

# blue<sup>TM</sup> mail



## SUEZ COUNT ON THE RELIABILITY OF DOPPSTADT

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WINTER | 2023



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# Merry Christmas & A HAPPY NEW YEAR



On behalf of all the directors at Blue Machinery we would like to wish our customers, suppliers, staff and friends a Merry Christmas and Happy New Year. Thank you for your continued support over the course of 2023, during increasingly difficult market conditions. We hope you enjoy the festive period with your family and friends, and we look forward to continuing to work with you in 2024 and beyond.



## Tying the knot!

Kieran Gibson (FP&A Analyst at Blue Spares) and his wife Jasmine got married in High Legh, Cheshire on Saturday 25th November. Congratulations from everyone at Blue!

## Pat McGeary inducted into Powerscreen Hall of Fame

In September 'The Chairman' Pat McGeary was inducted into the Powerscreen Hall of Fame at the Powerscreen World Dealer Conference in Italy.

[Read more on page 20!](#)



## Kris Gregory wins Finance Director of the Year



Kris Gregory, Finance Director at Blue Central won 'Finance Director of the Year – Cheshire Region' at the 2023 FD Awards in November.

Kris has been with us for five years now as he began his Blue career at Blue Spares as a Financial Controller before moving over to Blue Central in the same role. In April of this year Kris got promoted to Finance Director and this award is proof of all the hard work and dedication that he puts into his role on a daily basis.

**Congratulations Kris!**

## Blue gets festive for Christmas Jumper Day

Our teams across the UK got involved in the Save the Children Christmas Jumper Day. A big thank you to all those that took part and raised lots of money for a great cause.



## New Starters

### Central

**Dean Blackburn**  
Field Service Engineer

**Jean-Paul Alcayde**  
Field Service Engineer

**Luke James**  
Field Service Engineer

**Matt Elliott**  
Area Sales Manager

**Ken Buckley**  
Attachments Regional Sales Manager

### Southern

**Ryan Matthews**  
Field Service Engineer (Hidromek)



# Blue Southern appointed as **HIDROMEK®** Dealer

Blue Machinery (Southern) Ltd is delighted to announce their appointment as the HIDROMEK dealer for the latter's entire range of Crawler Excavators, Wheel Loaders, Motor Graders and Backhoe Loaders.

Based out of Portishead, Blue Southern will be responsible for the sales, service and aftermarket care for the full range of HIDROMEK products in their territory across the southern part of the UK.

HIDROMEK machines work in more than one hundred countries on six continents and the heavy-duty equipment is used across the construction, demolition, infrastructure, quarrying, mining, landscaping, recycling, scrap, ports and rail industries. Their cutting edge & innovative technology has already won multiple awards globally for both design & performance capabilities.

The HIDROMEK range of Crawler Excavators start at the 14 tonne HMK140LC and go right the way up to the 52 tonne HMK500LC HD.







Wheel Excavators on offer range from the 16 tonne HMK 140W to the 22.5 Tonne HMK 210W.

HIDROMEK's Backhoe Loaders combine the highest level of efficiency with performance to offer powerful digging capabilities, great hoisting power and convenience for diverse work environments ranging from the 4T HMK62SS to the 10 T HMK 102S Supra.

Wheel Loaders in the HIDROMEK range offer exceptional power and speed making them effective even in the toughest of conditions. The series comprises of the 21T HMK65WL and the 27T HMK 640WL.

Terry Hughes, Managing Director at Blue Machinery (Southern) commented, "the addition of the HIDROMEK product lines to Blue Southern's portfolio adds to our "one stop shop" offering for customers operating across a whole host of industries and applications and complements our existing market leading brands such as Powerscreen, Fuchs and Doppstadt, as well as our leading attachment brands like Rammer, Xcentric, Allu, Fortress, OilQuick and OSA, amongst others.

We look forward to growing the HIDROMEK name and presence in the UK and providing our customers with access to yet another high-quality product to maximise their operational efficiencies and productivity.

When added to our network of engineers working across the region, we now offer full processing solutions and total support packages to deliver industry leading levels of back up and service".

Mustafa Kemal Türkçil, HIDROMEK Export Area Manager was also delighted and added, "we are proud to welcome and announce the addition of our newest dealer in the UK, Blue Machinery (Southern) Ltd.

Blue Southern share our values on exceptional aftersales support and have established a reputation for delivery of outstanding service and support through their dedicated relationship building with customers. They already represent various global branded products from Tier One manufacturers and have established a strong loyal customer base across their UK territory. We firmly believe that this collaboration will prove very fruitful and reach high goals for the UK market, and we look forward to fully supporting Blue Southern with our complete product range."



