

THE VOICE

THE NEWS JOURNAL OF SMT IN GREAT BRITAIN



**Chepstow Plant International
invests in 1,000th Volvo machine**

Page 16

EDITORIAL LETTER

Charging ahead...

Hello and welcome to edition 41 of the Voice magazine – the Voice of SMT GB in Great Britain.

I must start with an apology that this edition has come so late in the year. The first half of the year was taken up organising the huge event that is Hillhead, which you can read about on pages 28-33. We had several new features on the stand this year, including a full indoor exhibition dedicated to SMT and Volvo tech solutions and an electric village with demo shows taking place three times a day. We hope that those of you who made it along to the show enjoyed it. It was nice for us to be able to catch up with lots of people post-pandemic.

It seems our customers have been just as busy with Chepstow taking delivery of their 1000th Volvo machine. This machine featured on our stand at Hillhead and you can read more about this on pages 16-19.

We also featured our 'Road to net zero' at Hillhead, showing all the steps that Volvo and SMT are taking towards a carbon-free future. It's great to see some of our customers taking the same steps with Collins Earthworks investing in an EC350E Hybrid and taking delivery of the first L25 electric wheel loader, which you can read about on pages 8-11.

KKB also hosted an event to celebrate the inauguration of 10 new Volvo hybrid excavators as part of their efforts to establish themselves as a leader in sustainable construction. You can read about this event on pages 22-25.

Other customers are choosing other environmentally friendly options such as Hanson Cement who have given a new lease of life to their L330E with an extensive rebuild (pages 34-37). Whereas UK Readymix Concrete (44-45) and Parkinson Plant (38-39) have chosen to buy used machines from the SMT Remarketing team, which is another great option that supports a circular economy.

Gridserve have then taken a step towards a completely carbon free solution by using a Volvo electric excavator, charged with clean solar energy, to assist with the installation of a new High Power Electric Super Hub at Moto Scotch Corner Services, which you can read about on pages 40-43.

I hope that 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 email marketing@smtgb.co.uk

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THE VOICE

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First Volvo EC550E excavators from SMT GB to boost profitability for Ashcourt Group

Promising 20% higher production and 25% higher fuel efficiency, Great Britain's first Volvo EC550E crawler excavators are a welcome addition to Ashcourt Group's growing fleet of construction equipment from SMT GB.

Yorkshire-based Ashcourt Group was the first customer to place an order with equipment dealer SMT GB following the launch of the ground-breaking new Volvo EC550E crawler excavator and has now received the first two units in the country.

"We were instantly impressed by the specification and the development of the machine with



the new hydraulic system, the new electronics, and the new engine technology, so it was prime that we got the orders in,” said Paul Martin, Plant Director at Ashcourt Group.

The family-owned construction company will use one of the new Volvo EC550E excavators for civil engineering projects, where its strong lifting capacity will come into play.

In mass excavation configuration, the second machine will work primarily at Ashcourt Group’s Partridge Hall Quarry, helping on earthworks jobs as needed.

Ashcourt Group typically runs the chalk quarry near Burnby, which it has operated since 2014, with one excavator to rip out material from the face and one loading shovel to fill the mobile crusher and screeners, sort the piles, and load the Volvo FH trucks to transport the aggregates and lime away from the site.

“Because chalk has a low profit percentage, it is better to have fewer machines and staff but with greater productivity,” explained Ashcourt Group’s Quarry Manager Damian Towse.

20% greater production

For the last few years, the company has paired a Volvo EC480E crawler excavator with a Volvo L260H wheeled loader. The new EC550E excavator, however, promises 20% greater production than the EC480E in typical dig and dump applications thanks to its larger bucket and faster cycle times.

The larger bucket is enabled through the increased undercarriage dimensions (for stability), as well as the upgraded structural component dimensions on the frames, boom, and arm. The faster cycle times result from the engine’s high torque at a relatively low rpm combined with large displacement pumps. The 2200Nm (340kW) engine is well in line with much larger competitor machines.

When Damian tested the EC550E for the first time, the difference was immediately clear. “It’s a really good machine and really fast,” he said. “It’s got good breakout force and good productivity because the slew speed is so much faster than the EC480E. Plus you can alter your settings to give you more swing to less boom up and down.

“Normally, we’ll have half a morning ripping the face out, but in just half an hour up there with the EC550E, I ripped out enough for five hours’ crushing.”



Ashcourt Group’s Quarry Manager Damian Towse was immediately impressed by the performance and visibility of the new Volvo EC550E excavator from SMT GB.

The Volvo EC550E excavator gets to work at Ashcourt Group's chalk quarry in Yorkshire, demonstrating its potential for high productivity.

Punching above its weight

While the EC480E is aimed at customers looking for an efficient and reliable 50 t class excavator, the EC550E challenges the 60-65 t class, breaking the norm of production having a direct link to operating weight. It offers performance closer to the EC750E, but in a smaller, more easily transportable format with the same transport dimensions as the EC480E.

"We had the EC750E here at Partridge Hall Quarry in 2019, when we hosted the Live it. Dig it. event together with SMT GB and, because of the width of it, it needed two police escort vehicles. Moving machines around in East Yorkshire can be problematic with some of the roads and access into sites, so the EC550E suits where we need to be size wise with that productivity boost," Damian said.

25% fuel efficiency improvement

As well as offering 20% greater production than the EC480E, the EC550E is also designed to deliver a 25% improvement in fuel efficiency, which will likewise support Ashcourt Group's profitability.

"Fuel efficiency is key for us with red diesel no longer being available and the price of fuel going up. It's important for our cost per tonne in the quarry but also when we are pricing up external projects. We are now looking at fuel month on month across the whole fleet and are trying to drive down the cost of fuel as far as we can. We hope that buying these two EC550E excavators will help us keep on top of that," Paul said.

The improved fuel efficiency on the EC550E comes from the new electro-hydraulic system, which uses independent metering valve technology (IMVT) instead of a conventional spool-type main control valve (MCV) – an industry first in this excavator size class. Oil is pumped exactly according

to demand to eliminate hydraulic losses, reduce fuel consumption, and give excellent controllability.

Light on the levers

"It's hard to get your head around the lightness of the controls for the size of the machine. It's bizarre in a good way," Damian said after half an hour of testing in the quarry. "You're used to pulling the levers and having that resistance on the hydraulics. On this, you still have the feel but it's so much lighter on the levers and more controllable, like driving a 14 tonner, which is good for avoiding fatigue. The bounce reduction technology also gives you more control as it stops the machine moving around as much."

Ashcourt Group's Quarry Manager Damian Towse was immediately impressed by the performance and visibility of the new Volvo EC550E excavator from SMT GB.

Overall, Damian found the new EC550E to offer a comfortable and user-friendly operating environment. "For a tall person, it's got plenty of room in the cab, the general

The Volvo EC550E excavator gets to work at Ashcourt Group's chalk quarry in Yorkshire, demonstrating its potential for high productivity.



“I’m very happy with it. I’m sure it will be a good addition to the fleet of Volvo machines we already have”

position of the levers is spot on, and everything is accessible with finger touch. And it’s great that you can alter the settings to the way you like to drive and save different operator profiles, so you don’t have to go through them each time. Compared to the EC250E we have, there’s also a button on the side of the screen you can press, and it saves you having to scroll through, which is ideal.”

360° visibility

Damian was also a fan of Volvo Smart View, a 360° camera function that Ashcourt Group is now including on all its new Volvo machine purchases from SMT GB. “You’ve got your split screen for the side and rear view like you normally have but then a third camera up above, so you can clearly see the full working area of the machine. This is perfect when working on the face, especially given the size of the unit, as you can see the position of the machine, the face, and your swing radius, so you aren’t going to knock the back end,” he explained.

“I’m very happy with it. I’m sure it will be a good addition to the fleet of Volvo machines we already have,” Damian concluded.

A decade of partnership

Ashcourt Group has been a loyal SMT GB customer for around a decade and the partnership between the two companies continues to go from strength to strength. Currently, with 120 pieces of plant equipment, around 98% of which are Volvo brand, Ashcourt Group is incrementally increasing its fleet to meet market demand for both

internal and external projects.

“Besides the two EC550E excavators, we are purchasing 45 other new Volvos this year. It’s a massive investment for the business, totalling over £5 million, and we’re looking forward to seeing all the new equipment come through,” Paul said.

“The relationship we have with the manufacturer and the distributor is the biggest priority for us as a business and we have a brilliant partnership with SMT GB and Volvo, which everyone is proud to work together on,” he continued.

“Our values are aligned, and we are always wanting to work together on different kinds of projects. If we can help SMT GB and Volvo out with any development or testing, we are always happy to be involved where we can.”

Paul Martin, Plant Director at Ashcourt Group, highlights the strong partnership with SMT GB developed over the years.

Maintenance made easy

Ashcourt Group also invests in full service contracts with SMT GB to protect the uptime of its fleet of Volvo excavators, wheeled loaders, and articulated haulers.

“The service contract gives us the flexibility for our own engineers to concentrate on

the daily maintenance of the machines, as well as access to the insight and experience the SMT engineers have got. We can rest easy knowing that every 500 or 1000 hours, the machines are getting thoroughly checked and we sort out any issues that might be covered under warranty.

“It’s really easy to work with everyone at SMT GB from the staff at the local depots to the home-based engineers within the area – and if there are any issues, they are straight on top of it and we keep production going.

“So that strong relationship is one of the main reasons we keep coming back to SMT GB, along with the good fuel efficiency and reliability of the Volvo machines and their good residual values when we come to move them on after three or four years. Our partnership with SMT GB is something we hope to continue developing for many more years to come,” Paul concluded.

To learn more about the Volvo EC550E crawler excavator, please visit the SMT GB website. ■



Paul Martin, Plant Director at Ashcourt Group, highlights the strong partnership with SMT GB developed over the years.

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Collins Earthworks cuts emissions with UK's first HVO Volvo EC300E Hybrid excavators

Supplied by SMT GB, the HVO Volvo EC300E Hybrid excavators support Collins Earthworks' long-term sustainability plans through 17% greater fuel efficiency and 90% lower carbon emissions.





Having taken delivery of the UK's first Volvo EC750E and EC950E excavators and L25 Electric wheeled loader from SMT GB, Collins Earthworks has added two more pioneering machines to its fleet, a pair of Volvo EC300E Hybrid excavators.

Featuring Volvo's novel hydraulic-hybrid technology, these machines harvest 'free' energy generated by the downward movement of the boom to achieve 17% greater fuel efficiency than conventional models – with no trade-offs in controllability or performance.

To further reduce their environmental impact, Collins is running the EC300E Hybrid excavators – the first of their kind in the UK – on hydrotreated vegetable oil (HVO) fuel, which decreases net CO2 emissions by up to 90%. No modifications were required for the excavators to accept this alternative fuel and they behave the same as if they were powered by diesel.

"Sustainability is an integral part of our company ethos and profile, and so it is important to us to invest in hybrid and fully electric solutions. We want to be the company paving the way for other contractors towards carbon neutral construction," said Nathan Warner, site supervisor at Collins.

A relationship of trust and close collaboration

Collins works nationally on some of the country's largest contracts, operating more than 1,000 items of plant. Around 85% of this equipment is Volvo as the earthmoving specialist runs exclusively Volvo crawler and wheeled excavators, articulated haulers, and wheeled loaders, supplied by the brand's distribution and service partner in Great Britain SMT GB.

