

SUMMER 2015

BACKCHAT



- NEW BATTERSEA DEPOT FOR EVEN BETTER SUPPORT
- THE HIREMAN CHOOSES JCB FOR ITS POWERPACKS
- LARGE ORDER EXTENDS FLEET TO OVER 1600 MACHINES
- BRETT CONCRETE OPTS FOR JCB LOADERS

JCB

GREENSHIELDS JCB

BACK CHAT



WELCOME

After months of election fever, we now have a new government and we can all settle back in to normality.

The country voted overwhelmingly for consistency in policy for another five years and we believe this is good for our industry.

The construction sector has progressively improved over the last five years and we expect the momentum to continue. Building activity in the South East is buoyant and we're delighted to have opened a new depot in London. This will help ensure we provide the very best levels of support to contractors and plant hire companies working on projects such as Nine Elms.

The UK is now one of the fastest growing economies in the Western world. Long may it continue to benefit us all.

George Greenshields
Managing Director

OUR EVOLVING AND GROWING TEAM

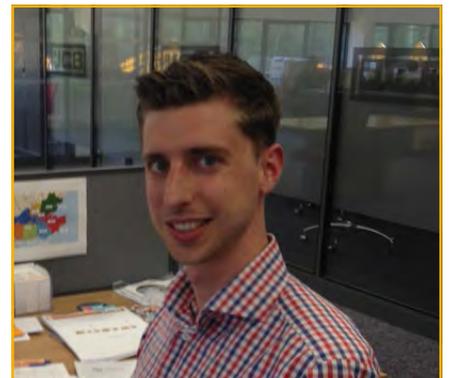
People are the most important assets of this business and we go to great lengths to find the right ones to join our team. This year we have recruited a number of new people including two new members of the sales team and a generator sales specialist.

Sadly we also said goodbye and good luck to 65 year old Ken Hayden who's now looking forward to a long, restful retirement after many years of impeccable service as a Workshop Engineer at GJCB. He will be missed by his many colleagues and friends here.



James Atley joins Greenshields JCB as Sales Manager, looking after the full range of machines. Gareth Lloyd-Jones has joined as a Territory Manager looking after West Sussex and South London. Existing salesman, Martin Moody, has switched territories and will now look after the prosperous Kent area.

Luke Wood has joined the team as our Generator Specialist. After University Luke joined a leading generator manufacturer on a graduate training programme, following which he gained the role of Account Manager. Having successfully developed business both within the UK and across Eastern Europe Luke is now using his experience to strengthen sales of JCB generators for Greenshields JCB.



We'd like to congratulate two of our apprentices who have both now graduated in their Construction Plant Maintenance advanced apprenticeships. James Bradbury from our Hemel Hempstead depot and Oliver Bushnell from our Farnham depot have both worked hard at Reaseheath College and within their depots over the last 3 years and we're delighted that they have both now been retained within the business as Service Engineers



CAREERS FAIR



Our search for our next set of 4 apprentices took us to a careers fair for 14 – 18 years olds at Sleaford College. Rob Guest, Ops Director and Lis Shelley, HR Manager attended the event to highlight the excellent career opportunity available for youngsters interested in a vocational career as a Service Engineer in the plant industry. A 3 year apprenticeship with Greenshields JCB offers formal qualifications in the shape of an NVQ in Plant Maintenance and combines on-the-job experience with blocks of academic learning at the renowned Reaseheath College.

For more information on our apprentice schemes and our other current vacancies please check our website at www.greenshieldsjcb.com/careers

NEW BATTERSEA DEPOT FOR EVEN BETTER SUPPORT

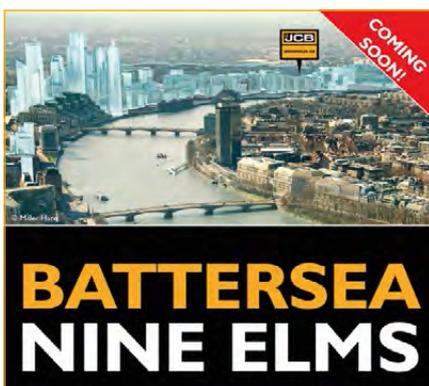
Our new London depot officially opened in April 2015. Located in Battersea it is ideally placed for contractors working on the huge Nine Elms project. The depot will offer excellent service and parts availability to JCB customers inside the M25.