[Click here](#) to find more details on HIDROMEK's full range of equipment

Further information and sales or service assistance can also be reached by contacting Blue Southern's team on **01275 285 285**.





## **Doppstadt equipment available on hire from Blue Central and Blue Southern**

Blue Machinery have been the exclusive UK Doppstadt distributor for almost 20 years following their appointment in 2004.



As well as offering the full range of equipment for sale, Blue Central and Blue Southern can also provide hire solutions on the Doppstadt Inventhor slow-speed shredders, the AK high-speed shredders and the SM trommels.

Hiring this equipment means that you can fix your costs, offers guaranteed uptime, whilst allowing you to keep your fleet fresh with updated machines.

SUEZ recycling and recovery UK have been a long-standing Blue Machinery (Central) customer, with a Doppstadt Inventhor 6 slow-speed shredder and SM 620.2 trommel currently out on hire at their In-Vessel Composting facility in Arkwright, Chesterfield.

## "Both the Inventhor 6 and SM 620.2 have both proven to be very reliable machines."

– Jack Ruffell, Senior Site Manager, Suez

The Doppstadt Inventhor 6 is used to shred their fresh inputs and oversize to form each batch to the required size and consistency to optimise the composting process. The batches are formed in a sanitisation tunnel where air is forced through the material to keep it aerobic and to achieve the desired temperature to eliminate E-coli and Salmonella. SUEZ operate at the UK standard and therefore are required to reach a minimum of 60oc for 48 hours in the stage 1 tunnels, before repeating this process in a second stage tunnel.

Once completed they move the materials across to the stabilisation bays. When stability is reached, the Doppstadt SM620.2 trommel complete with a windsifter is used to screen down the desired size and remove light plastics that were not managed to be removed at the beginning of the process prior to shredding.



The end product is then sent out for agricultural use to local farmland and any material that has not composted down to the desired 25mm< size is reprocessed to the required structure. This keeps costs down as it saves the material from being sent to landfill or out on a deployment.

The two Doppstadt machines were brought in following a successful trial period where they went up against various machines from other brands. Both machines offer best in class fuel consumption and low levels of noise pollution, with the Inventhor 6 being a particularly quiet shredder.

Jason Ruffell, Senior Site Manager at SUEZ, commented on the reasons behind opting to go down the hire route, and offered his thoughts on the two Doppstadt Machines: "We choose to take these machines on lease so we can synchronise them with the length of contract we have running at the time. Both the Inventhor 6 and SM 620.2 have proven to be very reliable machines.

The operators have been particularly impressed with the Inventhor 6's compact size and safety features. At first, we were unfamiliar with the folding hopper, but the operators have commented that it works far better than previous shredders that didn't have the folding hopper. It's also very rare that we see any blockages due to the shredders' self-cleaning system".



Blue Central and Blue Southern have Doppstadt machines available for hire across England and Wales. Whether you are interested in the Inventhor slow-speed range, the AK high-speed series or SM trommel screens, get in touch to arrange your hire today:

**Blue Central** 01606 261 262

**Blue Southern** 01275 285 285



# Celebrating 25 Years of Blue Scotland

Blue Machinery (Scotland) celebrated its 25th anniversary in 2023, and is looking forward to another quarter of a century of success.

The business has come a long way since it was established in 1998 by Northern Irishman Austin Carey, initially trading under the name of Powerscreen Sales (Scotland) Ltd, and today it is well placed for continued growth both organically and through acquisition from its headquarters in Stirling.

The journey from those early days until now has been one of steady progress. When Austin joined forces with Pat McGeary, Brian Maxwell and Eugene Donnelly in 2002, Spares UK was established in Warrington. Acquiring the Doppstadt dealership two years later resulted in the birth of the Blue Machinery Group.

Blue Machinery moved into solid waste recycling business in 2008, with the group installing hundreds of waste plants up and down the UK over the past 15 years. It later acquired the Fuchs distribution rights and ran this as a national business from Portishead, Bristol until 2020 when the brand was merged into three regional businesses.

The Group further diversified in 2018 and made the move into attachments with the acquisition of Murray Plant. The attachments business is now operated from the 3 regional depots, Stirling, Wincham and Bristol.

Blue Group continued with its growth strategy in 2022 with the acquisition of the UK Morbark distributorship. More recently Blue Scotland announced a strategic investment in Yorkshire based Pro-Arb Machinery as the company looks to strengthen its presence in the forestry and arboriculture industries.

Commenting on the 25th anniversary, Austin Carey said: "We pride ourselves in providing a best-in-class service with a very experienced service team coupled with the vast application knowledge from our sales team which is second to none. It gives me great pleasure looking back over the past 25 years to see how far we have come not only as a business but as a team."

