

Watson & Hillhouse

Unrivalled Service in Piling Equipment Supply Since 1972



2019

NEW MOVAX DEALERSHIP

NOT JUST SIDE GRIPS!

BELL DREDGING

NEW WEBSITE AND APP

WOLTMAN 90 DR
SOLD AT BAUMA

Welcome - from the Managing Director

Welcome to the latest edition of the Watson & Hillhouse newsletter.

It's been another busy year with the addition of Movax to our range of sales agencies. Having launched the Movax product in the UK and Ireland way back in 1999, it is great to once again be promoting this highly respected brand in these markets. Their product range has evolved considerably since we last represented them and they really are producing industry leading piling and foundation equipment.

Our work with the Dieseko Group continues apace with our first sale of a Woltman 90DR which you can read all about within these pages.

Finally, we have bought three new Still Workers for our rental fleet - one new ZU-100, which has been out on hire in the Netherlands for six months, and two new WP-150s.

We hope you enjoy reading this edition and look forward to your ongoing support.

Phil Bell



THERE'S AN APP FOR THAT!

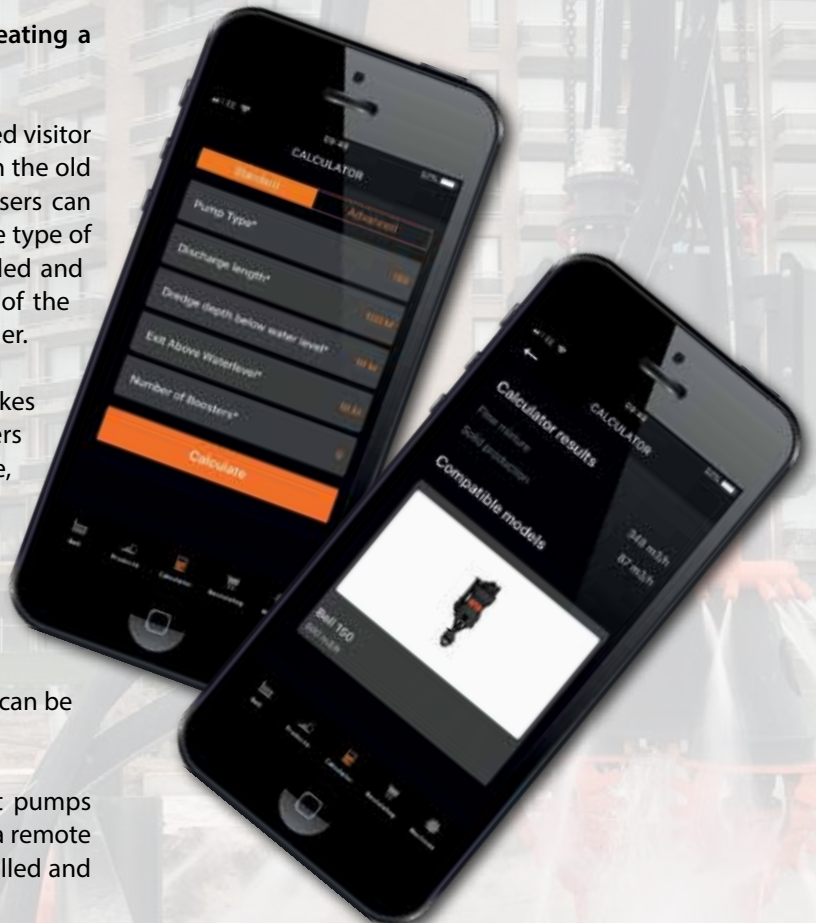
BELL DREDGING EQUIPMENT - MAKING LIFE EASIER FOR YOU

Bell has been busy updating their website and creating a fantastic new app to help their customers.

Their website has a fresh modern look and an improved visitor experience on all devices. It contains all the info from the old website as well as a new feature - the Webshop. Users can configure their own set up for a rental project e.g., the type of pump head required, whether a power pack is needed and the discharge requirements. Based on the location of the customer, the enquiry is forwarded to the correct dealer.

The Bell app includes a calculator (right) that makes choosing the correct pump a breeze! The user enters key information regarding a job including: pump type, discharge length, dredge depth, exit height and number of boosters (the advanced tab also includes density). The approximate flow and solid production rate is then calculated in the blink of an eye and other models suggested if the chosen pump is not compatible. Alternatively, if the production rate is not acceptable to the user a different pump model can be selected and the calculation made again.

All of Bell's booster stations, power packs, water jet pumps and process instrumentation units are available with a remote control option. The complete sets can also be controlled and monitored via apps.





WOLTMAN 90DR SOLD AT BAUMA

Phil and Robin attended Bauma Expo for three days in April 2019 to assist at the Dieseko stand and meet with attendees from the UK and Ireland. It was during that time Phil sold the Woltman 90DR displayed on the Dieseko stand.

Piling contractors and geotechnical engineers P J Edwards, with offices in Dublin and Scunthorpe, had enquired with Phil before the show but only made the decision to buy after visiting Bauma and seeing the 90DR on the stand.

