

SPRING/SUMMER 2016

# GUNN SHOT

THE CUSTOMER MAGAZINE FROM GUNN JCB



- GROWTH IN BUSINESS, GROWTH IN WORKFORCE
- NEW! JCB CONTRACTOR BREAKERS
- NEW GUNN JCB MINI CENTRE OF EXCELLENCE
- PLANT HIRE UK MARKS DECADE OF SUCCESS WITH £16.5 MILLION ORDER

**JCB**

GUNN JCB





## WELCOME

Welcome to the Spring/Summer edition of Gunn Shot – our re-named magazine that goes out to our valued customers twice a year. The magazine is designed to give you an insight into some of the exciting things that are happening in the world of Gunn JCB, our customers and the industry.

The year has started very well. Our customers are reporting high plant utilisation and good order books. There is, however, an element of uncertainty in the industry with reduced economic growth and talk of further downturn to come. This will no doubt improve as soon as the "In-Out" referendum is over, the fog has cleared and confidence to invest in new plant returns.

With massive demand for new houses, and some major public sector projects underway, the outlook remains positive. We are well-placed for a solid second half to the year.

We hope you enjoy this publication and, if you are a Gunn JCB customer and would like to be included in the next issue please contact Natasha Goryl our new Marketing Administrator: [Natasha.Goryl@gunn-jcb.co.uk](mailto:Natasha.Goryl@gunn-jcb.co.uk)

**Paul Hartshorn**  
Managing Director

## GROWTH IN BUSINESS GROWTH IN WORKFORCE

We're delighted that growth in our business has led to new employment opportunities and we're pleased to welcome the following staff on board so far in 2016.

<b>Adrian Turner</b>	Parts Department, Shrewsbury
<b>Jordan Hughes</b>	Service, National
<b>James Alcock</b>	Service, National
<b>Thomas Douglas</b>	Service, Altrincham
<b>Kathryn Hutchinson</b>	HO Administrator, Altrincham
<b>Alison Smith</b>	Credit Control Supervisor, Altrincham
<b>George Dodd</b>	Industrial Sales, North
<b>Anthony Manning</b>	Engineer, Altrincham
<b>Matthew Burney</b>	Engineer, Altrincham
<b>John Lacey</b>	Parts Department, Stoke
<b>Natasha Goryl</b>	Marketing Administrator, Altrincham
<b>Greg Cherry</b>	Service Controller, National
<b>Maria Warburton</b>	Altrincham Service Controller, Altrincham

## INDUSTRIAL APPOINTMENT

Our new Industrial Salesman, George Dodd, joined us in March this year to maximise the opportunities for the JCB Teletruk; our unique forwards reach counterbalanced fork lift truck. A qualified engineer by trade, George has 20 years' experience in capital equipment sales and is very excited at the prospect of the new role;

*"It is the combination of a great product and great British brand that really appeals. The Teletruk is a genuinely fantastic machine and I've quickly discovered that once customers buy them they never switch away. I saw the advert for this job in my local paper, decided to give it a whirl and here I am working with a leading brand and loving every minute of my new job."*

For more information on the JCB Teletruk please call George on 07740 826197



It's sad to say goodbye to a long-serving employee but we wish Diane Slater, our Director's PA, all the best on her retirement. She leaves after 42 years of dedicated service.

## GUIDE DOGS CHARITY IS THIS YEAR'S BENEFICIARY



Every year, our main JCB Teletruk customer, APC Forks raises a significant amount of money for their chosen charity. This year the company has purchased two JCB Teletruks painted in the distinctive blue of the Guide Dogs charity and a percentage of the hire fee from each and every hire will be donated to this important cause.

## GUNN JCB AT THE STAFFORDSHIRE SHOW



The rain held off for us at this year's Staffordshire County Show, which was one of the best yet. Gunn JCB's stand was in a prime location opposite the main ring and our display of JCB machines proved to be a great attraction. The new JCB Hydradig was the star of the show and we took many enquiries from interested customers. We look forward to being back next year.