◀ Celebrating their 25th anniversary with customers during a visit to Italy







**"It gives me great pleasure looking back over the past 25 years to see how far we have come not only as a business but as a team."**

– Austin Carey, Managing Director, Blue Scotland

▼ Blue Scotland 2019 Open Day



Today, Blue Machinery (Scotland) employs 35 people and is set for further expansion. It is all a long way from when the story first began with Austin's introduction to Powerscreen in Dungannon, County Tyrone in 1992 when he applied for a sales role.

Having completed a six months training course at the factory, Austin was sent to work for Eugene Donnelly at Powerscreen Sales (London) and two years later he finally achieved his dream of working in the USA when he was appointed a Powerscreen Dealer manager in Louisville, Kentucky.

"After a short time in the States I returned home to Northern Ireland for a visit and that's when I met Pat McGeary in Cookstown. Pat owned Powerscreen Sales at the time covering Central and Northern England. We had a chat and Pat offered me a role as Sales Manager for Yorkshire and NE England," recalls Austin.

The appointment resulted in Austin and his now wife Coco settling in Harrogate, England which would be his base for the next two years as he learned about the UK market and the Powerscreen dealership operations.

"I always had aspirations of running my own business and in 1997 I approached Liam McKillion, Managing Director at Powerscreen, about the possibility of taking on the Powerscreen dealership for Scotland. This area was underperforming and only serviced the coal industry through a dealer who was mainly mining focussed," says Austin.

After several meetings, it was agreed that Austin would take on the dealership and so Powerscreen Sales (Scotland) Ltd was born in early 1998. This development would see them move to Scotland where he set up his first office in Bridge of Allan.

After a couple of months of hard work, Austin got his first sale to Ross Craig at Central Demolition in Bonnybridge. Soon after the company secured a deal with Fergusson Coal for three Chieftain machines. The rest, as they say, is history. And what a history!

"On behalf of the entire Blue Scotland and Murray Plant team, I would like to say a huge thank you to all of our wonderful customers who have grown alongside us and been incredibly loyal whilst on this fantastic 25 year journey. We very much look forward to servicing you all for the next 25."



# Blue Central Host First Successful Technical Open Day







A few months back Blue Central staged a series of open days held across the 12th and 13th September at their Headquarters in Wincham, Cheshire.

Thankfully, the rainy weather did not deter the hundreds of visitors who arrived across the two days, with customers, OEM partners and members of the industry press in attendance. The open days enabled the Blue central in-house team to showcase their technical ability whilst demonstrating the strong support from our suppliers. The technical experts from our leading brands travelled from all over the world to display their market leading equipment, innovations, and solutions.

More than 20 suppliers participated in the event, including Powerscreen, Fuchs, Doppstadt, Develon, Terex Washing Systems, MDS, Morbark, Portafill, Westeria, Rammer, Allu, Shearcore, VTN, Xcentric, OilQuick, Engcon and Strickland. A number of non-machinery partners including the Lighthouse Construction Industry Charity and Gaz Evans Models also attended.



The open days gave visitors the opportunity to speak directly to suppliers, giving them the opportunity to learn about the features and benefits of each machine with the intent to help users add value to their business. The Blue Central team demonstrated how the combination of leading brands and leading service can help take businesses or specific projects forward.



Naturally, visitors were able to enjoy the usual Blue hospitality across the two days with a free bar, plenty of great food, an evening BBQ, live music and giveaways for all those that gave up their time to attend.

Aidan McGeary, Managing Director at Blue Central commented: "thank you to everyone that could join us at our Blue Technical Open Days. We had a great couple of days showcasing to our customers, present and future, the leading brands from our partners and the leading service from our team. 'Adding Value to Material' by working together".





# DEVELON

## Wheel Loaders Boost Fuel Saving and Safety at ASH Group

Blue Machinery (Central) recently supplied two new Develon DL420CVT-7 wheel loaders to long-standing customer ASH Group for use at their aggregates wash plant in Ellesmere Port, Cheshire to bring huge benefits including significant fuel savings and increased safety.

The ASH Group has operated for over 35 years in waste management, incorporating recycling and energy production whilst continuing to divert waste from landfill. The core ethos of the business is founded on the three 'Rs' principle - RECOVER, RECYCLE, REUSE. This has enabled the company to produce an environmentally friendly high-quality aggregate.



**Click here**

to watch the wheel loaders in action



ASH Aggregates offers a sustainable alternative to virgin quarried materials, that helps to improve the carbon footprint of customers' contracts whilst helping to shape and define their social corporate responsibility targets.

