

THE VOICE

THE NEWS JOURNAL OF SMT IN GREAT BRITAIN



SMT GB and Volvo CE enjoy triumphant weekend event at Lydden Hill Racetrack

Page 8

EDITORIAL LETTER

End of an era...

Welcome to Edition 42 and the final edition of The Voice magazine.

In 2024 we will be building an online content hub so that we can share videos, webinars and even more content with you in addition to text. This will enable you to stay up to date with news as and when it happens. We'll send a printed newsletter to our subscribers when it launches to let you know how to access the hub.

We hope you have enjoyed reading the magazine as much as we have enjoyed creating it and we look forward to sharing even more with you on our new content hub.

This year, we have had a strong services and solutions focus, which has seen us release three new products this year: Connected Support, MySMT and SiteSim. Utilising mobile data technology, Connected Support is our new solution to ensure that your machines are kept in constant contact with telematics and machine performance monitoring systems. To read more about this, turn to pages 4-6.

MySMT is our new secure customer service portal. Through MySMT, you can view live fleet data, review all of the documents relating to your machines, access the SMT online parts store and so much more. Turn to pages 30-33 to learn more.

By employing advanced drone technology and sophisticated 3D modelling software, SiteSim is SMT GB's next generation site surveying solution. Using SiteSim, you can fully optimise your onsite operations, and ensure that you are able to maximise onsite efficiency and productivity. You can find out more about SiteSim's capabilities on pages 16-18.

SMT GB has also been officially appointed as a distributor for Unicontrol, and are now able to offer the full range of Unicontrol 3D machine control system products. You can read more about this on pages 40-41.

We have also been busy attending shows throughout the year, including the thrilling WRX Rallycross Championship at Lydden Hill, Kent, and the final Plantworx show to be held at the East of England showground in Peterborough. The read more about these events, turn to pages 8-11 and 42-43, respectively.

I hope that you enjoy reading this final edition of The Voice.

Wishing you a Happy New Year for 2024,

Amy Metcalfe
Marketing Director



THE VOICE

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SMT GB proudly announces the launch of Connected Support

Utilising cutting-edge mobile data technology, Connected Support ensures that machines, fleets and their managers are kept in constant contact





By employing Internet of Things roaming, machines equipped with Connected Support are kept in constant two-way contact with the cloud via the strongest available network to their current position.

Not only does this remove the risk of poor signal causing the loss of real time data insight, but also improves the reliability of Co-Pilot apps and makes sure that the machine's software is kept

constantly up to date, ensuring that the customer is able to get the most out of their machine at all times.

Available with a choice of 12 or 36 month contracts, and with data allowances of 1Gb or 5GB, Connected Support can be tailored to the specific requirements of a customer.

Connect Support subscriptions include dedicated remote support from SMT specialists to help customers ensure assets and sites

are connected and that actionable insight is being communicated.

To learn more about Connected Support, please visit the SMT GB website. ■

Scan this code to go to our Connected Support webpage



Connected Support enables remote updates, boosting the reliability of in-cab Volvo Co-Pilot apps.



CONNECTED SUPPORT

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Available with a choice of 12 or 36 month contracts, and with data allowances of 1Gb or 5GB, Connected Support can be tailored to the specific requirements of a customer.

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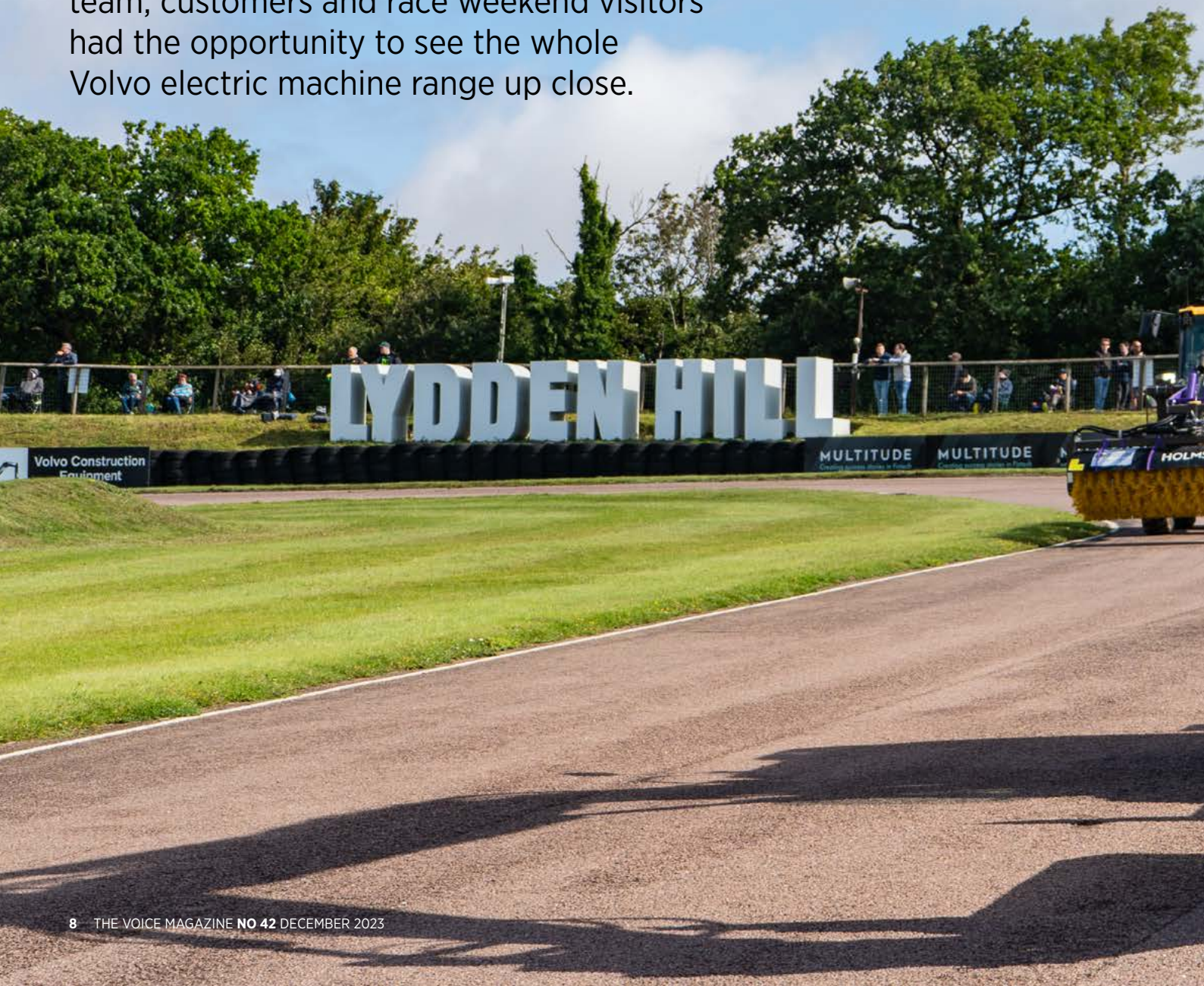
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SMT GB and Volvo CE enjoy triumphant weekend event at Lydden Hill Racetrack

Thanks to SMT's sponsorship of the WRX World Rallycross Volvo CE Dealership team, customers and race weekend visitors had the opportunity to see the whole Volvo electric machine range up close.





On the weekend of the WRX Championship races at Lydden Hill racetrack, unforeseen circumstances meant that the scheduled RX1E races were unable to go ahead as planned. However, all of the other championship races scheduled for the weekend were permitted to run, including the equally thrilling RX2e Championship, BRX Supercar Championship and Retro demo races. Additionally, this decision also ensured that the joint SMT and Volvo team were able to offer all Lydden Hill visitors an exciting look into the future of the construction industry.

As a reward for all of their contributions throughout the year, SMT GB's staff were invited to attend the race weekend on the Saturday with their families. Customers were also invited to join with their families the following day.

All visitors to Lydden Hill over the course of the race weekend were able to visit the team in the Volvo Activation Area, which offered all visitors their first glimpse of Volvo's next generation of electric machines, including the 23-tonne EC230 Electric excavator, and L120H Electric Conversion wheeled loader. Additionally, the L25 Electric wheeled loader and EC18 Electric excavator were also displayed in the Volvo Activation Area, and visitors were invited to try out the ECR18 Electric excavator for a timed operator skills challenge.

Visitors to the Volvo Activation area also had the opportunity to meet Volvo's highly successful CE Dealer race team, Klara Andersson and Niclas Grönholm. In addition to securing autographs and photos with the team, visitors were also able to hear presentations from Product Development Team Manager David Dutton and Director of Strategic Accounts Phil Battle, who both outlined Volvo and SMT's optimistic vision for the future of the construction industry, and the solutions both companies have available today to help make this vision a reality.

Commenting on the race weekend, Phil Battle states: "It



The Volvo EWR150E served as the official recovery vehicle throughout the weekend



The L25 Electric kept the track clean throughout the weekend

"We were thrilled to see so many staff members and customers enjoying the race weekend with their families. It was a great feeling not only to talk through SMT and Volvo's vision for the future"



Visitors had the chance to get up close and personal with the full Volvo electric machine range



Drivers Klara and Niclas spent plenty of time with stand visitors

is impossible not to feel inspired when you feel the energy from the Volvo CE Dealer Team. The physical and mental preparation that both Klara and Niclas put into the build up to a race weekend like Lydden Hill must be immense. To see how they handled the disappointment following the news on Friday was truly amazing – they are both an absolute credit to the team.”

