 metres but an increased reach of 9.6 metres – again, with a maximum tool weight of five tonnes. This configuration also allows the machine to reach a pin depth of 7 metres and is an ideal solution for underground demolition works such as, basements, underground car parks and even underwater demolition.

The hydraulically adjustable undercarriage significantly enhances the overall stability of the EC480E giving an extra one metre of width when working on site but in the retracted position. Together with the hydraulically demountable counterweight, this means the machine can be conveyed on conventional transport.

Besides operating a larger Volvo EC700C in standard configuration, the new EC480E is the largest high reach demolition machine in Ron Hull's mixed fleet of equipment. The machine has been sold with an SMT GB Level 2 enhance support agreement, meaning that Volvo trained engineers will carry out scheduled servicing on the EC480E using genuine Volvo parts, oils and lubricants.

Established in 1992, Ron Hull Demolition Limited is part of the multi-faceted Ron Hull Group, which was originally formed by Ron Hull back in 1976 in Rotherham, South Yorkshire. The company has become multi-faceted offering competitive nationwide coverage in all aspects of demolition, ferrous and non-ferrous recycling, general recycling and waste management. ■

Mark Gunns

SPECIFICATION:

- Engine: Volvo Stage IV 13 litre engine
- Developing 376 nett hp for the two variable displacement pumps each providing 376 litres/minute

OTHER FEATURES INCLUDE:

- Hydraulically tilting operator's compartment
- Hammer shear hydraulics and an X3 rotational circuit
- The operator's compartment is fully protected by a Falling Object Guard (FOG)
- The superstructure of the machine is protected by a Side Impact Protection System (SIPS)
- The underbelly plates are made of 10mm thick heavy-duty plate



In addition, Ron Hull also has access to the advanced CareTrack telematics subscription allowing them to view critical operational data such as fuel consumption, machine utilisation and idling data. SMT GB provides Ron Hull Demolition with bespoke Volvo Insight reports to help them to drive down the total cost of ownership.





Volvo values maintained at Greener Composting Ltd

Since this family-run business purchased a Volvo BM4200 for its farming activities back in 1983, Greener Composting Ltd carries on a tradition of owning and operating Volvo machines with a new Volvo L70H loading shovel.

After a chance visit to the Volvo BM stand at a trade exhibition, held at the Royal Showground, the company that would become Greener Composting Ltd began their association with Volvo when Andrew Ryman purchased a six-tonne BM4200 loading shovel. "My father bought the machine to work on our 1000 acre farm here on the outskirts of Lichfield," explains Managing Director, Richard Ryman. "He was so impressed with what the machine could do that he purchased a second machine; which, by this time, had become an L30." This particular machine is still running to this day on the family's farm.

It was in 2004 that WJ & AJ Ryman diversified its agricultural activities, and Greener Composting Ltd was established to handle and process green waste. "Back then, we saw a niche in the market for green waste recycling and composting. We started taking in material from the local authorities, tree surgeons and the like, creating a bespoke area on the farm for this activity," continues Richard. "As the business took off, we invested in a new L70F in 2008 to spearhead this activity; this gave us a big step-up in production."

Fast forward eleven years and Greener Composting has continued to expand its activities at the facility located at Wall, near Lichfield, which now includes processing suitable material for biomass. The qualities and performance of the company's previous Volvo machines have led to the addition of a new L70H wheeled loader, which now takes over the primary duties at the yard. This includes loading high-sided bulkers, turning the windrows and feeding the shredders. Being one tonne heavier than its predecessor and having an extra 500kg of full turn tipping capacity, the increase in productivity from the new L70H will ensure that Greener Composting will achieve its annual target of processing in excess of 30,000 tonnes of green compost.

For complete peace of mind, Greener Composting has taken out a Level Two ENHANCE service contract with SMT GB. This means that highly qualified SMT engineers will carry out scheduled servicing on the L70H, using genuine Volvo parts, oils and lubricants. This contract also gives Greener Composting a

CareTrack Advanced subscription, allowing them to view critical operational data such as fuel consumption, machine utilisation and idling data. ■

L70H SPECIFICATION:

- Stage V certified 6-litre engine delivering 173hp

ADDITIONAL FEATURES:

- Third line hydraulics
- Turbo II pre-cleaner
- Groenveld autolube system
- Boom suspension system





New Volvos continue to underpin operations at Urban Regen Ltd

Urban Regen Ltd based at Edgworth, Bolton continues to endorse its use of Volvo Construction Equipment products with the recent additions of two new excavators and a brace of articulated haulers.

“We’ve been operating Volvo excavators since 2010 and more recently have added articulated haulers to our fleet,” comments Managing Director, Andy Walker. “The bottom line is that we consider Volvo machines to be the most powerful for the type of operations we undertake, not with-standing their consistent reliability, performance and popularity with our operators,” he continues.

To underpin the mixed fleet run by Urban Regen, a new EC300E and the larger fifty-tonne EC480E have recently been

purchased along with a completely refurbished A30G articulated hauler. “We currently run two EC300Es, an EC380E, two EC480Es and four articulated haulers which are used as our prime movers on our contracts,” explains Andy. “The EC480E is proving to be a good all-round machine for demolition, earthworks, breakout, and rehandling crushed and recycled material. All of our excavators are equipped with Oil Quick attachment brackets, which means we can change from bucket work to hammer and demolition attachments without the

necessity of removing pins, pipes etc and this goes a long way to reducing health and safety hazards on site whilst keeping our productivity up.”

Urban Regen was established in 2002, with Managing Director, Andy Walker, taking over sole ownership in 2010. The company specialises in providing a comprehensive service to the private and commercial sector within the brownfield land development sector, which includes land remediation, demolition and civil engineering projects nationwide. More recently, the company has added demolition activities to further support its offering to its clients. “We are now able to take on a substantial demolition and programme alongside all our land remediation activities, including crushing and screening to produce recycled aggregates for re-use on site,” says Andy Walker. “We also have the capability of constructing roads and utilities within our package of site preparation services for our clients as required.”

All of which could not be possible without a strong and dedicated team of thirty-five currently employed by Urban Regen. “We have a great team working for us with a great work ethic, irrespective of where we are undertaking projects throughout the UK, and everyone is committed for the right reasons,” continues Andy. “This is partly why we take the opinions and considerations of our operators seriously when purchasing capital equipment – and the reason Volvo products are definitely in focus.” ■





Keeping an eye on the running costs...

...is a key driver for Dermot Conlon, Managing Director of Conlon Ltd as he renews an acquaintance with a batch of new Volvo reduced swing excavators.