Compared to the machines they have replaced, the new wheel loaders are using 4 l/h less fuel (11 l/h instead of 15 l/h) mainly due to the Continuously Variable Transmission (CVT) on the DL420CVT-7. They are also the first in the UK to be equipped with Develon's Transparent Bucket safety system, the first of its type in the world. The Transparent Bucket is a system that allows the wheel loader driver to see blind spots in front of the bucket on the machine, using the monitor in the cab.

John Dennen, Managing Director of ASH Aggregates, said: "We are very impressed with the fuel economy and high performance of the new Develon wheel loaders and our drivers really like to work with them. With the new Transparent Bucket system on the machines, we have also enhanced safety for both the drivers and the rest of the workforce at the wash plant. The new wheel loaders align with our commitment to sustainability and safety and with their help, our wash plant will continue to provide much needed high value recycled sand and aggregates for the UK construction industry. The operation is designed to produce up to 600,000 tonne per annum, ensuring maximum resource recovery and to divert even more waste from landfill."

The DL420CVT-7 is equipped with a Continuously Variable Transmission (CVT), the result of a permanent combination of a hydraulic technology and a mechanical technology which provides a smooth and continuous speed variation. It allows the DL420CVT-7 to automatically transition from hydrostatic power at low speed to the mechanical system to operate at higher speeds.

The complete driving range, forwards and in reverse, is controlled by the CVT system. Low engine speeds ensure a high efficiency and the highest driving comfort irrespective of the traction speed.



The power splitting continuously variable technology facilitates moving off softly and hydraulically. Furthermore, with the CVT, a fuel saving of up to 25% can be achieved.

Like all Develon's award-winning DL-7 wheel loaders, the DL420CVT-7 wheel loader provides significantly enhanced operating comfort, an enhanced steering system and advanced electronic controls. Using the Develon Smart Key system on the control panel in the cab, the operator can start the machine using a keyless device, helping to prevent machine theft. The Smart Key system provides remote door control, door lock and unlock, door release, searching and other functions. The cab has a Grammer Actimo XXL seat with fully adjustable horizontal and vertical suspension settings, a pneumatic lumbar function and seat heating as standard.

Even without the Transparent Bucket system, the cab on Develon DL-7 wheel loaders like the DL420CVT-7 offers a superior field of vision for the operator, with blind spots around the cab minimized and a 14% larger glass window area compared to the previous DL-5 models.

John Dennen added: "Owing to blind spots caused by the buckets on wheel loaders, the area in front of the machines has been considered an area of major concern in terms of safety. With the Develon Transparent Bucket function, however, our drivers can easily check the blind spots in front of the bucket via the cab monitor, to increase safety and prevent accidents."

The innovative Transparent Bucket system records images in front of the wheel loader with top and bottom front-loaded cameras and shows combined images on the cab monitor in real time using a curved projection method. Another advantage of the Transparent Bucket system is that it can significantly improve work efficiency by providing a forward-view perspective for the driver during loading/unloading or when carrying materials such as aggregates, sand and soil.

For all your Develon requirements across the North West of England and North Wales, please get in touch with Blue Central on **01606 261262** or **[sales@bluegroup.co.uk](mailto:sales@bluegroup.co.uk)**



# Blue Machinery (Scotland) announce strategic investment in Pro-Arb Machinery

Blue Machinery (Scotland) Ltd are delighted to announce that they have completed a majority investment in Pro-Arb Machinery Limited.

Following Blue Group's appointment as the UK Morbark dealers at the end of 2022, Blue Scotland were looking to grow their forestry, arboriculture and wood processing side of the business which led to them approaching Pro-Arb Machinery. Since their inception in May 2021, Pro-Arb Machinery has experienced continued growth and this investment from Blue Machinery provides a launch pad for future growth to help take the business to that next level whilst allowing Blue Scotland to expand their presence in the forestry and arboriculture industries.

Jamie Sellers, Managing Director and founder of Pro-Arb Machinery had worked for various dealers within the agriculture and arboriculture industries before deciding to set up on his own. Jamie spotted an opening the market,

took out a small business loan and Pro-Arb Machinery was born. In early 2023 the company moved into a new facility in Knottingley and took on the dealership for Forst Chippers across Yorkshire and the North East.

Commenting on the new partnership with Blue Machinery (Scotland), Jamie said "Having grown rapidly over the last few years we needed to be able to improve our cash flow to take the business to the next level. Austin from Blue Scotland first got in touch with myself via LinkedIn, I already had an awareness of Blue Machinery and heard that they had taken on the Morbark dealership. Austin laid out a clear vision of how the partnership might work and how the investment would be mutually beneficial for both our businesses. We pride ourselves on our customer service

and we recognise that Blue Scotland provide industry leading levels of back up and support, so after having just one meeting with the team it felt like the perfect fit for us. We are really excited to see where this journey takes us, we've got big plans and the sky is the limit!"