SMT GB's commitment to industry-leading products and service support has enabled the dealer to earn Collins' loyalty along with the company's trust in the new Volvo technology.

"The team at SMT GB have given us a professional service for many years, ensuring high uptime and productivity from our Volvo



The boom down motion charges the accumulator, which drives the assist motor to power the engine system



*Nathan Warner,
site supervisor at
Collins Earthwork*

"Sustainability is an integral part of our company ethos and profile, and so it is important to us to invest in hybrid and fully electric solutions. We want to be the company paving the way for other contractors towards carbon neutral construction"



Volvo excavators and articulated haulers working on the SEGRO Logistics Park Northampton Gateway project



Collins Earthworks operator Jack Sewell behind the controls of one of the new Volvo EC300E Hybrids

equipment, and in effect helping to keep the company running. We want to stay at the forefront of the industry and so it means a lot to us to be the first in the UK to have the new Volvo EC300E Hybrids,” Warner said.

A straightforward solution with a big payback

Collins has put one of its EC300E Hybrids to work in a team of 10 Volvo crawler excavators and 23 articulated haulers – with more to come – on the SEGRO Logistics Park Northampton Gateway project next to the M1 Junction 15.

Over three years, Collins will move 4,500,000 of earth around the 480 acre site at a rate of 100,000 per week in peak times to create plots for distribution buildings and a lorry park, a strategic rail freight interchange, acoustic bunds, and landscaped areas.

The project also involves widening the dual carriageway and the construction of a by-pass around the village of Roade to

minimise traffic congestion, along with the planting of 60,000 trees.

“We have a lot of work to do, and everything has been precisely calculated at the tender stage, so productivity and fuel efficiency are crucial to us. Any small gains that we make cumulatively add up to a lot helping us to keep on schedule and within budget and to minimise our impact on local residents and the environment,” Warner explained.

In this repetitive dig and dump application, where excavators are operating 11 hours a day for five days a week, the EC300E Hybrid offers a straightforward solution with a big payback.

“The fuel efficiency is amazing, and I can’t feel any difference compared to a traditional digger. It’s also really comfortable and easy to use and the controllability is fantastic. It’s great to be operating such a state-of-the-art machine,” said operator Jack Sewell.

“We are really impressed with how the EC300E Hybrids have been performing so far and we plan to invest in more Volvo hybrid and electric solutions from SMT GB. This will help us limit our fuel usage and carbon footprint for the benefit of both clients and wider society,” Warner concluded. ■

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The UK’s first Volvo L25 Electric wheel loader performing general site duties for Collins Earthworks on the SEGRO Logistics Park Northampton Gateway project





First Volvo EWR130E excavator from SMT GB to navigate Flannery projects with ease



At the end of July, P. Flannery Plant Hire took delivery of Great Britain's first Volvo EWR130E wheeled excavator from SMT GB, putting it straight to work at the HS2 Victoria Road Crossover Box site in West London.

On this project, Flannery is supporting its customer SCS Railways – a joint venture between contractors Skanska, Costain, and Strabag – to construct the huge underground box structure that will hold the crossover track mechanism for trains to switch between tracks as they travel in and out of the HS2 Old Oak Common station.

The Volvo EWR130E is currently excavating foundations for the conveyor that will carry material away from the box dig out works all the way to Willesden Euro Terminal, where it will be transported away by rail, reducing both road traffic and emissions from the site.

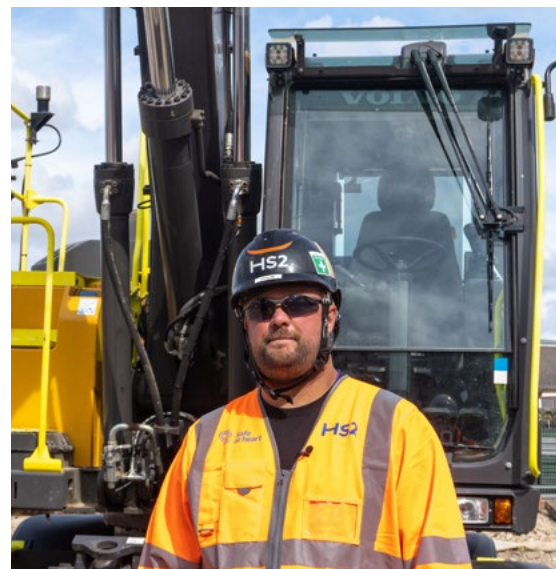
Despite the vast size of the project, conditions are tight, and Flannery needed an excavator that could easily manoeuvre around the site and dig in confined spaces.

Compact and versatile

"The EWR130E is a versatile machine that is good to use because it's compact, easy to move around, and can work within the small areas we have on site," said Jason Wells, Foreman at SCS Railways.

The Volvo EWR130E wheeled excavator is able to take on jobs that a conventional excavator cannot, thanks to its new boom and arm design, and the shortest front (1.81 m) and rear (1.55 m) swing radius on the market.

The footprint is also kept small by the inline outriggers, which



Jason Wells, Foreman at SCS Railways believes the Volvo EWR130E wheeled excavator from SMT GB is an ideal addition to the Victoria Road Crossover Box project.

With its compact footprint, articulated boom, and the shortest front and rear swing radius on the market, Great Britain's first Volvo EWR130E wheeled excavator from SMT GB is ideal for Flannery's urban infrastructure projects, such as the HS2 Victoria Road Crossover Box.

along with the divided blades help the operator to position and stabilise the excavator within a wide variety of locations.

Easy transport

When Flannery needs to move the EWR130E between jobsites in the future, the low machine height and optimised tie-down points on the lower frame will make it easy to transport.

After a few weeks at the controls, Flannery Operator Alex Moraru is already a fan. “I would drive it home if I could. It’s a really good machine to drive all day,” he said.

“The seat is really comfortable, the buttons are easy to reach, and the shortcuts are really useful. I also like the Volvo Smart View, where the cameras show a 360° view of the machine. This is a great safety feature when you are working in tight spaces and where you have other people around you on site.”

Simple maintenance and low fuel consumption

Alex also praised the machine’s ease of maintenance and low fuel consumption. “It’s very easy to maintain. The greasing points are easily accessible and gathered together in two places only, which you don’t often see on competitor models. A good thing as well would be the fuel consumption, which is really low. I wouldn’t expect it to be so low for the size of the machine.”

Laura Bradley, Marketing Manager at Flannery, added: “The EWR130E has been a great addition to our fleet on the HS2 Victoria Road Crossover Box site and we are very happy with it so far. We’ve had great feedback from the operator and are looking forward to seeing it develop.”

Long-term partnership

Besides the favourable specifications of the Volvo EWR130E excavator, Flannery chose to work with SMT GB because of the strong relationship

between the two companies, their shared values, and the dealer’s reliable service support.

“We have a great partnership with SMT GB that we have been developing over the years. We have a lot of Volvo machines in our fleet, we are very happy with how they are performing, and are going to continue investing with SMT GB,” Laura said.

“They’re great for safety and sustainability, which are core values for our business, and it’s good to be able to instil this with our customers through machines such as this. And any issues we’ve ever had, they’ve been very quick to resolve,” she continued.

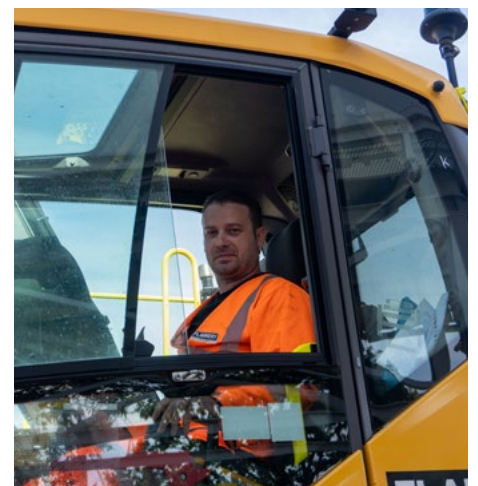
Alan Shea, Regional Sales Manager at SMT GB, added: “We are delighted to have been given the opportunity to support a big Tier One company such as Flannery on major infrastructure projects including HS2. We have an excellent working relationship with them and are always looking to help them get the best out of



Flannery is using the UK’s first EWR130E wheeled excavator from SMT GB to construct the bases for a conveyor that will transport material away from the crossover box dig out works.



Flannery Operator Alex Moraru finds the new Volvo EWR130E wheeled excavator from SMT GB so comfortable he would drive it home if he could.



“It’s very easy to maintain. The greasing points are easily accessible and gathered together in two places only, which you don’t often see on competitor models.”

their machines. For example, we use telematics data on idle times, fuel burn, and fault codes to be proactive in our servicing, maintain uptime, and decrease their total cost of ownership and operation.

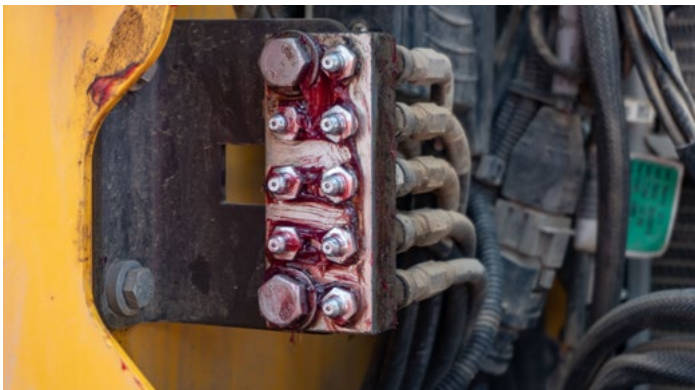
Jason concluded: “From my perspective, Flannery’s machines have been doing everything we need them to, working efficiently, reliably, and contributing to the health and safety on site, which helps go towards delivering the project on schedule and on budget.” ■

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Laura Bradley, Marketing Manager at Flannery, says the company has a strong relationship with SMT GB and can rely on the dealer for quality service support.

“Flannery’s machines have been doing everything we need them to, working efficiently, reliably, and contributing to the health and safety on site, which helps go towards delivering the project on schedule and on budget.”





Chepstow Plant International invests in 1,000th Volvo machine from SMT GB

The 1,000-machine milestone stems from a 20-year relationship of open communication and reciprocity to improve safety and environmental standards for the entire industry.

In 2002, Chepstow Plant International placed its first package order for 10 Volvo A25 articulated haulers. Two decades later, the South Wales-based mineral and aggregates contractor regularly orders more than 100 Volvo machines a year from SMT GB, and will receive its 1,000th unit to date – an L220H wheeled loader with Volvo Co-Pilot – at the end of June 2022.

Before arriving at the Chepstow Plant yard in Caldicot, Monmouthshire, the Volvo L220H took pride of place on the SMT GB stand at Hillhead, featuring a special livery to celebrate 20 years of partnership between the two companies.

“It’s a proud milestone for my-



*John Corcoran,
Managing Director
of Chepstow Plant
International*

self, the business, and our Chairman, Eddie Hayward, that we can install that accolade as a memory of all those transactions, all those livelihoods we've positively affected in the industry, and the strategic presence that we've developed alongside one of the biggest manufacturing giants on the planet," said John Corcoran, Managing Director of Chepstow Plant International.

