

Watson & Hillhouse

Unrivalled Service in Piling Equipment Supply Since 1972



Summer/Autumn 2022



In this issue: Fifty years of Watson & Hillhouse, New Website Launched, Record Sales, New Sales Agents - PV-E 100% Electric Cranes, plus much more...

WELCOME - from the Managing Director

It's a very special welcome to this edition of the Watson & Hillhouse newsletter as 2022 sees us proudly reach 50 years in business. Looking back at the last five decades, we've seen many changes, not just in the equipment we continue to hire and sell, but in the world we operate. With Health & Safety and our environment at the forefront. But one thing remains constant, our commitment to our customers. Our commitment to continue offering high levels

of service, variety, and reliability of equipment and aftersales care.

There have been a few developments since our last newsletter. We have launched a new website, which we hope you will take a moment to look at, and we've become sales agents for PV-E's electric crawler cranes, more on this in the newsletter.

We've continued to invest in our rental fleet equipment by adding a brand new PVE-

40M, making four in total, and another Kowan ZU-100 Still Worker Pile Press, both using the latest stage 5 engines.

We couldn't have reached 50 years in business without our customers and suppliers, so we thank you all for your ongoing support. We look forward to continuing to build and maintain our relationships with our business partners and look to many more years of growth and success at Watson & Hillhouse.



Phil Bell

RECORD MOVAX SALES - AGAIN!

Now in our fourth year as Movax dealer for the UK & Ireland, since taking back the reins in 2018 (having originally launched this product in the UK way back in 1999!), 2022 has already been a record year of sales, and it's only September!! The great thing about Movax is that they haven't stood still and rested on their laurels. The side-grip vibrator (which they invented)

is still their core product and number one seller, but it has evolved over the years, in particular the modularity feature. The control system has also evolved to include mFleet (management-data suite and remote diagnostics) and mLogbook (pile monitoring system and reporting tool). The product range has also expanded and now includes; impact hammers, multi-tool

piling leaders for driven piling, CFA, pre-augering, soil mixing, and DTH (Down The Hole Hammer), as well as sheet piling with a leader-mounted linear vibrator. Piling drills have also been added, which have proven very successful in rail work. It is truly a pleasure to be working with Movax again.



WE PASSED OUR ISO AUDIT

Just in case you missed it on social media, we were really pleased in 2021 to be ISO 9001 and 14001 certified showing our continued commitment to both customer service and lessening our impact on the environment. We're equally pleased to announce that we've just passed our one-year audit with flying colours.

Designed to help organisations ensure they meet the needs and expectations of all interested parties, ISO 9001 is based on Internationally recognised quality management principles. Watson & Hillhouse has always strived to deliver quality products with great customer service and gaining this trusted symbol of quality is further proof of our dedication to the quality of the service we provide.

ISO 14001 is designed to help businesses remain commercially successful without overlooking environmental responsibilities and demonstrates our commitment to reducing our environmental impact. We are already well underway – implementing some changes and setting targets to further reduce our impact.



NEW SALES AGENTS PV-E CRANE FULLY ELECTRIC CRANES



We are all aware of our responsibility to help combat global warming and do our bit for the environment. As the pressure is put on the construction industry to move to more green ways of working, we too are looking at ways we can help businesses achieve their green goals. With this in mind, we are pleased to announce our appointment as the exclusive UK and Ireland dealers for PV-E Crane, the Dutch manufacturers of fully electric, emission-free, lattice boom and telescopic boom crawler cranes. All PV-E cranes are 100% battery powered and can operate for an 8-hour shift with a standard set of two battery packs, interchangeable to allow

for longer working hours. The super-efficient batteries charge at 44kW per hour from a typical 63AMP site supply meaning the two batteries can be recharged in less than six hours. The electric crawler cranes are virtually silent making for a more pleasant experience for the driver as well as the environment. With 100% fuel savings, zero NOx and CO2 emissions, and less maintenance, is it time to consider an electric crane for your next purchase?

To find out more visit our website – www.w-h.co.uk.