Managing Director of Blue Scotland, Austin Carey comments "I first spotted the guys from Pro-Arb Machinery on social media and was impressed with the success that they were having within the market. They have a great set up at their new depot in Knottingley and have an experienced team working behind Jamie. We are delighted to welcome Pro-Arb machinery into the Blue Scotland family as we look forward to developing our offering within the Forestry and Arborist industries".





# FREE MERCH

Keep warm all winter  
with Blue Spares



For a limited time only all orders placed over the value of £500 will receive some Blue Spares winter merch

**Spend £500**

Receive a beanie or  
snood

**Spend £1,000**

Receive a pair  
of socks

**Spend £1,500**

Receive a hoody

**Spend £2,000**

Receive a fleece



**Don't miss out!** Contact your Blue Spares Account Manager today, or contact the office on:

**T:** 0345 1300 669 **E:** [spares@bluegroup.co.uk](mailto:spares@bluegroup.co.uk)

**T:** 01786 237453 (Scotland Depot)

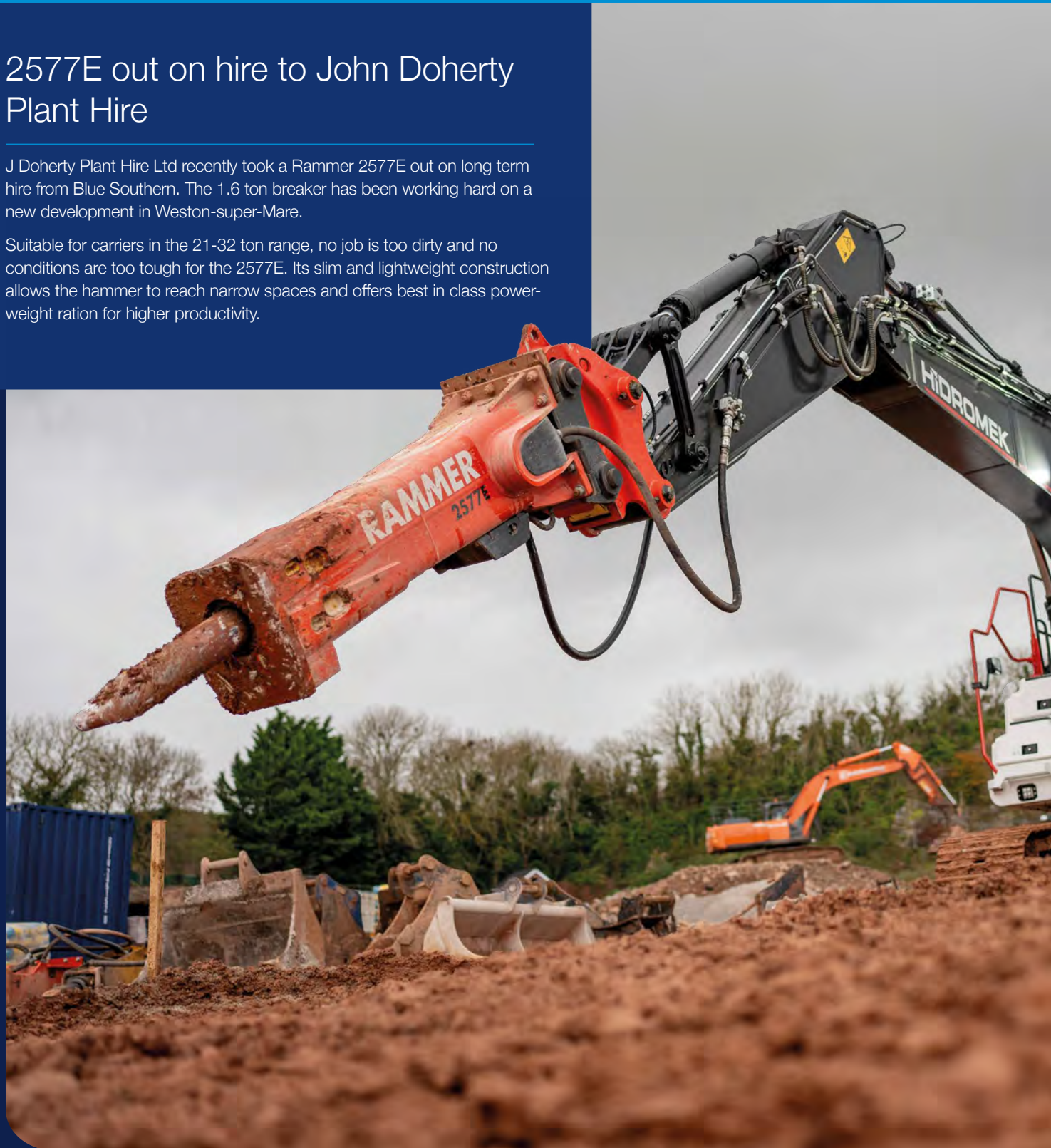


# Adding Value to Materials with the Leading Brands

## 2577E out on hire to John Doherty Plant Hire

J Doherty Plant Hire Ltd recently took a Rammer 2577E out on long term hire from Blue Southern. The 1.6 ton breaker has been working hard on a new development in Weston-super-Mare.