Shared ethos and values

What first attracted Chepstow Plant to Volvo was the company's shared ethos and commitment to making a positive impact on the industry. The Volvo brand values of quality,

safety and environmental care chime perfectly with Chepstow Plant's mission to provide sustainable and practical solutions for resource extraction in a zero-risk environment.

"It was that feeling of 'these people think the same as us', which has made it easy to work alongside Volvo and SMT GB," Corcoran said.

Longer term, open communication and close collaboration have been key to maintaining the relationship.

"The communication flow is always an open door. Best practice sharing, supportive behaviour and, as I got to understand the Volvo business more, I realised that "the simple values of understanding the industry and reciprocation of standards were the key ingredients to a sustainable relationship" he continued.

Transforming hauler safety

In particular, Volvo and Chepstow Plant's close collaboration has helped standardise inclinometers on articulated haulers in the UK, transforming both operator and site safety.

"The industry, historically, was suffering a lot of ADT turnovers. Volvo listened to us and our strategic clients and didn't hesitate in investing and bringing that forward. Now, pretty much wherever you buy a truck from in the UK, it's fitted with an inclinometer," Corcoran explained.

Beyond the addition of this product feature, Volvo and Chepstow Plant developed training programmes together to instil safe behavioural practice.

“A feature of innovation is only as good as the end user who puts it to work, so we continually train and develop operators to use the inclinometer to stay in line with excavation and tip rules and make sure ramps and cambers are safe before even going to work. Small features like this can make significant progress in behavioural safety as long

“SMT GB delivers a consistent and high standard of service. They’ll, wherever possible, get a part to us overnight, but that’s not special treatment for us. I think it’s in the mantra of the business for all customers”



as the companies using them take full advantage of them,” he said.

Low emissions and high uptime

Volvo and SMT GB are also supporting Chepstow Plant’s decarbonisation programme. By the end of 2022, more than 90% of the contractor’s fleet will be operating with Stage 5 engines, helping to reduce CO2

emissions. In addition, Chepstow Plant is using Volvo CareTrack telematics data to manage and reduce fuel consumption from both an environmental and cost perspective.

As for uptime, all Volvo machines in the Chepstow Plant fleet are covered by SMT GB’s Customer Service Agreements, providing peace of mind and ensuring each

unit is ready to work when needed.

“SMT GB delivers a consistent and high standard of service. They’ll, wherever possible, get a part to us overnight, but that’s not special treatment for us. I think it’s in the mantra of the business for all customers,” Corcoran said.

The personal touch

In every interaction with Volvo and SMT GB, Chepstow Plant appreciates the personal touch.

“I’m familiar with everyone at SMT, from SMT Group’s leaders and the UK CEO to the regional team in South Wales. Each of our departments at Chepstow Plant also has a solid relationship with the relevant department at SMT GB – whether that’s the maintenance, parts or technical and warranty department. All those people know each other’s names and communicate well,” Corcoran said.

“There are always cheaper options out there, but the personalised infrastructure support we get from SMT GB and Volvo, along with the opportunity to be involved in sensible and practical innovation, gives us sustainable value against that day one cost analysis versus efficiency and uptime to me, it’s quite affordable and with that overarching experience has significantly contributed to get us to the accolade of 1,000 machines purchased,” he added.

Concluding, Nick Allen, CEO of SMT GB, stated: “1,000 machines is an incredible milestone, and we are so grateful for Chepstow Plant’s support over the years. Their honest feedback and willingness to collaborate have challenged us to continuously improve and develop solutions that have a genuinely positive impact on the industry. We look forward to continuing our partnership, and finding more ways to innovate together for greater safety and sustainability in the years to come.” ■



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Emissions Standard Identification made much easier thanks to DataTag

Consisting of a broad range of sophisticated anti-theft measures and a prominently displayed tamperproof sticker system, determining a machine's emission standard conformity can now be conducted at a glance



Identifying which emissions standards category a piece of construction equipment belongs to can be a complicated and time consuming process on any project site, and will often add unanticipated cost and time pressures through unplanned machine downtime for inspection.

To help operators, site managers and emissions standards inspectors alike, SMT GB have introduced DataTag's CESAR ECV system across its entire new Volvo excavator, hauler and wheeled loader range.

Ensuring that machine emissions standard conformity can be conducted at a glance, DataTag's CESAR ECV system sees special tamperproof stickers prominently displayed on all machines that the system has been applied to. On these stickers, the machines emissions standard category and a unique alphanumeric code is displayed.

As the name implies, any attempt to tamper with the sticker will cause it to change colour, which

prompts anyone who spots this to look up the unique alphanumeric code on DataTag's secure database. The unique alphanumeric code, which is permanently tied to the machine, will not only reveal it's true identity, but also the emissions standards category that it belongs to, who it's registered owners are and if it has been reported stolen.

Even if the tamperproof sticker is removed entirely, the true identity and status of any machine that DataTag's sophisticated CESAR ECV system has been applied to can easily be revealed by the authorities, as it consists of multiple hidden transponders, a "DataDot" microdot identification system and a uniquely applied chemical "DataTag Forensic DNA" solution, which is both invisible and irremovable once dried.

With some of the hidden transponders as small as a grain of rice, as well as the ability to apply multiple DataDots to any surface on a machine, it is virtually

impossible for criminals to locate and remove all of them. Even if they are able to do so, DataTag's Forensic DNA solution will ensure that the machine's true identity and owners are still able to be easily determined. Sidestepping the integrated system via electronic or magnetic attack is also impossible, as the system is rigorously tested to be impervious to all known variations of these attacks.

DataTag have created their system by working with the Construction Equipment Association, the Home Office and the National Police Chiefs Council to ensure that it is accessible to every police force in Europe, and is as widely used as the PNC system, which is used to great effect to combat passenger car theft. Furthermore, the DataDots can be scanned from great distances, and even while the machine itself is on the move, which makes transporting stolen machinery far more difficult for criminals.

Personally spearheaded by SMT GB CEO Nick Allen, and representing the culmination of a year's work by Sales Support Specialist Ian Staples to integrate this system across SMT GB's entire Volvo product range, the DataTag CESAR ECV security system provides customers with peace of mind, a 95% chance of machine recovery and the ability to avoid unnecessary machine downtime, as emissions standards inspectors are able to determine a machine's emissions standards conformity at a glance.

The DataTag CESAR ECV system is applied as a complimentary extra to all new Volvo excavators, haulers and wheeled loaders supplied by SMT GB, and the system can only be applied by its highly qualified team of professional engineers.

The next phase of the rollout will include all new road and compact equipment. Following shortly afterwards will be a comprehensive campaign of training across the entire SMT GB network, which will provide SMT GB's highly skilled engineers with the ability to retrofit this comprehensive security system to any requested machine, regardless of age. ■



DataTag's CESAR ECV system sees special tamperproof stickers prominently displayed on all machines that the system has been applied to.

KKB Group inaugurates Volvo hybrid excavator fleet



Demonstrating its commitment to CO₂ reduction, KKB Group invited customers and representatives from the Lower Thames Crossing management team to witness the launch of its new fleet of Volvo hybrid excavators from SMT GB and learn more about the fuel efficiency technology behind them.

On 27th October, KKB Group hosted an event for customers and other stakeholders at its depot in Hoo, Kent, to celebrate the inauguration of 10 new Volvo hybrid excavators from SMT GB.

Like Volvo and SMT GB, sustainability is a core value for KKB, and the contractor is continuously looking for new ways to limit environmental impact and establish itself as a leader in sustainable construction.

KKB's three Volvo EC300E Hybrid and seven Volvo EC350E Hybrid excavators are the first in a new fleet of alternatively powered construction equipment that will enable the contractor to significantly reduce greenhouse gases from its operations.



KKB's new hybrid excavators will help limit their environmental impact and lead the way in sustainable construction.

Higher fuel efficiency, lower carbon emissions

By harvesting free energy from the downward motion of the boom, the hybrid excavators deliver a 17% fuel efficiency improvement over a fully diesel powered equivalent, which translates to up to 12% lower carbon emissions from the EC300E Hybrid and up to 15% from the EC350E Hybrid.

For KKB, this will generate fuel savings of around 11,000 litres and prevent three tonnes of CO2 from being emitted into the atmosphere per 1,000 operating hours.

"We strive to improve the environmental performance of the regeneration and built environment

process for each and every one of our clients – and investing in these new Volvo hybrid excavators from SMT GB will make a big difference to the carbon footprint of the projects we work on," said KKB's Managing Director Del Bhanot.

Part of the bidding process

KKB was keen to showcase the new hybrid excavators to its customers, who are increasingly considering environmental impact in the tender process, demonstrating both its commitment to decarbonisation and the reliability of the Volvo hybrid technology.

Bemo Tunnelling, for example, is currently considering KKB as a partner for a major civil engineer project and looks for suppliers that can help

"Environmental performance is majorly important to us. The schemes we are bidding for have got to be as close to net zero as possible"

meet its sustainability goals. Bemo's Commercial Manager Daniel Curtis said: "Environmental performance is majorly important to us. The schemes we are bidding for have got to be as close to net zero as possible, and we can't achieve what we need without our partners and their technology. Seeing the investment KKB has made shows how serious they are about the future we need to deliver," he said.

Simple and reliable hydraulic hybrid technology

Representatives from SMT GB talked KKB's customers through the unique hydraulic hybrid solution, where stored hydraulic oil in the accumulators, coming from the boom down motion, drives an assist hydraulic motor to support the hydraulic pump and engine.

This innovative technology enables the hybrid models to offer the same levels of controllability and performance as standard machines, including being able to work in ECO mode and Hybrid mode simultaneously, with the benefits of lower fuel consumption and lower carbon emissions.

"Compared to some competitor electric hybrid excavators, it's a simple and reliable hybrid solution. Because it consists of just a handful of add-on components, it will be easy to maintain and repair, and ensure high uptime, helping us keep to production targets or project deadlines," explained Craig Hore, Plant Director at KKB.

After the presentations, there was excitement in the air as the guests watched one of KKB's new hybrid excavators spring into action.



The Volvo excavator's unique and innovative hybrid technology results in reduced fuel consumption and lower carbon emissions.

Guests at the event look on as one of KKB's new hybrid excavator is shown in action.





Shane Trim, Contracts Manager for Soilfix, which has been using KKB as its main plant and equipment supplier for remediation and earthworks projects for a decade, was thoroughly impressed: “I think it is fantastic that KKB is making these investments and the Volvo hybrid technology is great. I love the innovation. It shows that Volvo is looking into the future and

is making gradual steps toward where we need to be. I can see a good future in it,” he said.

Steve Wallis, Area Operations Manager at Tarmac, which has also worked with KKB long term, especially in asphalt recycling, was equally as enthusiastic: “It was great to see some of the kit that is coming to my sites and understand the technology, which is very impressive.

“I’m looking forward to seeing them working. It’s early days yet but we are on a journey together,” he said.

Delivering net zero together

Overall, the event was an excellent opportunity for KKB to strengthen relations with its customers, demonstrate its commitment to helping them achieve their sustainability goals, and show off its ground-breaking new machinery.