With completion planned for 2022, the ambitious Nine Elms development area covers 195 hectares along Central London's South Bank. Offering 18,000 new homes plus a business district comprising of over 200 units, the project will create 22,000 jobs during the construction phase and 25,000 permanent jobs thereafter.

The new Greenshields JCB Battersea Nine Elms Depot stands on a 3,000 square feet site at the Linford Street Business Estate in Battersea – conveniently located in the heart of the multi-billion pound development zone, south of the River Thames.

Greenshields JCB Managing Director George Greenshields said:

"The new depot marks a significant investment and forms part of Greenshields JCB's on-going growth strategy. The depot will make machine parts more accessible to customers inside the M25 ring and provide a more efficient and faster service response. A whole range of parts and equipment will be stocked which can be delivered or collected. Our well-established Barking depot will continue to support customers outside the M25 ring."



THE HIREMAN CHOOSES JCB FOR ITS POWERPACKS

The new Battersea depot had a particularly successful first day in business with existing parts customer, The Hireman. Having only previously bought compressor parts, we were delighted when a call came in from the London-based company for a quote on six Beaver Powerpacks and guns. With 3 depots in Central London the well-known company hires out a range of small plant and tools for general construction and landscaping jobs across the capital.

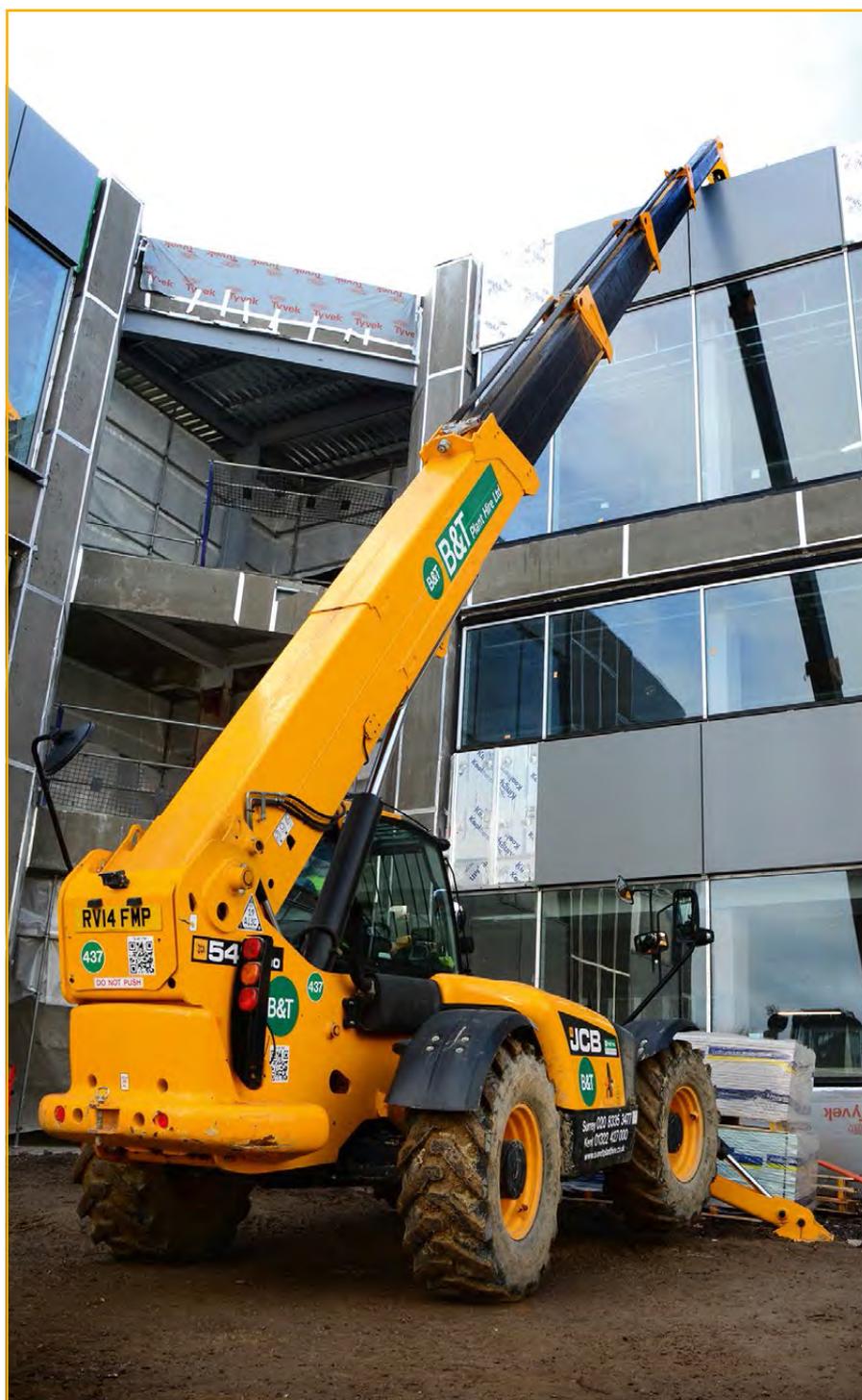
Gary McEvoy, Assistant General Manager, conducted the negotiations with our parts specialist, James McLoughlin, who is now based full-time at Battersea.

