

THE CUSTOMER MAGAZINE FROM CUNN JC



- JCB LAUNCHES ITS FIRST EVER ROTATING TELEHANDLER
- 8-IOT DASH 2 MIDI EXCAVATORS NOW AVAILABLE
- STEN CIVIL ENGINEERING SWITCHES FROM HIRE TO BUY
- FIVE NEW MACHINES SOON TURNS TO SEVEN!





WELCOME TO THE OF **GUNNSHOT**

The first half of 2019 has been strong for us all and we are pleased to report sales significantly ahead of last year. As we enter the final quarter, it is clear that the political turmoil is having some effect on our industry

We are, however, very well placed to maintain and grow further the strong position in our market. JCB continues to invest heavily in new products, new technology and new systems to ensure that we have the best possible offers for you. At Gunn JCB we also continue to invest in our people, our premises and systems so that we can support you better as we enter more difficult times.

The first ever JCB electric excavator is now in full production. The 1.9t, JCB 19C-1E has already found favour with a large number of customers and our demonstration machines are in very high demand. We are having huge interest from customers with jobs indoors, underground, and in busy urban environments.

We also have the new JCB 30-19E Teletruk, the first all-electric machine in the multi award winning Teletruk range. We have more products than ever, with more options and attachments, linked to the finance packages, to make it even easier for you to operate your JCB fleet

We thank you very much for your business so far this year. We look forward to working closely with you to ensure we can all survive and prosper through whatever comes our way.

Paul Hartshorn Managing Director

STARTFR

Thanks to exceptional growth in our business, we have expanded our team and welcomed the following staff to Gunn JCB:

Employee	Depot	Job Title
Marcus Simmon-Allen	Altrincham	Apprentice Engineer
Marc Dawber	Altrincham	Improver Engineer
Anna Kavanagh	Altrincham	Service Controller
Paul Coles	Altrincham	Improver Engineer
Daniel Brown	Altrincham	Partsman
Brayden Woodhouse	Longridge	Service Engineer
Wayne Dunn	Marchington	Service Engineer
Benjamin Newman	National	Service Engineer
Joshua Arthurs	National	Service Engineer
Raymond Morgan	National	Service Engineer
Andrew Corn	Shrewsbury	Partsman
Robbie Cresswell-Howe	Stoke	Service Engineer
Jamie McDonald	West Midlands	Service Engineer
Billy Hodkinson	West Midlands	Service Engineer
Louise Cooper	West Midlands	Construction Sales
Daniel Wheatley	West Midlands	Partsman
Artur Jurjewicz	West Midlands	Partsman
Terry Dowling	West Midlands	Access Sales

NEW SALES ROLES THANKS TO NEW PRODUCTS AND INCREASED DEMAND

We're pleased to welcome two new sales staff which will help us maximise our opportunities across both new and current product ranges

Terry Dowling is our new Access Sales Person and started with Gunn JCB on 1st September 2019. Terry has 15 years' experience working at one of the UK's largest plant, tool and equipment hire companies covering the West Midlands area. Dealing mainly with access products, he has overseen projects of up to and over £50 million value. His experience has enabled him to hit the ground running. Terry is very happy with his new role;

"I'm familiar with the JCB brand because we had JCB telehandlers and excavators in my previous employer's fleet. I was delighted to see that JCB had entered the Access

Equipment market and I can see the quality and build that customers associate with JCB has been maintained. A real testament to these products, however, is customer feedback which I have found to be excellent and if my first month is anything to go by then I'm looking forward to seeing out my working days with Gunn JCB."



For access platform enquiries, email Terry: terry.dowling@gunn-jcb.co.uk or call 07584 582 022



T&Cs apply

Louise Cooper joined the team as our new Construction Sales Person on 1st October 2019. She also previously worked at one of the UK's largest plant, tool and equipment hire companies spending eight years in account management in the Midlands. Louise managed multiple product ranges such as plant, powered access and tools. Although it is still early days, Louise is very excited by the opportunity to work for Gunn JCB:

"Having worked in the hire industry for so long, the JCB product is the best on the market and has always been an easy product to hire out with the customers which made the

job that little bit easier. I love being in construction sales as it gives you a chance to meet a variety of different people. The team at Gunn JCB have been so welcoming too. I previously worked with Terry and we both feel at home here."