Dale Nicoll, Area Sales Manager at SMT GB, concluded: “It was a fantastic event that really communicated KKB’s energy and commitment to environmental performance. I have worked personally with Del and KKB for about 15 years and when they have a vision, they go for it! So, we are incredibly grateful for their investment in our hybrid machines, and are excited to help them and their customers on their decarbonisation journey.”

Please visit the SMT GB website to learn more about the Volvo EC300E Hybrid and Volvo EC350E Hybrid excavators. ■

“We are incredibly grateful for their investment in our hybrid machines, and are excited to help them and their customers on their decarbonisation journey.”

Scan this code to watch a video of this case study



The teams from KKB Group and SMT GB celebrate the culmination of a successful event.





SMT GB Apprentice Engineer Lee Chappell discusses apprenticeship experience so far

Following a recent induction visit to SMT GB's headquarters in Duxford, Cambridgeshire, Marketing and Communications Officer Alex Cox caught up with first year Apprentice Lee Chappell to discuss why he chose to undertake an apprenticeship with SMT GB, and his experience with the company so far.

AC: "Thank you for agreeing to chat to me about your experience of the SMT GB Apprenticeship programme so far. To start off, can you tell me a bit about yourself and your background prior to joining the apprenticeship programme please?"

LC: "No problem at all! So I'm 22 and from Stirling. Before joining the SMT GB Apprenticeship programme, I studied Computer Science at Glasgow Caledonia University. I completed all three years, but didn't really enjoy it at all. During this time, my brother-in-law helped me get my first job, which was as a night-time assistant on the railway.

All I had to do to start with was hand tools to the engineers, but I quickly kept gaining new tickets. I was there for 4 years in total, and worked up to becoming the Controller of Site Safety, which saw me be responsible for organising all of the site permits and turning off electricity for tracks being worked on. But it was a zero-hour contract, so it left me with no work or pay for 4 months out of the year, and I just couldn't see a future in it."

"Thinking of a long-term plan, I reflected on my love of motorbikes and working on engines, which is something my father helped me get into, and has led to me racing bikes up at Knockhill Racing Circuit a few times as an amateur. So this got me thinking of pursuing an engineering job, which made more sense to me."

"After months and months of looking, I came across the SMT GB Apprenticeship programme online, and this got me thinking that if I like working on small engines, I bet it would be really cool to get to work on huge engines."

AC: "So were you specifically looking for apprenticeships when you applied?"

LC: "Yes I was. I did the whole Uni thing and didn't particularly want to go back, but I also didn't want to do an unskilled job either, so learning

“It’s really tough and a proper graft, but I love it! There’s tonnes to learn, and it’s super complex. One day I’ll think I know everything, and the next day they’ll introduce something new that leaves me thinking ‘I have no idea what that is at all’, but you soon learn, and I think that’s great.”

a trade through an apprenticeship made the most sense to me.”

AC: “And how did you find the application process?”

LC: “It was so easy! After putting in my application, I had a phone interview and a face-to-face interview, which I found super easy. Not to say I wasn’t nervous, but the team made it really easy, handled it very well and kept me well informed throughout the process.”

AC: “Great to hear! So how have you found going back to college?”

LC: “I’ve found it really fun! Everything we’re taught is really interesting, and it’s something I actually want to learn about, so I find that I’m actively focusing the whole time I’m there. All the people at college are really nice as well, and I made a really good friend with someone from Wales while I’ve been there – I actually ended up driving 9 hours to spend New Year’s at his house, and we’re planning a trip to Barcelona next year for my 23rd, so I’ve made a really good mate from it!”

AC: “Fantastic, and how have you found working with the machines?”

LC: “It’s really tough and a proper graft, but I love it! There’s tonnes to learn, and it’s super complex. One day I’ll think I know everything, and the next day they’ll introduce something new that leaves me thinking ‘I have no idea what that is at all’, but you soon learn, and I think that’s great.”

“I never thought I’d be that into plant, but I now find myself

spotting excavators while driving on a motorway and trying to identify them!”

AC: “How do you feel about eventually going out in your own van and fixing machines in your patch?”

LC: “I’m super excited about it, and it’s what I’m striving towards. It’s really cool to think that I’ll soon have the knowledge and ability to be able to work from the van, go out and get the job done.”

AC: “How have you found it to work for SMT GB so far?”

LC: “We’re absolutely spoilt here, especially compared to what I’m used to. It pays well, you get all of your PPE for free, all of my travel from Stirling is paid for and any concerns you have are taken care of immediately, so I’m really impressed.”

AC: “Do you see much for a future for yourself at SMT GB?”

LC: “Absolutely, there’s so many interesting things happening here, the company is growing in a big way and a load of interesting new products and services are coming soon that I can’t wait to work with.”

“There’s also a tonne of training available, and you’re given everything you need, so I don’t see myself leaving any time soon!” Through a combination of on-the-job training and formal college-based education at Reaseheath College, Cheshire, SMT GB’s Apprentice Engineers receive specialist training on how to service, maintain and repair all Volvo Construction Equipment products supplied by SMT GB.”

Whilst enjoying the benefits of being fully employed by SMT GB, apprentices study towards a nationally recognised Level 3 NVQ diploma in construction plant or machinery maintenance across a timeframe of 3-4 years. ■

SMT GB enjoy a triumphant return to Hillhead

With over 18,500 unique visitors attending the show, SMT GB proudly showcased a wide range of Volvo construction equipment products and technological solutions at Hillhead.





For the first time displayed in Great Britain, visitors to the SMT GB stand had the opportunity to see both the ECR18 Electric excavator and L20 Electric wheeled loader from the newly expanded Volvo electric construction equipment range, as well as the all-new EWR130E wheeled excavator, EW200E material handler, the fifty-tonne EC530E excavator and EC300E Hybrid excavator. In the demonstration area, visitors to the show were also able to see the mighty ninety-tonne EC950F excavator at work.

Also present on the stand was Chepstow Plant International's 1000th Volvo machine ordered to date,

which is a L220H wheeled loader wrapped in a special reflective livery.

Volvo Electric machines

One of the main attractions to the SMT GB stand was the specially designed "electric village", which offered Hillhead visitors with their first opportunity to see the newly expanded Volvo electric construction equipment range in a series of mock real-world settings, and included the ECR18 Electric compact excavator as and L20 Electric compact wheeled loader. The ECR25 Electric, which was first displayed at Bauma in 2019, was also demonstrated on the stand.

Stand visitors also had the

opportunity to see these all-new electric machines working in their mock real-world applications on all three days of Hillhead at 10:00, 12:00 and 14:00.

Commitment to Net Zero

Extensive efforts were made by SMT GB to minimise the carbon cost normally incurred by attending Hillhead. To that end, a water refill station replaced the cups of water normally distributed on the stand, and single-use plastic cutlery and utensils were replaced with sustainable and biodegradable alternatives.

The L25 electric wheeled loader was also used extensively during the construction and teardown of the stand, offering great savings to the amount of carbon usually produced by diesel-powered machines.

Power for both the stand and charger for the Volvo electric machines on display was provided by a low emission and high efficiency

SMT GB's technology solutions took centre stage in the indoor exhibition area.





The latest machines from Volvo Construction Equipment were on display outdoors.

Volvo Penta generator and industrial power pack. These ran entirely on HVO fuel throughout the stand's construction, all three days of the show and teardown, with no penalties to power output incurred or supply interruptions experienced, but significant carbon savings made.

Wrapped around the perimeter of the SMT GB stand, visitors were able to view a detailed timeline of Volvo CE, SMT GB, Volvo Penta and K-Tec's road to net zero, which highlighted the many important milestones achieved by both companies as they journey towards a more sustainable future. Highlights included Volvo CE creating the world's first 'emissions free' quarry in August 2018, SMT GB swapping to a fully electric company car fleet in March 2021 and Volvo CE collaborating with SSAB to produce the world's first machine made of fossil-free steel in October 2021.





The latest technologies

In addition to the all-new machinery on display on the SMT GB stand, visitors were provided with the opportunity to learn more about the latest technological efficiency and productivity boosting solutions, which were focused into the categories of “Efficient Sites”, “Intelligent Data” and “Flexible Maintenance and Repair”. Not only do these solutions boast the latest technologies to help boost site, project and machine efficiency and productivity, but also reduce downtime, waste and the total cost of ownership for customers.

The “Efficient Sites” solutions showcased were Volvo Eco Operator training and Volvo Co-Pilot, state-of-the-art simulators and SMT Site Simulation.

Drawing crowds of operators, fleet managers and company owners alike, the simulators were in near-constant

use throughout all three days of the show, and much interest was shown by stand visitors in the opportunities for operational optimisation provided by both Eco Operator training and Site Simulation.

The solutions showcased for the “Intelligent Data” area were CareTrack, ProCare, Insight Reports and the soon to be launched MySMT customer portal which, similarly to the “Efficient Site” solutions, received a considerable amount of attention from stand visitors and generated many meaningful discussions.

“It was great to return to Hillhead after a period of not being able to attend any large events due to the COVID-19 pandemic. As well as providing us with the opportunity to meet with customers and talk to them about our latest solutions”

Lastly, the solutions showcased in the “Flexible Maintenance and Repair” were SMT GB’s Customer Support Agreements, as well as Volvo certified rebuilds, Used parts and equipment and the SMT online parts portal.

Recently overhauled to introduce two new levels of cover, SMT GB’s Customer Support Agreements provide a set of service packages to provide comprehensive machine cover and suit all customer budgets, offering customers considerable peace of mind to protect the investment made in their machinery.

With levels of enthusiasm on the SMT GB stand as high as the gloriously warm temperature across all three days of the show, Hillhead’s 40th anniversary proved to be a great success for all in attendance.

Amy Metcalfe, Marketing Director at SMT GB comments; “It was great to return to Hillhead after a period of not being able to attend any large events due to the COVID-19 pandemic. As well as providing us with the opportunity to meet with customers and talk to them about our latest solutions, it also brought the SMT GB team together, which gave us all a real buzzing energy on our stand. We’re very excited about a future of low-carbon and technology solutions, which will really drive the industry forwards over the next few years.”

SMT GB is the exclusive dealer of Volvo Construction Equipment and K-Tec Earthmover products in Great Britain. In addition to delivering industry-leading product support throughout England, Scotland and Wales, SMT GB provides a range of end-to-end efficiency and productivity boosting solutions, which ensure customer investments are protected and profits are maximised. ■



The electric Volvo ECR25 was sorting waste in the electric village.



The Volvo electric L25 demonstrates the future of work on the farm.

Hanson Cement's L330E given new lease of life thanks to extensive rebuild



Operating in Hanson Cement's Cefn Mawr quarry as the prime mover since 2005, an extensive refurbishment provides the L330E with the opportunity to give many more years of faithful service

The rebuild was undertaken over the winter of 2020-21 by the highly skilled team at SMT GB's Warrington Customer Support Centre, with support refurbishing several key components being provided by SMT GB's specialist Remarketing team.

A Scope of Works was established with the customer, which took the age and longevity of the machine's components into account. After disassembly and assessment, options were presented and a plan was devised with the customer with the objective of achieving best value.



To ensure the best value, highest standards and the best outcome was achieved, a dedicated SMT project team was established at the outset to plan and manage the rebuild.

The majority of the work carried out for the rebuild focused on the driveline, with a significant proportion of this focus allocated to refurbishing the major components of the engine, transmission, torque convertor and the axles.