## WHERE ELSE YOU CAN FIND GUNN JCB THIS YEAR:



28th - 30th June



27th July



9th - 10th August



28th September

## TOM WHITE WASTE OPEN DAYS JUNE 27TH & 28TH

Gunn JCB is delighted to be participating in two dedicated waste days organised by Coventry based Tom White Waste at their large waste and recycling facilities near the centre of town. The event is designed to showcase the huge increase in processing capacity at the company as part of an on-going £10m development programme. The two days will include a demonstration of the separation and processing capabilities of their 'Materials Recycling Facility' supplied by Blue Southern, along with a range of dedicated JCB Wastemaster machines for waste handling tasks including a JCB 20MH materials handler, 2 x JCB 437WM wheeled loaders, 560-80WM Loadall and the unique JCB Teletruk.

Tom White Waste was formed in 1981 when founder, Tom White, struggled to get a professional waste service for his existing motor salvage company. Instead of outsourcing the waste generated by his business he chose to process it professionally on site and soon expanded the business for use by external customers. His two sons, Ian & Paul, joined in 1988 and continue today as joint MD's.

Ian White is pleased to get Gunn JCB's support for the open days;

*"I have always used a variety of JCB products and their reliability and durability has always been exemplary. Gunn JCB offers me great service backup, support and sales. Our latest purchases from Gunn JCB, including 2x JCB 437HT and 1x JS20MH further strengthen our partnership. They Gunn JCB team is always willing to support our activities and it's a real pleasure to work with them. Long may it continue!"*

**For more information and your invite to this 'appointment only' event please call Ian Watson, Waste and Key Account Sales at Gunn JCB on 07734 045724. Refreshments will be served on the day.**





# NEW! JCB CONTRACTOR BREAKERS

A brand new range of hydraulic breakers, designed and manufactured by JCB to work with JCB and other machinery brands, is now available from Gunn JCB. Consisting of 13 models, for machines in the 0.5 - 60 tonne carrier weight category, each breaker is made to a simple, scaled design for consistent servicing and has 3 years warranty as standard.

Features include:

- Refillable auto greasing system to ensure correct lubrication and improved serviceability on the HM080T and above.
- Auto stop feature on HM080T and above to reduce blank firing and protect unnecessary wear and damage to the breaker from an inexperienced operator.
- Stroke adjusters on HM054T models and above allow the operator to adjust tool speed and stroke length for increased productivity and reduced risk of damage to breaker or carrier.
- Accumulators on the HM026T and above protect the carrier machine from hydraulic pressure spikes, which reduces wear and tear on the machine hydraulics.
- Internal control valves deliver higher efficiency and are least vulnerable compared with competitive products that feature external valves.



SPECIFICATIONS	HM012T	HM018T	HM026T	HM033T	HM049T	HM054T	HM080T	HM090T	HM120T	HM160T	HM180T	HM200T	HM270T	HM380T
Hanger options / Breaker model	HM012T	HM018T	HM026T	HM033T	HM049T	HM054T	HM080T	HM090T	HM120T	HM160T	HM180T	HM200T	HM270T	HM380T
Top mounted hanger	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Fixed side mounted hanger	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Universal (no hanger)	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓

# INTRODUCING THE JCB AGRI PRO

The world's first and only 2 in 1 transmission (Hydrostatic and Powershift), designed specifically for agricultural telehandlers.

The JCB Agri Pro combines the superior high-speed efficiency and towing ability of a JCB Powershift transmission with the low-speed control advantages of hydrostatic drive. It's unique JCB DualTech Variable Transmission provides the best of both worlds for operators who want maximum efficiency and productivity across a wide range of applications. This revolutionary transmission is available on the JCB 531-70, 536-70 and 541-70.



# FILTER OUT THE FAKES. KEEP IT GENUINE.

**GENUINE DEALS**

**SPEND OVER**

**£150 GET 10% OFF**

**£250 GET 15% OFF**

**£350 GET 15% OFF\***

*\*Plus, choose from a selection of JCB merchandise*

T & C's Apply

Available on ALL Genuine JCB Filters





# JCB HYDRADIG

## ANOTHER JCB FIRST

JCB has a history of being first; bringing ground-breaking products to market for the good of customers, re-thinking design conventions and supporting them with excellent after-care.