In the market to replace part of their existing fleet of excavators, the Wiltshire based groundworks, civil engineering and demolition contracting company opted for six new Volvo reduced swing excavators, following a visit to SMT GB's *Live It Dig It* event at nearby Reading. "We sent our key operators along to make an objective evaluation of the latest range of Volvo excavators, and they were significantly impressed with the general performance and operator comfort," comments Dermot Conlon. "As a result, we decided to renew our acquaintance with Volvo machines and ordered four ECR145E, and two larger ECR355E reduced swing excavators. Keeping the fleet young and fresh is a key driver for reducing the overall running costs of equipment, and we are confident that the latest models from Volvo will help in this endeavour," he continues. "Opting for reduced swing models

instead of conventional machines means safer working on sites, especially when space becomes a premium. There's certainly no issue with machine stability, and the ECR355E, in particular, is already demonstrating impressive digging and lifting performance."

As with the rest of Conlon's fleet of equipment, the new recruits will all be equipped with Leica Geosystems 3D machine control technology, negating the need for pegging out on sites. "Having this GPS technology onboard our equipment is a huge saving on labour and, again, helps to keep our overall running costs at a minimum," explains Dermot. "We are currently operational on around 39 sites at present, and up to 20 of those will still be in a state of major excavation work. But I only need three civil engineers to manage all of this, thanks to having this technology installed on the machines."

All six machines have been supplied with an SMT GB Level 2 ENHANCE support agreement, meaning that Volvo trained engineers will carry out scheduled servicing using genuine Volvo parts, oils and lubricants at the correct service intervals. "Our intention is to keep machines for approximately four to five years. Having SMT GB take care of the general maintenance, and using CareTrack to monitor the general performance of the machines, will help us keep an eye on those all-important running costs and help to keep residual values high when it becomes time to change," says Dermot.

As part of the Level 2 ENHANCE agreement, Conlon has access to the Advanced CareTrack subscription allowing them to view critical operational data such as fuel consumption, machine utilisation and idling data. SMT GB will supply Conlon with bespoke Volvo insight reports to help drive down their total running costs.

Conlon Ltd is based at Cricklade near Swindon, Wiltshire, and provides a full ground working and civil engineering service up to DPC level, as well as demolition contracting around Wiltshire, Gloucestershire, Oxfordshire and Dorset. The family-run company, established in the 1990s, employs around 230 employees and operates excavators from fourteen to forty tonnes in operating weight, dozers, site dumpers, small earthmoving dump trucks, rollers, and a road paver. ■

ECR145E SPECIFICATION:

- 14.5 tonnes
- Stage V 4-litre Volvo engine
- 121 hp

ECR355E SPECIFICATION:

- 35.5 tonnes
- Stage V 6-litre Volvo engine
- 243 hp

“We sent our key operators along to make an objective evaluation of the latest range of Volvo excavators, and they were significantly impressed with the general performance and operator comfort.”





**DS Watson Civil Engineering
(Anglia) Ltd make a significant
investment in a range of Volvo
excavators...**





With its headquarters located in Beccles, Suffolk, DS Watson Civil Engineering (Anglia) Ltd has made a significant investment in a range of Volvo excavators for its plant fleet, which specialises in all disciplines of groundworks, utilities, site infrastructure and civil engineering for blue-chip house building contractors.

Most recently, the company has taken delivery of twelve ECR88D reduced swing excavators from SMT GB's utility equipment dealer, Contractors Equipment Sales Ltd of Norwich. In addition, SMT GB has supplied a larger reduced swing ECR235E, a 30 tonne EC300E and a 40 tonne EC380E; which is DS Watson's largest excavator to date. "We now have a total of 48 excavators in our fleet, of which 41 carry the Volvo brand," explains Managing Director Danny Smith. "The reason we choose Volvo excavators is down to the quality of the product, good reliability and equally good residual values. But underpinning this is the quality of the aftersales service we receive both from CES and SMT GB."

With a line-up of excavators in DS Watson's fleet that range from 1.5 to 40 tonnes in operating weight, the company also runs a fleet of 50 site dumpers, of various capacities, 17 rollers and backhoe loaders. "Having a comprehensive range of excavators means we can deploy the right-sized machine for any specific job on a variety of sites, and switch them around according to the application required," explains Danny. "For instance, we find the

9-tonne ECR88D an ideal sized machine for working in the tight confines in and around housing plots. It has plenty of reach and a good dig depth. It is also quite capable of loading and dispatching 20-tonne tippers quickly. At the other end of the scale, we opted for the Volvo EC380E in order to lift and lower large sewer rings, which can weigh up to 4.5 tonnes, into place. We also use the EC380E to carry out bulk excavation work on new sites that are opening up."

Elsewhere, DS Watson use the smaller EC140E and ECR145E with specialised attachments, such as tilt rotating bucket and grading beam, to prepare access roads for paving with sub-base and the final wear course. The machines also carry out the finishing processes and landscaping duties when building is completed.

Whilst DS Watson carries out its own maintenance on the smaller utility machines, the larger Volvo models have all been supplied with SMT GB's Level 2 ENHANCE service package. This means that a highly qualified SMT GB engineer will carry out all scheduled servicing for and update the machine's software

throughout the year. They also have a CareTrack Advanced subscription on all machines allowing DS Watson to view critical operational data such as fuel consumption, machine utilisation and idling data. Insight reports will also be provided to enable DS Watson to drive down their total cost of ownership.

Established over forty years ago by the current Chairman, Dennis Watson, DS Watson Civil Engineering (Anglia) Ltd carries out large ground working and civil engineering projects in the housing sector across the whole of East Anglia, which encompasses, Essex, Suffolk and Norfolk. The company has a complement of 160 employees, comprised of operators, site workers, bricklayers, administration and maintenance staff. It also has an annual turnover of £19M. ■

EC380E SPECIFICATION:

- 13-litre Stage V Volvo engine
- 311 horsepower
- 6.45 boom and 3.2m dipper arm
- Lifting capacity: 5.8 tonnes at full reach of across carriage 1.5m above ground
- Maximum digging depth: 7.5 metres
- Load over height: 6.9 metres
- Forward reach: 11 metres





Coatstone Surfacing takes delivery of its first Volvo paver

Coatstone Surfacing Ltd of Swindon, Wiltshire, has broken with tradition and purchased its very first Volvo P6870C wheeled paver for its fleet of road paving equipment.

Joining a mixed fleet of road paving equipment, the P6870C was chosen following a successful demonstration and evaluation. Commenting on the new addition, Managing Director, Jason Richens states: "We were extremely pleased with the machine on demonstration. The overall build quality and low noise emissions are impressive, and it lays an exceptionally high-quality mat. In addition, compared to what we've previously experienced, the P6870C demonstrates very good ground clearance, which assists greatly when we are working around raised ironwork." The P6870C also demonstrates a high degree of manoeuvrability, thanks to the 'Active Steering' feature. "A great deal of our work

is laying base, binder and surface course, so being able to manoeuvre in relatively tight confines is another key feature of the machine." continues Jason. "These were good enough reasons to place an order for the new machine".