Thanks to SMT GB's well established resource network, the majority of the work was able to be carried out simultaneously at both the Warrington Customer Support Centre and the Bruntingthorpe Remarketing centre.

At Bruntingthorpe, the axles were stripped and all bearings, brake discs and seals replaced, with the gears and casings assessed against standards and replaced as required.

The engine, transmission and torque convertors were also all fully stripped and rebuilt, boosting

both pressure and performance to original specifications, while also improving the machine's reliability.

Another key area for overhaul to improve performance and reliability was the hydraulic system. Factory refurbished pumps were fitted, new hoses were added and the components were fitted with new seals, including the main control valve and all of the cylinders.

Considerable thought was also given to Operator care, which saw the old cab benefiting from a deep clean, valeting and dust extraction. A new air suspended seat was also fitted, greatly enhancing operator comfort.

When the loadframe was stripped and assessed, the pins and bushes were found to be in good order, which serves as testament to the high quality components used by the Volvo. Thanks to the Autolube system and the strong maintenance regime implemented by Hanson Cement, the life of the loadframe was greatly prolonged prior to refurbishment,

thus freeing up a considerable amount of the allocated budget to address other areas of the rebuild.

As the overhaul restored the machine's full power output, ensuring the machine was able to deliver the subsequent increased productivity, digging capability was given extensive consideration. To maximise the increased breakout force generated by the machine, line boring was undertaken to remove any slack where the loadframe and bucket meet. A new v-lip with new teeth, segments and a roll back were also added to the bucket.

To top the whole process off, red and white chevrons were added to the rear of the machine – whilst this is common today, this was not so when this machine was new. As a result, machine visibility in the quarry has been greatly improved.

Commenting on the rebuild of the L330E, Customer Support Representative Robert Allan states: "We've spent the available money on





“The rebuild program was expertly presented and managed by the SMT GB team via the Warrington Customer Support Centre. Regular updates with progress photos and video were provided by Robert Allan, our Customer Support Representative, throughout important stages of the strip down and for each part of the rebuild.”

this machine where it mattered the most – to give the customer reliability and productivity. I can happily say that is what we have delivered, as the machine is now once again helping to move 4,000 tonnes of material a day, which is what is required to feed the nearby Padeswood Cement Works.

Continuing, Robert concludes: “This rebuild was delivered through teamwork and understanding, and through this we have delivered a great result for Hanson Cement.”

Commenting on the overall impression of the newly rebuilt machine, Quarry Manager Jason Parry states: “The rebuild program was expertly presented and

managed by the SMT GB team via the Warrington Customer Support Centre. Regular updates with progress photos and video were provided by Robert Allan, our Customer Support Representative, throughout important stages of the strip down and for each part of the rebuild.

“Overall, we at Hanson Cement’s Cefn Mawr Quarry are extremely pleased with the outcome of the rebuild of the Volvo L330E Wheeled Loader, and we hope the machine will continue to supply the high levels of output we require within the ever-demanding environment we operate in on a daily basis.” concludes Jason.

SMT GB markets Volvo Construction Equipment products, together with K-Tec articulated hauler scraper boxes, in Great Britain. There are eight strategically placed Customer Support Centres, a dedicated National Used Equipment Centre and a network of utility equipment dealers to ensure high quality customer support is maintained throughout the country. ■

Scan this code to watch a video of this case study





Used Volvo EC140E from SMT is ‘our best purchase’, says Parkinson Plant Services

Tom Parkinson, Managing Director of Macclesfield-based Parkinson Plant Services, chose a used 14 tonne Volvo excavator from SMT GB for his first foray into larger equipment and has not looked back.

Since breaking out on his own in 2017, Tom Parkinson’s groundworks contracting business, Parkinson Plant Services, has gone from strength to strength. The groundworks and excavation specialist has remained busy throughout the pandemic and is now taking on more and larger jobs, from drainage and landscaping to mass excavation and earthmoving projects.

Larger jobs required Tom to add a larger machine to his fleet of compact excavators and wheeled

loaders, and he immediately knew he wanted a Volvo.

"I have operated plant ever since I left school. I have driven machines of all sizes and brands, and Volvo has always been a personal favourite," he says. "When you are spending a whole day in a machine, you want it to be nice and comfortable to drive. Volvos are built with the operator in mind, and just tick all the right boxes."

A quick and easy purchase

Tom began his search on the typical used equipment listing and auction sites, before calling SMT GB's used equipment specialist Pelham Milligan in February 2022.

"I happened to ring up Pelham one day and said 'I'm looking for a machine in the 14 tonne size class. Can you help me?' Straight away, he rang me back and said 'I've got this one down at our Used Equipment Centre in Bruntingthorpe. Pop over, have a look and tell me what you think,'" Tom recounts.

Two weeks later, he took delivery.

The machine in question was a used Volvo EC140E crawler excavator – a current model with only 4,000 hours on the clock. SMT GB had carried out a full valet and service of the machine, and Tom requested some extra work to suit his needs. This included the addition of some chevron decals to the counterweight for improved safety awareness on site, and a cab guard for protection against vandalism.

As it was his first large machine purchase, Tom specifically wanted a used machine. "I think it's good to go for a used machine, especially for the first one, so you can see exactly what you're getting before you buy it and you don't have to wait very long for it to arrive," he says.

"I was a bit unsure as it was my first big purchase, but SMT really helped me out. They showed me how it would work and what they offered with the machine, which made it so easy. I felt as if they couldn't do enough for me," he continues.

Tom has been impressed by the comfort and ease of operation of the Volvo EC140E excavator, along with its low fuel consumption.



The best overall package

Tom had also looked at another used Volvo from a non-authorised reseller, but the overall package was not as good. SMT GB gave him free delivery to wherever he wanted, threw in a brand-new ditching bucket and offered a one-stop shop for servicing and parts.

"It was a no-brainer to go with SMT GB. The Customer Support Agreement means I don't have to worry about servicing the machine. When it's time, SMT GB will come out and do that wherever the machine is," he says.

"A used machine is still a significant investment," he continues, "so the warranty also gives me that peace of mind, that if anything was to go wrong, we've got that covered."

As good as new

So far, Tom's used Volvo EC140E excavator has been performing perfectly and has even been mistaken for a brand new one.

"Everything is still tight on it regarding the pins and bushes," he says. "It feels like a new machine and the chevrons look great, so a lot of people have commented 'Oh, you have a new machine!'"

It has proven just as easy and comfortable to operate as Tom remembered from his previous experience with Volvo machines,

and he has been particularly impressed with the fuel efficiency.

Fuel efficient and compact

"With other machines, I've easily gone through a tank of fuel in a day, but I did a bulk excavation job over in Macclesfield recently where the EC140E didn't even use half a tank. It really helps to keep costs down, especially given the new laws for white diesel," he says.

Another pleasant surprise for Tom has been the EC140E's compact footprint, enabling it to work effectively on confined jobsites and making transport between sites easier.

"I did look into the zero tail-swing option, as I was a bit worried about being able to manoeuvre the machine on tight, residential jobs, but it's actually got quite a short swing radius on it, despite being a conventional design. It's also quite narrow, so it's good for working on small sites as well as larger ones, and is relatively easy to transport," Tom explains.

"I'm very pleased with the machine and I would definitely recommend SMT GB and Volvo to others. It has been a great addition to our business, and is probably the best purchase we've had within our company," he concludes.

Please visit the SMT GB website to learn more about Used Equipment. ■



GRIDSERVE partners with SMT GB on Volvo electric excavator trial



GRIDSERVE is trialling a Volvo ECR25 Electric excavator from SMT GB in the construction of a new Electric Super Hub.

Using a Volvo ECR25 Electric excavator charged with clean solar energy could help the public EV charge point provider to minimise the environmental impact of its installation operations, while improving uptime and health and safety on site.

Sustainable energy company GRIDSERVE has teamed up with SMT GB to trial the Volvo ECR25 Electric excavator in the construction of its new High Power Electric Super Hub at Moto Scotch Corner Services on the A1(M) south of Darlington.

GRIDSERVE's contractors, Rock Power Connections and Quinn Group, are using the 2.5 tonne fully electric machine supplied by SMT GB to dig trenches for the transformers, power banks, charging units, and cabling to connect 12 new 350kW electric vehicle (EV) chargers to the grid.

These ultra high-power EV chargers with contactless payment will feature both CCS and CHAdeMO connectors, are capable of adding up to 100 miles of range in less than 10 minutes, and are part of GRIDSERVE's expansion plans as it seeks to facilitate the shift to electric motoring.

Moving the needle on climate change

GRIDSERVE is one of the UK's main providers of public EV charging, with its Electric Highway covering 80% of UK motorways through over 300 charging points at service stations and other locations. By 2025, the company has committed to installing 5,000 new high-power chargers, including at new Electric Super Hubs and Electric Forecourts.

Crucially, GRIDSERVE also operates its own solar and battery farms to replace the energy drawn from the grid by its network of public EV chargers with 100% net zero carbon energy. This Sun-to-Wheel ecosystem is how GRIDSERVE plans to move the needle on climate change – and using an electric Volvo excavator from SMT GB will help ensure the installation aspect of its operations is sustainable too.

A solution for sustainable construction

“Our CEO, Toddington Harper, attended MOVE earlier this year, which is an exhibition for innovation in sustainable transport, and saw the

Volvo electric excavator on the SMT GB stand. He was very impressed and is always thinking about how we can innovate and reduce greenhouse gas emissions throughout the value chain. So we had some discussions with SMT GB about how it might work for us, and here we are,” explained Richard Hallas, Chief Remote Power Officer at GRIDSERVE.

To guarantee the Volvo ECR25 Electric is truly emission free, GRIDSERVE is powering it from one of its Solar Energy Centres (SEC), which is a portable, modular unit topped with solar panels that can be easily transported to any construction site to generate and store solar power. As well as charging electric construction equipment or power tools, it could also power safety lighting and welfare cabins.

Simple charging in an hour

Using the SEC and a standard charging cable, GRIDSERVE can charge the Volvo ECR25 Electric excavator with clean, renewable energy in just one hour so that it can complete a four-hour shift.

“Four hours of continuous operation is longer than we would need in a normal day, and it is so easy to charge. We can charge it over lunch or overnight so it’s ready for

*Richard Hallas,
Chief Remote
Power officer at
GRIDSERVE, sees
electric excavators
as part of the future
of sustainable
construction.*



the guys to use whenever they need it – and we’re not using any fossil fuels at all, just the natural energy we get from the sun on site,” Richard said.

For those who might be concerned about the hours of sunshine on British jobsites, the SEC contains an intelligent brain to predict energy consumption and optimise generation and storage, along with an HVO (hydrotreated vegetable oil) back-up generator as a last resort.

“The SEC understands where it is in the world and the hours of sun it is realistically going to get. For example, if it’s early in the morning and the battery is almost drained, it knows the sun will be coming up soon and to hold off starting the generator. So, we really do suppress the use of

HVO to generate energy as much as possible,” Richard explained.

Quiet operation for greater site safety

Powered by the SEC, the Volvo ECR25 Electric has been working well on the Electric Super Hub construction site at Moto Scotch Corner Services. Besides its environmental credentials and simple charging, GRIDSERVE has been pleased with the excavator’s quiet and zero emission operation from a health and safety perspective.

