Blue Install a Fifth Hopper into Belfast Harbour

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Blue’s CFO, Susan Shardlow wins Finance Director of the Year Award

Blue Deliver the UK’s First Fuchs MHL 375F Material Handler

Plus more from Blue inside...
On Thursday 21st November 2019, Blue attended the ‘Finance Director of the Year’ awards, at the Crowne Plaza Hotel in Liverpool. We are delighted to announce that our CFO (Chief Financial Officer), Susan Shardlow, won the ‘Finance Director of the Year 2019, Cheshire Region’ award.

Before joining as our CFO, Susan worked in a number of roles, for businesses operating in similar industries to Blue. Susan spent several years working in the finance team for Finning International, a dealer for Caterpillar equipment. During this period, she was involved in a number of acquisitions, disposals, system implementations and reorganisations. Following the role at Finning, Susan went to work for Hewden Stuart Limited, a major plant hirer. This role allowed Susan to develop her knowledge around the rental model and to understand what makes a rental business tick. She was able to investigate how to make the company profitable, by gaining an insight into which products are more profitable than others, in terms of rentals and how you promote these. At Hewden Stuart, Susan was again involved in several acquisitions, disposals and also worked on a major ERP (Enterprise Resource Planning) implementation. Susan’s most recent role before Blue, was working for a company called CoGen, who build waste to energy power stations. CoGen worked on the Welland Development, into which Blue also installed a shredder, which turned out to be a nice introduction to the company for Susan.

Susan has a now been at Blue for two years this month, and this award win shows just how successful she has been since taking up the role.
She has been influential in preparing the various Blue businesses, so that they can come together to work as one group. This included a significant amount of work to align advisers, processes and controls, including aligning all the year ends for each individual business, bringing in one auditor, one bank and one insurance company. Susan has also been heavily involved in creating a new corporate office in Booths Park, Knutsford. Since moving in, Blue Group have been able to recruit a number of employees to build a centralised team to support the future of the Group.

The prestigious Finance Director of the Year awards recognise and celebrate the outstanding work done by the region’s tireless financial directors, rewarding the often-underestimated jobs they do. Along with winning the award for the Cheshire region, Susan was also anonymously nominated as a finalist for ‘FD of a Business with £75+ million turnover’.

Susan is now keen to keep driving the business forward and face any challenges on the path ahead. She goes on to explain how she believes that completing this journey of becoming a group will reap its rewards in the long run; “I see huge opportunities for this business once we’re joined up and we do things in a joined up way. We will have so much more capability to go to market, with the ability to target different customers and different sectors”. Susan then spoke about some of the cultural challenges Blue could face, as the Group starts to form; “The businesses have been run as separate entities for such a long time, so it will be a cultural challenge for us to move forward. However, this also offers many opportunities such as learning and developing for our employees. We have a chance to focus on the development of the people within our businesses, by looking at where people want to go in their careers and provide them with the opportunities, in order to meet their goals”.

Receipt of this award was a lovely surprise and it is so nice to be recognised at such a prestigious event. The support from my team has been a major contributory factor – they have worked tirelessly to create a cohesive and professional finance function, able to support the Blue Group through its exciting future.

Susan Shardlow, Chief Financial Officer, Blue Group
Blue set to launch new website

Blue’s marketing department have been busy these last few months working on and creating a new website for the Blue Group of companies. The new website due to be launched shortly will be more in line with Blue’s segmented approach in how it sells its products and services to customers.

Working with key suppliers across all product ranges this really has been a substantial undertaking for the groups marketing department. Collating up to date brochures, images and videos for all the products Blue offer across the 5 segments – Recycling, Quarry & Demolition, Scrap, Ports and Energy.

The new look website allows customers to not only view and look at product information by manufacturer, but they are also provided with an overview of an entire segment and can see in detail the products Blue offer into that segment.

Whether a customer is looking for a specific manufacturer’s shredder or is simply looking at what products we offer to the Recycling industry, the new look website allows them to access this information easily and quickly.

With full product offerings listed and the relevant specifications with videos, images and case studies, the website provides all Blue customers with a detailed easy to use portal to obtain the information they are looking for.

As part of the new website build, the groups marketing department have also been working on producing a new corporate video that will company the launch of the new website. The idea of the corporate video again is to put focus to the segments we sell to as appose to the individual products we sell.