Suitable for carriers in the 21-32 ton range, no job is too dirty and no conditions are too tough for the 2577E. Its slim and lightweight construction allows the hammer to reach narrow spaces and offers best in class power-weight ration for higher productivity.







## Blue Central showcase OilQuick system at Technical Open Day

At the recent Technical Open Day Blue Central had an OilQuick system on demonstration, allowing visitors to get into the cab of a machine and switch between three attachments that were fitted with OilQuick couplers.

OilQuick is the best selling fully automatic quick coupler system in the world. The system allows hydraulic work tools to be connected and disconnected from the driver's cab. This helps to speed up processes and boost efficiency as the operator can change between various attachments in seconds.

**Click here** to watch a video of the system in operation at the Technical Open Day

## Rammer hits harder for Breedon

Blue Machinery (Southern) recently supplied a Rammer 9033E breaker to Breedon Group to work within one of their quarries.

Breedon is a leading vertically-integrated construction materials group. The company supply the construction industry with the essential materials needed to build the places where we live, work, play and everything in-between.

During its demo, the 9033 blew the competition out of the water. With more production, lower maintenance costs, less downtime and higher durability. Nothing hits harder than a Rammer!

At Blue Machinery we believe in *Adding Value to Material* for our customers by providing *Leading Service* for the *Leading Brands* that we represent through exclusive partnerships. Get in touch today to discuss your enquiries or questions, we have a range of attachment solutions for purchase or hire to suit a wide range of needs.

**Blue Central – 01606 261262**

**Blue Southern – 01275 285285**

**Murray Plant – 03330 151505**

**Click here** to find out more about our brands and how we can help you find the right attachment for your job







# YEARS

- 0% Finance
- Servicing
- Warranty



## Contact your local Blue Dealership

**Blue Scotland** 01789 469 444

**Blue Central** 01606 261 262

**Blue Southern** 01275 285 285

Terms and conditions apply. 2 years servicing and warranty up to 4,000 hours.

On selected Powerscreen  
screeners ordered and  
delivered during Q1 2024.

  
**GROUP**



# FUCHS UNVEIL NEW F120 MH

Fuchs, a world leader in the manufacture of specialist material handling equipment, presents the brand new F120 MH port handler.

Boasting an impressive output of up to 670hp and a working weight of 150t, the F120 MH is the largest and heaviest Fuchs machine to date. The machine's 27m maximum reach and banana boom makes light work of the loading and unloading of bulk barges and vessels. The height adjustable cabin system provides an excellent view of the working area, offering a maximum viewing height of 12m.

The Fuchs Comfort Cab features soundproofed, heat-protected panoramic windows for excellent all-around visibility, as well as an air-suspended comfort seat with integrated armrests and lumbar and headrest support. Various joystick options are available to further enhance operating comfort, while several camera systems displayed on a separate monitor increase safety of the working environment.

The unique Fuchs Service Platform offers convenient access to all essential components such as the engine compartment, Fuchs Blue Hybrid system components, central lubrication system, air filters and tanks. This allows for safe and easy inspections and maintenance. Additionally, the generously sized maintenance flaps made of sheet steel provide optimal access to the components. Customised catwalks and stairs are also available.

The semi-automatic quick coupler, with a capacity of 20 tonne, allows the use of various attachments, enabling the machine to be quickly adapted and flexibly used depending on the handling material. This is further facilitated by the standard Tool Control.

Like all other Fuchs machines, the F120 MH can be individually configured based on the proven modular system. It comes standard with a low maintenance crawler undercarriage and offers customer-specific options for the undercarriage, including mobile, stationary, or gantry undercarriages.

A standout feature of the F120 MH is the Blue Hybrid System, which stores excess energy when lowering the loading equipment to use it in the next loading cycle. This regenerative process can achieve energy savings of up to 35%. Combined with thermal regulation that ensures an optimal operating temperature of the hybrid system, the F120 MH offers maximum energy efficiency.