Gary, who attended the depot launch in April, was most impressed with the swift response from James.

“We’ve used the parts team at Greenshields for a while and always been very happy with the service. Now that they are based even more local to us I decided to give them an opportunity to quote for some of their renowned Beaver powerpacks, which are a popular hire item. James bent over backwards to ensure we received the right price, delivery and service. We’ve now taken delivery of the units at our Old Street branch and several units are already out on hire.”



LARGE ORDER EXTENDS FLEET TO OVER 1600 MACHINES



Morden based B&T Plant Hire has invested in a fleet of more than 100 new JCB Loadall telehandlers from Greenshields JCB to cope with increased demand from customers.

The business, which provides plant to a wide range of construction and civil engineering applications in the South East, has grown by 30% over the past 3 years and anticipates even further growth as its services go national.

The order includes the full spectrum of JCB Loadalls from 7m to 20m including five of the new 20-metre 540-200 models - which are popular with customers looking for a powerful high reach solution – notably in the hotel construction sector.

B&T Plant Hire Director, Tom O'Brien, chose the Loadalls for a number of reasons, but predominantly because customers prefer JCB.

“The JCB LiveLink Telematics is a very useful tool and we are excited about the benefits it can bring in terms of managing servicing and monitoring fuel consumption.”

The 540-200 gives us the opportunity to extend the maximum height capability we can offer and this has been recognised by companies building taller buildings. Drivers are very happy with a JCB and we are too.”

BRETT CONCRETE OPTS FOR JCB LOADERS

We were delighted to work with one of the UK's leading independent cement producers, Brett Concrete, on the specification of 2 x JCB 427 wheeled loading shovels for its batching plants in Tunbridge Wells and Canterbury. The machines are used to move fine and coarse aggregate from bays in to steel bins and trucks as part of the concrete production process.

Prior to choosing their new machines Brett Concrete carried out a competitive evaluation of models in the required size category and followed up this initial research by liaising closely with the team here at Greenshields. A trip to the JCB factory was organised to showcase the quality build process which played its part in sealing the deal. Aaron Bartram, Brett Concrete Operations Manager, attended the visit;

“We were incredibly impressed with the set up at JCB. The commitment of the workforce and the build quality was clearly evident and gave us complete confidence that JCB could deliver. The machines are performing very well, are extremely comfortable and the fuel economy is excellent. The LiveLink telematics system is a very useful feature and is enabling us to monitor the productivity, and fuel consumption as well as managing our service requirements. Not only am I incredibly impressed but so are our operators.”