The new look corporate video was filmed across several Blue Group locations and customer locations that highlight and showcase the segments in which Blue operate. The focus for the corporate video was decided it had to cover three main points. The first was to highlight the segments we sell into, secondly it was to show the level of support and investment Blue reinvests back into the business, to support our customers after that initial purchase of equipment. Finally, it was to showcase Blue as being a one stop shop for all of our customers from their initial enquiry through to the purchase of the machine, followed by the ongoing repair and maintenance of that machine and subsequent purchases.

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Blue Scotland Area Sales Manager, Darren Smyth, adds: “The MHL 375 is the ideal machine for all your heavy duty loading and handling needs. It’s powerful Deutz engine combined with its heavy-duty build, award winning cab design and ability to perform in even the most restricted spaces make it the perfect choice.”

Darren Smyth, Area Sales Manager, Blue Scotland
Blue deliver the UK’s first Fuchs MHL 375F Material Handler

Blue Scotland recently delivered the UK’s first ever Fuchs MHL 375F Material Handler, into J Denham Metals, in County Durham. The longstanding customer of Blue, decided to add the MHL 375F to their ever-growing fleet, which already includes a Fuchs MHL 350F and MHL 360F.

The brand new MHL 375F was two years in design, recreated from scratch, with a focus on scrap and port applications. Launched early last year at Bauma, Fuchs have seen a lot of interest throughout the world as it sits nicely between the MHL 370 and 390, as it bridges the gap in the 60-70 tonne category.

One of the main benefits of the Fuchs MHL 375F is the service platform, which allows you to carry out all your servicing on the machine from the one area. This is very beneficial when comparing it to other material handlers, which require an operator to use a harness and or a safety boxing ring fitted to the machine to prevent falls. The Service platform is specific to Fuchs and allows the operator to carry all servicing and daily routine checks in a safe protected area without the need of external facilities.

Operators using the new MHL 375F will also reap benefits from its excellent build quality. Fuchs use steel hydraulic pipes up the back of the boom. Other material handlers will use rubber hydraulic pipes, meaning they are susceptible to perishing whilst operating the machine, and the rubber is also exposed to the outside elements during the winter months. The undercarriage on the MHL 375F is formed from one continuous steel piece, rather than multiple pieces, meaning that there are no weak spots. The machine also has double bearing slew rings, which makes it more structurally sound.

The material handler comes with a range of safety features to help the customer and operators. The joystick steering removes the need for a steering wheel in the middle of the cab which offers the operator improved visibility, whilst also providing more legroom and comfort. It comes with a 7” multi-function touch display which is easy to operate and offers a full monitoring of the machine date. The new MHL 375F also comes with an updated camera to offer better 360 visibility around the machine, allowing the operator to work with more confidence, as they have a better feel for their surroundings.

Having sold the UK’s first Fuchs MHL 375F into J Denham Metals, Blue are confident that the machine will be a popular edition to its material handler offering, with several benefits available to a variety of customers operating within different industries and applications.

Main Features:

- Available in three reach sizes of 18M, 20M or 22M
- Weight ranges from 62-71.8 tonnes
- 245KW diesel or a 200KW electric engine
- Operators Cab available in two options, Option 1 – adjustable to 6 meters viewing height, Option 2 – vertical and horizontal cap which is adjustable to 6.3 meters viewing height
- Modular machine, choice of standard/XL undercarriage (both on wheels) or a crawler undercarriage which is on tracks
- Choice of turrets to further raise the machine by; 0.8M, 1.4M or 3.7M
- Available in a straight boom or cranked boom
- Machine will work with a range of attachments, including; cactus grab, clamshell grab, load hook, magnet, timber grab or shear attachment
Established over 30 years ago by Fred Barron, Groundwork Services (Durham) Limited take great pride in being a family run business that has substantially grown and maintained its family values and robust reputation as a credible civil engineering contractor. The company now offer a comprehensive range of services, including; roads and sewers, pathways, car parks, plot works, concrete site preparation, drainage and foundations.

North East Earthworks is a new business set up within the Groundwork Services group of companies, to provide innovative solutions to all earthwork requirements. This led to them recently taking on the SSTC3 (Sunderland Strategic Transport Corridor Phase 3) project, working in partnership with ESH Construction as the principal contractor. The SSTC project is a five-phase project providing a dual carriageway, which links the A19 right through the City Centre, to the Port of Sunderland. North East Earthworks are working on phase 3, which is a critical 2.4km stretch of road that links the Northern Spire to the City Centre and is due for completion in 2021.