The new JCB Hydradig is the first true wheeled excavator designed for purpose, from the ground up. Developed in complete secrecy over the last 3 years, the result is a completely new, innovative tool-carrying solution, which is set to radically change the way in which modern construction projects are undertaken, particularly in congested urban environments and on busy road networks.

From the outset JCB's vision was to design and engineer the most innovative machine solution in response to five key challenges facing customers in today's construction sector.

The JCB Hydradig uses well-proven JCB components and technologies including the JCB engine, axles, hydraulic rams, cab and all major fabrications. It also comes with JCB's LiveLink telematics system as standard, allowing fleet managers to geo-fence operation and to monitor fuel use and operating data remotely.

The renowned JCB Ecomax 81kW / 108hp engine is side-mounted and installed low in the chassis placing the centre of gravity some 1.5m below that of some competitive 10-tonne machines. A unique hydrostatic drive arrangement provides a step-less, press and go 0-40 kph range, without any break in tractive effort, and enables the machine to travel rapidly between job sites.

The low driveline enabled JCB's designers to create an operator's cab and upper structure with 360° visibility with no engine covers or fluid tanks to obstruct the view. And because the machine is designed to both dig and lift, it is set to transform the way jobs are done in an urban environment.

### **VISIBILITY**

Panoramic view with ability to see all four tyres.

### **STABILITY**

Machine has shortest tailswing in class and out-lifts competitors.

### **MOBILITY**

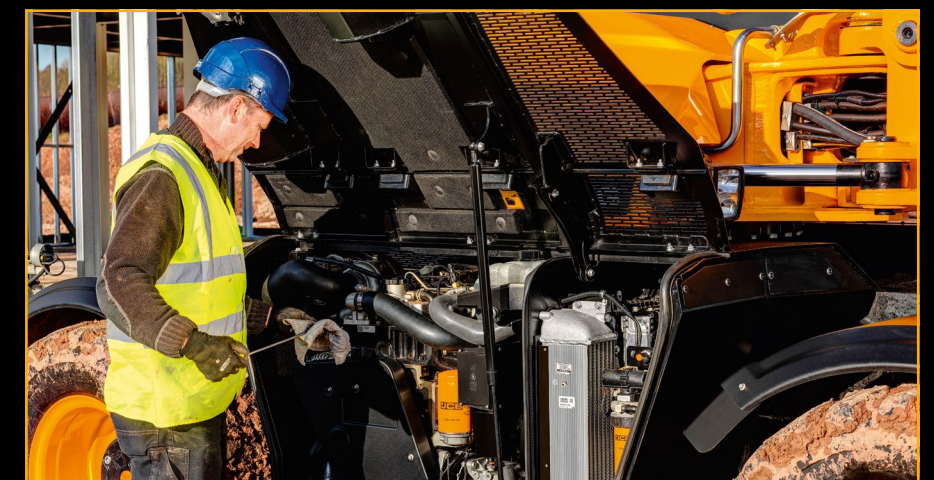
Press-and-go to 40kph with step-less transmission.

### **MANOEUVRABILITY**

World's most manoeuvrable wheeled excavator.

### **SERVICEABILITY**

All daily checks from ground level.





# NEW GENERATION 4-6 TONNE MINIS



Following the success of the New Generation mini excavators in the 6 to 10 tonne range, JCB has extended the range further with 4 new models in the 5-tonne category.

The 48Z-I/51R-I/55Z-I/57C-I replace their predecessors in the same weight categories and have been completely re-designed to become the strongest 5-tonners on the market.

#### Key features include:

- LiveLink as standard
- 100% steel body work and simplified H-frame undercarriage
- Best-in-class 500 hour greasing intervals
- 4 different power modes, auto idle and programmable auxiliary flows
- Latest industry technology digital screens in the cab



# NEW GUNN JCB MINI CENTRE OF EXCELLENCE

Great news. Our depot at Stoke is in the process of becoming a centre of mini excavator excellence. With increased machine and parts stocks, additional service capacity and more engineers it has the added bonus of being centrally located in the Gunn JCB region and within easy reach of all the major road networks. We look forward to welcoming current and prospective mini users to the depot where they can enjoy a one-to-one consultation including detailed walk round of the machines with one of our specialist sales personnel.