“Health and safety on site is paramount for us. We’re very keen on making sure everybody is working safely, and by not having that diesel engine noise we can



*Among other
tasks, GRIDSERVE
is using the Volvo
ECR25 Electric
excavator loaned
by SMT GB to dig
the foundations for
the new high power
EV charging units.*

GRIDSERVE is charging the Volvo ECR25 Electric excavator using solar energy generated on site by one of its portable Solar Energy Centres.



“Four hours of continuous operation is longer than we would need in a normal day, and it is so easy to charge. We can charge it over lunch or overnight so it’s ready for the guys to use whenever they need it”

communicate more easily and clearly without the need for radios or signals. The lack of diesel exhaust fumes is also more pleasant and comfortable for all the people who are working here,” Richard said.

Taylor Mence, Operator at Quinn Group, added: “It’s my first time driving an electric digger and it’s got the same pull and power as a diesel machine, just without the fumes and noise, which is a lot better. Normally, when I’ve got my banksman screaming at me and I can’t hear a word he is saying over the engine, I have to switch the machine off, but you don’t have that problem with an electric one.”

Given the new Electric Super Hub is being constructed directly next to a Travelodge at Moto Scotch Corner Services, the quiet and fume-free operation will also help minimise potential disturbance to the hotel guests.

Maintenance made easy

In addition, Richard praised the Volvo ECR25 Electric’s simple maintenance requirements. “Because it’s electric, you don’t need to do oil and filter changes after so many hours. So, there’s less downtime and you don’t have to worry about how you’re going to dispose of the oil sustainably. You just have to make sure it’s charged, and it’ll tell you if there are any faults on it that need addressing,” he said.

“I think there is some education to be done to let people know just how easy electric machines are to use, charge, and maintain. A lot of people can be very set in their ways and think ‘I don’t want to go electric, I don’t own an electric car and I don’t know it works’ but it’s so straightforward,” he continued.

Taylor added: “To me, it’s pretty simple. If an electric machine can do the same job as a diesel one, but with no emissions and

less noise, why wouldn’t you want to make the switch?”

A promising partnership for decarbonisation

So far, the trial is proving a success for all involved – and given GRIDSERVE’s major expansion plans over the next few years, using Volvo electric excavators from SMT GB in the EV charge point installation process could make a significant contribution to the sustainability of the company’s operations.

“Who doesn’t know Volvo and isn’t impressed with what they are doing with their technology? It’s been absolutely fantastic to partner with both SMT GB and Volvo on this project so we can push our sustainability targets and move towards decarbonisation together,” Richard concluded.

To learn more about the Volvo ECR25 Electric compact excavator, please visit the SMT GB website. ■

Scan this code to watch a video of this case study





The joy of operating

25-year-old Lewis Jarman from Bentley in Suffolk wanted to be a digger driver for as long as he could remember. Today, he shares his love for his work and his Volvo EC220E excavator with a growing social media audience from around the world.



Lewis Jarman lives and breathes excavators – as do his family. Lewis's father Mark and sister Hannah also operate excavators and the Jarman family have developed a reputation across the construction industry for their passion, knowledge, and skill.

"I've had a love for it from when I was a young kid. My dad is a digger driver, as was his dad too. On a couple of occasions, I was allowed to sit inside a cab and ever since then I knew what I wanted to do," Lewis explained.

"You can do almost every job with an excavator, so you're always busy and it's satisfying to see what you've achieved and think, yeah, I did that. I also used to be a big gamer and when you sit in there it's like a big game controller. You just do what you do with your hands."

Aged 16, Lewis embarked on a three-year CITB apprenticeship, studying at the National Construction College in Bircham Newton, Norfolk, and has worked at a couple of different civil engineering contractors to broaden his knowledge of the construction industry. Throughout that time, Lewis gained exposure to several brands of excavators, but Volvo has always been his favourite.

The operators' choice

"We didn't always get to drive Volvos as we had a mix of brands, but whenever we did, we were really happy because they're such good machines," he said.

When asked what he loved most about Volvo excavators, Lewis cited the attention to comfort and user-friendliness in the design.

"You can tell Volvo is always thinking about the operator and making it as easy as possible for them. Everything is within an arm's

reach, there are lots of shortcuts you can do with the buttons and big screen, and there's great visibility, especially with the cameras. It's just a comfortable place to be for the most part of the day," he said.

Today, Lewis is happy to drive his excavator of choice, a Volvo EC220E crawler excavator from SMT GB, as does his father.

"When you're spending eight or nine hours a day in there, it helps to have a machine that you love, so that you're going to look forward to going to work and do your best," Lewis said.

As to why Lewis wanted an EC220E specifically, it was all about versatility. "The 20-22 tonne class is ideal for our civil engineering work and especially when you add a tiltrotator, you can do near enough everything," he added.

Representing Great Britain

Outside of work, Lewis is a regular at tradeshows and other construction industry events. For him, construction equipment is a hobby and interest, as well as his job. Visiting Hillhead one year, he excelled in an operating challenge on the SMT GB stand and qualified



Competitors in the 2019 Operators Club Final at the Volvo Customer Center in Sweden raced against the clock to pick up tyres from the ground and stack them on top of an oil drum with time penalties awarded for mistakes.

to represent Great Britain at the Operators Club Final in 2019.

Organised by Volvo Construction Equipment (Volvo CE), the event is

known as the construction industry's toughest test of precision operation. Machine drivers from across Europe and beyond compete in a series of



Lewis has operated several brands of excavators over the last decade but Volvo always remains a firm favourite.

“90% of what I know now is from watching good operators. There is a lot to learn from older operators as they know the tricks of the trade but there are things they can learn from younger operators too”

unconventional excavator, wheeled loader, and articulated hauler tasks for the title of best operator.

That year, the Operators Club Final was held at the Volvo CE Customer Center in Eskilstuna, Sweden, which broadened Lewis's exposure to the latest Volvo innovations and cemented his love for the brand.

“It was a really good experience. I got to have a go on loads of different types of machines that I wouldn't normally get to go on and met some great people that I still speak to today,” he said.

Inspiring others

Lewis takes great pride in his work and is committed to continuously honing his skills. Watching other operators is a good way to learn, but that is not always possible, which

is where social media can help.

In 2020, Lewis started a TikTok account @lewisjarmanwork sharing footage of his everyday work with his Volvo EC220E, which has now amassed almost 120,000 followers. He also posts regularly on Instagram @lewisjarmanwork and to the family YouTube channel Jarman's Dirt Craft.

“90% of what I know now is from watching good operators. There is a lot to learn from older operators as they know the tricks of the trade but there are things they can learn from younger operators too – and social media has brought together a big community of plant operators,” he said.

He sees social media not only as a great way for existing operators to pick up tips, but for those thinking of getting into the industry to learn

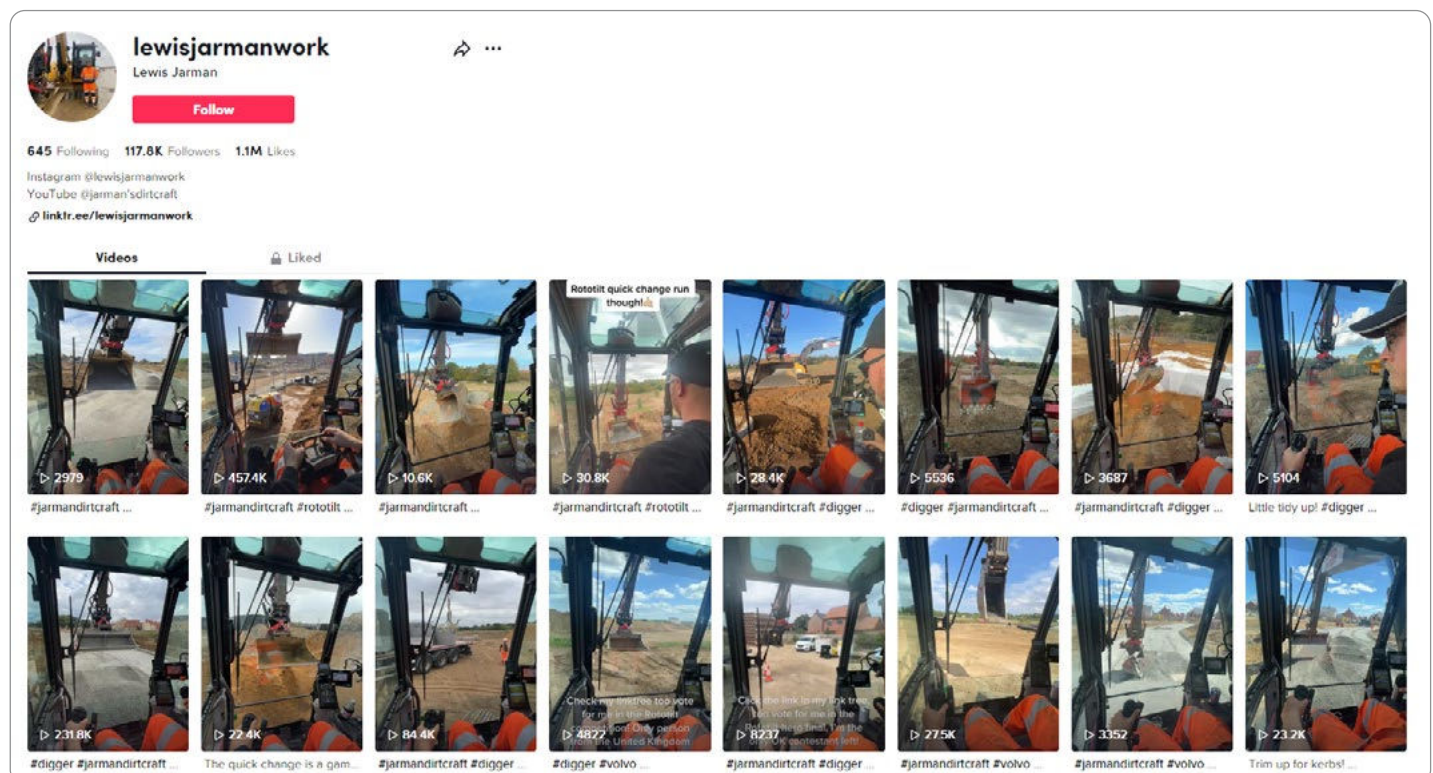
more about what it involves day to day. For example, one of Lewis's colleagues recently showed his TikTok to pupils during a school visit to open their eyes to the potential of a career in civil engineering.

“There's an issue now with not many young people coming into the industry, but I think that engaging them on social media and showing off the exciting new technologies we have and how it's like playing Xbox will appeal to them,” he explained.

In this respect, Lewis is proving a valuable advocate, not just for Volvo, but for the entire civil engineering industry.

To learn more about the Volvo EC220E crawler excavator, please visit the SMT GB website.

Lewis's TikTok account brings followers into the cab of his Volvo EC220E excavator to experience the everyday life of an operator.





UK Readymix Concrete greatly expand their operational capabilities with the addition of a used L110H

With just over 1,600 operating hours and presented in immaculate condition, UK Readymix Concrete's new addition is the first Volvo machine purchased from SMT GB

Receiving a comprehensive 120 point inspection prior to delivery, UK Readymix Concrete can rest assured that their new L110H has been delivered in perfect working order.

