

CBL extend Merlo territory



We are delighted to announce that our dealership territory for Merlo telehandlers has been extended to include Oxfordshire, Berkshire and most of Buckinghamshire, all of Surrey, Kent and London, Essex and Hertfordshire. This is in addition to our current territory of Bristol & Somerset, Cornwall, Cambridgeshire, East Sussex, Essex, Kent, eastern parts of Surrey and Greater London and South Wales. In essence this not only completes our coverage around London but also gives us a new area around CBL Newbury.

Merlo's new Ultra-Compact P 25.6 telescopic handler offers the ideal solution for working in narrow or confined spaces, where conventional telescopic handlers cannot get the job done.

Safety and compactness were the main focus for Merlo designers, leading to a machine that is tiny (only 1.80 metres wide and less than 2 metres tall), reliable and quick, but which can lift as much as

2.5 tons. But, even with this small footprint, the new model has exactly the same 995 mm wide cab as other Merlo telehandlers cab – which offers plenty of space, lots of handy storage compartments, and incredible panoramic visibility.

Permanent four-wheel drive, all-wheel steer, extraordinary ground clearance with generous approach and departure angles, together with travel speeds up to 36 kph, guarantee a superb driving experience in all conditions. A low centre of gravity and good weight balance assure safe travelling performance and stability on all surfaces.

CBL have a selection of models available for sale or demo, including the P25.6, P34.7, P38.13 and Roto 40.25 MCSS.

Contact your local centre for a demonstration.



We became a regional dealer for Messersi in September 2010 and are finding these powerful 'Blue Giant' machines are attracting considerable interest from our customer base.

We exhibited a Messersi CH 2-N 13D 550 kg capacity high-tip on our stand at the Executive Hire Show in February this year. Manufactured in Italy, this recently improved 800 mm wide machine now features a better-positioned 13 hp Kubota Z-482 engine. The 9 litre fuel tank is now located inside the re-designed engine canopy, and there is also a new control panel. Another change is the adoption of longer-life bearings in the idlers of the undercarriage. The machine weighs 680 kg and has a scissor mechanism to raise the skip to provide a maximum discharge height of 1,360 mm.

We have a selection of models available for demonstration purposes, including petrol and diesel 'doorway high tip' dumpers and the larger 700 kg high tip version.

Phil Hooper, CBL Bristol, has made the first Messersi sale to **Evans Plant Hire and Building Ltd.** Based in Bridport, Dorset, Evans Plant specialise in hiring to local builders and councils and have previously purchased both Thwaites and Takeuchi machines from CBL. Owner Graham Evans says that the build quality of the Messersi was an important selling point and also that he always receives good service from CBL and Phil Hooper.

**Interested in a demonstration?
Please call your local centre.**

Brandon Hire provide an extensive range of tools and equipment to the building and construction industry through their network of 180 branches. They have recently purchased two Messersi TCH07 diesel narrow access hi tip tracked dumpers from CBL Saltash, one each to go to their branches in Truro and Plymouth. Paul Currie, Head of Buying at Brandon, says, 'We were in the market for reliable, robust machines that offer ease of maintenance and meet our customers' requirements on site and these ticked all the boxes.'

New from our suppliers . . .

Takeuchi add a 3 tonne zero swing to their line up

The zero tail swing design started back in Japan where very restricted working spaces led to a demand for safer, more compact machinery and reduced or zero swing excavators developed.

The new 3-tonne model, the **TB128FR**, is one of the most compact zero tail swing machines available - weighing in at under 3,460kg and with a machine track footprint of just 1,560 mm x 2,000 mm. Having a 3 tonne zero option is vital as without a zero tail swing option many sites resort to smaller sized excavators to get the access but often find they just aren't powerful enough for the job. The new model means Takeuchi now offer zero tail swing options right across the range from 3 to 8 tonnes.