## CENTRE OF EXCELLENCE OPEN DAY

We will be holding our open day from 12pm - 8pm on Friday 24th June 2016. We will be throwing our doors open for customers to view the full range of minis. Working demonstrations, static walkrounds and an array of machines and attachments will be on display including our new JCB Hydradig. Please follow us on Facebook and on Twitter to see the latest updates or email us on [enquiries@gunn-jcb.co.uk](mailto:enquiries@gunn-jcb.co.uk) if you would like to be added to our official invite list.





# PLANT HIRE UK MARKS DECADE OF SUCCESS WITH £16.5 MILLION ORDER

Gunn JCB customer, Plant Hire UK (PHUK), is celebrating 10 years of business success with an order for almost 400 new JCB machines. The order includes 300 Loadall telescopic handlers and a fleet of site dumpers and marks the purchase of the company's 2000th JCB machine.

Haydock based PHUK - founded by Graham Jones and Finance Director Wayne Illidge – is also investing heavily in its facilities to mark its first decade.

Graham Jones said: “We aim to have one of the youngest fleets of machines in the industry and this latest investment will put Plant Hire UK at the forefront of the sector. We aim to be the best in the industry too and that means having the best people, the best customer service and the best machines.”

A range of telehandlers, from the 4 metre lift height 520-40 model through to the 20 metre lift height 540-200 model, have been specified to meet the needs of a range of customers.

These are powered by JCB's Tier 4 Final/ Stage IV Ecomax diesel engine, which meets the latest emissions standards without the requirement for a costly diesel particulate filter (DPF), Selective Catalytic Reduction (SCR) or Diesel Exhaust Fluid (DEF) or commonly known as AdBlue. The machines are fitted with immobilisers and features JCB LiveLink telematics as standard.



JCB UK & Ireland Sales Director Dan Thompstone (left) seals the deal with Plant Hire UK (PHUK) MD Graham Jones. Looking on (centre) is Gunn JCB Sales Director John Dolphin.

# PRESTIGIOUS CONTRACT WIN LEADS TO NEW MACHINES

Long standing Gunn JCB customer, Scott's Hire, has placed an order for 50 more JCB Loadall telescopic handlers thanks to a recent contract win with one of the UK's foremost service providers. The machines, which are being delivered over the next few months, will extend the company's existing JCB fleet and include 7m, 9.5m, 12m and 14m machines. They will go out on hire nationally to work on a range of jobs including utilities, highways and waste.

Martin Smithson, Scott's Hire's MD, takes pride in maintaining a modern, productive and up-to-date fleet for his customers;

*“The JCB Loadall is definitely the best telehandler on the market and it is the brand that is asked for by our customers. The extensive range of models means that we can offer machines that suit the variety of applications that our major new customer undertakes throughout the UK. The LiveLink telematics software comes with the machines and enables us to monitor the performance, the servicing requirements and also the location of our machines 24/7. This is a really useful feature for both our customers and ourselves.*

*The service from Gunn JCB is equally critical and we choose to work with them because they are responsive to our needs at all times.”*



# MORE MACHINES FOR HEWDENS

The latest in a series of large orders placed with Gunn JCB for machines this year is a deal for 20 of one of JCB's newest product offerings, the 100C midi excavator. This order comes hot on the back of the biggest order in the UK ever for JCB's compact ICXT. Hewdens will take delivery of 25 of the small, versatile tracked backhoe loader in in July with a view to marketing them for groundcare, utilities and general construction work. The excavators, in the meantime, plug the gap between 8 tonne minis and 13 tonne tracked excavators. Alex Gadd, is Product Manager for Hewden;

*“We are currently experiencing very high demand for both our 8 and 13 tonnes excavators. The appeal of the 100C is that it fits neatly in between these two sectors. It weighs in at just under 10 tonnes which means that machine operators with their mini excavator licence will be able to operate a bigger machine that has all the attributes of a mini, but the performance of a larger excavator. We've recognised the opportunity this presents and are stealing ourselves for big demand for this machine. Equally we've shown confidence in the ICXT concept which is why we've placed a large order for those machines too”.*

This year, so far, Hewden has paced orders for 350 JCB machines in a firm show of confidence in the UK market. New JCB skid steers, minis, compactors, forklifts and dumpsters have been delivered to add to the existing fleet that includes JCB backhoe loaders, telehandlers and excavators.