For construction machine enquiries in the West Midlands, email Louise louise.cooper@gunn-jcb.co.uk or call 07734 045700

OUT AND ABOUT WITH GUNN JCB

We've had another exceptionally busy summer of events at Gunn JCB. It's been great meeting customers old and new throughout the show season.

BROMYARD GALA - BURGESS FARM. HEREFORDSHIRE - 29TH AND 30TH JUNE 2019

Bromyard Gala is Herefordshire's biggest country show and as usual was exceptionally well attended. A myriad of attractions included vintage tractors and military ehicles which attracted machinery and equipment lovers ensuring our stand was as popular as ever.

Situated in the trade village, we were out in force and showcased a range of machines including a new 19C-1 mini excavator, the limited edition Union Jack HTD5 Dumpster and a sales special HTD5 Dumpster wrapped with the Welsh Flag.

The show generated multiple enquiries for JCB mini excavators and dumpsters.



ANGLESEY AGRICULTURAL SHOW - 13TH AND 14TH AUGUST 2019

The sun shone on Anglesey Showground for the annual agricultural show. As one of the major events in our annual calendar, we pulled out all the stops and took a wide range of exhibits which included the full range of micro, mini and midi JCB excavators as well as the JCB Hydradig, a 540-180 Hi-Viz telehandler, a HTD5 dumpster and the new JCB dumper and roller ranges. That wasn't all though as we took a Teletruk, a new X Series excavator and the new electric mini to complete the line-up. As well as the Gunn JCB sales team we had JCB Finance representatives on hand to showcase finance packages. Our stand, J197, was in the same position as previous shows - next to the entrances ensuring excellent footfall.

We received many enquiries and demo requests and customer, James Sayle and Sons Ltd, bought their new JCB IT Dumper whilst on the stand.



RUTHIN FLOWER AND COUNTRY SHOW - 17TH AUGUST 2019

We were pleased to exhibit our machines at the Ruthin Flower and Country Show at the Ruthin Farmers Auction on a sunny Saturday in August. The fantastic family day included a parade of classic cars, vintage tractors and lorries as well as many other attractions and competitions. Our display included an HTD5 dumpster and a new mini excavators which were very popular for photo opportunities.



MERIONETH COUNTY SHOW - HARLECH - 28TH AUGUST 2019

The last show in our county show calendar was held in Harlech in picturesque North Wales. Among the many agricultural stands, there were equestrian, livestock and horticultural events as well as cars, tractors and JCBs. A range of mini excavators and our Welsh livery HTD5 took pride of place and generated many enquiries.



2019 GUNN JCB GOLF DAY - 10TH SEPTEMBER 2019

The JCB Golf and Country Club in Rocester was the stunning setting for our 2019 Gunn JCB Golf Day in September. Customers began the day with breakfast before a quick practise on the driving range. Customers teed-off with a shotgun start and completed an 18-hole round of golf on the acclaimed course. The day culminated with a buffet followed by a prize-giving ceremony where gift vouchers for the JCB Golf and Country Club shop were won for achievements such as: closest in 2, longest drive, nearest the pin (on the 9th hole), individual prize for the most points (which was 39 points) and a prize for the winning team (who won with a score of 88). Each customer took home a set of Gunn JCB branded golf balls and their own personalised golf towel. Thanks to the team at the JCB Golf & Country Club for a stunning day out. We've received many compliments from the attendees.

DIG DAY - ROSS ON WYE, HEREFORD - 2IST SEPTEMBER 2019

Burnt House Grain in Gatsford was the perfect venue for a Gunn JCB dig day where customers were invited to come and see the new X SERIES (140X and 150X) excavators in action. Following a demonstration the excavators - one fitted with a popular tiltrotor attachment - were available for customers to operate, along with a 90Z. The 7T Hi-Viz Dumper was on static display to add further interest.