Previously, Groundworks Services were hiring Crushers and Screens, however as the business has grown, new and bigger contracts have come through. This meant that rather than continuing to hire, they saw the opportunity to purchase new machines, as a more suitable alternative. Blue provided that alternative, in the form of a Powerscreen PT 400X Crusher and a Powerscreen Warrior 1400X Screener. The realisation was that there was a lot of made ground which couldn’t be used as engineering fill in its current condition, so the material needed to be screened to remove the bigger particles. Groundworks were previously using a screener from a different supplier; however it wasn’t really up to the challenge it was faced with, which resulted in production and throughput being poor. With Blue since supplying them with a Powerscreen Warrior 1400X, their process has become a lot more efficient with throughput being around 500 tph.

Groundwork Services decided to upgrade their previous smaller crusher to a Powerscreen PT 400X. This is because the project would require up to 80,000 tonnes of hard material (including concrete and tarmac) to be loaded, therefore, a more heavy-duty machine was needed. The PT 400X is part of Powerscreen’s Jaw Crusher range and are amongst the most advanced and reliable in the market and are highly productive in a variety of applications. With its large hopper and throughput at 400 tph, the machine was ideal for the project.

The on-site operators are already seeing the benefits of the two new Powerscreen machines, as productivity has increased significantly. Director of North East Earthworks, Ben Johnson, added: “The guys are loving the machines and are finding them very easy to use, in comparison to machines we have been previously utilising”.

We first met Blue at the Plant Worx event and have built a good relationship with them ever since. The service, support and backup that they offer is the best on the market and we know that with the support of Kyle, if we ever have a problem with one of the machines, an engineer will be on site straight away to fix the problem. We have seen a huge difference in throughput and performance since the new Powerscreen machines have been on site, and we have been impressed by the reliability of both machines”.

Ben Johnson, Director of North East Earthworks

Kyle Mills, Salesmen for Blue Scotland, commented: “It’s been an absolute pleasure dealing with Groundwork Services. I first met with Fred & John Barron to discuss the project requirements and what it was they wanted to achieve. Once we completed our site assessment, we agreed the PT400X and 1400X Warrior were the correct machines for the job. We had many competitors trying to get onto the site but due to the service Blue Machinery provided they decided to stay with us. I’d like to take this opportunity to once again thank Groundwork Services for their businesses, it’s much appreciated. Here’s to continuing a happy and healthy working relationship”.

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Groundwork Services will now be working hard on this project over the next two years, to make sure completion is achieved by 2021. Both the Powerscreen PT 400X Crusher and Warrior 1400X screener will play a big role in making sure the process runs smoothly.
World leading machinery on a budget

Languages spoken:

ENGLISH    DEUTSCH    ESPAÑOL    POLSKI

for more information contact:
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2011 Doppstadt AK 435 K
2015 Doppstadt AK 510 K
2007 Doppstadt AK 530
2014 Doppstadt AK 635
2015 Doppstadt AK 635 K

Used Slow Speed Shredders

2016 Doppstadt DW-3060 K
2015 Doppstadt DW-3060 Bio Fully Refurbished
2016 Doppstadt DW-3060
2013 Doppstadt DW-3060 K
2015 Doppstadt DW-3060 Bio Fully Refurbished
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The origins of Belfast Port can be traced back to 1613, during the reign of James I. However, Belfast Harbour was established in 1847 and operates as Northern Ireland’s principal maritime gateway and logistics hub, serving the Northern Ireland economy and increasingly, that of the Republic of Ireland. Around 70% of Northern Ireland’s and 20% of the entire Ireland’s seaborne trade is handled at the Harbour each year. With over 24 Million Tonnes of cargo handled last year, the Port employ 201 people directly, however thousands more are employed indirectly through Stevedores and other companies.

The Harbour wanted to increase their capacity to handle bulk products coming off ships and into either lorries or storage. They also wanted to decrease the waiting time for ships loading on the quay. The old equipment they were using was becoming inefficient and needed an upgrade, so this is where BlueMAC stepped in.