An earlier order of JCB skid steers was officially handed over to Hewdens by JCB and Gunn JCB Directors. Pictured from left to right: John Dolphin (Director – Major Accounts, Gunn JCB), Alex Gadd (Product Manager – Plant, Hewden), Kumar Bhamidipati (Operations Director) – Hewden, Dan Thompstone (JCB UK & Ireland Sales Director)



# our depots

## ALTRINCHAM

Atlantic Street, Altrincham,  
Cheshire WA14 5DN  
Tel 0161 9412631  
Fax 0161 942 3399

## HEREFORD

Twyford Road, Rotherwas,  
Herefordshire HR2 6JR  
Tel 01432 269304  
Fax 1432 273725

## HILTON

Hilton Business Park, The Mease,  
Derby, Derbyshire DE65 5FJ  
Tel 01283 734198  
Fax 01283 734014

## ISLE OF MAN

Unit 34, Spring Valley Trading Estate,  
Braddan, Douglas IM2 2QS  
Tel 01624 664866  
Fax 01624 664888

## PRESTON

Shay Lane, Preston,  
Lancashire PR3 3BT  
Tel 01772 782051  
Fax 01772 784022

## RUTHIN

Celtic Works, Ruthin,  
Denbighshire LL15 1LY  
Tel 01824 702686  
Fax 01824 702406

## SHREWSBURY

5B, March Way,  
Battlefield Enterprise Park,  
Shrewsbury, Shropshire SY1 3JE  
Tel 01743 444695  
Fax 01743 440943

## STOKE ON TRENT

Victoria Road, Stoke on Trent,  
Staffordshire ST4 2HY  
Tel 01782 744943  
Fax 01782 744713

## WEST MIDLANDS

Halfords Lane, Smethwick,  
West Midlands B66 1EL  
Tel 0121 500 1720  
Fax 0121 500 1721

# USED EQUIPMENT FOR SALE



2012 - JCB 515-40

Telehandler

Hydraulic quickhitch, Forks, Hours: please call

£18,500

+VAT



2011 - JCB 8050

Compact Excavator

Hydraulic quickhitch, 2 buckets, 40% rubber tracks, Hours: 3,461

£POA

+VAT



2015 - JCB 437HT

Wheeled Loader

Hydraulic quickhitch, Tier 4 engine - no Adblue, Unused condition

£POA

+VAT



2015 - JCB 531-70

Telehandler

Single lever joystick, 109hp engine, Hours: 435

£37,500

+VAT

# JCB

# Select

APPROVED USED EQUIPMENT

JCB Select is our new Certified Pre-Owned scheme which offers a lower cost alternative to a new machine and has strict qualifying criteria to ensure the very best in used equipment for customers that don't want to buy new:

- machines will only be up to 4 years old
- with full service history
- and comply with latest safety features.

Each JCB Select machine benefits from:

- Thorough machine inspection to meet the JCB Select standard
- 6 month extended warranty - 3 month comprehensive
- 100+ point customer ready check
- the latest software upgrades
- Competitive retail finance
- JCB Select branding

Available on construction machines including backhoe loaders and telescopic handlers - which will have less than 1,000 service hours per year - and tracked excavators from JS115 – JS370, wheeled excavators and wheeled loading shovels from the 411 to the 457 – which must have less than less than 1500 service hours per year.

**For qualifying used machines, please email [Morgan Aherne at Morgan.Aherne@gunn-jcb.co.uk](mailto:Morgan.Aherne@gunn-jcb.co.uk) or call him on 07740 826189**

For enquiries regarding any of our products featured in this publication, please email [enquiries@gunn-jcb.co.uk](mailto:enquiries@gunn-jcb.co.uk)



Find the very latest information on the JCB product range at: [www.gunn-jcb.com](http://www.gunn-jcb.com)

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