Continuing, Phil adds: “We were thrilled to see so many staff members and customers enjoying the race weekend with their families. It was a great feeling not only to talk through SMT and Volvo’s vision for the future, but to showcase the products and solutions available today. The atmosphere all throughout the race weekend was absolutely electric, and we can’t wait for the WRX Championship to come back to Britain next year.” ■

Scan this code to watch a video of this case study



A dedicated play area made the stand fun for the whole family



PHR Farms take GB's first dedicated agricultural specification Volvo wheeled loader



Built specifically for farming, PHR Farms' new agricultural specification L70H combines all of the power, reliability and versatility expected of a Volvo wheeled loader with a specialised list of features to make it the ideal choice for a wide variety of farming applications



Featuring a third hydraulic function, agricultural specification Volvo wheeled loaders support a wide assortment of agricultural attachments. Additionally, a Torque-Parallel linkage system provides high breakout, tilt-in and lifting forces, while the parallel movement also contributes to greater load stability.

Commenting on the new Volvo L70H wheeled loader, PHR Farms co-owner Rob Joules states: "It's a great machine, and we're really happy with it. This is our first Volvo wheeled loader, and it's a step up from what we've run previously."

Equipped with a formidable silage clamp attachment, the L70H's primary summer role is to load and compact grass into PHR Farms' silage clamp, which ensures that there is plenty of feed available for their livestock all throughout winter.

Explaining the scale of this role, Rob states: "Throughout the summer, I've got 9 trailers rolling in 14 tonnes of grass for up to 12 hours each day. I then put this up into the clamp, compacting it as I go, and making sure we fit in as much as we need." Continuing, Rob adds: "There's a lot of pressure on the machine to do this job, and the L70H has to work flat out five to six days in a row, but it's built for it, and just puts up with it."

Developing up to 853Nm of torque, The L70H's powerful and efficient Stage V D6J Volvo engine ensures it is more than capable of loading, lifting and pushing anything PHR Farms require it to, while the wider agricultural tyres and full coverage mudguards enable it to access any area on either of PHR Farms' two sites.

The L70H also makes for easy servicing, as it's automatically



PHR Farms' new L70H works in 12 hour shifts every day to load their silage clamp during the summer.

reversible radiator fan allows for self-cleaning of the cooling units, and the added feature of slide-out cooler installation enables further speed of cleaning.

When asked what features he has found particularly impressive on the L70H, Rob explains: "It's got better all-round visibility, axle cooling and a bigger cooling pack than previous machines we've had. It also has a purpose-built transmission, as well as a high-speed hydraulic pack and coolers. The cab, climate control and boom suspension are also brilliant."

Continuing, Rob adds: "It also has an optional diff lock, which I can click on and off as I need it, so it's not binding the machine up all the time, and I've also found the tearout force to be brilliant. I can load the fork up with as much grass as I can get on it, and it'll still climb that clamp, no matter how steep."

"I also find it's better balanced than our previous machine as well, so it doesn't feel light when

I have no load on the front; it's a very well-proportioned machine.", concludes Rob.

Providing considerable peace of mind, PHR Farms have opted for a Level 2 Customer Support Agreement, which ensures that their new L70H's uptime is maximised through proactive servicing from SMT GB's team of highly skilled mobile engineers. This Customer Support Agreement also provides PHR Farms with the financial security of working to a fixed cost per month.

Commenting on the sale, Area Sales Manager Dale Nicoll states: "I'm really pleased to have provided Rob and the PHR Farms team with the first agricultural specification Volvo L70H in GB, and to have had the opportunity to see it perform so well myself."

Continuing, Dale adds: "Every single sale is valuable to us. Whether it's for one machine or 10, the level of support we provide to our customers

enables us to create strong and lasting relationships. We want to work with them to ensure that the machines and solutions we provide fit their exact requirements".

"It's always satisfying to know that the products and services we provide our customers with today help them do a better job than they could yesterday, and it feels especially great to be supporting the agricultural industry."

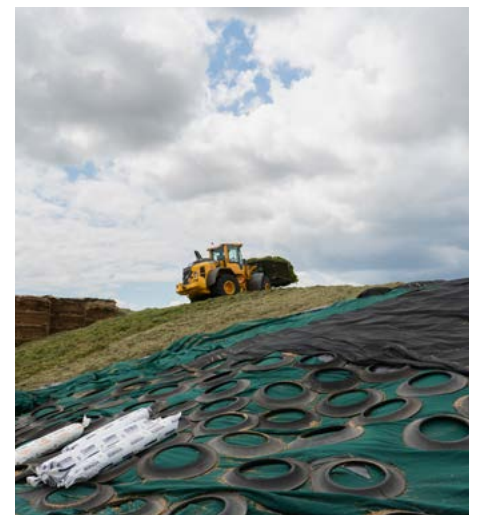
Based near Ashford, Kent, PHR Farms is a family-run dairy farm with over 1,500 head of dairy cows split across two sites. Established in 2002, PHR Farms now own one of the largest herds of cows in the UK, and produce over 9.5 million litres of milk per year. ■

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"It's always satisfying to know that the products and services we provide our customers with today help them do a better job than they could yesterday, and it feels especially great to be supporting the agricultural industry."

PHR Farms' new L70H effortlessly climbs the silage clamp



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SMT GB announces the official launch of SiteSim

Using advanced drone technology, sophisticated 3D modelling and machine data, SiteSim helps boost site efficiency and productivity.

The modern site requires an increased focus on reducing waste, emissions and offsets as much as possible whilst also maximising efficiency and productivity. To help achieve this, more intelligent and innovative solutions are required.

One way SMT can offer a solution to this problem is through SiteSim, which combines digital 3D site simulations with machine telematics



data to create a highly accurate and interactive picture of your site.

An optimised site is an efficient site

By using commercial-grade surveying drones equipped with 3D imaging technology, SiteSim creates a highly accurate digital 3D model of a site, while also capturing



Using Volvo's 3D mapping software, SMT GB can create your site in 3D and simulate adjustments to daily haul routes and machine movements that would increase productivity whilst lowering costs and fuel usage.

to-the-second haul cycles, the current condition of haul roads and accurate production information.

However, where SiteSim offers considerable benefit over traditional site surveys is in the way that the solution can incorporate machine performance and telematics data from all of the machines onsite into the 3D model. This offers invaluable insight into exactly what impact the current configuration of the site has on the machines working, and can quantify the impact that proposed changes will have on fuel burn, emissions and offsets generated, as well as both machine efficiency and site productivity, whether that be through haul road improvements, improved forecasting

through accurate production information, upgrading the fleet or optimised machine pairing.

Having this information empowers site managers to make the best decisions for their site with confidence. ■

Scan this code to watch a video of this case study



“offers invaluable insight into exactly what impact the current configuration of the site has on the machines working, and can quantify the impact that proposed changes will have on fuel burn, emissions and offsets generated, as well as both machine efficiency and site productivity”





Remarketing: good for customers, good for business, and good for the environment

The SMT GB Used Equipment and Used Parts teams are taking a sustainable approach to meeting customers' needs in a practical and price-sensitive way.

SMT GB's remarketing facility in Bruntingthorpe, Leicestershire, is a thriving business within a business. Here, the team is committed to giving machines and parts as many new lives as possible, helping to meet demand for equipment on short lead times, save costs for customers and reduce waste.

"We have really come into our own over the last few years," says Andy Defrates, Remarketing Director at SMT GB. "What we are doing has become an important revenue stream for SMT GB, and our promotion of a circular economy supports SMT's overall sustainability goals."

Sowing the seeds of success

It all started 12 years ago at SMT GB's headquarters in Duxford, Cambridgeshire. At that time, Andy

spotted the opportunity to capture sales of Volvo used parts that had previously been going to third-party aftermarket specialists.

"Customers were bringing their machines into our workshop and wanted to use our engineers to repair them, but our new parts pricing didn't always suit their budget," he explains.

That led the dealership to set up a line of price-sensitive used parts separate from the standard line of new Genuine Volvo Parts. Customers could then choose a partially or fully refurbished Volvo component to meet their needs at a lower cost, installed by a Volvo-trained engineer, and with a warranty.

It was a win-win on both sides. Soon, the used parts business became so successful that the Duxford building could no longer contain it, so



Remarketing Director Andy Defrates leads the used equipment and used parts teams at the SMT GB Bruntingthorpe site.

Andy and his team began the search for a bespoke facility for the rapidly growing used equipment business.

Bruntingthorpe Proving Ground, a vast former WWII airbase, home to test facilities, auctions, automotive recycling operations, aviation and defence sectors, emerged as a fitting location for the newly amalgamated Used Equipment and Used Parts Departments. The teams moved in during January 2017, which coincided with the purchase of the GB dealership from Volvo Construction Equipment (Volvo CE) by SMT, and within six months the facility was fully operational.

“It was a big task to take on the site during the acquisition by SMT as there were lots of other projects happening at the same time.” Andy recounts.

A one-stop shop for service and repairs

The building is divided into three main areas – one for stripping down machines that are not suitable for resale into their components, the next area is used for servicing, repairing and rebuilding machines and components. The final area is a warehouse for keeping some 5,500 used parts lines.

The site, which Andy describes as “a one-stop shop for servicing and repairing machines”, boasts steam cleaning, shot blasting, welding and painting facilities. If needed, the Used Equipment team also have access to state-of-the-art line boring equipment

kept at SMT GB’s headquarters in Duxford, Cambridgeshire.

When a customer trades in a Volvo machine, it’s first stop on the journey back to the market is the cleaning bay, where it undergoes an extensive steam cleaning. Next, the machine has a thorough a 100-point inspection that covers every component from the tracks or wheels up. The machine is then serviced, components requiring immediate attention are repaired and the machine is advertised.

The new owner can decide to purchase it in its current condition, or pay for extra work to be done. To help the customer, SMT GB offers various financing and leasing options in partnership with Volvo Financial Services (VFS), and encourages them to take out an extended warranty and service contract.

This protects the customer’s investment and gives them peace of mind by knowing that a team of Volvo-trained engineers are regularly monitoring the performance and health of the machine. Engineers can then recommend cost-effective and proactive maintenance measures for any identified minor issues, before they are allowed to develop into costly reactive breakdown repairs. A service contract also provides the customer with access to all of SMT GB’s online support functions, including service reminders and alarms, which helps to lighten the administrative burdens of fleet management for customers.