ENVIRONMENTAL DREDGING PROJECT

We get to provide equipment for lots of exciting projects, but this one was right on our doorstep. The Harwich Haven Authority awarded a contract to Royal Boskalis Westminster to deepen Harwich Harbour and its approach channel to enable some of the world's largest container ships to use the port. With more than 40% of the country's container trade passing through Harwich Haven on their way to and from commercial ports, including; Felixstowe, Ipswich, and Harwich International, the project brings greater opportunity to the area and allows them to compete with other European ports. The 18-month project was backed by the Environment Agency, RSPB, and Harwich Haven Authority. Watson & Hillhouse provided a Bell 150 dredging pump (seen here being lifted by the hoisting beam ready to be lifted into the

water) to increase the depth of the approach channel and inner harbour to 16 from 14.5 below Chart Datum to provide access for these super-sized vessels. The project saw 98,000m³ of dredged sand and gravel used to 'recharge' locations on Cobmarsh, Packing Marsh, and Old Hall Point in Mersea Quarters, as well as at Shinglehead Point at Tollesbury Wick. To make this an even more environmentally responsible project, the boats used to take the dredging material to its new home were run on biofuel. By reusing the materials at these locations, the erosion of these islands will be slowed down in the hope that they can remain usable for many years in the future. It will ensure important wildlife sites and oyster beds are protected and waterfront properties and businesses will no longer come under threat from storm wave action.



CELEBRATING 50 YEARS OF WATSON & HILLHOUSE



2022 sees Watson & Hillhouse celebrating 50 years in business. The fashions and music have come and gone but what about life at W&H.



THE PAST

Back in 1972, when Ipswich Town Football Club were heading for great success and boasted England players in their squad, Robin Watson and John Hillhouse founded Watson & Hillhouse.

Established in a small village on the outskirts of Ipswich with just five employees, the business started out hiring specialist piling equipment. As time went on, and to make sure the equipment was the most technically advanced, the older plant would be sold off and replaced with new. Selling used plant became a spin-off business. Customers then began contacting Watson & Hillhouse about buying new machines, and in 1989 the exclusive UK and Ireland agency for Dieseko PVE was secured. In the same year, the company obtained the exclusive agency for the Kowan (previously Tosa) Still Worker

noise and vibration-free pile pressing machines, starting as UK agents and then European and later global. As well as Dieseko and Kowan, Watson & Hillhouse has become sales agents for many other respected manufacturers of piling, foundation, and dredging equipment, including Movax, Woltman, PVE, Bell and ICE, and most recently PV-E Cranes, marketing their 100% electric crawler cranes in the UK and Ireland.

Over the years, Watson & Hillhouse has provided equipment for some pretty amazing engineering projects including the Orwell Bridge, Thames Barrier, Sizewell B, and Heathrow Terminal 5. More recent projects have included Crossrail and the 2012 Olympic parks.

THE PRESENT

Watson & Hillhouse currently employs 31 members of staff, many of who have been with the company for 15-plus years. In fact our longest-serving employee has been with us for 43 years! Now operating out of a purpose-built yard and office in Ipswich and a Northern depot in Warrington, we are strategically placed to react quickly to call-outs.

Our hire business continues to grow, as does our hire fleet. With continual investment in new plant, systems, and training for our staff, we endeavour to offer the highest levels of customer service possible. Our Hire department continues to be involved in some of the most awe-inspiring engineering projects in the country and worldwide including the Thames Tideway Super Sewer Scheme and HS2 - High-Speed Railway, along with infrastructure, construction, and dredging projects the length and breadth of the country and abroad.



THE FUTURE



As the construction industry looks for ways to have a lesser impact on the environment, we too are researching how we can help our customers achieve a low carbon footprint. As recently appointed sales agents of PV-E electric battery-powered cranes, we see this as one possible direction plant will be moving in. We continue to have a steady stream of business from customers who appreciate the levels of customer service and quality equipment we offer. And thanks to these satisfied customers, we get recommended, and our business grows.

Our mission statement might have been written many years ago, but it's one that has stood the test of time: "to provide first-class equipment that meets or exceeds our

customers' quality, performance and service needs anywhere in the world, for the purpose of building long-lasting relationships with all our stakeholders."

We've built some great business relationships over the years and we're grateful for the continued support. We strive to be knowledgeable about our sector and the problems that may be encountered so that we can offer bespoke solutions to any problem, even if this means manufacturing "fixes" ourselves.

AN INTERVIEW WITH OUR FOUNDER, CEO & CHAIRMAN ROBIN WATSON

What inspired you to start Watson & Hillhouse, 50 years ago?

The company I was working for at the time, whilst they had a very strong position in the market, were not providing the levels of service to their clients that I felt they should be. I'd always had ambitions of running my own company and saw an opportunity in the market. And here we are, 50 years later!

How would you describe Watson & Hillhouse?

We are focused on providing excellent service to our customers and we believe a customer-centred business has happy employees that work together as a cohesive unit. We pride ourselves in the quality of the products we represent and high-level of service we provide. We believe these factors have created our business which continues to be successful and that has grown steadily over time.

What has been your proudest moment?