If you would like to find out more information on this impressive new machine, get in touch with your local Blue Machinery dealer:

**Blue Scotland** 01786 469 444

**Blue Central** 01606 261 262

**Blue Southern** 01275 285 285





▲ Pat and his wife Pamela accepting the Powerscreen Hall of Fame award

# Pat McGeary inducted into Powerscreen Hall of Fame



Powerscreen, leading providers of mobile crushing, screening and conveying equipment, recently hosted its global dealer conference.

The event saw almost 400 guests descend upon the stunning backdrop of Northern Italy to take in a series of insightful presentations, new product launches and honoured some of the founding members of the Powerscreen family who have made the brand a powerhouse in the crushing and screening industry.

The conference included informative presentations from across the Powerscreen business on topics including technical sales, aftersales support, new product development, marketing and digital solutions. A key highlight was a dealer panel discussion with representatives from Powerscreen dealers all over the world, including Sean McGeary from Blue Central. The discussion explored challenges and emerging trends in areas such as building and retaining the right team, aftersales service and support, marketing and rental best practices. Breakout sessions also provided insights and feedback on what products distributors feel are needed in the Powerscreen portfolio as well as what the future of the global crushing and screening industry looks like.

Neil Robinson, Powerscreen Product Director unveiled five new models to the product portfolio— Premiertrak 450, Trakpactor 480/480SR, Warrior 1800X, Warrior 1200 Hybrid and the CT80R tracked conveyor. A remarkable machine demonstration was held at Cave Rossetti S.p.A with the support of Impianti Industriali, the Powerscreen distributor in Italy. In total, there were 15 machines on display which included a combination of working machines and static display units.

▼ Spectators watching the live machine demonstration



▲ Andy Shaw and Chris Thomas posing with our two awards

The conference culminated in an awards ceremony to induct new members into the Powerscreen Hall of Fame which included one of Blue Machinery's founding members, Pat McGeary.

Pat joined Ulster Plant in 1969 as a workshop engineer and through his hard work and dedication, he has established himself as a true legend of the worldwide Powerscreen brand. It was fitting that Pat was able to share the moment with a room full of his colleagues, past and present from all over the world, many who he has helped train and mentor over the years.

Everyone at Blue Machinery would like to take this opportunity to congratulate Pat for this outstanding achievement and to also thank him for his influential role in helping to establish both the Powerscreen and Blue brands in the UK.

The ceremony also acknowledged distributors for their exceptional performance in the areas of sales, customer service, marketing, training engagement and spare parts support. Blue Group came home with both the 'Global leader in Marketing' and 'Global leader in Spare Parts Support' awards.

Thank you to Powerscreen for their hospitality!



# The Modern Blue Care Engineer

In recent years the role of the engineer has diversified and the technology involved has developed. The modern engineer utilises online forms and diagnostic tools to improve health and safety on site, ensure the work can be carried out to the highest standard and to offer the customer full visibility. We recently spoke to **Field Service Engineer, Sam James** about the processes he completes on site to make the work safer and more productive.

**Q. What are the tasks you complete before you begin work?**

It starts the night before. I check the location of the job, the travel time and ensure I have planned enough travel time in. In the morning I accept the job and complete vehicle checks before leaving home. Once on site I report in and complete any induction ahead of completing my own POWRA, review the job description, check for parts and commence with the task as set out on the job card.

**Q. Why do you have to do so much before you can even make a start on the job?**

Having a strong routine supports positive habits for me personally but also in my role as an engineer. Many of the environments we work in have dangers that over time we can become desensitised to. A robust routine reduces the chances of me overlooking a hazard that could cause an accident or injury. I appreciate this for own personal safety, but also that of our clients and colleagues working alongside us.

**Q. Do people ever get frustrated with you when you arrive on site and don't jump straight on the job?**

Not really. While everyone wants their machine to be productive, they also recognise that being safe is a top priority and by having a strong routine, we can provide a safe service which is consistent across a large number of engineers.

**Q. What other advantages are there from completing these forms?**

Because we now capture all these forms digitally, we build up a strong record of data that can be shared with customers very quickly. The forms are regularly reviewed in the office by our teams to identify sites or types of jobs where risks are more prominent and once identified, solutions can be discussed to reduce the risks.

**Q. Do you have a similar routine for after the work is complete?**

Notes and photographs are added to the job throughout and on completion I review my notes and ensure all fields of the form are completed. This allows us to keep an accurate record of the works carried out and what remains outstanding or needs to be followed up.