The MySMT portal allows customers to access all of the information relating to their fleet,

view contracts, book services and order parts 24/7 via SMT GB’s online parts website.

Other chances for new life

If a trade-in machine is not suitable for resale in Great Britain, but could work well in another country, SMT GB may offer it to sister company SMT Africa, which operates in 25 countries across the continent, or sell it onward to a trading partner so it can begin a new life elsewhere in the world.

If the machine is not suitable for resale anywhere, SMT GB will break it down into its components to add to its used parts stock. The time between a non-retail used machine arriving in the workshop and the used parts being placed on the shelf is around two weeks, or 100 man-hours. Any components that cannot be resold to customers are recycled or sold to a scrap trader to go back into manufacturing.

The remarketing facility also receives unused parts for discontinued products.

Efficient stock management

The team grades each part – A being a grade one part, B being a slightly used part, and C needing refurbishment. The parts are then labelled and loaded onto the Dealer Management System using the same part numbers as Volvo CE.

This ensures that the stock is live for all on the online parts store accessed through MySMT and for all SMT GB sales personnel to see wherever they are located and at any time. There is one price for customers to buy the parts in their existing condition, and another to have them refurbished. Like with used equipment, SMT GB also offers a warranty for used parts to give customers peace of mind.

Building a global reputation

Using a host of advertising platforms, the SMT GB Remarketing team has established themselves as well-known name in the industry. Consequently, the team frequently export used parts to dealers and customers all across the globe.

“These parts won’t be right for every customer, but the right customer for them will be out there somewhere, especially if it’s a customer looking for a bargain and we’re always open to doing a deal”

“We sell used parts all over the world – to Saudi Arabia, India, Hawaii, Trinidad, you name it! We are actually one of the biggest used parts sellers in Western Europe. It’s a fairly small industry where everyone knows everyone, so it has been relatively easy to make a name for ourselves internationally,” Andy says.

Always scouting for new opportunities

The remarketing team does not wait for used equipment and parts to arrive on its doorstep, however. Andy and his colleagues are always actively scouting for new items to add to the inventory by building relationships with insurance companies for machines that have been written off, attending auctions, and networking

with others in the industry.

One such example is from 2019, when the team learned that two L350H wheeled loaders were available in Norway. Although low-houred, both machines had worked in tough conditions on an undersea tunnel project, and were caked in sea dredge material.

Both machines were shipped to Bruntingthorpe to be fully stripped down. Many of the components were then refurbished and sold, with the axles from one of machine bought by a company in New Zealand, a transmission going to a key account customer in Scotland and a frame and bucket going to a customer in the USA.

“The person we bought them from said that if we hadn’t have come and got them, they would have just

been put in a hole and that would have been the end of it,” Andy says. “We are recycling and upcycling, which fits with our goal for carbon neutrality and resource circularity.”

Smelling what sells

Andy says the main challenge of running a business like this is having the people with the right skills. “You have to be brave and entrepreneurial to really know the market, to identify what you can make money on and know how to buy. Buying a piece of capital equipment to sell onto an end user is different to buying a machine to strip for components - you can’t evaluate it in the same way.”

When SMT GB strips an end-of-life machine for components, there are typically only 10 to 15 key items that are viable for the used parts market. Machines contain large pieces of metal that are expensive to purchase and valuable as scrap, but are rarely called upon in the repair business.

As well as grading parts according to their condition, SMT also divides components into those that are quick to sell, or fast moving and those that usually take longer to



Some of the parts stocked by the used parts team are brand new, just waiting for the right customer.

find a home for, or slow moving.

“We talk about core being king – axles and cylinders fly off the shelves! But it’s not always about making money on a particular part. We will keep a burnt-out engine on the shelf, for example, in case there is some tiny little part in there that will prevent a customer from having to buy another entire engine. Sometimes, it’s simply about helping where we can, making new contacts and building relationships for the future,” Andy explains.

The oldest machine SMT GB has provided parts for was from 1975, which was a labour of love. Otherwise, the oldest machines the dealer supplies for are from the mid to late 1980s. Recently, the team has experienced a surge in demand for bonnets from the 1990s.

Andy has a team of 11 sales and engineering staff in Bruntingthorpe, many of whom have been with him from the start. During that time, they have developed extensive commercial and technical knowledge and are fiercely loyal to him and the business.

Training the next generation of engineers

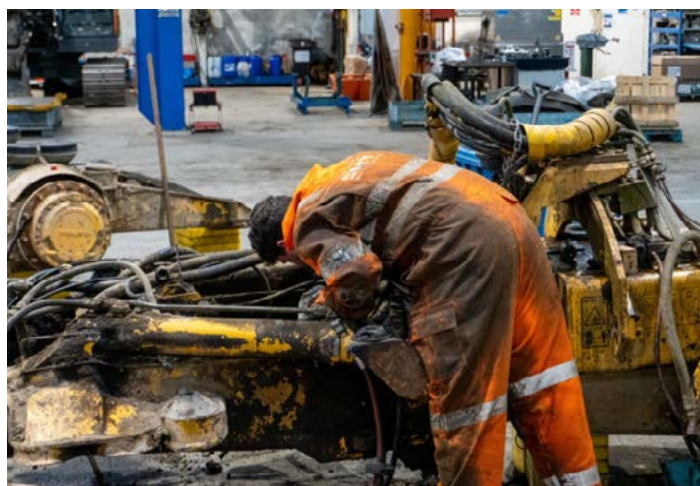
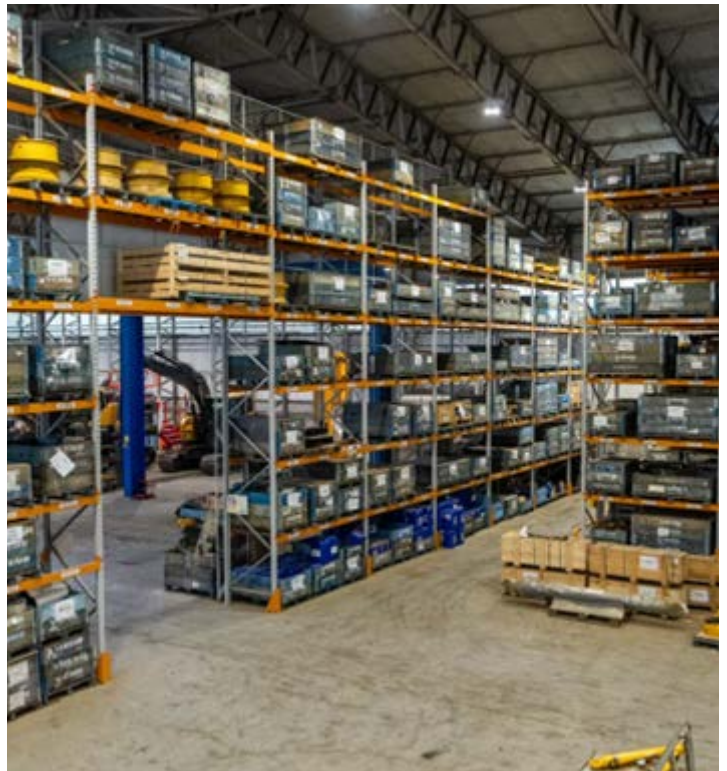
The remarketing facility also serves as an effective training ground for SMT GB’s Apprentices, who complete a rotation at the site both at the start and end of their apprenticeships.

“Our new Apprentices do a lot of the breaking work, and they love it! Where else would they have the

The SMT GB used parts warehouse stocks some 5,500 part lines, which are sold to customers all over the world.

chance to take apart a machine like that?” Andy enthuses. “They get to delve into the depths of the machines with limited risk, and learn all about their anatomy early on.”

As a training exercise, Andy also asks the Apprentices to produce a mock inspection report for a used machine. They are required to catalogue all the components and their condition in an online tool so the parts pricing team can place a value on the machine. The Apprentices are then asked to add a labour content to the price.



An SMT GB apprentice stripping down a Volvo articulated hauler from the 1990s.

“We aim to build that commercial aspect early on, as well as their technical knowledge. Eventually, we want them to go out to look at machines, understand what service and repairs need to be done and how long they will take, so we can produce an accurate quote for the customer,” he says.

The passion of the team and the pride in what they do at Bruntingthorpe is palpable. “We have a strong purpose to prevent usable resources from going straight to scrap or landfill and make money from them. To see a machine arrive dirty or damaged and for us to bring it back to life for another customer or to strip down an end-of-life machine to produce shiny, like-new parts is very rewarding. It’s good for customers, it’s good for business and it’s good for the environment,” he concludes.

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

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Electric construction takes root in tourism





A disused clay mine in what was once a barren landscape in the heart of south-west UK may be an unlikely base for the world's largest indoor rainforest.... and equally unusual, for now, is the use of electric construction machines to maintain it.

Home to stunning covered biomes that replicate the natural worlds of the Amazon and the Mediterranean, the Eden Project in Cornwall, UK is a testament to what can be achieved by working with nature and not against it. So it made an ideal location to show the power of electric construction solutions in eradicating emissions across landscaping applications.

A three-month project with Volvo Construction Equipment (Volvo CE), which saw the zero-emission ECR25 Electric compact excavator and the L25 Electric compact wheel loader work across a variety of applications inside the famous biomes and a new nursery, has seen the project save three tons of CO2 and proved the potential for electromobility to transform the sector.

When it comes to influencing societal change – and in this case a move towards widespread industrial decarbonization – collaboration is needed. And there is no better platform to accelerate change in the landscaping sector than by showcasing sustainable action in a globally renowned site like Eden, one that has played host to Her Majesty Queen Elizabeth II, G7 world leaders and the Olympic torch.

