

THE HAGUE GROUP



The Hague Group is a multi-disciplined construction company in the South-East with expertise in all aspects of civil engineering, groundwork, in-situ concrete works, reinforced concrete structures and design and build of steel framed commercial buildings.

The team at internal division Hague Plant (South East) manages the company's machinery requirements and has recently concluded a deal with Greenshields JCB for a number of excavators ranging from 5 to 22 tonnes. The machines - 2 x JS220, 2 x JS130 and 2 x 8055 - will be working on a large range of projects awarded to the company as a result of the uplift in UK construction. Fiona Smith is the Plant Manager for Hague Plant;

"We've always used competitive machines but we'd had several issues with our last machines so we undertook research on other brands. Feedback from the market place about JCB machines was positive and

Fitter Foreman had also worked as a mobile engineer for a JCB dealer, so was perfectly placed to initiate conversations with Greenshields JCB.

During our negotiations we were invited to visit the JCB factory where JS excavators are manufactured and that really highlighted the importance that is placed on customer feedback and machine development. We were offered a demonstration machine which we took out to two of our sites and our operators got used to the machine they really liked it - operator views are key to us so that was particularly important.

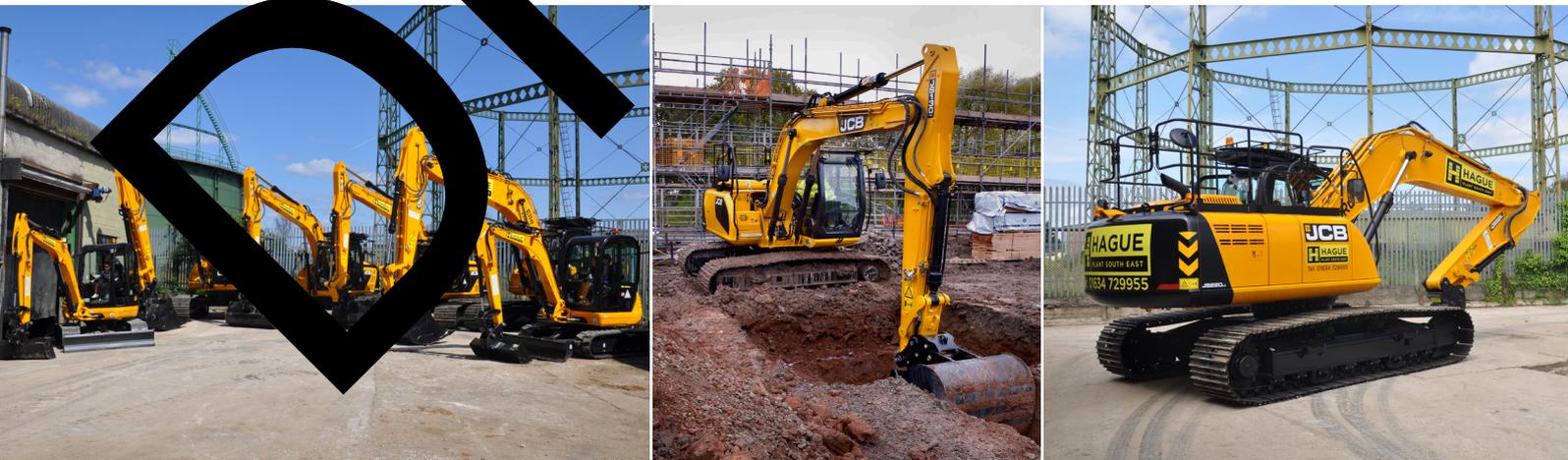
We were also really impressed with the innovation of the JCB engine. The absence of a potentially expensive and cumbersome Diesel (diesel particulate filter) particularly appealed to us and you know that JCB is way ahead of the competition so that gives us peace of mind for future

machines.

After care is also a key consideration here. We are realistic in that we expect the odd niggle now and then, but with Greenshields JCB they absolutely understand that time is money and their response time is very good. We already feel we're getting a personal service from the dealer and that gives us great confidence."

The team at Hague Plant is also getting used to LiveLink, fitted as standard on all the JCB machines they have purchased. They see as a major step forward in machine maintenance and security.

Having taken delivery of the new machines the company has subsequently run a staff competition to name the machines after the employee's children. Greenshields JCB attended the announcement and were on hand to give out goodie bags to all the kids.



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