The machines work in short bursts throughout the day each handling 40,000 – 50,000 tonnes per year.

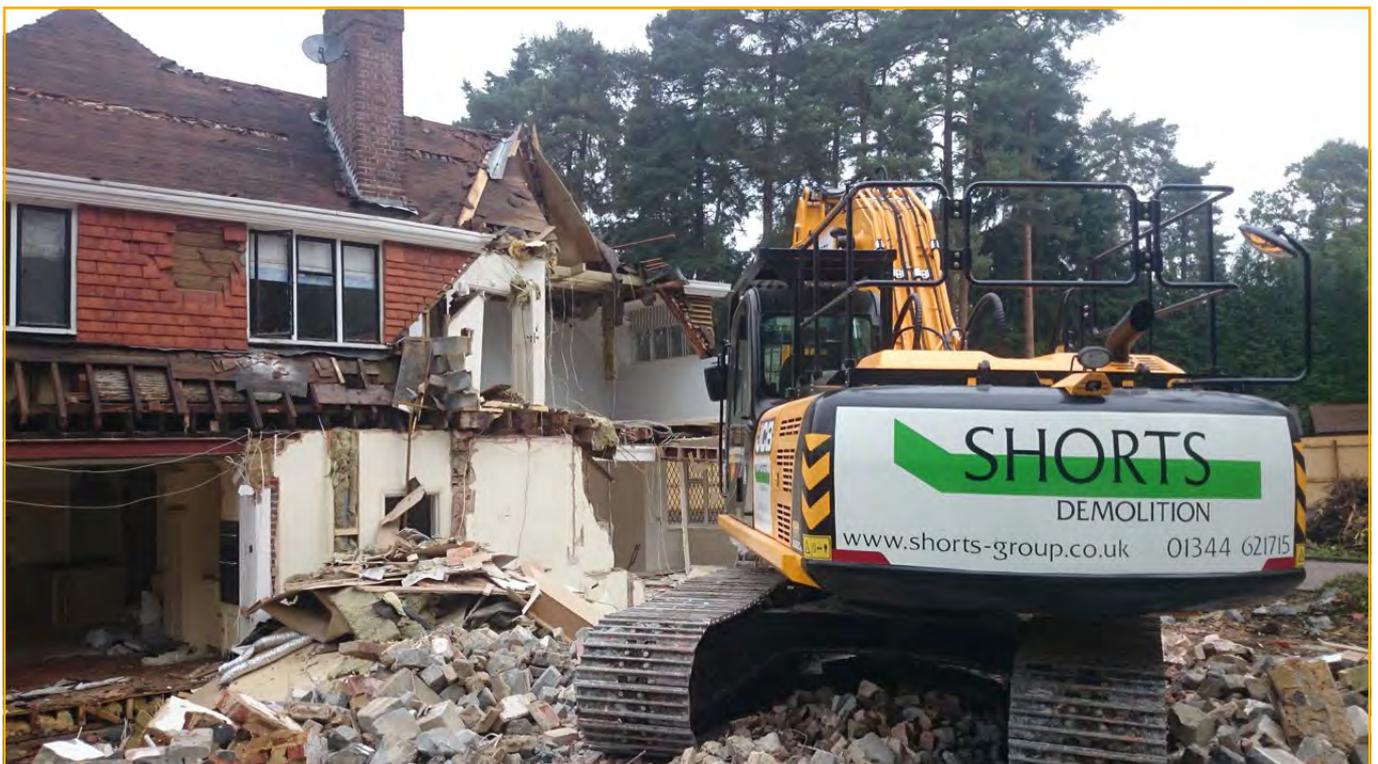


DEMOLITION MACHINE IS PERFECT FOR PRODUCTIVITY

Shorts Demolition of Bracknell specified a new JCB JS220XD from Greenshields JCB at the end of last year. The company provides demolition and waste removal services for projects of all sizes across the Home Counties, the South East and further afield.