Sowing the seeds for electric tourism

Not only is the site at the forefront of environmental care, but it brings its message of positive transformation to over 600,000 visitors a year, of all ages and from around the world. It engages everyone from tourists to school and university students in this important topic, and even offers the opportunity to study for a degree in a range of sustainability and horticultural subjects.

As such, the Eden Project has strong sustainability ambitions, having reduced carbon emissions by 35% from 2012 to 2020 and committing to be a climate positive organization by 2030. Volvo CE has its own ambitions to reach net zero greenhouse gas emissions by 2040, a decade earlier than other industry players and a goal



*Mats Bredborg,
Head of Customer
Cluster Utility*

“Collaborating with other like-minded organizations like the Eden Project is an essential part of accelerating the transition to electric equipment. We have zero-emission solutions that are reducing our industry’s carbon footprint”



David Gorman,
Living Landscapes
Educator



that has been validated by the Science Based Targets initiative.

Mats Bredborg, Head of Customer Cluster Utility, says: “Collaborating with other like-minded organizations like the Eden Project is an essential part of accelerating the transition to electric equipment. We have zero-emission solutions that are reducing our industry’s carbon footprint across sectors – and we need partners on this journey to put these solutions into action. With its commitment to working with nature in diverse ways, including reducing energy use, making soil from recycled waste, buying locally, driving electric vehicles and supporting

responsible global trade, Eden is a natural choice for landscaping.”

Two electric machines from Volvo CE proved versatile, together with a variety of attachments, in helping construct a 10,000 sq meter garden nursery with outdoor landscaping and carrying out repair, maintenance and material handling tasks across the site and inside the new nursery and biomes.

Delivering the same performance as their diesel equivalents, the ECR25 Electric and L25 Electric together achieved a total CO2 saving of three tons over the three-month period, saving nearly 2,000 kWh of energy. In addition, operators

were impressed with the machines’ ability to work smoothly and respond quickly in a highly sensitive environment, protecting both the delicate plant life and of course the wellbeing of the public, with no diesel fumes and near silence.

Maintaining the balance of nature

David Gorman, Living Landscapes Educator at Eden Project, said: “Having no emissions and a lack of noise has meant being able to work while having the public in. Working in a closed environment like the rainforest, it’s so important to protect the ecosystem and to make sure we haven’t got any emissions. And with a little bit of pre-planning, we could efficiently use these machines throughout the day.”

The machines were used for the morning period, requiring a quick power up using the fast-charger over a one-hour break, and were then ready to work again in the afternoon. The Eden Project has ready availability of single and three-phase power outlets across its entire site, making it easier to power not only the two electric machines, but also a number of battery electric gardening tools that landscapers use in tending the gardens. There is also electric vehicle transport provided by Volvo Cars for employees across the roughly 30-acre site.

The project this Spring has been instrumental in proving the power of electromobility to transform sectors as diverse as landscaping – reducing emissions while maintaining the high productivity and performance required. While demonstrating a smooth and reliable charging process and these proven cost benefits, Volvo CE will continue to lead the way with its trusted and evolving range of electric and charging solutions. ■

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Greenfisher Contracting purchases first used excavator from SMT GB



*Kevin Collins,
Commercial Director
of Greenfisher
Contracting Ltd, in
front of his used
Volvo EC300EL
excavator from
SMT GB.*

When Greenfisher Contracting quickly needed to bring a tried and tested excavator into its expanding earthworks operations, a friend of the company recommended SMT GB for reliable new and used Volvo machines and quality aftermarket support.

Greenfisher Contracting, founded by Kevin Collins and Claire Greenwood in 2019, has achieved remarkable growth – despite the challenges posed by the pandemic during its first two years of operation. By the start of 2022, the Midlands-based bulk earthworks specialist had established a reputation for excellence and was ready to purchase its first excavator.

Until that point, Greenfisher Contracting had rented construction equipment but wanted to enjoy the benefits of machine ownership and reward loyal operator Mark with his own excavator. So the search began for a 30-tonner.

A glowing endorsement

A friend of the business recommended SMT GB and introduced Kevin to the dealer's used equipment specialist Pelham Milligan, who was able to offer a lightly used 2021 Volvo EC300EL excavator with only 1,500 operating hours that ticked all the boxes.

"We had heard very good things about SMT GB," Kevin enthuses. "And it suited us that they had machines that were nearly new and available quickly. So, we went to have a look at one in the yard and here we are!"

Commenting on SMT GB's business philosophy, Pelham says: "It's not just about selling machines, it's about building long-lasting relationships with customers that are based on trust and a shared passion for excellence.

Continuing, Pelham adds: "Our team believes that face-to-face interaction is key to achieving this, which is why we always encourage prospective customers to visit our Used Equipment Centre in Bruntingthorpe, Leicestershire, and see the machines and workshop for themselves. It's a journey that should be enjoyable."

The benchmark brand for earthworks

Upon closer inspection of the EC300EL, Kevin only needed the approval of operator Mark to seal

the deal. Mark, a Volvo aficionado, couldn't agree more with Kevin's assessment of the machine.

For Kevin, it's the breakout force, speed and reliability of the Volvo that fundamentally appeals to him. He has been in the industry for two decades, and every company he's worked at has had a Volvo machine. "If you're serious about doing earthworks," Kevin asserts, "you really need to have a Volvo within your plant holding somewhere. For clients who know what you do, it demonstrates that professionalism as well."

Like new, for less

Before delivery in mid-2022, Greenfisher Contracting's EC300EL received a full service and valet. SMT GB also repainted the counterweight and added new decals bearing Greenfisher Contracting's branding. It was a level of care and attention that did not go unnoticed by Kevin.

"If you take a machine that's one or two years old with a good pedigree from a reputable dealer and it's been looked after," he explains, "then all you need to do is compare the cost of a new one and that's your saving. And, if you take care of it, the residual value should hold well."

*Pelham Milligan,
Used Equipment
Specialist at SMT GB
strongly believes in
the value of face-to-
face interaction.*



Continuing peace of mind

To ensure that is the case, Greenfisher Contracting took out an L2 service agreement with SMT GB for the EC300EL. Kevin and his colleagues can rest assured, knowing that the excavator will receive a service every 500 hours, and that travel, mileage, labour, and parts are all covered under the warranty.

However, the Volvo EC300EL's outstanding build quality and established reliability ensures that downtime is kept to a minimum. Since delivery, the excavator's performance has been outstanding, boasts great fuel efficiency, simple maintenance requirements, and a comfortable operator environment that makes even the longest workdays a breeze.

Reassurance in strong relationships

When Kevin and Claire founded Greenfisher Contracting, they set out to work in partnership with their clients. This partnership ethos extends to their relationship with SMT GB as well, especially when it comes to the aftersales service.

"It's knowing that Pelham is always on the other end of the phone," Kevin says, referring to the reliability of the SMT team. "I wouldn't hesitate to go back to SMT if we were looking at buying another machine."

Please visit the SMT GB website to learn more about Used Equipment or follow the SMT GB Used Equipment team on Facebook to keep up to date with all the latest arrivals. ■



Greenfisher Contracting's very own Volvo EC300EL excavator from SMT GB alongside a rented Volvo A30G articulated hauler.



SHOP FOR PARTS ONLINE IN MYSMT

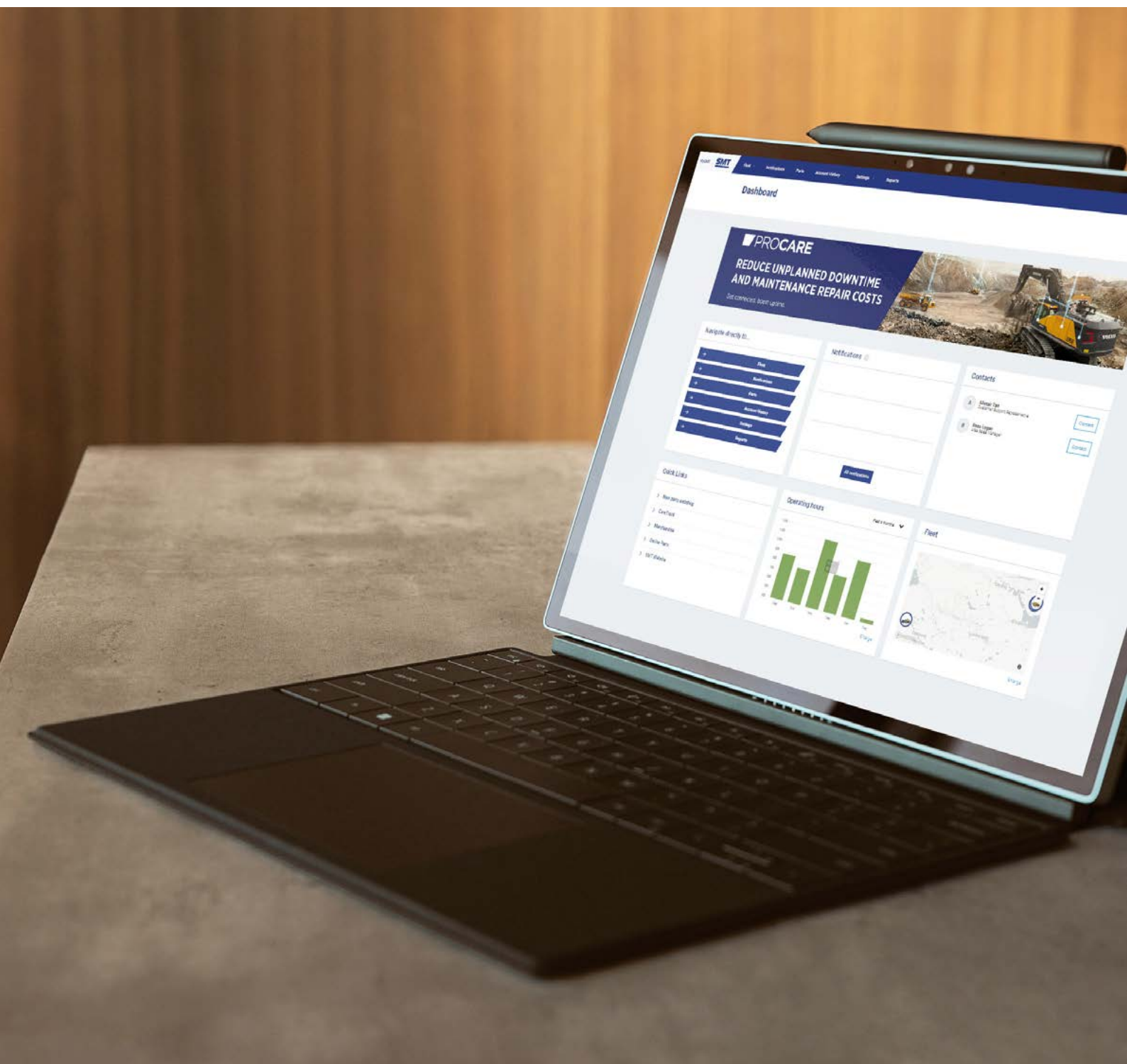
Our online parts webshop, available through MySMT, enables you to shop for the parts you need easily 24/7. To make ordering easier, you can access technical drawings of parts to ensure you are buying the correct piece for your machine.