Coatstone Surfacing Ltd was established fifteen years ago by Managing Director, Jason Richens, who has over thirty years of experience working within the surfacing industry. With its headquarters located at Swindon, Wiltshire, the company employs 35 personnel, and covers the M4 corridor and up to a 100-mile radius from its base. ■ **Mark Gunns**

SPECIFICATION

- Stage IIIB compliant Volvo D6 engine
- Horsepower: 175hp
- At its heart, the P6870C features the EPM II, which is an electronic paver management system that incorporates a 'Settings Management' system. This allows the operator to store up to twelve parameter settings for the major functions, such as: screed temperature, tamping & vibrating, conveyor, auger and paving speeds
- Screed width of between 2.5 and 5 metres in standard configuration, but the P6870C can be fitted with optional extensions that provide a generous width of 9 metres
- The machine has a theoretical output of up to 700 tonnes per hour, at varying screed widths and depths

FEATURES

- 'Smart Power' offers optimum power for the job at hand
- 6x6 'Smart Drive' technology provides unparalleled continuous independent traction control over all six wheels
- Even on the most difficult bases, tractive forces are automatically adjusted according to the weight of material in the machine's 12-tonne capacity hopper
- 'Active Steering', feature with an inside turning radius of just 2.5 metres





The best tool for the job at L&S Waste Management

Hampshire based L & S Waste Management Ltd has just added two new Volvo excavators to its fleet of mobile equipment that take up residency at the company's Portsmouth recycling centre.

The two new machines are a twenty-tonne EC200E which was launched globally earlier this year and the slightly larger EC220E weighing in at twenty-two tonnes. The machines were chosen thanks to the reliability and performance of two EC140E models purchased last year at the beginning of 2019 according to Transport and Plant Manager, Dominic Sales. "The two fourteen-tonne machines have proved to be very reliable and the support from SMT GB, when required, has been excellent, which has prompted us to opt for the larger machines for the Portsmouth facility."

The new excavators fulfil two specific applications at L&S Waste Management's Portsmouth facility. The EC200E, equipped with a selector grapple, is in charge of sorting the incoming material which is comprised of general industrial inert waste, skip waste, rubble and demolition waste. Powered by a four-cylinder Stage V compliant Volvo engine developing 156 nett hp, the EC200E is well specified for this application. For example, the machine is equipped with hose rupture valves to the boom and dipperper cylinders, quick fit hydraulics, hammer/shear lines and the optional X3 rotation circuit to operate the selector grab.

The machine has an ample working geometry thanks to the combination of the 5.7m boom and 2.9m dipper arm, allowing it to maintain a relatively static position for sorting and rehandling.

The slightly larger EC220E was chosen primarily to load concrete, rubble and hardcore into a primary crusher and also to break larger oversized material with the aid of a hydraulic hammer and a hydraulic pulveriser. "It was the flow and operating pressure requirements of the pulverizer that dictated the choice of the EC220E," continues Dominic. "The larger six-cylinder engine, together with the optional two pump flow on the machine compared to the EC200E, provides 330 litres of flow at 380 bar pressure which is sufficient to run the pulverizer, with plenty of reserve for operating the hammer."

Both machines have been supplied to L&S Waste Management with an SMT GB Level 2 ENHANCE service agreement whereby a highly qualified SMT engineer will carry out all scheduled servicing. This is backed up by a Customer Service Guarantee that ensures SMT service the machines to the level of quality and time committed to.

With its head office located in Fareham, L&S Waste Management operates two recycling and processing plants in Portsmouth and Southampton, as well as a new aggregate railhead depot in Southampton. The recycling and processing operations are underpinned by a large comprehensive transport fleet made up of skip lorries, grab lorries and tippers as well as volumetric lorries, concrete pumps and road sweepers. ■

“The two fourteen-tonne machines have proved to be very reliable and the support from SMT GB, when required, has been excellent, which has prompted us to opt for the larger machines for the Portsmouth facility.”





Phil Port



Lewis Jarman



Operators Club Final 2019

The Operators Club has been running within Volvo Construction Equipment for 21 years, yet this year was the first time that the finals were held in Eskilstuna, Sweden, the home of Volvo CE.

Lewis Jarman and Phil Port placed third and fourth in the GB Operators Club heats at Hillhead, so both qualified to compete against 27 other finalists from 13 countries in this tough competition.

After arriving in Sweden on Friday afternoon, the finalists and their partners (Flo and Claire) travelled to the Volvo Customer Centre, where they were treated to a pre-dinner twilight demo show. After dinner, the challenges were revealed and each finalist chose their number to start the competition. Phil chose 14 and Lewis would be the final competitor to try his luck after choosing number 27; both were just relieved not to have the number 1 spot!

It was an early start on Saturday, with a 7.30am pick-up. After a demonstration from the Volvo team on the first competition, the final got underway.

ROUND 1

The first challenge, titled 'Time Square', was to drive an A45G hauler through a slalom course and then into a square. They had to turn the hauler around (however they felt best) and then return through the slalom course to cross the finish line. Penalties would be incurred for knocking any tennis balls from the logs that lined the square, or that were balanced along the slalom course. Phil was first up and was cool, calm and collected. He completed the challenge in a good time of 72 seconds, with no penalties. Lewis was the final competitor to take to the machine. He performed really well under the pressure, and completed the course in an impressive 59 seconds. This put Lewis into 5th place, while Phil placed 11th; a great place to be at the start of the competition.

ROUND 2

The next challenge was 'The Swap'. This involved swapping the position of three pallets using an L70H Wheel Loader fitted with pallet forks. Competitors could swap the pallets in any order they liked, and a few different tactics were used by the Operators. Those who finished last in the first challenge competed first in the next, so Phil and Lewis had a while to wait to plan which methods they would use to take on this challenge.

One pallet was empty, the second had a pipe with a football balanced on it and the third had a bucket of water on it. Penalties were incurred if the football fell from the pipe or if water was spilt from the bucket, as well as if anyone knocked over any of the tennis balls that were balanced on logs dividing up each bay.

Phil went first and finished the challenge in a quick time. He did however spill 30ml of water, which incurred a 30 second time penalty (10 seconds per 10ml spilt), so his final time was confirmed as 1.52. Lewis was up next and was nervous, as he had never driven a Wheel Loader before. After some instructions on how to operate the machine, he was off. There was clearly no need for his nerves, as Lewis took to the machine like a rubber duck would take to the water in the bucket that he was moving, and completed the challenge in a time of 1.41.

At the end of the two rounds, Lewis was in 6th place and Phil was in 12th.

ROUND 3

After a short break for lunch and an opportunity for Operators to look at machines in the demo ground, Phil and Lewis competed in 'Flip It'. In this challenge, the competitors had to flip a tyre into the bucket of an EC180E Excavator, and then put the tyre on top of a barrel. They had to repeat this three times. If a tyre was dropped after an attempt was made to place it on the barrel, it was out of action. If more than one tyre was dropped, the challenge could not be completed and maximum time, plus any penalties, would be added together to give a final time. Once the challenge was completed on the EC180E, it then had to be repeated on an EW220E.