Managed by Adrian Joy and supported by a highly experienced and qualified team, the Shorts Demolition division handles the demolition process from start to finish including asbestos removal, site clearance and reclamation services whether it's an individual house, garage or an office block and industrial building. The JCB was chosen thanks to its value for money and specific demolition specification.

"We're very pleased with the machine. We don't just use it to help us demolish buildings. We also use it to sort, recycle and reclaim as much of the old structure as possible so that least waste as possible is sent to landfill. Salvageable materials such as bricks, wood, tiles, hardcore, soil and concrete can all be re-used so our demolition processes are careful and considered when on site to ensure that between 80-100% is recycled. The JCB, with its precision control, assists us with this on site. Our operators enjoy using this machine and it gives us exactly the productivity we need."



A-PLANT CONFERENCE

Greenshields JCB was delighted to participate in the A Plant National Conference at the Hilton Birmingham Metropole Hotel in February. As platinum sponsors, in conjunction with JCB, we were able to deliver a presentation on the JCB attachments range along with an in-depth look at LiveLink; JCB's all-encompassing telematics package.

There was an excellent turnout on the day of 450 delegates including senior management, depot managers as well as the A Plant executive team.

Our stand in the main exhibition hall featured one of our new generation compact excavators; a JCB 65R-1, which attracted plenty of interest from delegates.



JCB LIVELINK NOW STANDARD FOR 5 YEARS

Peace of mind is now yours for even longer thanks to our extension of all LiveLink contracts to 5 years as standard. So, from 1st June 2015, all applicable JCB machines can be remotely monitored 24/7 from work, home, the gym... Anywhere you have a connection to the internet.



JCB

TOP TEN SMASH HITS

- NUMBER 1 - Mirrors
- 2 - Mirror Arms
- 3 - Lights
- 4 - Lenses
- 5 - Beacons
- 6 - Glass
- 7 - Fenders
- 8 - Handles
- 9 - Guards
- 10 - Lamps



20% OFF replacement parts will be music to your ears!

Please ask for details



STEP BY STEP GUIDE TO BASIC MACHINE MAINTENANCE

Many breakdowns occur simply because of a lack of general maintenance tasks. Keeping your machine in tip top condition is really pretty simple and can prolong machine life, keep its re-sale value high and ensure it is in road worthy condition at all times; performing at its optimum level in between services. Every month follow these basic checks:

1. Digging is thirsty work; keep your machine hydrated:



Hydraulic oil - the level on the sight gauge should be half way



Engine oil – maximum on the dipstick



Coolant – level should be between cold min and cold max



Washer bottle – full

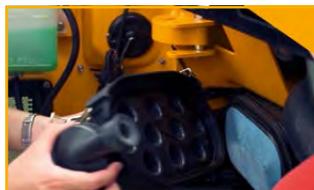


Transmission oil – the engine needs to run for a few minutes before the level can be checked. Once the engine has warmed up and turned off, the level should be maximum on the dipstick.

2. Check the filters:



Fuel filter - free from water and contamination



Air filter – in good condition



Radiator grill – free from debris and dirt to prevent overheating

3. Get intimate with your JCB; take a 360 degree visual walk-around:



Three points of contact – check the handrails on door and cab plus steps up into the cab are secure



Tyres – free from cracks and in good condition; also ensure all wheel nuts are securely fastened



Hoses – free from cracks and no leaks



Lights – test all lights (front, brake and beacons) are working, clean and free from cracks



Horn – in working order



Reversing aids – in good working order and sound when reversing



Wipers – in good working order



Mirrors - clean and free from cracks

4. Become a grease monkey:



Every pivot pin on your JCB has a greasing point; keep these lubricated using a greasing gun