Scan the QR code to learn more about MySMT, or to sign up online today.



SMT GB
Duxford, Cambridge CB22 4QX
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SMT
SERVICES MACHINERY TRUCKS



A.W. Jenkinson and SMT GB collaboration makes MySMT ready for launch



In today's highly digitalised age, having quick and easy access to fleet information and documentation is an essential expectation of anyone responsible for maintaining a machine fleet.

However, where MySMT adds real value to customers is through the way it makes this information available via a secure, web-based portal that enables customers to monitor and manage their machine fleet, both on the move or from the office.

To ensure that all of the information stored on MySMT is made easily accessible, the platform is divided into the three distinct areas of: Company, Fleet and Parts.

Company provides customers with visibility of all financial transactions with SMT GB, all active CSA and Warranty contracts, oil sampling reports, ProCare recommendations and Service Inspection Reports.

Fleet provides customers with access to current fleet details, including location, operating hours, information of fuel consumption, productivity data, CO2 emissions and visibility of repair and maintenance data on all machines within a customer's fleet.

Parts provides access to the newly launched SMT online parts store, allowing customers to look up and order parts 24/7 on the basis of technical drawings.

Commenting on the launch of MySMT, SMT Commercial Solutions Manager Jack Kenny states: "MySMT couldn't make fleet management easier or more straightforward. Having all of the information relating to your fleet made accessible from any place and at any time really empowers customers to make the



Roger Balmer, General Manager at A.W. Jenkinson on site in Clifton Moor, Cumbria.

Working hand-in-hand with the MySMT development team, A.W. Jenkinson and SMT GB have developed a cutting-edge information and service portal.

best decisions for their fleets, while saving them valuable time.”

Louise Butterworth, A.W. Jenkinson Wood Purchasing Department Administrator commented on the sign up process for MySMT by stating: It was really straightforward. The team from SMT showed me how the system works, and all of the information I needed was all there, ready to go as soon as I'd created my user account.

When asked about the usability and usefulness of MySMT, Louise also added: “Because all of the information is there on one screen, you're no longer having to search through lots of different websites and pages for the information you need. It's all now right there in the system.”

When asked about A.W. Jenkinson's involvement in the development of MySMT, Jack concluded: “We are very grateful for the valuable contributions of A.W. Jenkinson. Together, we have made an essential tool for

“MySMT couldn't make fleet management easier or more straightforward. Having all of the information relating to your fleet made accessible from any place and at any time”

the modern fleet managers as well as adding benefits useful for other back office functions.”

Explaining the relationship between A.W. Jenkinson and SMT GB, Customer Support Representative Jamie Stevenson adds: “We are thrilled to work as closely as we do with A.W. Jenkinson. We not only have the privilege of providing them with the industry-leading equipment they need to maximise their operational efficiency, but are also

pleased to have had the opportunity to boost their productivity through the development of MySMT.”

A.W. Jenkinson was founded in Cumbria during the mid-'60s by Allan Jenkinson, who still leads the business to this day. Originally, the company consisted of Allan collecting unwanted sawdust and wood shavings from local sawmills in Cumbria and the Borders using a single tractor and trailer. Allan would then sell these unwanted materials



as livestock and pet bedding.

Today, A.W. Jenkinson and its associated businesses handle over 3 million tonnes of roundwood, chips, shaving, sawdust, bark, green waste and other timber co-products each year. A.W. Jenkinson is also now a major supplier of customers throughout the UK and northern Europe.

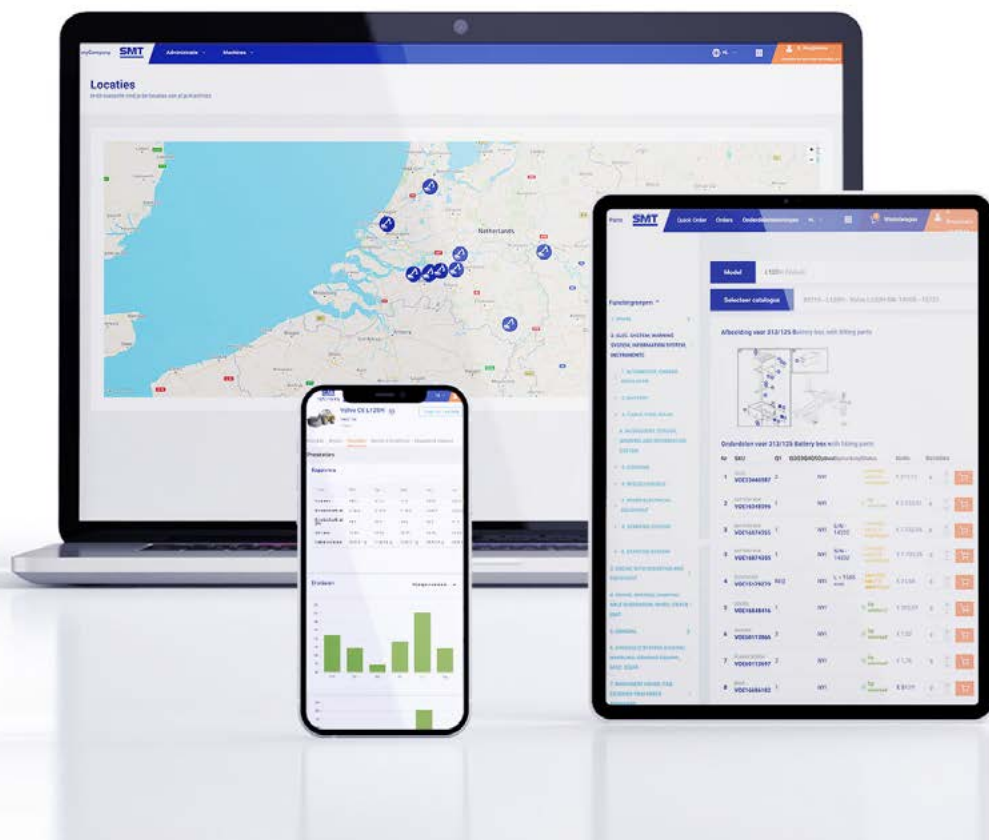
In addition to forestry and timber co-products, A.W. Jenkinson has expanded its business to include farming, haulage, hospitality, recycling, remote site processing, sawmilling, wood waste processing and supplying fuel to a 44MW CO₂-neutral biomass power station in Lockerbie.

To learn more about MySMT, please visit the SMT GB website. ■

Scan this code to watch a video of this case study



As an online portal, MySMT can be accessed on any devices with a wifi connection anywhere at anytime.





Volvo CE introduces Collision Mitigation System for jobsite safety

Delivering on its vision for zero accidents, Volvo Construction Equipment (Volvo CE) launches its Collision Mitigation System for Volvo wheel loaders – an automatic braking feature that supports operator response and helps reduce the risk or consequences of collision when working in reverse

The first system of its kind from any original equipment manufacturer (OEM), it assists operators while working in reverse and automatically applies service brakes when the wheel loader approaches any obstacle, alerting the operator to take further action. With wheel loaders spending an average of 40-50% of their time being driven in reverse, the Collision Mitigation System is a valuable solution for operators and site managers.

While not designed to ever replace safe operator behavior, it is a smart tool to further enhance jobsite safety



“We at Volvo CE continue to proactively develop intelligent solutions which not only mitigate the consequences of accidents but strive to avoid them altogether.”

– a central focus and core value for Volvo CE since the company’s inception. As part of the Volvo Group, the company is committed to safety with its Zero Accident Vision which is delivered not only through its products, but also its operations.

Lars Eriksson, Global Product Manager for wheel loaders at Volvo CE says: “We at Volvo CE continue to proactively develop intelligent solutions which not only mitigate the consequences of accidents but strive to avoid them altogether. This new Collision Mitigation System is one important part of our work to reduce the risk of accidents and help fulfil our commitment towards zero accidents.”

How it works

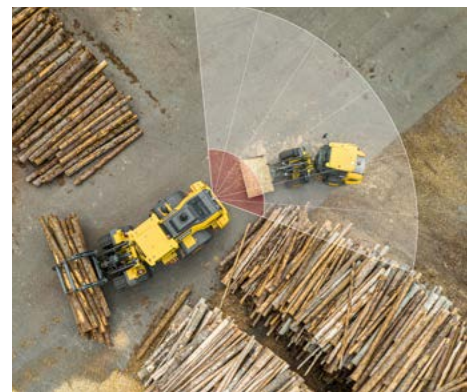
With this new system, customers are moving a step closer to not only eliminating accidents – and therefore improving jobsite safety for everyone – but also reducing any unplanned interruptions that

can be incurred during those avoidable knocks and bumps.