Over the last few years BlueMAC designed and installed four Dockside Unloading Hoppers into the Harbour, and they have recently added an additional fifth Hopper. BlueMAC Hoppers can be designed to suit the bespoke requirements of any port operator, whether the desired option is static, wheeled or on rails, BlueMAC provides the complete solution with their state-of-the-art Hoppers.

The Dockside Unloading Hoppers help to transfer material from the ship to lorry or a storage area. A dock crane with up to 20T buckets, scoop from the ship’s hull and deposits it into the hopper. Lorries can drive underneath to receive the cargo or material can be stored in the hopper temporarily. Alternatively, conveyors can be used underneath to transfer the material elsewhere.

The Hoppers have a number of key features which make them stand out above its competitors. The strength of the structure and bin can withstand the harsh working environment of the harbor and provides very high levels of safety for users. The hoppers crab function offers greater flexibility, as it allows it to move off its rails, so that cranes can pass it and move down the quay. Its dust suppression system is simple but effective, with a rubber flap valve system know as a flex flap design.

With the customer now taking on their fifth Hopper from BlueMAC, they are very happy with the product.

We are receiving very positive feedback from the Stevedores about the Hoppers. Each of our five BlueMAC Hoppers have delivered productivity improvements, in some instances reducing the time to load lorries by 50%.

Trevor Anderson, Operations Director at Belfast Harbour

Trevor also mentioned that it was a no brainer to continue doing business with BlueMAC due to their equipment quality and excellent level of service/support.

Chris McCabe, Engineering Manager at BlueMAC, comments: “I want to thank Belfast Harbour again for their valued business. It’s particularly pleasing to hear the feedback that these new port hoppers have helped improve their stevedoring operations. BlueMAC look forward to continuing our great relationship with Belfast Harbour into the future”.

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Barr Environmental have been established for over 150 years and are one of Scotland's leading waste management companies, operating a variety of high-quality waste treatment, recycling and residual disposal facilities throughout the West of Scotland.

A trading subsidiary of the McLaughlin and Harvey Group, Barr moved into environmental services having previously owned a quarry and construction business, with the resulting waste needing somewhere to go. The company now specialise in waste management, hazardous waste, recycling, composting and the production of RDF fuels. They predominately deal with local authority council waste, holding deals with various Councils throughout Scotland.

Barr run an organic waste treatment process for windrow, which is used to produce BarrGrow, an accredited compost. They recently won a large contract to produce BarrGrow for the local Ayrshire Councils, which meant they were seeking new machines to allow them to continue to deliver a high level of service. These machines were needed for screening and processing incoming green waste, to help produce the BarrGrow compost.

Blue Scotland provided Barr with a Doppstadt SM 620K Plus Trommel, a Doppstadt DW 3060K Shredder and two Fuchs MHL 320F material handlers. The incoming green waste would first be shredded by the DW 3060K over a ten-week period, before being sized by the SM 620K Plus Trommel. The two Fuchs MHL 320F material handlers are fitted with sorting grabs, to load material into the Doppstadt machines.

The SM 620K Plus Trommel is an upgraded machine with a bigger hopper, making the loading process more efficient. Gordon Whiteford, Operations Director at Barr Environmental commented: “The Doppstadt Trommel is a lot easier to use and maintain compared to machines we have previously been using. We have also been very impressed with the modern safety features which includes a full fire suppression system. Overall the Trommel is a great improvement for us, as our last machine had been on site for 12-15 years. We have seen a real difference in throughput, product flies right through the SM 620K Plus, with the right size of grain going to the right area”.

With the DW 3060K shredder, Barr found that there was a substantial difference in fuel consumption compared to their previous machine, which would save them money going forward. They are also seeing less downtime, as it is a lot harder wearing than machines they had been operating in the past. Blue Scotland brought the machine in on Demo for Barr and they knew straight away that it was exactly what they wanted from a shredder.
The improvements that have been made to the Fuchs MHL 320F, has removed the need for a steering wheel in the cab which has given operators much more visibility. Gordon Whiteford adds; “the controls are a lot comfier and easier to use for our operators, they are also benefitting from improved operational efficiencies and a more economic fuel consumption, which is making their day to day job a lot easier”.

It was a great team effort from everyone at Blue Scotland to get the business done with Barr, as Dermot Donaghy sold the Doppstadt Trommel and Shredder, whilst it was Darren Smyth that supplied the two Fuchs Material handlers. Dermot commented: “I want to thank Barr Environmental again for their valued business. It’s particularly pleasing to hear the feedback that these new purchases have helped improve their operation. Blue Scotland look forward to continuing our great relationship with Barr into the future”.