**Click here** to watch the full interview with Sam James

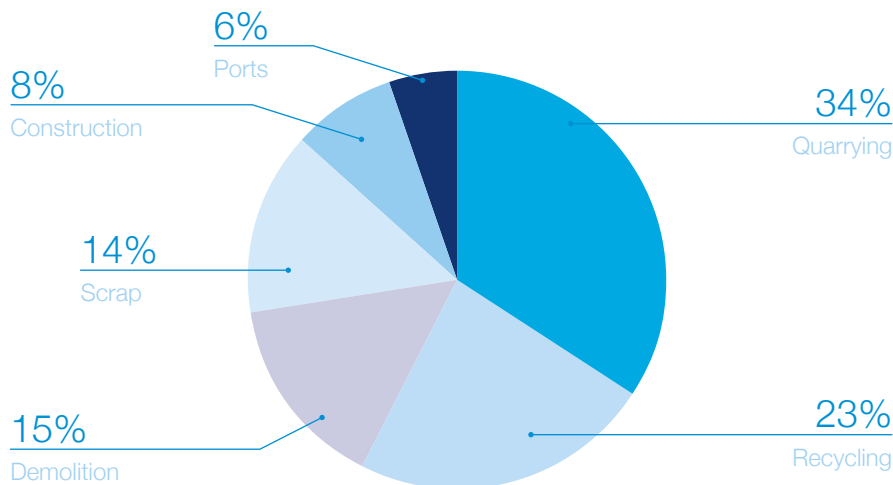




# Blue Group at a glance

Blue Machinery Group is a specialist provider of market leading materials processing and handling equipment across a number of industries within the UK & Ireland. We offer total solutions, from single equipment specification and supply, to bespoke design and installation of complete integrated processing systems.

## MAIN CUSTOMER SEGMENTS



### Demolition

We help to serve many customers operating within the demolition sector across the UK & Ireland. We supply a vast range of equipment including Develon excavators in the North West and North Wales, and Hidromek excavators in the South. Along with Fortress shears, Rammer breakers, VTN grabs and demolition tools, Powerscreen crushers and Xcentric crushing buckets.

### Quarrying

We supply world leading crushing, screening and washing equipment through brands such as Powerscreen, MDS, Terex Washing Systems. Blue Machinery (Central) also supply the full range of Develon machines, whilst Blue Machinery (Southern) also supply the range of Hidromek equipment.

### Scrap

Our Fuchs material handlers are very popular within scrap applications and we can supply a number of models to suit the customers' requirements. Alongside our Fuchs handlers, Develon and Hidromek excavators, we offer a range of scrap attachments including shears, five tine grabs, magnets, vehicle dismantlers and more.

### Ports

Fuchs have six models in their port handling line up. These handlers are highly flexible and customisable to ensure you have the right machine for the job. As well as our Fuchs material handlers we also supply a range of conveyors and attachments that can be used to boost productivity within port applications.

### Recycling

Our customers can benefit from a number of mobile recycling equipment solutions which include our Doppstadt shredders and trommels, Fuchs Material Handlers and Powerscreen screeners, which are suitable within a number of recycling applications. We can also supply fully integrated waste recycling facilities and materials processing systems.

### Construction

Blue Machinery (Central) are the Develon dealer for the North West and North Wales, supplying the full range of mini excavators, wheeled excavators, crawler excavators, articulated dump trucks and wheel loaders. Blue Machinery (Southern) are Hidromek dealer in the South and offer the full line-up of excavators, wheel loaders, backhoe loaders and motor graders.

## BLUE REGIONS

Blue Group is comprised of six strategically placed locations situated throughout the UK & Ireland.



## MORE THAN JUST MACHINERY

- Network of field service engineers covering the UK & Ireland
- On-going support throughout a machines lifetime
- 1,522 customers served in 2022
- 9,662 service jobs carried out in 2022 across the UK & Ireland
- 19,354 spare part orders delivered in 2022
- 8,673 line items stocked at Blue Spares





**World leading  
machinery  
on a budget**



# Grab yourself a deal on a used machine



**Powerscreen 1000 Maxtrak**  
2022, 754 hours, POA  
Available at Blue Scotland



**Finlay J-960**  
2019, 1,700 hours, POA  
Available at Blue Southern



**Finlay J-1170**  
2017, 4,600 hours, POA  
Available at Blue Central



**EvoQuip Cobra 230**  
2019, 1,000 hours, POA  
Available at Blue Scotland



**Allu DN 3-17 TS16-32**  
2020, £28,000  
Available at Blue Central



**Xcentric XC15**  
£20,000  
Available at Blue Southern



**Rammer 5011**  
2017, £32,000  
Available at Blue Central



**Rammer 4099**  
Fully Refurbished, £33,000  
Available at Blue Southern



**Develon/Doosan DX380LC-7**  
2022, Ex-Demo, POA  
Available at Blue Central



**Develon/Doosan DL420-5**  
2020, 7,000 hours, POA  
Available at Blue Central

## Contact your local Blue Dealership

**Blue Scotland** 01789 469 444

**Blue Central** 01606 261 262

**Blue Southern** 01275 285 285