It works by identifying when there is a risk of collision and responding by automatically activating the brakes for 2-3 seconds to slow the machine down prior to impact or bring it to a stop to avoid it. This initiation of the braking alerts the operator to intervene.

And for seamless stockpiling operations, the system will remember the last slope the machine climbed, allowing operators to reverse down a pile without activating it. It can also be temporarily deactivated for specific site conditions.

Functioning only when the wheel loader is in reverse and driving at speeds of between 3-15 km/h (1.86-9.32mp/h), no matter what gear it is in, it serves as a facilitator to jobsite safety. Even assistance systems like this cannot totally eliminate accidents however, which is why Volvo CE always advocates for safe operator driving behavior.



A boost for jobsite safety

Developed in-house by Volvo CE, the patent-pending Collision Mitigation System for Volvo Wheel Loaders is a factory-fit option currently available on the L150H, L180H, L220H, L260H and L200H High Lift wheel loaders in the Middle East and Africa.

Requiring a Radar Detect System to be fitted, it works as an additional system to the existing wide range of features, options and site services provided by Volvo CE for its line of wheel loaders, all of which have been designed to elevate jobsite safety and minimize unplanned interruptions. ■

Scan this code to watch a video of this case study





SMT GB swaps to HVO fuel for enormous environmental gains

Following the conclusion of the red diesel rebate for construction equipment, SMT GB took the opportunity to assess all of the available alternative fuel options

“Once our time using red diesel came to an end, we assessed all of the available fuelling options, and made the conscious business decision to switch to HVO fuel”, explains Operations Director Garry Wilcock. “This led us to invest significantly in our facilities to accommodate this new fuel, which we wholeheartedly believe has been worthwhile when the environmental benefits of using HVO fuel are considered.”

Hydrotreated Vegetable Oil, or HVO, is a diesel-like fuel derived from animal, plant or algae remains. HVO differs from standard diesel in that it is not made from petroleum oil, but waste and by-products of

the global food industry, such as animal fat or used cooking oil.

Not only does HVO convert two of the food industry’s most significant waste streams into a useful generator of resources, but also makes HVO both a renewable and sustainable fuel. The sustainability of SMT’s HVO fuel is assured through the certificates provided by Zemo under the Renewable Fuel Assurance Scheme, which guarantees that it has been made from waste products and not blended with any other fuels.

But the benefits of HVO fuel extend far beyond reducing waste. Explaining the main benefit of HVO fuel to SMT, Quality, Environmental,

Safety and Health Manager Paul Burr states: “There is around a 90% reduction in total scope 1, 2 and 3 carbon emissions from using HVO fuel over diesel, so it was an obvious decision for us to take when we looked at it from an environmental perspective. Added to this, it reduces emissions of some of the key air pollutants by around 30%, which is helping authorities in their efforts to meet local and national air quality standards”.

Continuing, Paul adds: “SMT is committed to achieving net zero by 2040, which is a highly ambitious target, but using HVO fuel is greatly helping us on the

way to achieving it. It also assists our customers in their own journeys on the road to net zero.”

Providing reassurance that HVO is safe to use, Volvo CE have tested the fuel across their entire engine range, and found it to cause no damage to engines or components and, in some instances, actually increase fuel efficiency.

To allay concerns even further, SMT only engages with fuel suppliers who are able to prove the point of origin of the waste and by-products used to create their HVO. This ensures that the HVO fuel supplied to SMT is fully certified and truly created from ethical and sustainable sources.

Commenting on the adoption of HVO fuel, Service Delivery Manager Derek Griffiths adds: “Like everybody, we were initially wary of the change. However, after Volvo’s reassurance and completing our own due diligence, I’m happy to confirm that there have been no issues to report.”

Derek adds: “The feedback from our customers and engineers on our use of HVO fuel has been nothing but positive and, from our perspective, we believe HVO is the perfect environmental bridging tool until electrification and hydrogen are ready to take over from diesel-powered engines.”

In addition to exclusively using HVO to fuel any customer machines that visit SMT’s customer support centres, the company also uses HVO for all new machine deliveries, and to fuel the entire forklift truck fleet.

Concluding, Garry adds: “There is certainly a larger cost involved in using HVO over white diesel, but its adoption as our fuel of choice perfectly complements all of our other environmental initiatives, and we at SMT strongly feel that we have an ethical responsibility to do our part to minimise our impact on the environment.” ■



SMT GB has invested in the swap to HVO



Scan this code to watch a video of this case study



“There is around a 90% reduction in total scope 1, 2 and 3 carbon emissions from using HVO fuel over diesel”



Can electric excavators truly match the muscle of diesel?

Both customer pilot projects and in-house tests by Volvo Construction Equipment are confirming the comparable digging power of electric excavators to their diesel counterparts, with the added benefits of clean, quiet and comfortable operation.



Gustav Boberg, Volvo CE's mobility segment leader, and professional operator Benthe Combee undertook a trench-digging test with the Volvo EC18 Electric compact excavator.

The advantages of electric excavators are undeniable. They work quietly and without emissions, benefiting both operators and their colleagues on site, as well as the general public and the environment. For some construction professionals contemplating the shift from diesel to electric, however, a genuine concern emerges: do electric excavators possess the necessary power to effectively tackle the tasks at hand?

Contractors need machines they can trust to dig effectively in various environments, whether through dense clay or rocky terrain – and diesel engines are renowned for their high torque and robust power output, attributes crucial for heavy digging and challenging ground conditions. Moreover, even if an electric excavator does have the necessary force, another question lingers: will the significant energy required drain the battery quickly during demanding tasks?

Yet contractors need not fear. Through refined electric drive systems meticulously engineered to deliver heightened torque and power, Volvo Construction Equipment (Volvo CE) has designed electric excavators capable of matching the digging performance of their diesel counterparts. Furthermore, strides in battery technology have led to improved energy densities and enhanced charge and discharge rates, empowering electric excavators to sustain heavy workloads for prolonged periods.

EC18 Electric: Proven strength and endurance

Demonstrating their commitment, Volvo CE's mobility segment leader, Gustav Boberg, along with seasoned operator Benthe Combee, recently undertook a trench-digging test with the Volvo EC18 Electric compact excavator. They put this 1.8 t compact excavator through its paces on rocky ground at the company's global headquarters in Eskilstuna, Sweden.

Benthe embarked on digging a 20 m long, 600 mm wide and 750 mm deep trench – a task typical for this type of machine – in hard, compact clay with about a quarter stone content. For the first 10 m, she operated the machine in ECO mode at 1,100 rpm, and for the subsequent 10 m, she ran it in ECO mode at 1,600 rpm.

The EC18 Electric performed admirably under these strenuous conditions. After an hour and 40 minutes of continuous operation, the machine proved efficient, consuming merely 5.6 kWh of energy – equivalent to 30% of the battery's capacity – despite the

“On this project, the EC230 Electric was tasked with excavating 75,000 t of rock and 96,000 t of soil in the initial stages”

challenging application. The state of charge decreased modestly from 77% to 46% during this task.

EC230 Electric: Faster cycle times than diesel

At the larger end of the scale, the EC230 Electric, Volvo CE's first mid-sized electric excavator demonstrated both its power and endurance during a customer pilot with Skanska on the Slakthusområdet urban development in Sweden. On this project, the EC230 Electric was tasked with excavating 75,000 t of rock and 96,000 t of soil in the initial stages, over approximately 2,700 working hours.

Powered by lithium-ion batteries, the 23 t electric excavator has been

designed to accomplish a full eight hours of work, supported by a swift, high-power lunch-hour charge. On the Slakthusområdet project, the EC230 Electric has proven its mettle, working tirelessly all day long. Operators have attested to its equivalent digging power when compared to its diesel counterpart, and they've even noticed a swifter cycle time.

Volvo EC230 Electric working on the Slakthusområdet urban development project in Sweden.

Richard Sjöblom, excavator operator for Skanska on the Slakthusområdet project, has been particularly positive about the ease of charging and the performance of the machine after testing it across different applications. He says: “If I had the choice of an electric or diesel machine in this size class, I would choose electric as there are so many advantages over a diesel machine. When the machine was delivered to site, there were many sceptics who thought the machine didn't have the capacity to last the whole day, but they have all been proved wrong!”

So, can electric excavators genuinely rival the might of their diesel counterparts? Volvo CE unequivocally affirms that they indeed can – and continue to do so throughout a normal working shift.

Volvo excavators are sold and serviced in Great Britain through trusted dealer partner SMT GB. The range of electric excavators available from SMT GB includes the 1.8 t EC18 Electric and ECR18 Electric compact excavators, the 2.5 t ECR25 Electric compact excavator and the 23 t EC230 Electric crawler excavator – all backed by reliable and high-quality service support. ■

Volvo EC230 Electric working on the Slakthusområdet urban development project in Sweden.



UNICONTROL

MACHINE CONTROL MADE SIMPLE



OFFICIAL UNICONTROL DISTRIBUTOR IN GB



The Unicontrol 3D machine control system can now be retrofitted to the majority of construction equipment products in Great Britain. The system is a straightforward, intuitive and user-friendly system that offers Operators the ability to progress through projects with greater speed and precision.

Created and designed by Unicontrol, supported by SMT GB.



SMT GB

Duxford, Cambridge CB22 4QX
Telephone: 0330 175 5586

www.smt.network/gb/unicontrol

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SMT GB officially appointed as a Unicontrol distributor in Great Britain

The Unicontrol 3D machine control system can now be retrofitted to the majority of construction equipment products in Great Britain.



Created by Danish developers in collaboration with Scandinavian contractors, Unicontrol's system has not just been designed with the Operator in mind, but as a platform that grows with end users through adoption of machine control technology.

The result of this collaborative development approach is a straightforward, intuitive and user-friendly system that offers Operators with the ability to progress through projects with greater speed and precision.

Utilising advanced GPS and 3D modelling technology, Unicontrol's 3D machine control system allows Operators to work more independently, as the indicative system provides accurate information on required digging depths, grades and shapes for the Operator to work to.