To find out more about Fuchs, contact your Blue Machinery Sales Manager.

Alternatively call: 0345 217 8755 or email: sales@bluegroup.co.uk

Gordon Whiteford, Operations Director Barr, Environmental
Blue have established a good relationship with Tudor Griffiths Group over the years, having taken on various machines from us in the past. It has been a pleasure working with Russell on this deal and I thank him for his valued business.

Martin Loughran,
Area Sales Manager,
Blue Central
The Tudor Griffiths Group is one of the UK’s leading independent businesses in the supply of construction materials, building supplies, ready-mixed concrete, skip hire, waste management and recycling. After more than 140 years it is still owned and managed by the Griffiths family, with the chairman being Mr W M (Billy) Griffiths and Tudor Griffiths being the Managing Director.

TG Environmental Services (TG Enviro) is the new-look division in the Tudor Griffiths Group, which was formerly known as TG Waste Services. The division offers a fully integrated waste management service to all commercial, construction, agricultural and retail businesses.

TG Enviro were looking for a new heavy-duty screener to help improve part of their operation, and this would be required to screen; soil, mixed inert soil, brick, stone and concrete. The machine they had previously been running was becoming inefficient and unreliable, so the decision was made to find a new screener with a bigger throughput and less downtime.

Having looked at a few different machines, TG Enviro decided to go with the Powerscreen Warrior 2100. The Warrior 2100 is engineered to include Triple Shaft technology which is designed to ensure that the 16’ x 5’ screen box is highly efficient while maintaining exceptional throughput productivity. The extreme screening acceleration offers the Warrior 2100 improved capabilities over its rivals. A lower engine running speed of 1800rpm and advanced hydraulics result in reduced fuel consumption. The Warrior 2100 is highly efficient in scalping, screening and recycling applications, whilst also being able to process mixed demolition waste, including; grass, soil, concrete, wood and asphalt.

The Warrior 2100 is reliable, fast and screens very good material. Our operators like how easy it is to work with, when changing screens and cleaning afterwards. All in all, it’s a very well-built machine.

Russell Williams,
Waste & Recycling Manager, Tudor Griffiths

The Warrior 2100 is being utilised by TG Group, as part of the following process; material is loaded into the hopper, which then moves onto a shaker plate. The top deck then screens 75ml material, whilst the bottom deck screens 15ml material. The 75ml material then moves onto another conveyor which is fitted with a blower, before moving up into a three-man picking station that removes all the bits of waste which aren’t brick rubble. This material will then fall onto an oversized conveyor and then into a stockpile which will be crushed from 75ml down to dust, at a later date. 612 material loaded into the Warrior 2100 will fall into a midsized conveyor with a blower attached, then the material will pass through a small picking station with one member of staff removing any waste material before being placed onto another stockpile.

The Tudor Griffiths Group have been a longstanding customer for Blue, Russell Williams explains why they continue to work with Blue: “We have worked with Blue for a long time now and we are really happy with everything they do for us, including both service and performance. I speak with Polly over at Blue Spares a lot and she is very helpful, whenever there is anything that we need, Polly is on hand to support. Blue are always in our first thoughts when a new machine is needed, we have taken a shredder, a waste material handler and various other machines in the past”. 

www.blue-group.com
Blue Spares take on Movember Challenge

Back in November some of the guys at Blue Spares decided to take on the ‘Movember’ challenge and were able to raise an impressive £640 for the cause.

Spares managed to get a great turnout of volunteers for the challenge, which included: Alan Atherton, Chris Thomas, Andy Shaw, Thomas Hulme, Adam Langley, Jonathan Dennan, Matt Chesworth and Dean Barlow. The charity and what they stand for means a lot to several guys within the team, so everyone was willing to commit to the cause.

Movember are the leading charity in changing the face of men’s health. Supporting prostate cancer, testicular cancer and mental health & suicide prevention, the charity aims to reduce the number of men dying prematurely by 25%, by the year 2030.

Movember was first set up in 2003 and has since funded more than 1,250 men’s health projects around the world. They are challenging the status quo, shaking up men’s health research and transforming the way health services reach and support men.

Blue Spares funding page is still open for donations

Should you wish to contribute you can do so here: https://uk.movember.com/team/2366662.