For extra reassurance and peace of mind, all machines supplied by the SMT GB Used Equipment team are delivered with a 12 month warranty. UK Readymix Concrete have also opted for a Level 2 Customer Support Agreement to cover their newly purchased L110H,

UK Readymix Concrete's newly delivered L110H will run alongside a L90F purchased privately by the company three years ago.



which provides customers with a 10% discount on labour costs for all service work, as well as access to the Volvo CareTrack and advanced telematics system and SMT ProCare.

The dedicated SMT ProCare team use CareTrack data to analyse machine health and performance remotely. If required, the team create bespoke recommendations to help prevent breakdowns, reduce unplanned downtime and minimise repair costs, while also helping to lower the total cost of ownership for customers.

The L110H delivered to UK Readymix Concrete has also been supplied with Co-pilot and on-board weighing, which offers greatly enhanced operator usability and accuracy, while also helping to greatly enhance on-site efficiency and productivity.

UK Readymix Concrete's newly delivered L110H will run alongside

a L90F purchased privately by the company three years ago that has reliably run since purchase, and is held in high regard by the company's operators for its comfort and ease of operation. However, the many improvements made to the H-series of Volvo wheeled loaders are sure to be greatly welcomed by UK Readymix Concrete's managers and operators alike, such as a 20% improvement in fuel efficiency over the G-series, improved cycle times thanks to a new generation of OptiShift and the addition of a Volvo Eco pedal that reduces excess machine wear while also improving overall fuel consumption.

Commenting on the delivery of UK Readymix Concrete's new L110H, which will be used as the company's prime mover, Managing Director Harry Khakh stated: "It's exciting times for us. The delivery of

the machine has been very smooth, and we're pleased that an SMT GB demonstrator arrived so shortly after the delivery to show my operators around their new machine."

When asked why the company opted for Volvo and if they had any concerns about purchasing a machine from the SMT GB Used Equipment team, Harry explained: "We're still very happy with the L90F, so were keen to stick with Volvo. We didn't really have any concerns, because they're really reliable machines, and we've been purchasing parts from the used equipment team for years without incident. So as we know the L110H is in good working order and has been thoroughly inspected by the team, we know we've bought a good machine."

Established in 2016, UK Readymix Concrete is a Slough-based supplier of various types of concretes, aggregates and grab hire services to London and the surrounding area.

SMT GB is the exclusive dealer of Volvo Construction Equipment and K-Tec Earthmover products in Great Britain. In addition to delivering industry-leading product support throughout England, Scotland and Wales, SMT GB provides a range of end-to-end efficiency and productivity boosting solutions, which ensure customer investments are protected and profits are maximised. ■

"We're still very happy with the L90F, so were keen to stick with Volvo. We didn't really have any concerns, because they're really reliable machines, and we've been purchasing parts from the used equipment team for years without incident."

Spot the difference competition



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

To enter the competition, simply highlight or circle the difference and either scan and email these pages to: marketing@smtgb.co.uk

Or post to:

Spot the Difference Competition
Freepost SMT GB

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

Your chance to **WIN**
Volvo merchandise

Closing date: 31st January 2023

Name:

Email:

Telephone:

Address:

.....

.....

Postcode:

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

The five lucky prizewinners from **THE VOICE** magazine competition edition 40 were:

- Andrei Ungureanu
- Dave Gale
- Val Welsh
- William Ganson
- Richard Orme

Congratulations!

Terms and conditions:

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

Can you find all the differences between the two pictures below? There are **ten** to find.



Operator Club Profile



NOT A MEMBER OF THE OPERATORS CLUB?
Join today at: www.smt.network/operatorsclub

Will Goldstone

How long have you been an operator, and how did you start out?

I've been an operator for 6 years. I was asked if I was interested in doing a new golf course build in the UK while I was a Greenkeeper and, as soon as I had my first time in an excavator, I was hooked; it was like a drug.

What do you enjoy about being an operator?

Every day can be different for me – one day I can be doing finishing work, and the next doing small scale earthworks, or digging out footpaths and building footpaths. That's why I like driving a duck – every day is different, and it comes with a new challenge.

What machine do you currently operate?

I currently operate a Volvo EWR170E with an Engcon 219 and a trailer with a lot of extras and attachments.

How did you hear about the operators club?

I heard about the Operators Club online through Twitter when it was first launched.

What made you join the club?

I joined the club because I was interested to see and read more about what Volvo equipment was out there.

What do you like about being a member?

One of my favourite things about being a member of the club is the magazine – it's always nice to see what people are buying, or what is new on the technology side of things.

Do you interact with other Operator Club members?

I do interact with a lot of club members on the Facebook group. It's a great community to be a part of.

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 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 mechanise will be chosen at random and subject to availability. Items cannot be exchanged unless faulty.



PRO CARE



GET CONNECTED, BOOST UPTIME

With **ProCare**, SMT analysts monitor the health and performance of your machines remotely, creating bespoke recommendations if a machine intervention is required. This proactive approach helps to prevent breakdowns and leaves you more time to focus on your core operations.

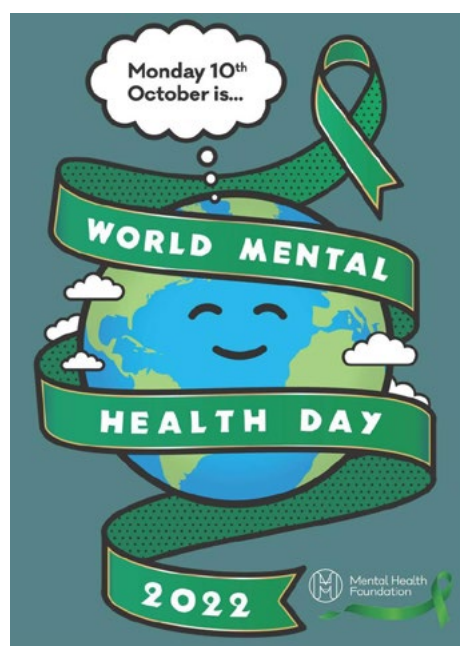
**For more information contact your
local SMT representative or scan the QR code.**



SMT
SERVICES MACHINERY TRUCKS

IN OTHER NEWS

It has been a year of celebrations at SMT GB, which kicked off with the company celebrating its fifth anniversary since its purchase from Volvo CE by SMT Group in September 2017. To mark the occasion, all staff members received a hamper and comprehensive thank you from the Executive Management Team for all of the hard work that has gone into making SMT GB the successful company that it has become today.



For the third year running, SMT GB also took part in Mental Health Awareness Week, which was focused this year on the theme of loneliness.

SMT GB staff members took part in various activities designed to improve their mental health throughout the week, such as team quizzes and meditation, but also staff members shared stories of their own experiences of mental ill-health and loneliness.



This year's theme also perfectly set the scene for SMT GB to announce the appointment of a new mental health first aider team, which is comprised of staff members who have recently completed the relevant training and accreditation with St Johns Ambulance.

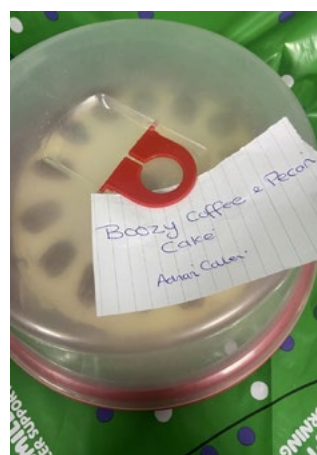
While in no way medical professionals themselves, the training the team has received provides them with the ability to identify the signs and symptoms of mental ill-health, provide an initial response for colleagues facing a mental health crisis and offer both guidance and support to anyone who requires it.

A selection of cakes from our Duxford team.

SMT GB also hosted a Macmillan Coffee Morning for a second year running, with participating Customer Support Centres raising just over **£517**. This money will help Macmillan to deliver the outstanding support that they provide to patients and families living with Cancer.



The team in our Newcastle branch with their creations.



GETTING SOCIAL



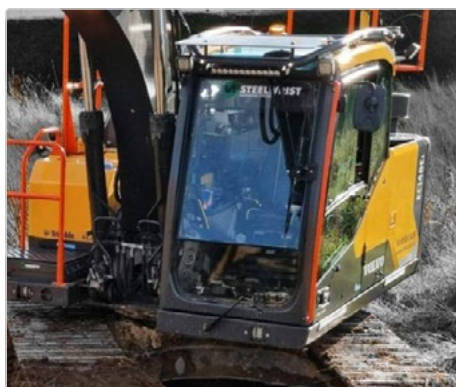
f **Graham Centini:** Nice job Chris Palfrey, you really are a cleaning wizard 😊👍



f **Bartlett Contractors Ltd:** We have taken delivery 3no Volvo excavators today as part of our continued fleet investment, enabling us to deliver projects more efficiently whilst improving our carbon footprint. Big thanks to SMT GB 🇬🇧



in **Matthew Sheridan MIAT:** A real baptism of fire for this brand new P6870Ds first shift on the M6 last night!



f **Steve Willaimson:** 🍻🍻 New add on coming soon 👍



in **Craig Howard:** Wow! What a piece of kit the Volvo R100 is! I overtook this on the M1 today and decided to swing into the services to get a photo of it passing by.



in **Karen Sanders:** Volvo machines lined up! The great debate - orange versus hi-vis!



ig **lewisjarmanwork:** 500 hour service tomorrow! Running like a dream so far! It will be even better once I can use the @rototilt with the @trimbleec! Roll on next month!