Once again, Phil was up first and went for a 'smoothly does it' approach. He finished both tries in a good time. Lewis took to the EW220E first, and completed the challenge in a really fast time. But disaster struck on his second attempt in the EC180E, as he dropped the first tyre that he tried to stack onto the barrel. The next one went on fine, but the third fell from the barrel. This meant that he could not finish the challenge, so received maximum time plus all of the penalties that he had accumulated, which put him out of the competition.

Only the top ten went through to the final, and an anxious wait followed to see if Phil had done enough to make it through.

THE FINAL

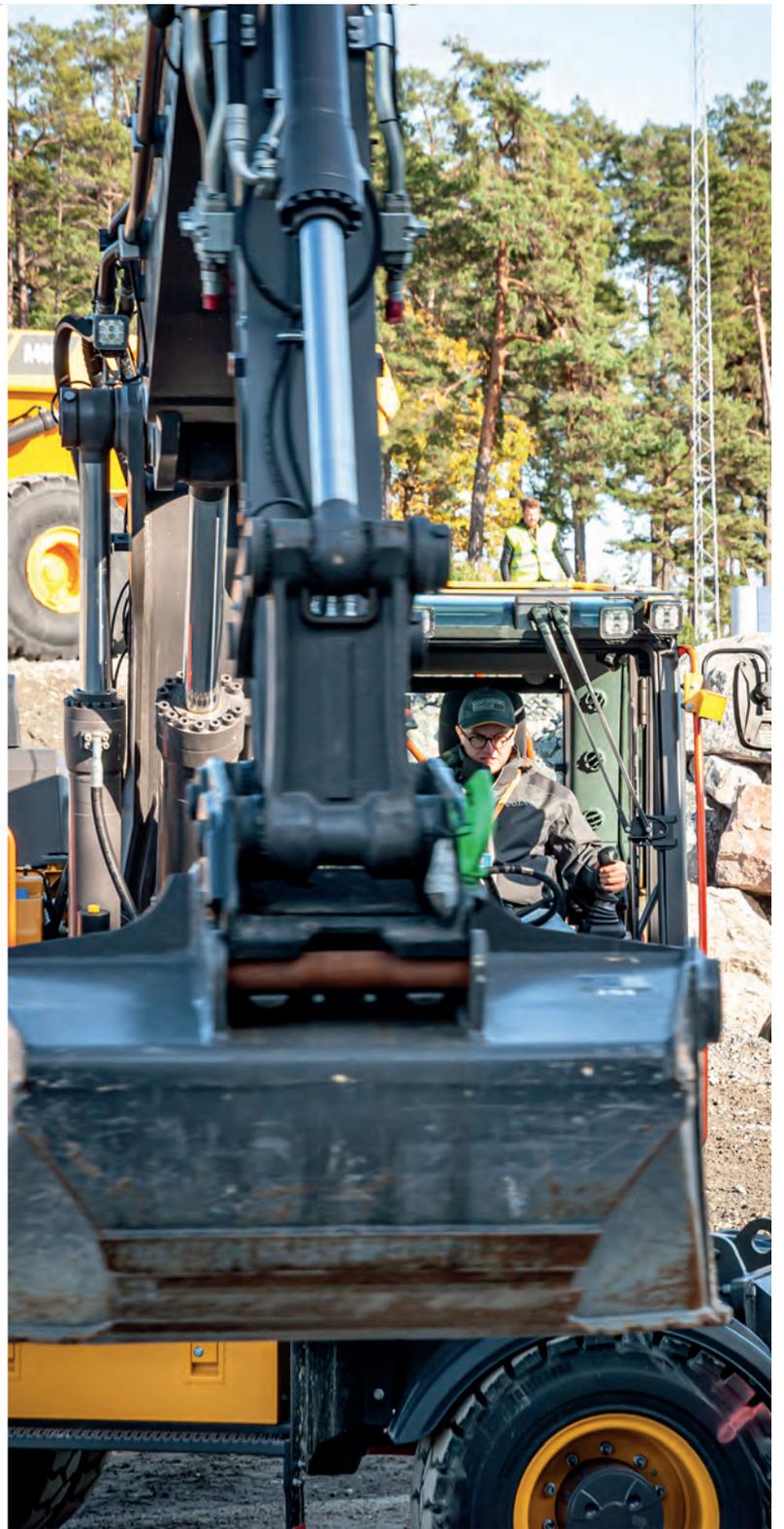
With his calm and steady approach, Phil had made it to ninth place and was called up straight away to take part in the final. The challenge used a broomstick attached to an EC160E to push wooden blocks from a grid. They had two minutes to push out as many blocks as they could. Phil pushed through 20 blocks which, sadly, wasn't enough to improve his position, and so he remained in ninth place overall.

The top five from the first round then competed in a Super Final of the same challenge. Last year's winner, Othmar Pletzer from Austria, had made it through to the Super Final and pushed through an impressive 31 blocks. Bendt Risom from Denmark took the top spot from Othmar, after pushing through 33 blocks. Johannes Unger, also from Austria, was the last to compete and the atmosphere became very tense as everyone counted the blocks as he pushed them. Time was ticking away as he got up to 30, 31, 32... and then the buzzer went. Bendt was jubilant, knowing he was the winner and the celebrations began immediately.

It was a great competition, and both GB finalists did really well competing against the best of the best in the industry. We are proud of them both, and hope to see them again at a future competition.

PHOTO GALLERY OVERLEAF >







OPERATORS CLUB MEMBER PROFILE

Name: Shaun Leslie

Member number: 412

Company: MGL Contractors

Member since: 16/06/2013

Shaun joined the Operators Club when it first launched at Plantworx in 2013. We asked him how he became an operator...

"When I was a young kid, I was forever grabbing any chance I could to head off to work with my dad. He had his own machines, so I guess the machinery love affair was in the blood.

After leaving school I took on an apprenticeship as a joiner, but the love of diggers kept pulling me back in and, eventually, I decided to give up the joinery and go and work for my dad.

Since making the choice to hang up the hammer and nail bag 17 years ago, I haven't looked back. I've been lucky enough to spend most of it on Volvo machines, starting off on a second-hand EC240B. Six months later, I was handed the keys to a new EC240B, eventually moving on to an EC290C.

I then had the privilege of being offered an EW140C. Moving on from that, I got a new EW140D, which never let me down for 12500hrs. The EW140D got replaced for the EWR150E, which I think has to be hands-down one of the best wheeled excavators to date, its driver comfort is second to none. It's quick, stable, smooth and a joy to sit in for 12-14 hours a day.

As you can see, I keep it as clean as I can, losing the boots at the door and slippers on for the extra home comfort for the working day ahead. I have a peerie (little) mascot in the cab with me all the time (Hamish the highland cow) given to me by my daughter; it's the peerie (little) things that make it worthwhile. Having a keep-sake in the cab for the long hours away from home at times reminds you of why you do it, working hard to support your family.