Designed to be retrofitted to machines, the system represents a retainable investment for customers, as one of the key advantages of the Unicontrol 3D machine control system over other competing systems is its versatility, as it is not tied to any one machine within a customer's fleet and is designed to be interchangeable.

Additionally, with the benefits of the system extending far beyond the cab, Unicontrol uses a powerful cloud-based app to allow customers to manage both their fleet and projects effectively.

Using the app, a customers' engineering and fleet management

teams can create entire projects digitally, assign specific machines fitted with Unicontrol's system from their fleet to carry out these projects, view insight data from the machines working on the project and, if required, even make adjustments to the project as it progresses.

Commenting on SMT GB's appointment as the largest Unicontrol distributor in Great Britain, Product Manager John Lawrence states: "The UK market is faced with many challenges. Making a cost-effective, easy-to-use 3D machine control system available to construction companies will alleviate some of that pressure."

Unicontrol Chief Commercial Officer Ehsanullah Ehkilas adds: "The UK market faces the same challenges as the entire industry, shortages of skilled labour, tighter cost controls and escalating supply chain pressures. A cost-effective, easy-to-use 3D machine control system will remove some of that pressure, and ensure that the Operator can do their work quickly and safely. SMT GB's service level and expertise are an excellent match for us, and we look forward to introducing the benefits of Unicontrol 3D to the UK market together!"

Concluding, John adds: "Unicontrol3D provides exactly what the industry has been looking for – a simple and user-friendly 3D machine control solution. Its adaptability is key to what I feel makes a great product. Unicontrol were the first system available on excavators, and have now evolved to offer a blade, wheel loader and Survey rover system. The Unicontrol cloud allows the complete array of solutions to cohabit seamlessly." ■



Unicontrol's in-cab tablet is wireless, making it easily portable when moving between machinery and sites.

Scan this code to go to our Unicontrol webpage



Spot the difference competition



Your chance to **WIN**
Volvo merchandise

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.gb@smt.network**

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.

Closing date: 1st March 2024

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.

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 **twelve** to find.



Operator Club Profile



Member number: 5114

Member since: 27/06/2018

NOT A MEMBER OF THE OPERATORS CLUB?

Join today at: www.smt.network/operatorsclub

Lewis Jarman

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

I've now been an operator for 10 years! Which sounds crazy to say. Ever since I was a young boy I had a big interest because my dad and grandad were operators too, so it was always the path I wanted. I started out as an apprentice at Breheny Civil Engineering, and I'm still there today.

What do you enjoy about being an operator?

Being an operator has always been a passion of mine. I have a really big interest in machinery, so coming to work doesn't feel like actual work too me, I like taking pride in my work to produce the best work I can.

What machine do you currently operate?

Currently operating a Volvo EC220 with Rototilt R6.

How did you hear about the operators club?

I heard about the club at the Hillhead show a few years back, when I took part in the challenge there, which ended with me representing the UK in Sweden for the finals.

What made you join the club?

After that first Hillhead show I joined up, and it's good to keep up to date with the latest news and see what people are up too across the world.

What do you like about being a member?

You get to meet new people across the platforms.

Do you interact with other Operator Club members?

I have a few of them on my socials, so you always know what people are up too, and what Volvo machines they are operating.

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 machine 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.**



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IN OTHER NEWS

Cateran Yomp – The Ultimate Teambuilding Challenge



Representing the ultimate team-building day with a difference, twelve colleagues of SMT GB took on The Cateran Yomp, a walk of 22, 36 or 54 miles across the rugged terrain of the Perthshire countryside. The challenge set by ABF, by the Soldiers' Charity, is to complete the millage in less than 24 hours. Since its launch, the Cateran Yomp has raised over £4M for the charity which has been put towards funding everything from wheelchair ramps for the homes of soldiers, to respite care and personal recovery plans for injured soldiers returning from the front line.

SMT GB's twelve-person team represented an excellent cross-section of the company's diverse community, with the team's age ranging from early 20s to late 60s, and job roles consisting of engineering, marketing, sales and support office staff.

Duxford-based Health and Safety Manager Anthony "Ants" McCann (55) lead the team across the challenge. Commenting on the challenge, Ants said: "I have been eager to take part in The Cateran Yomp for some time, really just to challenge myself while raising money for ABF The Soldiers' Charity. Knowing the valuable work ABF do, we are determined to do our bit to support them!"

When asked what the team's participation in the Cateran Yomp means for the company, SMT GB CEO Nick Allen added: "We are thrilled to have such a large team supporting ABF The Soldiers' Charity. At SMT GB, a sizable number of our staff members are former service personnel. The team are embodying SMT GB's company values of caring, daring and sharing, while also working to support an incredibly worthy charity."

Overall the SMT GB Team raised over £7500 for the ABF The Soldiers' Charity, a massive achievement for all involved.

Craig Ditchfield – CPA Star Apprentice



This year, SMT GB Apprentice Craig Ditchfield was nominated as a CPA Stars of the Future nominee for the second year in a row. Prior to becoming a SMT GB Apprentice, Craig worked in groundworks and landscaping jobs, however he really enjoyed working on the machines in these roles and fixing them when they weren't working.

Speaking on his time as an apprentice, Craig said: "Everyday there is a new challenge to overcome. Each day I learn something new and build on my skills. I am inspired by my mentor Liam as I enjoy learning from him in the workshop, if his bags of ability filter down to me I'll be very happy." It is clear from Craig's passion for his role that he enjoys the responsibilities of his job and takes pride in completing a job properly, and to the highest standards possible.

Chris Rogers, Service Delivery Manager at Newcastle Customer Support Centre shared a few words with us about Craig and the hard work he has put in over the last 4 years. Chris has been overseeing the work and progress Craig has made throughout his apprenticeship in Newcastle as he builds his heavy plant machinery engineer skill set.

"It was amazing to find out that Craig had been nominated for the CPA star of the future award for the second year in a row. This is testament to the hard work Craig has put in over the past 4 years. From a local level it has been great to see how the combined efforts of our Newcastle development team have supported Craig to grow and develop into a field service engineer. Well done Craig."

Now that Craig has finished his three year SMT GB Apprenticeship, we look forward to continuing to watch him progress and develop in the Newcastle Customer Support Centre as a Field Service Engineer.

GETTING SOCIAL



@LewisJarmanWork

Quick picture while the sun was out today!



@Collins_Earthworks_Ltd

@collins_demolition removing subterranean walls and heavy concrete slabs after above ground demolition has been completed.



@GoldenEarthworks

New Vs Old machine, not too often we get both machines on site but we didn't want to miss getting a picture of them together.



@Evans Engineering Solutions Ltd

We had an excellent time at the black Isle show. Thanks again to all the team at SMT GB it was wonderful to be supporting such a great product and team!



@Kerry Louise Spence

Fab hospitality with Volvo Construction Equipment and SMT GB. Very well looked after at World RX of United Kingdom - Lydden Hill Race Circuit



@Bryan Green

Off the boat from last night in orkney, looking very smart!
@Heddle Construction Ltd
@SMT GB
@Steelwrist UK
@Evans engineering solutions Ltd



@David Dando

The first EC220 from the new batch of SMT GB machines landing on site



@Engcon UK Ltd

Collins Earthworks Limited's new Volvo Construction Equipment & Services SMT GB EWR170E fitted with EC219 tiltrotator.



@Steve_Earthmoving

Absolute weapon at the Black Isle Show last week. Volvo EC300 with steelwrist, Trimble GPS and Eurofab buckets.

A BIG THANK YOU TO EVERYONE WHO TAGS US ON OUR SOCIAL MEDIA PLATFORMS

To get involved find and tag us tag us on...