CBL Bristol have sold the first new Takeuchi TB128FR to Bristol based groundwork specialist **P J McNama Ltd**. Owner Pascal McNama says, 'A reduced tail swing machine is vital for typical street works excavating. Roadside work is often space restricted and a machine that operates within the track footprint makes a big difference.' Andy Taylor, CBL Bristol Depot Manager, adds, 'The new TB128FR is proving to be a popular alternative to standard 3-tonne mini excavators, especially with its very flexible offset boom only available on Takeuchi FR machines and overall versatility.' Operators can adjust the front kingpin position to get better excavating angles.



Pascal McNama operating his new TB128FR



BOMAG the world leader in compaction technology, has developed tomorrow's technology today. BOMAG's advanced features and systems can help transform the way you plan and implement the compaction of soil, stone and asphalt.

The new 'Dash 5' family of tandem rollers blends proven

technology with an understanding of tomorrow's needs. Six new models, including 1 combination and 2 clear sided variants, use fuel efficient Kubota engines meeting Tier 4 emissions legislation. Featuring a re-designed front frame incorporating a facet-cut hood giving superb all round visibility for the operator, the 'Dash 5' models come with working lights, a reversing alarm, a pressurised water sprinkler system and Automatic Vibration Control. The renowned BOMAG strengths of quality, performance and reliability are included too!

The official launch of the 'Dash 5' family will be at Ascot Racecourse this month. CBL are the first BOMAG dealer to order a new BW80AD-5 and the machine is now in stock.



The Atlas Copco handheld hydraulic power packs – the LP 9-20P, 13-30P, 18-30PE & 18-40PE are becoming the first choice of tools for customers and rental companies. When you think of hydraulic packs, don't just think breakers, why not look into all the various other equipment a pack can complement? Atlas Copco produce an extensive range of handheld hydraulic construction equipment including:

- **Cut-off saws** – the LS 14 & LS 16 are powerful, light and compact saws which make a quick job of cutting concrete, asphalt & steel. These are highly productive with reduced maintenance requirements.
- **Core Drills** – the LCD 500 & LCD 1500 are ideal for all hand-drilling jobs where there's no room for drill steels. These core drills give very low kickback and help the operator to maintain control.
- **Submersible pumps** – the LWP2 & LTP3 are light, compact and extremely efficient. The pumps offer impressive performance for their size and weight.
- **Rock drills** – the LHD 23M is a lightweight tool designed for drilling blast, anchor and rock-splitting holes. These rock drills are ideal for users who want convenient and efficient drilling without the aid of a compressor.
- **Post drivers** – the LPD-T & LPD-RV provide stable, powerful and high speed driving for a variety of post sizes.
- **Post pullers** – the LPP 10HD is the most compact and portable device on the market. Weighing in at only 60kg it is perfect for on-site road repairs that cannot be accessed by heavy vehicles. With hardened jaws and an automatic chain-tightening clamp, this post puller is ideal for removing all kinds of wooden or steel posts.
- **Ground rod drivers** – the LGRD-RV16 & LGRD-RV25 are well balanced, powerful and easy to use. These tools are ideal for driving ground rods into hard or stony ground to the required depth. The long bushing ensures guided and perfectly controlled direction.
- **Posthole borer** – the LPHB offers reversible rotation and is designed for two-person operation which can drill holes in hard soil and sand. The augers have interchangeable bits for increased service lifetime which is ideal for fencing and tree planting, also capable of opening/closing main water valves.



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Crawley
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Ipswich
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News round up . . .



Chris & Jon Bond with Mark Hodge, CBL Operations Director

W H Bond & Sons of Trerulefoot in Cornwall were formed over 50 years ago and are still a family run business. They regularly hire, purchase parts and buy new and used equipment from CBL. Over the past 2 years they have purchased more than £2M of Takeuchi as well as Bomag and Thwaites machines. Mark Hodge, CBL Operations Director, took Directors Chris and Jon Bond, Steve Courts, Plant Manager, and Will Evans, Sales Executive, to the Hire Executive Show at the Ricoh Arena in Coventry earlier this year. The Bond company were very impressed with various products at the show but particularly with the Bomag product due to a good tailored finance offer, 5 year warranty

and multiple deal pricing. Knowing the residual price on the Bomag 120 was extremely good - a 20 year old machine can still demand almost £5K - they made the decision to go ahead and ordered ten on the day for their ever expanding hire fleet. Talking later, Jon Bond said, 'The relationship we have with Mark Hodge and CBL is really quite special and we see them as friends not suppliers.'