USED MACHINES

GREENSHIELDS JCB

JCB



2011 - JSI30LC
(s/no. 1535831) 4748 hours
Needs undercarriage **£29,000**
+VAT



2010 - JSI30LC
(s/no. 1535361) 5873 hours
New undercarriage **£31,500**
+VAT



2009 - JSI45LC
(s/no. 1600103) 8280 hours
Needs undercarriage **£23,000**
+VAT



2014 - 3CX Contractor EC
(s/no. 2264532) 494 hours **£49,750**
+VAT



2013 - 3CX Sitemaster
(s/no. 2111355) 3496 hours **£36,500**
+VAT



2012 - 3CX Sitemaster
(s/no. 2018276) 2840 hours **£34,000**
+VAT



2010 - 540-170
(s/no. 1518598) 2693 hours **£44,000**
+VAT



2010 - 535-140
(s/no. 1520360) 3123 hours **£29,750**
+VAT



2010 - 8085
(s/no. 1071604) **£19,750**
+VAT



2010 - TLT25D 2WD
(s/no. 1539616) 1336 hours **£15,000**
+VAT



2012 - 8018
(s/no. 2073703) 695 hours **£10,750**
+VAT



2010 - 8016
(s/no. 1703782) 1453 hours **£7,250**
+VAT

For more information contact Graham Stockbridge on
0330 900 4247 or email gstockbridge@gjcb.co.uk

GREENSHIELDS JCB LTD Gravel Hill Road,
Alice Holt, Farnham, Surrey GU10 4LG
www.greenshieldsjcb.com Tel: 01420 525900



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'GreenshieldsJCBLtd'

our depots

GREENSHIELDS JCB LTD

Gravel Hill Road, Alice Holt,
Farnham, Surrey GU10 4LG
Tel 01420 525900 Fax 01420 525925

GREENSHIELDS JCB LTD

Units 19 & 20, Fresh Wharf Estate,
Highbridge Road, Barking,
Essex IG11 7BW
Tel 020 8532 7850 Fax 020 8591 9617

GREENSHIELDS JCB LTD

Unit 9 2 Linford Street,
Linford Street Business Estate,
Battersea SW8 4UN
Tel 0207 622 0159 Fax 0207 627 2835

GREENSHIELDS JCB LTD

Unit 2 Tamdown Way,
Braintree, Essex CM7 7QL
Tel 01376 550246 Fax 01376 556150

GREENSHIELDS JCB LTD

Unit 2, Sheddingdean Business Centre,
Marchants Way, Burgess Hill,
West Sussex RH15 8QY
Tel 01444 257252 Fax 01444 254863

GREENSHIELDS JCB LTD

78a Maxted Road,
Hemel Hempstead,
Herts HP2 7DX
Tel 01442 418700 Fax 01442 418733

GREENSHIELDS JCB LTD

Unit 9 Lulworth Business Centre,
Nutswood Way,
Calmore Industrial Estate,
Totton, Southampton,
Hampshire SO40 3WW
Tel 023 8042 7910 Fax 023 8042 7919

GREENSHIELDS JCB LTD

Unit 7 Invicta Business Park,
London Road, Wrotham,
Sevenoaks, Kent TN15 7RJ
Tel 01732 783660 Fax 01732 886051

WE'VE GOT EVERY MINI WEIGHT COVERED

As the only manufacturer with 6, 8 and 10 tonne mini excavators JCB can supply the right size machine whatever the job. And with a range of options such as tailswing configuration and a variety of cab features it's easy to pick the perfect match for the job in hand. Features include:

- Zero and conventional tailswing options
- Class leading tractive effort and tracking speeds
- Best SAE service rating on the market
- TOPS compliant, spacious cab with large door, storage, 9-vent air conditioning
- Best-in-class stability with large track frame width and low centre of gravity
- Eco and Heavy dig modes for tailored performance
- Wide range of attachments available

For more information on our feature-packed compact mini excavators, please ask your Greenshields JCB sales representative for our latest brochures.



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www.linkedin.com/GreenshieldsJCBLtd

Head Office:

GREENSHIELDS JCB LTD, Gravel Hill Road, Alice Holt, Farnham, Surrey GU10 4LG
Tel 01420 525900 Fax 01420 525925

Find the very latest information on the JCB product range at: www.greenshieldsjcb.com

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