Positive feedback about the durability and controllability of the machines was received along with general appreciation of the customisable proportional controls which allowed customers to set their own speed preferences. The power boost button, which increases pressure by 9% for up to 9 seconds to provide extra tear-out in tough conditions, was a feature that was particularly well-liked, along with the comfort in the cab. Many enquiries were generated as a result and we'd like to thank those that were able to come along on the day









JCB LAUNCHES ITS FIRST EVER ROTATING TELEHANDLER

The Hydraload 555-210R will meet the changing requirements of contractors across the world, as a greater use of off-site prefabrication calls for heavier lift capacities and increased on-site versatility. Rotating telescopic handlers have become a genuine cost-effective replacement for smaller mobile cranes, offering rapid set-up and the ability to carry out technical lifting operations.

With more than 40 years of expertise in telescopic handler design and manufacture, JCB has designed the JCB Hydraload rotating machine to meet the needs of specialist lifting contractors and the rental market. These machines have grown in popularity and provide heavier lift capacities than a standard telehandler. To recognise this, the JCB Hydraload 555-210R will be launched with a maximum lift capacity of 5.5 tonnes and a maximum working height of 20.5m. It will combine robust boom construction with the familiar JCB driveline and is designed to deliver reliability, versatility, productivity, ease of use and safety, as a means of delivering improved uptime and increased customer profitability.

Quick features:

- Highly versatile rotating telescopic handler offering 20.5m lift height
- Maximum lift capacity of 5.5 tonnes
- Rapid set-up time boosting productivity
- All-round visibility improving site safety
- Wide range of options including winches and aerial work platforms



To minimise set-up time, the outriggers have auto one-touch deployment, stowage and levelling. Competitive lift end cycle times and high auxiliary flow rates for efficient winch work further boost productivity. With a lower chassis engine layout, the machine offers excellent access and class-leading serviceability whilst a low, clean boom design gives excellent all-round visibility, augmented by comprehensive work light options and camera kits, including a boom head camera for precise placement at height.

The machines are powered by JCB's proven highly efficient Ecomax engines, offering a high degree of parts and service commonality with other Loadall models. JCB LiveLink telematics system is fitted as standard and will incorporate features that enable operators to fully exploit the performance of this versatile machine.

With a maximum lift capacity of 5.5 tonnes, the machine offers excellent highly competitive load charts. Easily selectable lift end speed profiles and lift envelope limits help the operator to optimise the machine for specific tasks. A range of specially developed JCB attachments using RFID technology can be identified by the machine, to automatically offer the correct load chart for safe operation.

At launch, a range of attachments will be available including pallet forks, a 5.5 tonne carriage winch, a 2 tonne x 2m jib winch, a reduced height jib, 5.5 tonne hook, light duty buckets and a range of fork-mounted accessories, such as waste skips and concrete placing skips. Remote lift end operation and access platforms will also be offered.





8-IOT DASH 2 MIDI EXCAVATORS

A range of updates, including Stage V engines, have been made to our popular midi excavator models – the 85Z-2, 86C-2, 90Z-2 and 100C-2. The cabs have been upgraded to provide easy to see information and easy to control including a new advanced lift overload feature that gives a visual indication of the lifting limits of the machine which is displayed on a new screen. This incorporates a status bar with a coloured warning system accompanied by an audible alarm.

To increase internal cab floor space, new boom swing and auxiliary controls are mounted on the joystick. Elsewhere the machines feature a new heavy-duty kingpost with durable, re-bushable pivots to optimise service life and to provide a safe route for all excavator hoses.

The new cleaner, Stage V engine has been integrated into the revised machines with no compromise on performance and does not require AdBlue. Peak power and torque at low engine speeds ensures efficient cycles and economical fuel consumption.

Under the bonnet, the new dash 2 machines feature colour-coded hydraulic hoses for easy identification.





A new option available for the 86C-2 is a triple articulated boom (TAB) which enables to the machine reach further, dig closer and dump higher for even greater productivity. **To view the brochure, visit www.gunn-jcb.com/downloads**

CTI60 & CT260 TANDEM ROLLERS

JCB has upgraded two tandem vibratory rollers - the CTI60 and CT260 – which have been designed for simple operation and maintenance and to increase productivity and return on investment. Both rollers come in two drum sizes, with the CTI60 offered in 800mm and 1,000mm drum widths and the CT260 available in 1,000mm and 1,200mm widths. Built for both asphalt and base layer compaction, the rollers feature a completely new hourglass design that delivers excellent visibility to both sides of the drums. JCB's LiveLink telematics system as standard helps you monitor performance and pinpoints machine location.