The thing I enjoy most about the wheeled machines is the versatility. You always have something different throughout the day. Not many people can say it, but I love my line of work. I come to work with a smile on my face and go home with one. The SMT sales team and after-sales are second to none offering the very best of service. #swedensfinest #volvoconstructionequipment"

How did you hear about the Operators Club?

Heard about the operators club through my local salesman many years ago.

What made you join the club?

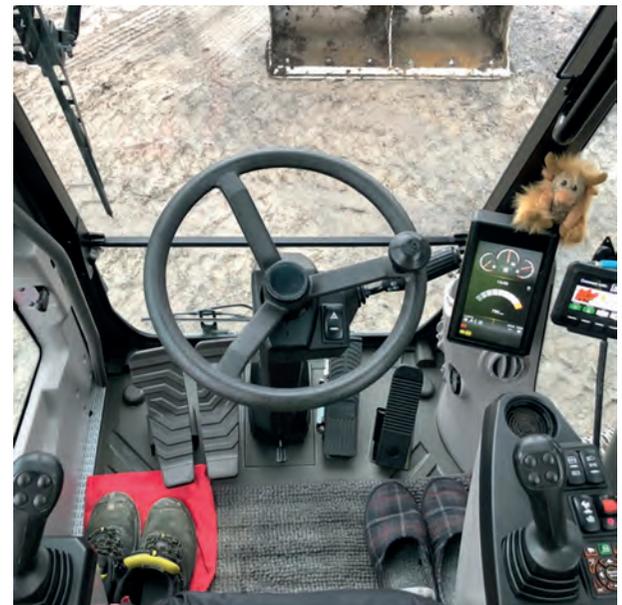
I joined the club, being a proud operator of Sweden's finest built machinery.

What do you like about being a member?

I like being a member for the discount on merchandise and the main reason, hearing and seeing other operators machines and their views on them.

Do you interact with other Operators Club members?

I interact with other club members, yes, it's always interesting to hear other operators/owners views on the Volvo products, etc.



WANT TO FEATURE IN A MEMBER PROFILE?

Email marketing@smtgb.co.uk

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.

NOT A MEMBER OF THE OPERATORS CLUB?

Join today at:

www.volvoce.co.uk/operatorsclub

“Not many people can say it, but I love my line of work. I come to work with a smile on my face and go home with one. The SMT sales team and after-sales are second to none – offering the very best of service.”





Ashcourt add more Volvos, including their first paver

The Hull-based Ashcourt Group has added more Volvo excavators and loading shovels to its plant fleet, together with a P6870C wheeled paver that will go to work for the Group's civils and highways divisions.

The excavators in question will go to work on a range of activities undertaken by the Group's civil engineering division. These include a sixteen tonne ECR145E and the larger forty tonne ECR355E, both of which are reduced swing machines. Additionally, four Volvo compact excavators have joined the fleet in the guise of an EC15E, an ECR25D, ECR58D and an ECR88D, following on from SMT GB's Live It Dig It event that took place at Ashcourt's Partridge Hall Quarry back in May.

Two new loading shovels have also been included in this recent package of machines. A Volvo L120H has replaced an older variant at the company's Foster street recycling facility, and the larger twenty-five tonne L150H has been purchased for a new contract on Hull docks.

Commenting on the recent arrivals, Ashcourt's Plant Manager, Adam Donkin, said: "These latest machines carry on a tradition for purchasing Volvo Construction Equipment products, which started six years ago. This is down to the consistently high quality of the products, their reliability and fuel efficiency. Our operators certainly appreciate the cab comfort and the way the machines perform. We also value the opinions of our operators when it comes to machine choice and selection and certainly, the excavators and shovels from Volvo are widely respected for their performance, as well as their high residual values. Not only that, we have developed a strong relationship with SMT GB, who provide us with excellent aftersales support; all positive points for continuing to favour the Volvo product."



Joining the Ashcourt stable for the first time comes a Volvo P6870C paver. Replacing two competitor models, the new Volvo P6870C will be deployed in the Group's Highways division.

Commenting on the new addition, Ashcourt's Highways Operations Manager Steve Hughes stated: "Having taken into consideration third party references, we chose the Volvo because of previous experience operating the ABG pavers. But, most importantly, was the fact that we can rely fully on SMT GB for full support when it's required."

Steve Hughes went on to state: "The arrival of the new paver heralds a change in our strategy for providing a service throughout Yorkshire, whereby we are now concentrating on the

pure paving aspect of road surfacing, with contracts ranging from; site work, car parks, driveways and public road resurfacing."

The paver supplied to Ashcourt sports the company's striking Union Jack motif on the sides of the hopper along with additional LED lighting – essential for night working and a convex mirror fitted above the hopper and a Moba Matic II twin grade system kit.

The Ashcourt Group has a range of operating divisions, that include: civil engineering, house building, purpose-built luxury student accommodation, aggregates and recycling, highway construction and maintenance and, more recently, suppliers of bulk fuels. ■ **Mark Gunns**

CONTINUED OVERLEAF ➤



“Having taken into consideration third party references, we chose the Volvo because of previous experience operating the ABG pavers. But, most importantly, was the fact that we can rely fully on SMT GB for support when it's required.”

P6870C FEATURES & SPECIFICATION:

- Volvo D6 Stage IV compliant 175hp engine
- EPM II – an electronic paver management system, which incorporates a ‘Settings Management’ system. This allows the operator to store up to twelve parameter settings for the major functions, such as: screed temperature, tamping & vibrating, conveyor, auger & paving speeds.
- ‘Smart Power’, which offers optimum power for the job-in-hand.
- 6x6 ‘Smart Drive’ technology, for unparalleled continuous independent traction control over all six wheels. Even on the most difficult bases, tractive forces are automatically adjusted according to the weight of material in the machine’s 12-tonne capacity hopper.
- Variable screed width of between 2.5 and 5 metres in standard configuration. Optional extensions provide a generous width of 9 metres.
- The machine has a theoretical output of up to 700 tonnes per hour at varying screed widths and depths.







CES holds a steady course for its long-standing business

CES (Contractors Equipment Sales) of Harrier Way Norwich has the accolade of being SMT GB's longest-serving utility equipment dealer, having handled the range of Volvo compact excavators and prior to that, the Pel Job badged product.

Since the VOICE magazine featured the company in edition 32, it is happy to report that CES is holding a steady course with a loyal and dedicated team, but then one would expect this with two families demonstrating a strong bond of friendship and an equally strong work ethic contributing to its continuing success.