There have been many. Perhaps the main reason to be proud is the realisation that we maintain staff for such long periods. The fact that our MD, Phil Bell joined us straight from school nearly 43 years ago and most of our managers and senior staff were apprentices with us!

What do you hope for the next 50 years?

We aim to continue to grow and expand our capabilities but always within our specialisations and to ensure we stay committed to our core competencies.



READ ALL ABOUT IT!

We were delighted to see the front page of the Aug/Sept 22 issue of Ground Engineering featuring several pieces of our hire equipment used on Swansea's West Pier refurbishment scheme.

Work began on site to repair the damaged 19th-century quay wall in August 2020 and was completed at the end of last year. The pier had suffered major structural damage over recent years and was at a point where it needed replacing.

This was a technically tricky pile installation of the raking piles. One of our PVE 25M hydraulic vibrators, equipped with a clamp turning plate, was used to pre-drive the piles and one of our BSP CX85 hydraulic drop hammers was used for the back driving. Both machines were supplied with specialist lifting gear to further assist in the installation of these raking piles.



THAMES TIDEWAY



This massive "super sewer" project has been underway since 2016 and is due to be completed in 2025. The new 25km long sewer is being built under the Thames to transfer sewage waste away from the river to a treatment plant at Beckton. Because of the complex nature of working around an old sewer system and the London Underground, the depth of the Tideway sewer varies from 25 and

65 metres below ground level. Watson & Hillhouse has been supplying a variety of equipment to this project since the very start. Although most of the project has been underground, there has been the opportunity to create three acres of public space, including several new and enlarged embankments and the King Edward Memorial Park. It is believed that the project

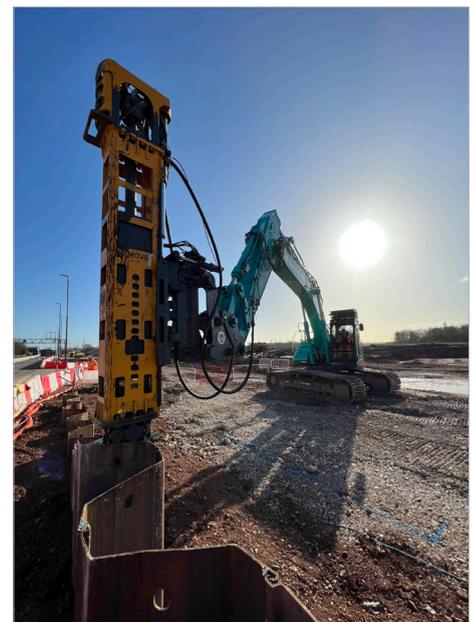
will benefit both the city and the wildlife that inhabits the river and surrounding areas. Much of the waste is being transported from the site by the river in an effort to dramatically reduce the impact on London's air quality. The waste materials are also being reused to create nature reserves.

Pictured is one of our ICE815's in action.

HS2

Not due to open until 2028-2031, HS2 is a new high-speed railway line which is currently under development with over 300 active sites. Phase one included the construction of four new stations, two depots, 32 miles of tunnels, nine miles of viaduct and 140 bridges. The new line will run between London, Birmingham, Manchester and Leeds and provide transportation links that will reduce journey times between some of England's largest cities and benefit the economy. 170

miles of new high-speed line is currently under construction and Watson & Hillhouse has provided numerous pieces of equipment to help with the construction of this project. These include Still Workers, Hydraulic Hammers, Movax Side-Grip vibrators, Movax Impact Hammers and the latest MPL-300 c/w pre-auger.



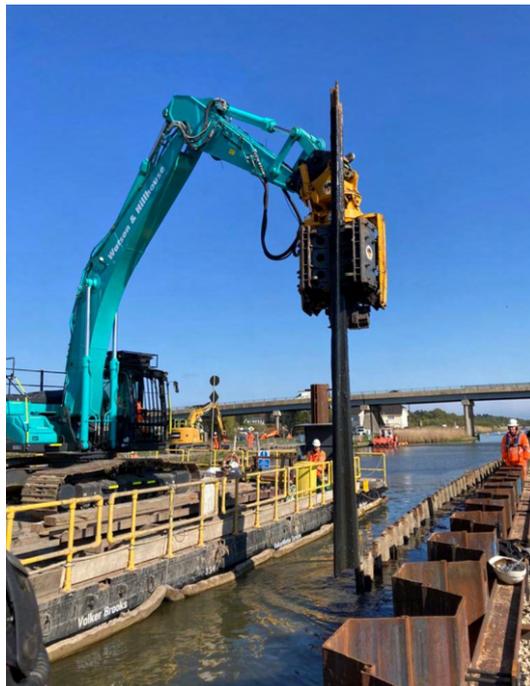
NEW KIT ON THE BLOCK

Since our last newsletter, we've made significant additions to our hire fleet, investing more than £2.5M to make sure we have the best hire equipment available for our customers. These additions include:

- One PVE 40VM Vibratory Hammer and Stage 5 Power Pack
- Two Kowan ZU-100 Still Workers
- One Kowan WP-150 Still Worker and Stage 5 Power Pack
- One Kobelco SK350 Excavator (Stage 5 engine)
- One Movax MPL-300 Leader c/w pre auger
- And One PVE200 Stage 5 Power Pack

Our commitment to our hire fleet doesn't end there. We plan to expand and upgrade our fleet over the next 12 months.

We pride ourselves on having a reputation for offering the latest equipment in the best condition so that our customers can be confident that when they hire from Watson & Hillhouse, the machine will arrive ready to work and get the job done. However, in the unusual event of a breakdown, our team of onsite service engineers will be onsite either the same day the call is made or at the latest the following morning.



NEW WEBSITE LAUNCHED

We've been busy over several months developing a completely new website. Key to this redesign has been making the website easy to navigate and user-friendly.

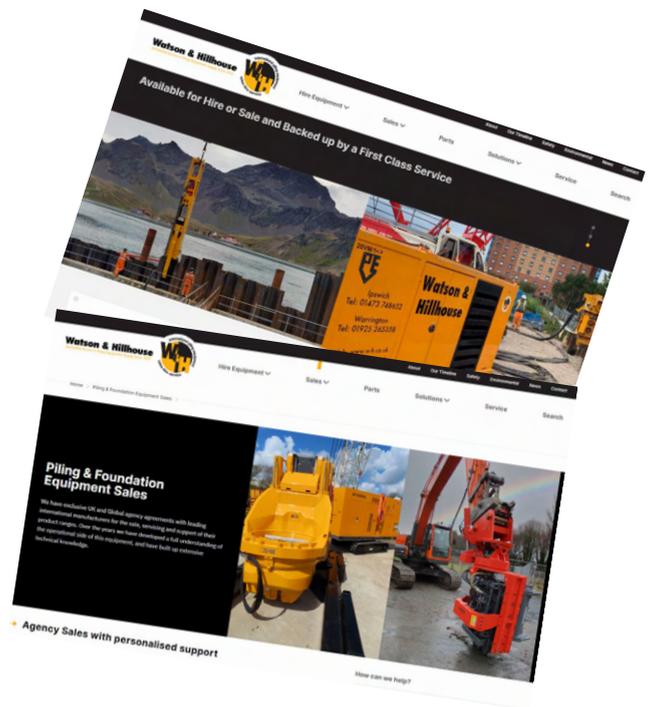
We hope you will find our hire and sales equipment featured in an easy-to-navigate format, finding what you are looking for quickly and accessing all the details you need to make an informed decision on the best equipment for your requirements.

Included are pages dedicated to our parts and service departments, along with a range of solutions we can offer for your piling and foundation

projects. Our News, Meet the Team and Timeline pages offer you an insight into our company and the people who work here. We're proud to include our accreditations demonstrating our commitment to offering the highest levels of customer service.

We hope you'll find the new layout easy to navigate. If you have any feedback, good or bad, we'd love to hear it. Please send any comments to info@w-h.co.uk.

And if you can't find the answer to your question on our website, pick up the phone and give us a call. One of our team will be happy to help you.



ANNIVERSARY SPECIAL

Just as we celebrate the company's anniversary, we have some special employee anniversaries too!



20 years

Rob started with the company as our welder, progressing onto operating the Still Worker throughout the UK and Europe. He is now split across multiple roles from welding to crane driving and the occasional Still Worker training visit.



20 years

George started with us fresh from school undertaking an apprenticeship in plant maintenance. Excelling through he has become a key member of our onsite engineers.



15 years

Joe came to us mid-way through his apprenticeship in plant maintenance which he completed with us and became a fully skilled engineer. Joe has joined his brother George as another key member of our onsite engineers.

Welcome

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



Engineer

Robin is back at W&H following a 5 year hiatus having left us as an onsite engineer he is now workshop based carrying out inspections and repairs although we have been able to convince him to visit a couple of sites for us.



Yard Person

Louis has joined us as a Yard Person, helping to organise and maintain the yard and workshop especially during these busy times.



Marketing Assistant

Zoe brings with her over 25 years of Sales & Marketing experience gained in various sectors including construction and travel. Zoe will be looking after our events, website and social media plus much more!

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