Features include:

- · Articulated chassis offering access to the driver's seat from both sides of the machine
- Integrated grab handles
- Obstruction-free floor with plenty of space for taller operators
- Anti-vibration mounts to isolate operator area
- Single responsive drive lever with three switchable vibration settings: both drums, independent front or independent rear drum
- Tier 4 Final engine with no DPF and ready for Stage V
- Full-width tilting engine canopy for ease of access
- Seat switch with timed cut-out delay
- Standard automatic vibration control
- Simple main control panel has large switches for easy use with a gloved hand
- Easily adjustable off-set facility for easier operation around raised ironwork and kerbs
- Single switch pressurised water system
- Easy access drainage points on water and fuel tanks
- Moulded water tank features 'WATER ONLY' embossing
- White waste tank to avoid confusion with blue AbBlue tanks used by other brands
- IP67 and 69 compliant electrics to withstand power washing for fast rental turnround
- Maintenance free central articulation joint cuts greasing time





The Union Jack, limited edition JCB HTD5 Dumpsters have proved to be major attractions at shows, events and country fairs over the summer and we've seen some interesting uses for them. Only a few units are now available so act quick if you'd like this exceptional addition to your machine line-up.

Quick features:

- Maximum machine width of just 690mm fits through a standard doorway
- I,450mm tip height tips directly into a skip or high sided vehicle
- High carrying capacity of 500kg lets you do more in less time
- CESAR Datatag option
- Pull-out engine gives you easy access for daily checks, servicing and maintenance
- Electric start as standard
- Lifting buzzer, bull bar and hour meter available as options

DON'T MISS OUR END OF YEAR FINANCE OFFERS

Our finance offers are available until 31st December 2019. Don't miss out! Order your machine today to qualify for the following finance plans:









To view all of our offers, visit www.gunn-jcb.com/offers

Access Platforms offer - This Hire Purchase offer involves the VAT payable on signing, 1st payment payable after the 90 day payment pause and the 45 monthly payments will commence 30 days later (120 days after signing). Gunn JCB Ltd (Registered in England No: 0527818. Registered office: Atlantic Street, Broadheath, Altrincham, Cheshire, WAI4 5DN) are authorised and regulated by the Financial Conduct Authority. Gunn JCB Ltd are a credit broker and JCB Finance Ltd are its preferred supplier of Finance. JCB Finance Ltd (registered in England No: 972265 and whose registered address is: The Mill, High Street, Rocester, Staffs, ST14 5JW) is authorised and regulated by the Financial Conduct Authority (Firm Reference Number: 708332). Finance is restricted to business users only in the United Kingdom, subject to acceptance by JCB Finance Ltd. Subject to availability. Terms apply

STEN CIVIL ENGINEERING SWITCHES FROM HIRE TO BUY

STEN Civil Engineering is a national company based in the North West; operating on sites across the region. Established in 2016, the company has experienced exceptional growth over the last three years and now employs over 35 full time employees.

Accomplished in a range of services including highways, groundworks, concrete, drainage and bulk earthwork the company has, until recently, hired in all its machinery requirements. However, it has now reached a stage in its development where buying machines is the preferred option and two brand new JCB machines have been purchased from us with plans to purchase two more in 2020 for an upcoming long-term contract.

A New Generation 14 tonne JCB 140X has been delivered to site in Sandbach, along with an 86C-1 mini excavator. The machines will be preparing the groundworks for 164 new houses, including hard landscaping, drainage and sewers for Lane End Developments.

Adrian English is Managing Director at the company and has considered a number of suppliers. He met with our team at Hillhead and is very happy with his British-built machines and the service he receives from us;

"My two new JCB machines matched the specification I needed for the workload, but the service is equally important and Gunn JCB has so far delivered in every aspect. The deal was right, the depot is local and the team is very attentive to our requirements. It's a bonus that the machines are made in Britain and so far they are both performing very well on site."