The Company was established in 1972 by business partners Ivan Smith and Michael Cozens and has since steadily grown to be a highly respected multi-franchise, family-run business serving Norfolk and Suffolk. Whilst we are naturally delighted that both gentlemen are still actively involved in the business they have taken somewhat of a backseat on the day to day activities, working and helping out on a part-time basis. It is Ivan's son Andy and Michael's daughter Claire who now steer the company

forward, Andy oversees sales and the general running of the business, with 36 years under his belt, while Claire, with 30 years' service, coordinates the workshops and engineers' activities.

The company is supported by several long-serving team members. For example, Graham Ward has been running the stores for the past 38 years, ably assisted by Robert Chipperfield (Claire's husband). Looking after the company's finances is Shirley Gardiner who has been with CES for 25 years and helping everyone out is Clare Macallan (Andy's wife). A more recent addition to the team is Taila Biggs-Smith (Andy Smith's daughter) who has joined as Junior Sales Administrator, making it three generations of the Smith family involved in the business.

With Ivan and Michael taking it easy and Andy Smith running the general management side of CES, it was time to recruit a dedicated salesperson. For almost four years, the team has benefitted from the addition of Andrew Keeley. Andrew has worked in the construction industry in and around East Anglia for a good many years and is well known in the area. "Andrew has been a real asset to us since he joined," comments Andy Smith. "He represents the whole range of Volvo compact equipment excavators besides our other franchises and associated product lines. As far as the Volvo machines are concerned, he has done a fantastic job consistently reaching around 50 excavator deliveries a year.

CES's headquarters, showroom, comprehensive parts holding, workshops and yard facilities are located just to the north of Norwich and adjacent to Norwich airport. The company has five full-time engineers, both depot and mobile-based, and the company has a dedicated plant wagon that is complete with beavertail and trailers for machine and parts deliveries.

The company continues to conduct good business in the East Anglian region and Andy Smith is buoyant with the level of sales and enquiries coming into the office each day. "We have a strong and loyal customer base and have been dealing with companies such as DS Watson and Bateman Groundworks for up to 30 years now. The company has seen some bad times, of course, with several recessions along the way, but we are determined that CES is here for the long haul," says Andy. "We exhibit each year at the Suffolk and Norfolk show and at a smaller event at Marsham. These events are extremely important to us as it gives us the chance to meet and greet long-standing customers (and friends) but also, the opportunity to meet new potential customers as well.

Looking to the future, Andy Smith is cautious about over-expanding the business. "We have, in my mind's eye, a perfect balance of personnel in the team and we pride ourselves on offering a first-class service to all of our customers. If we decided to go larger, we could well lose that focus and it's not something any of us are prepared to undertake. Keeping a steady course will no doubt ensure another 40 years of dedicated service for our customers," he concludes. ■ Mark Gunns

CES (Contractors Equipment Sales Ltd) can be located at:
1 Harrier Way, Airport Industrial Estate, Norwich NR6 6HY
www.contractorsequipment.co.uk



Andrew Keeley (right) hands over a machine to DS Watson





SMT GB Support for charity CALM exceeds £4,000

In edition 36 of The Voice, we reported on SMT GB's fundraising efforts for CALM during mental Health Awareness week. Within the highly demanding nature of today's society and due to the male-dominated and often isolating nature of the construction industry, SMT GB is acutely aware of the responsibility it has to champion the importance of positive mental health.

In July, a team of 18 colleagues from five sites around the country took part in SMT GB's most ambitious single fundraising activity of the year, a combined 25km hiking and camping trip through the Peak District.

Staff from Stirling, Warrington, Immingham, Bruntingthorpe and Duxford arrived at a campsite near Black Hill in the Peak District and prepared for the day ahead. The majority of those who took part had little to no experience of this type of activity but saw this as no deterrence.

The team began the hike early the next day in good spirits but once at the top of the first incline, the rain set in for the day. They joined the Trans Pennine Trail and by this time the rain had become a heavy downpour and it became misty, making visibility poor. The team reached the top of Black Hill completely soaked and yet still managed to pause for a photo with the SMT flag.

The return journey saw the group head across the marsh, promptly filling their boots with water and visibility became

extremely poor. Despite the harsh conditions, the team rallied round to help each other with the more experienced walkers hanging back to ensure no one was left behind, playing games of eye-spy and just laughing in general about how completely soaked they all were.

Everyone was relieved to finally make it back to camp. They felt great for rising to the challenge and overcoming the hurdle of intense weather that was thrown at them and the most important aspect to them was that they had completed the challenge as a team.

As well as completing the challenge itself, the event offered the opportunity for colleagues from across different locations to get to know each other and form new friendships. The team raised an incredible £2,612, which constitutes SMT GB's greatest single contribution to CALM.

To date, SMT GB is thrilled to report that the total raised for CALM currently stands at £4,161.68. ■





His Royal Highness, The Prince of Wales, Duke of Rothesay Opens New W M Donald Headquarters

On Wednesday 2 October, Prince Charles, The Duke of Rothesay spent the morning with staff of W M Donald, as part of the official opening celebrations of their new Netherley headquarters and during his visit, spent time at the controls of a Volvo excavator.

The Duke was treated to a guided tour of the entire W M Donald site, beginning with the purpose-built workshops, before moving on to the new two-storey office block, which covers 10,000 sq ft, created for their team of 30 office-based staff.

During the tour, The Duke met with Willie and Elaine Donald as well as senior managers and employees from the various sectors within the company. He was also shown their extensive range of equipment and vehicles being used to bring innovative new techniques to the North-east construction industry.

Prince Charles got into the cab of WM Donald's new EC220E and was shown the controls by Operator Wullie Grant, who was impressed with the skills on show. Wullie comments; "He's obviously done it before because he knew exactly what to do with the controls and he was very gentle. We were talking about the machine and how important it is for the industry. He was saying he hopes this automatic technology doesn't completely do away with people like me, and I had to agree."

Before departing, employees gathered at the main entrance of the new building as the Duke unveiled a commemorative plaque and planted a Rowan tree to mark the occasion.

Willie said "We felt incredibly privileged to welcome The Duke of Rothesay to our new office, and to talk to him about the work we do in the North-east. He was especially interested to hear about some of the projects that we have been working on recently, including AWPR and P&J Live and to meet the teams behind these projects.

"We usually prefer to keep our heads down and concentrate on our work, but we are also very passionate about our team and ensuring that they have the best working environment and equipment. For that reason, we decided to celebrate the opening of our new home and we were delighted when The Duke of Rothesay accepted our invitation to officially open the new office for us." ■ [PHOTO GALLERY OVERLEAF >](#)





The Prince of Wales takes to the controls under the supervision of Wullie Grant



IN OTHER NEWS...

SMT GB begin journey to eliminate single-use plastic

If you receive The Voice by post, hopefully, you will have noticed that your magazine arrived in a new compostable wrapper. This replaces the plastic wrapper, as part of our continued drive to eliminate single-use plastics from the business. This new wrapper can go straight into your food or garden waste bin, or directly onto your compost heap, where it will completely break down.