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@smt_gb



Facebook:
@SMT GB



Linked In:
@SMT GB

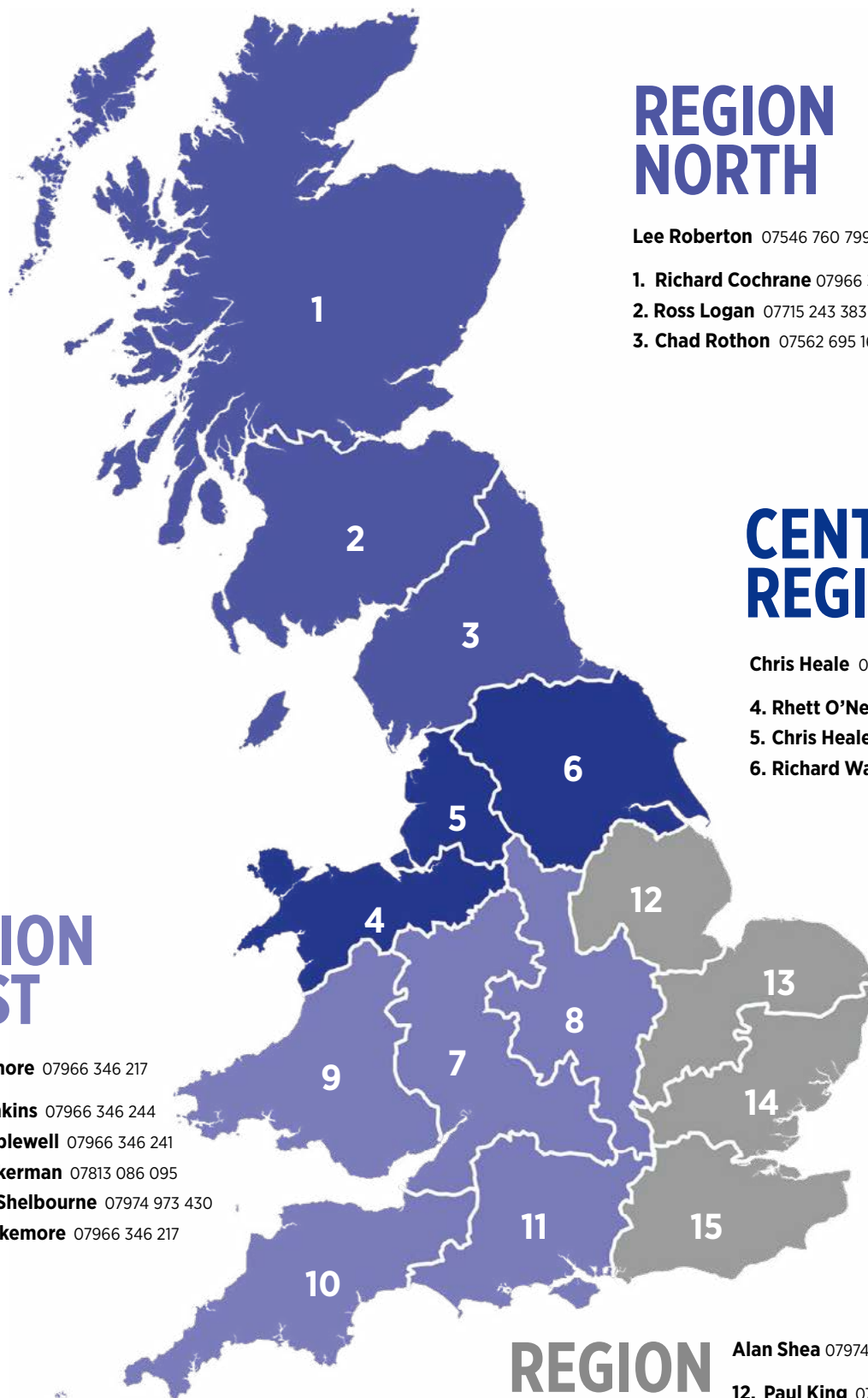


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- 2. Ross Logan** 07715 243 383
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- 4. Rhett O'Neill** 07974 973 420
- 5. Chris Heale** 07526 174 253
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- 9. Dean Ackerman** 07813 086 095
- 10. Richard Shelbourne** 07974 973 430
- 11. Mark Blakemore** 07966 346 217

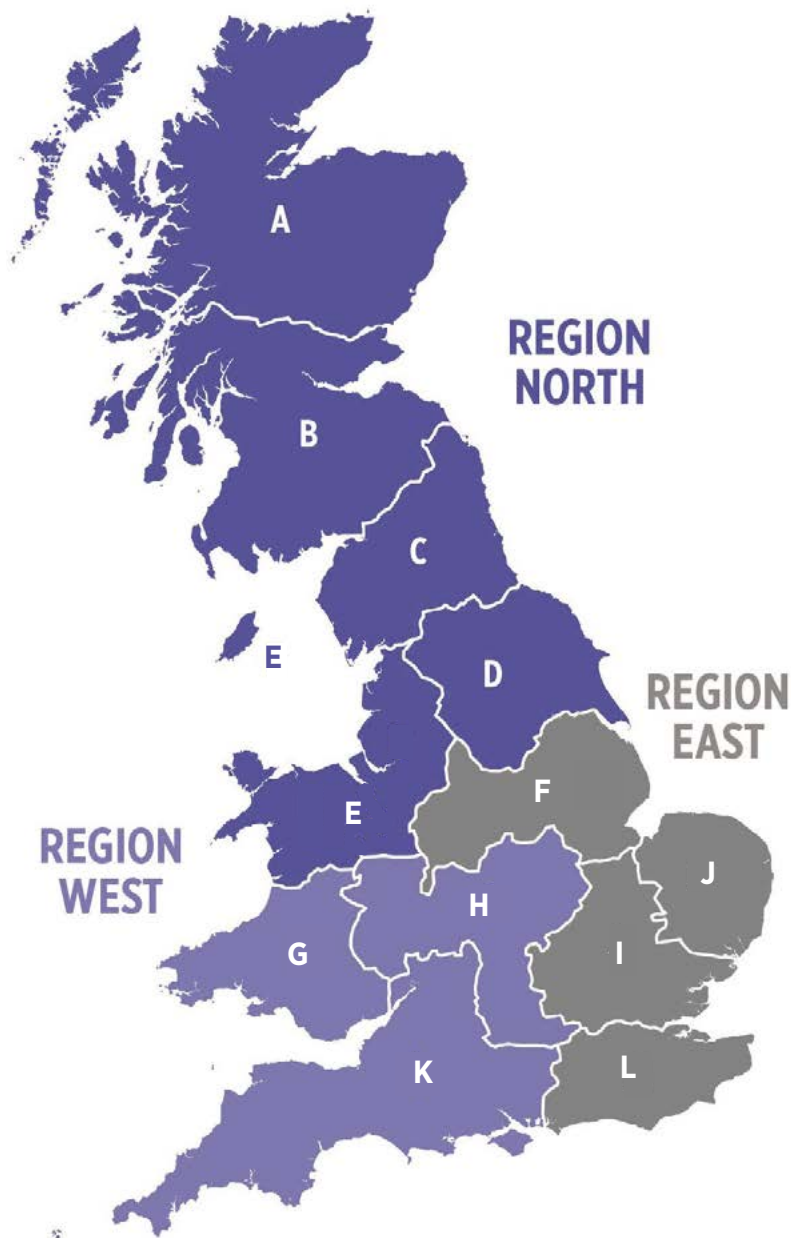
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Alan Shea 07974 973 525

- 12. Paul King** 07974 973 419
- 13. Andy Dilley** 07974 973 438
- 14. Alan Shea** 07974 973 525
- 15. Dale Nicoll** 07970 452 233

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Stirling FK7 7SP

2. NEWCASTLE

Portobello Road, Birtley
Co Durham DH3 2RR

CENTRAL

3. IMMINGHAM

Lancaster Approach
North Killingholme
Immingham DN40 3JY

4. WARRINGTON

Clayton Road, Birchwood
Warrington WA3 6PH

REGION WEST

To contact Region West:

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5. BIRMINGHAM

Lichfield Road, Brownhills
Walsall WS8 6LH

6. TREFOREST

Treforest
Pontypridd CF37 5YL

REGION EAST

To contact Region East:

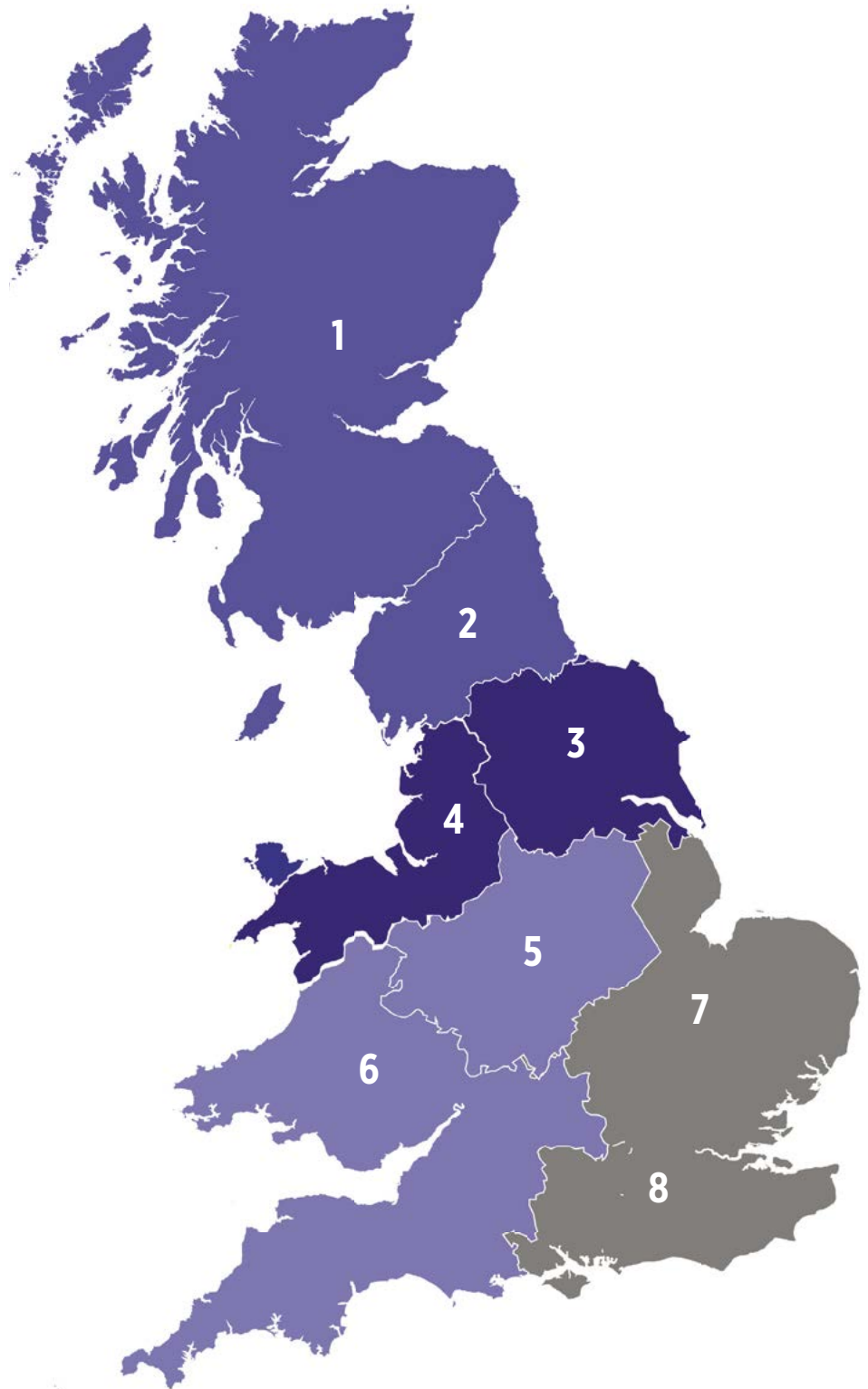
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7. DUXFORD

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