FIVE NEW MACHINES SOON TURNS TO SEVEN!

Birmingham-based groundworks specialist, Mitch Cassin Groundworks & Construction Ltd is also a new customer to Gunn JCB. Working throughout the West Midlands and the wider area, the company specialises in new housing developments, road & sewers and commercial groundworks. From one-off luxury houses to large scale warehouse developments, the company has a broad portfolio of customers.

Until this year, the company relied on hired-in plant to complete its workload but expansion in the business made it the right time to invest in a fleet of machines. Mitch Cassin, the owner, was introduced to Gunn JCB by another customer, David Green, MD of Green Power Plant Hire who runs a fleet of 160 JCB machines.



An initial order for five machines comprised of a 220X, an 86C mini excavator, a 6T Dumper and two of JCB's 13-tonne JS130 excavators was delivered over the summer and the machines have been in constant use ever since on groundworks projects throughout the region. This was swiftly followed by an order for 2 x 7T Hi-Viz dumpers to add to the fleet. Mitch is very happy with his new fleet and anticipates it growing at a fast rate, given the level of building contracts his company has been awarded;

"It was a personal recommendation from another business that encouraged me to contact Gunn JCB and I'm very pleased with the overall package from Gunn JCB. The service has been very good. All the machines are now on-site for the foreseeable future completing a variety of jobs and I anticipate that we will need more machines as the business expands."

RIDGWAY RENTALS ADDS MORE JCB MACHINERY TO FLEET

We are very happy to have won a significant £12 million deal with our long-term customer Ridgway Rentals. The order for a total of 200 machines includes JCB excavators, telescopic handlers and waste spec wheeled loaders. The order follows hot on the heels of orders for JCB materials handlers for the waste and recycling sector.

The company has invested in a further 100 units of the popular, market-leading JCB Loadall telehandler range with machines split across 7m, 9m, 12m and 14m models - ideal for the booming house building sector. The balance of the order was for a selection JCB excavators including 13t & 20t tracked models as well as 14 & 16t wheeled excavators and a JCB 457 Wastemaster wheeled loader.

Ridgway Rentals is expanding its waste fleet to respond to demand for specific requests for waste spec machines and recently acquired a JCB JS20MH which is proving to be a popular piece of hire equipment. Wheeled excavators with high rise cabs are becoming prized machines in waste thanks to excellent visibility, versatility and effective, high-volume material handling abilities.

Stuart Jones is Managing Director at Ridgway Rentals and feels it's the partnership approach that works so well for his business;

"Gunn JCB can provide national support which is important as we rent machines out on short, medium and long-term hire throughout the UK. Customers ask us for JCB equipment, particularly telehandlers and excavators and it is also our policy to offer the safest equipment. JCB fits the bill perfectly and Gunn JCB is both proactive and responsive to our needs."







PENYBONT TO GIBRALTAR IN A £500 BRITISH BANGER

We were proud to sponsor Stuart Jones from Ridgway Rentals, for his 4 day journey from The Penybont Inn, Powys to Gibraltar in a £500 British banger to raise money for the Air Ambulance.

Altogether, 10 old bangers undertook the journey which started on the 25th and ended on the 29th September. The cars made their way through England to Dover, where they crossed the channel to Calais and continued through France. The final leg of the trip saw the cars travel the length of Spain before finally making it to Gibraltar on day 4. A sterling effort by all involved. The fundraising target of £10,000 was exceeded by over 50% and the current total stands at over \pounds 15,000 which will go directly to the Air Ambulance. All drivers funded their own costs so that every penny raised was donated to the cause. Well done chaps!



LANDMARC CHARITY GOLF DAY FOR SSAFA

Landmarc is a leading provider of integrated support services in military training, targetry and explosive handling locations. We were delighted to support this company to raise money for their chosen charity, SSAFA, the Armed Forces Charity as an event partner at their charity golf day at the JCB Golf and Country Club on 2nd October. Sixty golfers took part and helped to raise an outstanding £70,063 at the event.