To address the newly-realised global threat posed by plastic pollution, a Plastic Action Group has been set up by SMT GB. This new group is headed up by Paul Burr, Environmental Manager, and is already taking steps to reduce the amount of plastic produced and consumed by SMT GB.

One such action is the total replacement of plastic containers and cups used in the canteen with Vegware equivalents. While these containers look and feel like plastic, they are actually made from plant fibres and starch, which can all be composted alongside



food waste. We have also removed plastic cups from all of our drinks machines, and the offices are fully kitted out with china mugs to use instead.

In the Duxford warehouse, we've also reviewed how we package parts for dispatch. Crimped paper now replaces bubble wrap and paper tape is now being used to replace plastic brown tape.

Plastic pollution is currently one of the world's biggest environmental concerns. As well as containing toxic pollutants that damage the environment and cause land, water and air pollution, it can take hundreds or even thousands of years for plastic to break down; so the damage to the environment is long-lasting. SMT's Plastic Action Group is only at the start of their journey and we'll keep you updated with other initiatives that we are planning to introduce as they happen.



Duxford Soapbox Derby

Once again, SMT GB HQ in Duxford took part in the local Soapbox Derby, but with a brand new line-up. Amber Mills and Eeve Ford took on the mile-and-a-quarter long route, using the same tried and tested trike from 2018 and were the only all-female team to participate. Coming into the home straight, they were in sixth place and thought they had crossed the line but by the time they realised they still had 100 metres to go, another team passed them. They finished in seventh place out of ten teams. It was a disappointing end for them, but they both did really well! It was also great to support this local event, which raises over £10,000, annually, for Cancer Research UK.



GETTING SOCIAL...

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



J C Civils: Thanks to @SMT_GB and Paul King for showing us around their machines this morning. Very impressed and orders placed.



SM Plant Ltd: Another happy customer with a winning combination of #VOLVO mini excavator from SMT GB and a #ProDem Hydraulic Breaker. BIG thanks to Peter and Martin Baikie



Rutherford Civils & Groundworks Limited - @RGC_Ltd: Not a bad way to start the day!

Richard Williams: Working in harmony in sunny Wales



Daniel Charles Commercial - DCCCommercial01: Lovely day for moving muck with our @SMT_GB EC380 and our dump trucks @dc_plant @dan_charles2005 #righttoolsforthejob #construction #volvo



Steve Barlow: Thank you SMT for the latest issue of The Voice, brilliant as always



Bearded_excavation_uk: Back in 2016 when I did the odd day on this A30G



We have recently published a series of how-to guides from Volvo to help you operate your machines more effectively.

TOP PICKS:



Volvo Wheeled Excavators E-series - Operating instructions

Tru7group: 😊



Loading - Volvo Articulated Haulers G series + A60H - Basic Operator training



Phillhar29: Just a normal day at work

Join in the conversation:



/SMTGreatBritain



@SMT_GB

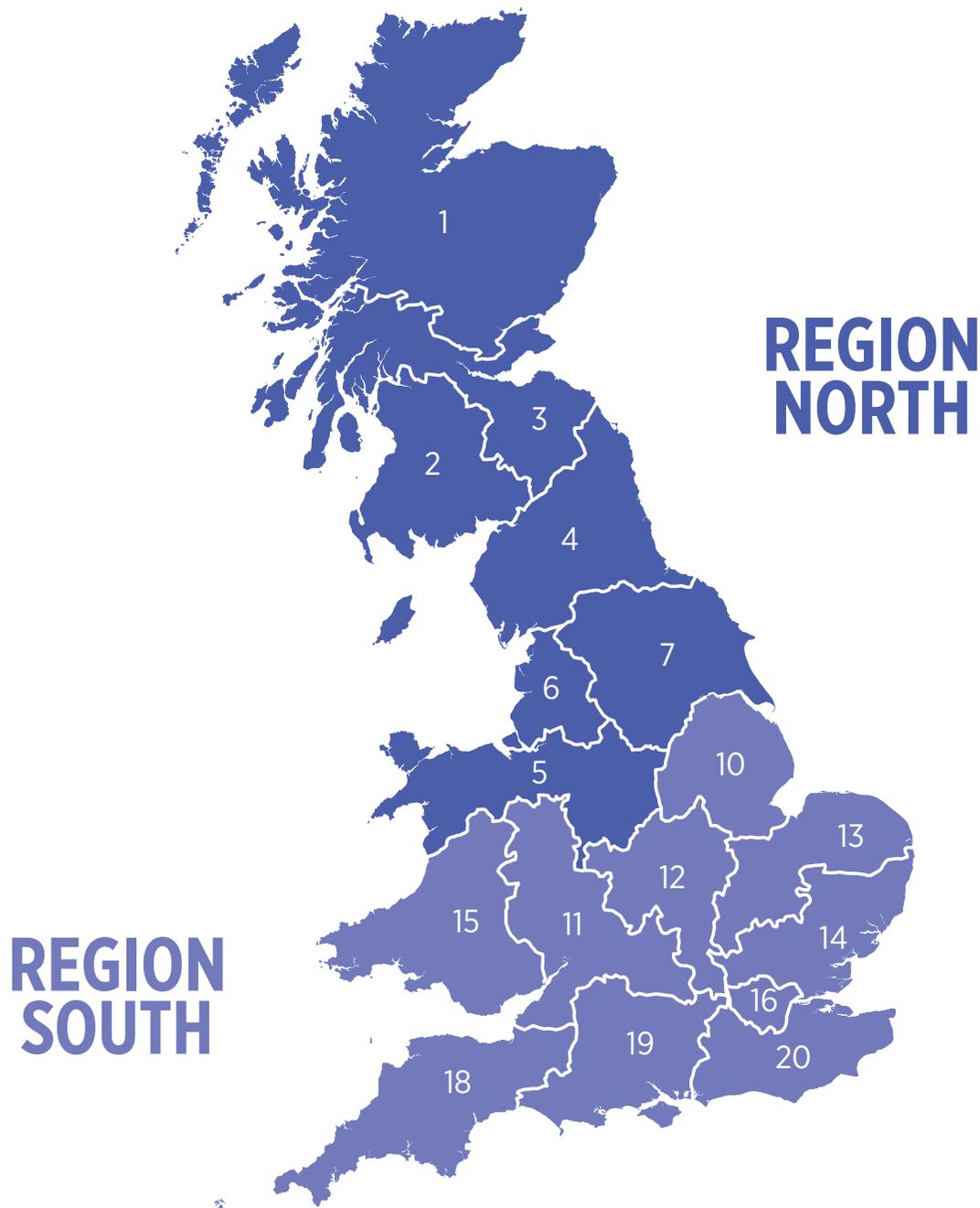


/SMT_GB



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SMT GB SALES TERRITORIES



REGION NORTH

Ged Fitzsimmons 07967 002 231

- 1. Richard Cochrane** 07966 346294
- 2. Gerry Logue** 07974 973 469
- 3. Derek Kidd** 07974 973 505
- 4. Mark Need** 07590 170 390
- 5. Rhett O'Neill** 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. Steven Speed** 07970 452 233