They took delivery at the beginning of July and it immediately went to work on site in Dublin. It was a tight squeeze on the approach to site so the rig had to be off-loaded from the transporter and make its own way there. The 90DR has a 39 m leader with a 45 ton/m torque rotary and it has been working well within its capacity - taking just six minutes to install 900 mm 22 m CFA piles in very dense gravel with cobbles and boulders.





MOVAX | not just side grips

We took over the UK and Ireland agency for Movax at the end of 2018 and we have certainly noticed an increase in our workload.

The first sale was made within a couple of weeks and we have been busy promoting the full range of Movax excavator mounted equipment. As well as the original core side grip product, which now has the variable moment option, Movax now also offer piling hammers, pre-auger drills, telescopic auger drills and a pile handling manipulator. When excavator mounted, tools can be switched over very quickly and the Movax Control System (MCS™), offered in three options: MCS Lite, Pro and Pro+ Auto, automatically recognises which device is connected.

They have also developed the Movax Information Management System (MIMS) comprising of: mLOGBOOK, which provides essential information about the piling process and pile installation as well as the Movax piling equipment itself; and mFLEET Management which provides essential information about the operation, performance and condition of the Movax piling equipment. It is designed with a remote feature to assist in troubleshooting, diagnostics and analysis for fast and efficient customer technical support.

We always like to demonstrate our confidence in the plant we sell and so have added two SG-75V, side grip hammers and a DH-25 impact hammer to our hire fleet. This also means customers can try before they buy!



Side grip



Impact hammer



Leader mounted pre-auger/CFA drill



Rotary drill



Manipulator/pile handler



MAKING AN EXHIBITION OF OURSELVES AGAIN!

In June, we once again attended the Marine & Coastal Civil Engineering Expo (M&CCE Expo). M&CCE changed venue this year to Mayflower Park, Southampton and was co-located with Seawork – Europe's largest commercial marine exhibition.

We were there promoting the Movax range of excavator mounted piling equipment and the Bell Dredging Equipment range of submersible pumps and amphibious excavators.

We had a Bell 100 pump with a rotating cutter head on our stand and a Bell 150 with cutter head attached to an excavator on the Waitings Ltd stand.

It was a very successful show with lots of very strong enquiries for Bell equipment and we actually sold a Movax side grip on the stand! Next year's exhibition runs from the 9-11 June.



AS GOOD AS NEW

We don't just hire and sell piling, foundation and dredging equipment at Watson & Hillhouse.

We have a great workshop team that work hard to look after our equipment carrying out maintenance, servicing and they also undertake the occasional overhaul.

Recently, we took in a PVE 2315 from one of our customers and in three weeks it was dismantled, serviced, painted and reassembled. We hope you agree it's looking as good as new and it's working like new too!

GALLERY

Here's a small selection of our hire equipment working on various sites all over the UK and Europe this year.



Still Worker WP-150 in Yorkshire



Still Worker power pack on tracks in Yorkshire



Bell 250 pump dredging in the North Sea



BSP CX110 having a rest after driving 'Z' piles in Dover



Still Worker WP-150 in Southampton



Still Worker WP-150 installing 'U' piles in London



PVE 25M installing tubular piles in London



BSP CG in Essex



PVE 52M, BSP CX110 and ICE 815C in Boston



ICE 815C extracting raked piles in Dublin

WELCOME!

We are pleased to introduce the latest additions to the Watson & Hillhouse workshop team:



Still Worker Operator

Rob has brought with him five years experience of working on high value construction sites in skilled ground worker and engineering roles.



Plant Engineer

Hutch started at W&H last year after working in Singapore for four years. He has over thirty years experience of plant maintenance.



Movax/Still Worker Operator

Mark has returned to us, from a site supervisor role, after a few years absence. He has thirty plus years experience of operating various plant.



Plant Engineer

Dan has joined us after five years as a field service engineer/fitter, prior to which he was an apprentice in fluid power and plant mechanics.

NEIL CELEBRATES 40 YEARS

Not his birthday (although he doesn't look a day over 😊), but Neil has been with Watson & Hillhouse for forty years!



Neil joined us straight from school as an apprentice engineer. He 'graduated' with flying colours and after ten years 'on the tools' he decided he wanted a new challenge. So when a job came up managing the northern depot he went for it! He got the job and stayed up north for five years before heading back to Ipswich where he took on a new role marketing and managing the hires of the newly introduced Still Worker.

After eleven years he was promoted to sales and marketing manager and has now been in that role for fourteen years. He has seen a lot of change in the industry in that time but he still very much enjoys working at Watson & Hillhouse.

NEW FINANCE DIRECTOR

After fourteen years of service our financial director Terry Rudland (below middle) retired at the beginning of the year. To mark the occasion, CEO and chairman, Robin Watson (below left), presented him with a token of appreciation. Since leaving us he has been making the most of his retirement, spending time with family and friends and playing the odd round of golf.

We welcome Steve Bacon (below right) as our new finance and HR director. He joins us after twenty years as finance director for a manufacturer of gas control equipment.



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