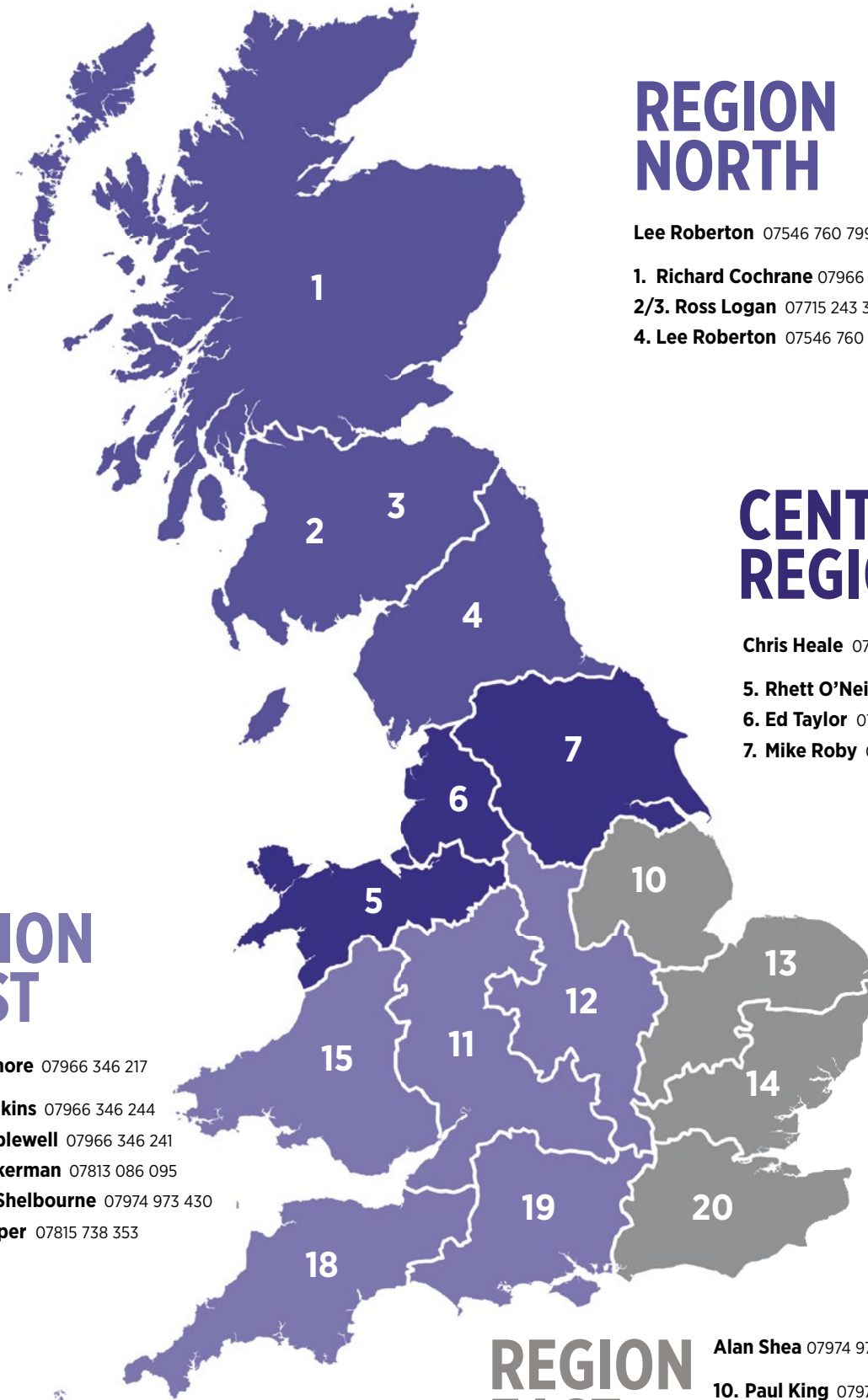


ig **dirtrailguy:** Happy Monday! 😊



ig **josh_the_digger_driver:** The #boomsupfriday that I've forgotten to post for the past 3 weeks 😊👍

SALES TERRITORIES



REGION NORTH

Lee Robertson 07546 760 799

1. Richard Cochrane 07966 346 294

2/3. Ross Logan 07715 243 383

4. Lee Robertson 07546 760 799

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5. Rhett O'Neill 07974 973 420

6. Ed Taylor 07974 973 480

7. Mike Roby 07821 846 373

REGION WEST

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11. John Jenkins 07966 346 244

12. Tim Popplewell 07966 346 241

15. Dean Ackerman 07813 086 095

18. Richard Shelbourne 07974 973 430

19. Neil Cooper 07815 738 353

REGION EAST

Alan Shea 07974 973 525

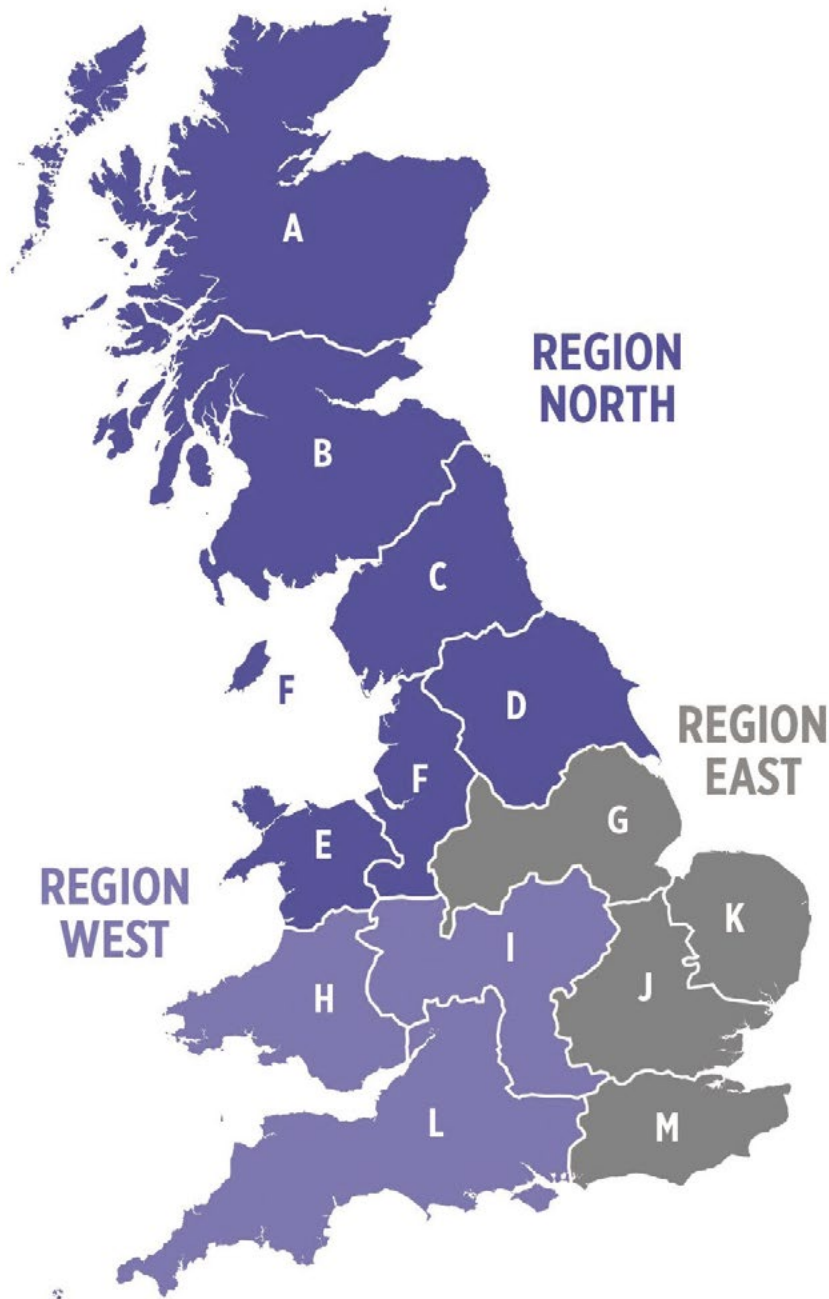
10. Paul King 07974 973 419

13. Andy Dilley 07974 973 438

14. Sophie Carter 07540 156 733

20. Dale Nicoll 07970 452 233

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VOLVO UTILITY EQUIPMENT DEALERS

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Lee.Robertson@smtgb.co.uk



C **John Nixon Ltd**
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mikehaskayne@nixonhire.com



D **Chippindale Plant Ltd**
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E **Mona Tractor Co Ltd**
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H **Cambrian Plant Sales**
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J **Capital Plant Solutions**
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K **Contractors Equipment Sales Ltd**
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andy@contractorsequipment.co.uk



L **Plant & Engineering Services Ltd**
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mike@pesplant.co.uk (Devon and Cornwall)
laura@pesplant.co.uk (all other counties)



M **Glosrose Mechanical Handling**
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enquiries@glosrose.co.uk



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Co Durham DH3 2RR

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3. IMMINGHAM

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Walsall WS8 6LH

6. TREFOREST

Treforest
Pontypridd CF37 5YL

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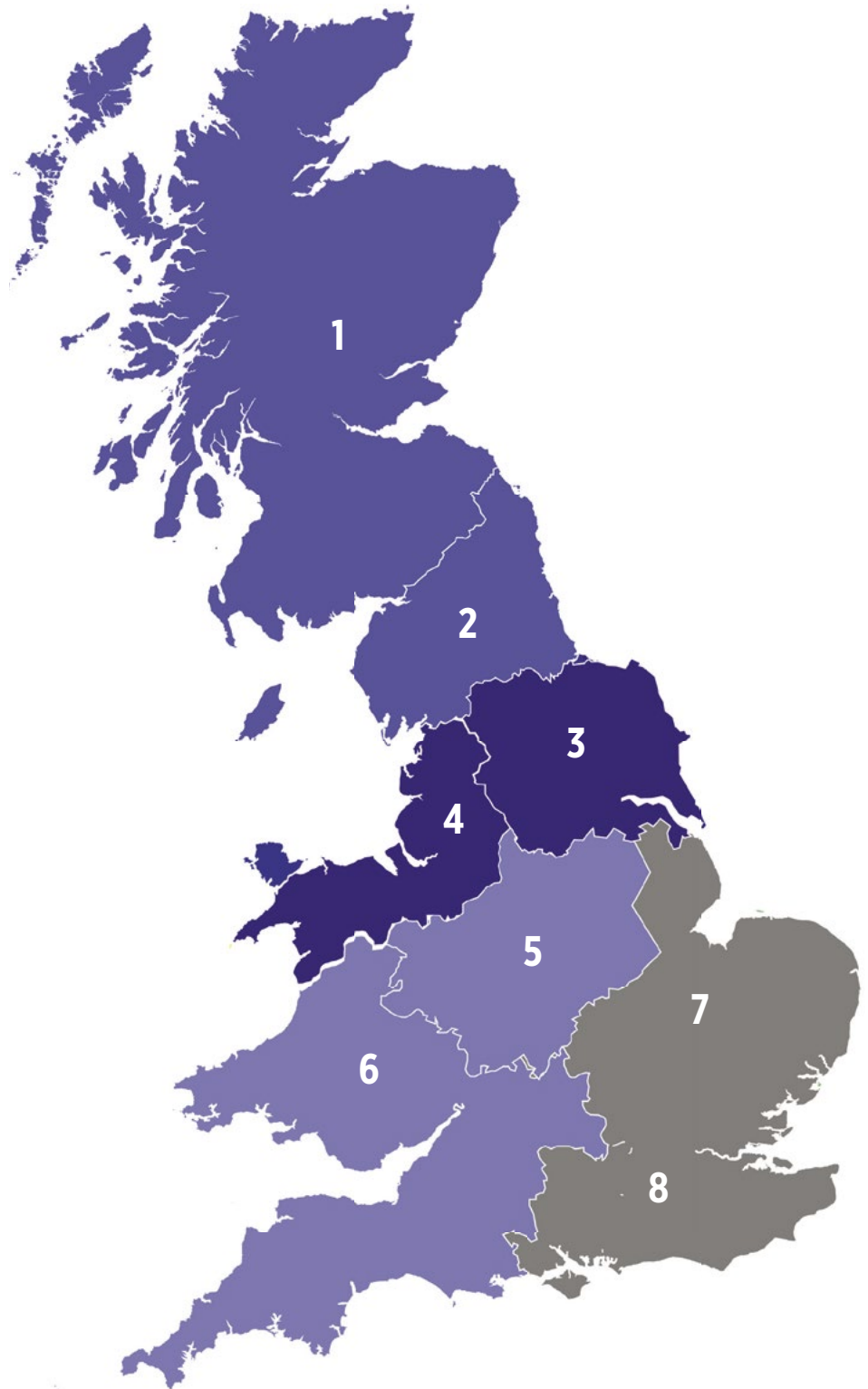
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7. DUXFORD

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Cambs CB22 4QX

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