Mark Harris, Senior Corporate Commercial Manager at Landmarc who organised the event, said;

"We are staggered with the outcome of the golf event. I particularly want to thank event partners Briggs Equipment and Gunn JCB, event sponsors Dahua, Lister Wilder and R & W Langley, along with the 17 other companies who sponsored each hole and/or donated auction items and of course the 60 participants, who all gave so generously and without whom the day would never have been such an incredible success."

SSAFA is the UK's oldest, national tri-service military charity that recognises the service of the Armed Forces to the Nation. It works to relieve the needs, suffering and distress amongst service men and women, veterans and their families in a sensitive and timely way. There are more than 5,000 trained SSAFA volunteers who provide personalised support in their local area.







QUALITY PRE-OWNED JCB MACHINES FOR SALE



£16.000

£67.000

2013 JCB 8026 CTS Mini Excavator 1,869 hours of use.

2016 JCB Hydradig IIOW Wheeled Excavator

JCB Hydraulic quick hitch, 1,500 hour service kit,

LiveLink on machine cost. 1.283 hours of use.



2015 JCB 67C-I Mini Excavator 2,100 hours of use.



climate control. 9,702 hours of use.





For more information, call Morgan Aherne on 07740 826189 or email morgan.aherne@gunn-jcb.co.uk



JCB



Kids Navy Hoody (JCB2086) - £19.00

Kids Grey T-shirt (JCB2153) - £7.00

Kids Beanie

4CX Backhoe Loader 1:16 Scale (JCB865) - £32.99

Kids - Tractor ride on -Fastrac Tractor with front scoop (JCBI2I7) - £229.99

CONTACT YOUR NEAREST GUNN JCB DEPOT TO PLACE AN ORDER

Kids - 3Pk Boys Dig It Socks (JCBI838) - £6.99

> Kids Tool Case (JCBI657) - £10.99

JCB Site Dumper 3D micro brick construction set. 126 Bricks (JCB2119) - £10.00

(JCB2040) - **£8.00**

Kids - Push Along (JCBI72I) - £40.00

LOOKING FOR PRESENT **IDEAS FOR THE CHILDREN THIS CHRISTMAS?** WF HAVE A FANTASTIC SELECTION OF

ICB MERCHANDISE THAT IS BOUND TO DELIGHT THE YOUNG ONES





Play Book 2 JCB -Digger Play Set (JCB2063) - £11.00

our depots

ALTRINCHAM

Atlantic Street, Altrincham, Cheshire. WA14 5DN Tel: 0161 941 2631 Fax: 0161 942 3399

HEREFORD

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

ISLE OF MAN Unit 34, Spring Valley Trading Estate, Braddan, Douglas. IM2 2QS Tel: 01624 664866 Fax: 01624 664888

MARCHINGTON Unit 34, Marchington Industrial Estate, Stubby Lane, Uttoxeter. STI4 8LP Tel: 01283 734198

PRESTON

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

RUTHIN

Celtic Works, Ruthin, Denbighshire. LL15 ILY Tel: 01824 702686 Fax: 01824 702406

SHREWSBURY

5B, March Way, Battlefield Enterprise Park, Shrewsbury, Shropshire. SYI 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 IEL Tel: 0121 500 1720 Fax: 0121 500 1721

CHRISTMAS AND NEW YEAR OPENING TIMES

Our Gunn JCB depots will be open on the following days over Christmas and New Year:

Christmas Eve (24th December): 07:30 - 15:00

25th and 26th December: CLOSED

27th December: 07:30 - 17:30

28th December: 07:30 - 12:00

29th December: CLOSED

30th December: 07:30 - 17:30

New Year's Eve (31st December): 07:30 - 12:00

Ist January 2020: CLOSED 2nd January 2020: 07:30 - 17:30

For emergencies, call us on 0800 004 2008 (subject to a call out charge).

We would like to thank all of our customers for their business this year and wish them a Merry Christmas and a Happy New Year!



For enquiries regarding any of our products featured in this publication, please email enquiries@gunn-jcb.co.uk





Find the very latest information on the JCB product range at: www.gunn-jcb.com