Trant Construction Ltd are a leading, privately owned, construction and engineering company with a client list that reads like a Who's Who of industry. They have purchased their first Takeuchi excavators from CBL Southampton, having previously run machines from another leading manufacturer. Plant and Transport Manager, Keith Brown, placed the order for two TB228s and four TB175s following a visit with CBL Area Sales Manager, Mike Anderson, to Takeuchi's southern depot in Thatcham, Berkshire. The order was placed in December and the first machine had to be delivered the last working day before Christmas - a tight schedule but successfully achieved. The machines are working in the petrochemical sector where safety is paramount and so all have been fitted with spark arrestors and Chalwyn valves.



Mono Construction are a family business specialising in MoD contracts. They provide a 24/7 service so it is important to have their own plant and equipment available. Their most recent purchase from CBL Saltash is a Merlo P38.14, equipped with pallet forks and a 'four in one' bucket for work at RNAS Culdrose.

Cornwall Garden Services, based at St Just, near Penzance, are a family run business owned and managed by Neil and Nikki McFadden. They specialise in supplying high quality garden services to both trade and private customers. Rod Luckman, Area Sales Manager at CBL Saltash says, 'Trading from near Lands End, Cornwall Garden Services are my most westerly customer!' CBL has enjoyed repeat business with Neil and Nikki with recent purchases of a Takeuchi TB016 and a TB108 in addition to a Thwaites 1 tonne hi-tip dumper previously supplied by CBL Saltash.

Established in 2001, **Dawnus Construction Ltd** are proud to be one of the fastest growing construction companies in Wales and the South of England. They are long standing hire customers for CBL Bridgend and when they were in the market for new equipment they placed their order with Simon Richards, Area Sales Manager at CBL Bridgend. As Mal Phipps, Plant Manager, explains, 'We needed additional equipment for new projects and also to replace equipment we have shipped to our projects in Sierra Leone.' He adds, 'We chose to buy from CBL Bridgend as we always get excellent service from the team and nothing is too much trouble.' Their order consisted of Ingersoll Rand 7/41 compressors, Atlas Copco Tex 09PE pick hammers, Tex 230PE pneumatic breakers and CP9 rock drills. Also included in the order were three BW120AD-4 tandem rollers, three BW125 AD-4 tandem rollers and two BW213 heavy duty road rollers from Bomag.

Darlow Lloyd Construction Ltd, based in Bridgend, Mid Glamorgan are a new business (formed in 2008) specialising in sub contractor civil engineering and building work. Business is thriving - one of their recently won contracts is a 3 year Building and Civil Maintenance Contract for Tata Steel's Port Talbot and Llanwern sites which started on January 4th 2011 - and their workforce has tripled in size. When they needed to purchase additional small tools they chose CBL Bridgend to supply them. Carl Burridge, Darlow Lloyd MD, explained that having hired Atlas Copco tools in the past and been impressed by their power and reliability, it was an easy decision to purchase Atlas Copco Tex 09PE pick hammers and Tex 230PE pneumatic breakers. He continued, 'Our workforce like these "little giants" and CBL give us good service.'



CM Utilities Limited, based in Pyle, near Bridgend, are specialists in the installation of new development infrastructure gas mains and services to Gas Transporters. When they needed to replace some compressors they were impressed by the Doosan Portable Power Ingersoll Rand range and purchased seven 7/41+s from Simon Richards of CBL Bridgend. The low fuel shutdown on the 7/41+ eliminates the need to bleed the engine and glow plugs provide improved cold weather starting. The 'Tough Top'

polymer canopy, combining durability with design, makes the 7/41+ a good choice for applications in the toughest working conditions. Conor McCloskey, MD, says 'I also liked the fact I could pick white canopies - our company colour - and cut our name into the actual metal of the compressor for anti theft protection.' He continues, 'Another key element of the compressor is its power/weight ratio. The compressor comes in below 750 kg but has the power of a bigger compressor.'