USED EQUIPMENT

Andy Debrates 0116 247 8377

ROAD MACHINERY

National: Colin Mackenzie 07974 973 459

North: Matthew Sheridan 07795 645 981

VOLVO UTILITY EQUIPMENT

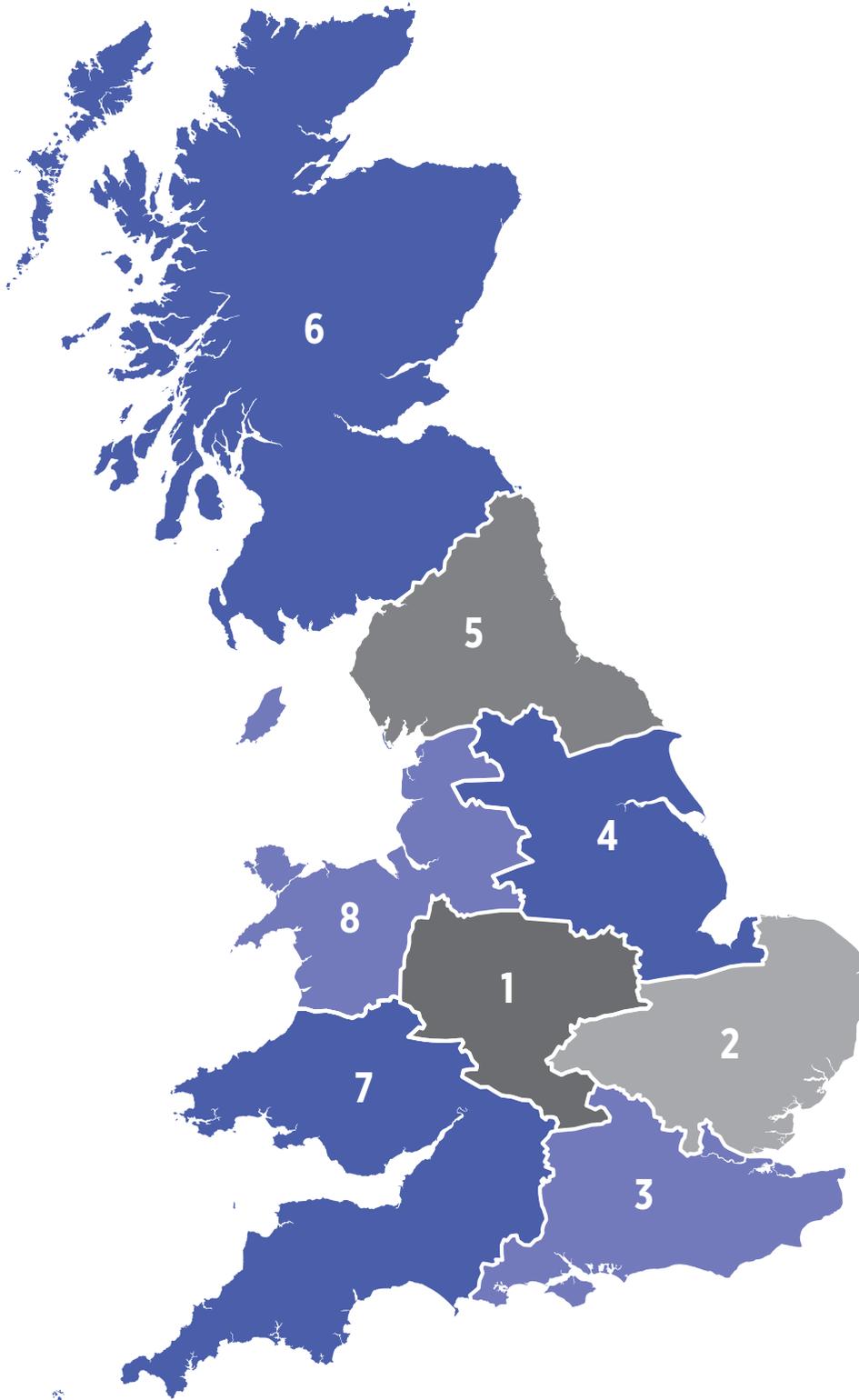


VOLVO UTILITY EQUIPMENT DEALERS

- A** **CS Machinery Sales Ltd**
01828 670 361
calum@csmachinerysales.com
- B** **Rockbreakers**
01506 824 652
jason@rockbreakers.co.uk
tommy@rockbreakers.co.uk
- C** **John Nixon Ltd**
0844 372 2210
mikehaskayne@nixonhire.com
- D** **Chippindale Plant Ltd**
01132 632 344
sales@chippindaleplant.com
- E** **Mona Tractor Co Ltd**
01248 750075
johnjones@monatractors.co.uk
- F** **Howard Plant Sales Ltd**
01606 833 443
sales@howardplant.co.uk
- G** **Collins Plant Sales Ltd**
01623 750 002
sales@collinsplantsales.co.uk
- H** **Cambrian Plant Sales**
029 2056 9311
sales@cambriangroup.co.uk
- I** **SM Plant Ltd**
01788 555 377
simon@groupsm.co.uk
- J** **Capital Plant Solutions**
01707 323 402
martin@cpsolutions.co.uk
- K** **Contractors Equipment Sales Ltd**
01603 404 620
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



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3 HORSHAM

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Wilberforce Way
Southwater, Horsham
West Sussex RH13 9RT

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01469 540806

Lancaster Approach
North Killingholme
Immingham DN40 3JY

5 NEWCASTLE

0191 410 9863

Portobello Road, Birtley
Co Durham DH3 2RR

6 STIRLING

01786 471199

Whitehouse Road
Springkerse Ind. Estate
Stirling FK7 7SP

7 TREForest

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Treforest
Pontypridd CF37 5BF

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01925 817330

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One number for the nearest SMT GB Customer Support Centre:

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Word Search competition

YOUR CHANCE TO
WIN
VOLVO MERCHANDISE



Can you find all the words in the puzzle?
There are eighteen words to find, along
with a mystery word!

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

Or post to: **Word Search competition**
Freeport 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.

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

The five lucky prize winners from **THE VOICE**
magazine competition edition 36 were:

- Thomas Gunn - Dornoch ■ Emma Watts - Bury St Edmunds
- David Lamb - Dumfries ■ Steph Stephens - Hailsham
- John Wood - Liphook

Congratulations!

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:

31 January 2020

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

- Excavator
- Hauler
- Groundwork
- Volvo
- Operator
- SMT
- Compact
- Topmachine
- Voice
- Bucket
- Cab
- Screed
- Dipper
- Hydraulic
- Boom
- Plant
- Grading
- Dig

PLUS...
Mystery phrase (2, 5)

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