Hassocks Golf Club is situated in the beautiful Sussex Weald and offers an 18 hole Par 70 course. With many strategically placed water hazards and bunkers, the course provides an interesting challenge to golfers of all abilities. When a company was using a TB016 for drainage work on the golf course, the Club were so impressed by the machine that they took advice from Mike Lockie at CBL Crawley and decided to purchase a TB219 for themselves. Matthew Hutchinson, Head Greenkeeper, says, 'It is important that we keep our course in superb condition all year round and the TB219 will make our work easier'.

News round up continued . . .

Thwaites

Fred Champion Groundworks, based in Doublebois, are one of the largest groundworks contractors in Cornwall and will be celebrating their 30th Anniversary in 2012. They are involved in many developments including roads and sewers infrastructure, student accommodation, hospitals, major housing developments and commercial industrial buildings.

The company have been a longstanding and loyal customer of CBL Saltash for all areas of our business and have now purchased two Thwaites 9 tonne dumpers which will be displayed at this year's Royal Cornwall Show (9th - 11th June). Fred Champion, Managing Director, continues to purchase Bomag, Thwaites and Takeuchi from CBL as he has been impressed with the quality of the products and the service supplied by CBL.



CBL support apprenticeship training

At CBL we understand the importance of investing for the future by giving young people the knowledge, skills and practical experience they will need to succeed and build a career in the construction industry.

Joe Knight joined CBL as an apprentice in 2007 and attended Cornwall College on block release throughout his apprenticeship. He successfully completed his course and became a service engineer last year. CBL supported him through his driving test and, having passed at the first attempt, he is now starting to do outside service work, specifically inspections on both CBL and customers' excavators.

Since joining CBL Bristol as an apprentice engineer in 2008, **Josh Collins** has successfully completed his apprenticeship in Construction Plant Maintenance & Repair through Construction Skills. He is completing his third year of apprenticeship in CBL Bristol's workshop where he is mentored by two senior engineers, Phil Cook and Len Tavener. Josh helps prepare plant for hire and checks and cleans items on their return.



Adam Harvey finished school in June 2001 and started with CBL Saltash on 1st July 2001 as an Apprentice Engineer. He is now a fully fledged Service Engineer and is regarded as a specialist at CBL Saltash when it comes to hydraulic hammers and telehandlers. He passed his HGV2 in February this year and is enjoying covering for the CBL Saltash regular drivers when they are ill or on holiday.

Need advice on managing health & safety risks?

CBL have joined the Occupational Safety and Health Consultants Register (OSHCR) with Mark Hodge, CMIOSH, CBL Operations Director, as a consultant. Mark's area of expertise is construction equipment hire and sales and his ability to

offer full health and safety advice will be welcomed in an industry short of consultants that understand the business. Contact Mark Hodge on 07768 538366 for further information.

Welcome to . . .

Craig Howe as Hire Controller at CBL Bridgend, Steven Wyatt as HGV Driver at CBL Bristol, Martin Moody as Area Sales Manager at CBL Maidstone, Richard North as Area Sales Manager at CBL Newbury, Steven Pearce as HGV Driver at CBL Southampton and Abby Wainwright as Finance Office Administrator in Finance & IT Support, Southampton.

Welcome back . . . to previous employees . . .

Craig Jones as Service Engineer at CBL Newbury and Paul Cook as Hire Controller at CBL Saltash.

Congratulations to . . .

Kirsten McKechnie who has returned (part time) after maternity leave to her role as Credit Controller . . . and Happy Birthday to her daughter, Izzy, who will be one this month.

. . . and long service congratulations to . . .

Richard Jones, Service Engineer at CBL Bridgend, on 15 years and Ian Underhill, HGV Driver at CBL Bridgend, on 10 years.