

Watson & Hillhouse



Unequalled International Service in Piling Since 1972

Summer 2013



Welcome - from the Managing Director

Welcome to this edition of the Watson & Hillhouse newsletter. As you will see, despite tough times for our industry, we continue to ride the economic storm and to invest in our people, equipment and new products.

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

Phil Bell

Two firsts for the Kowan Still Worker

Watson & Hillhouse recently celebrated its 40th year in the piling industry and continue to go from strength to strength with two firsts, both involving Kowan machines, during the first quarter of 2013.

Construction and heating specialist *Küte ja Ehitus Ltd* has become the first contractor in Estonia to invest in a state of the art Kowan Still Worker static load noise and vibration-free sheet pile pressing machine. In Italy, civil engineering and construction services contractor *Chimin Spa* has become the first company to invest in a Kowan Still Worker ZU100 static load noise and vibration-free sheet pile pressing machine specifically for the installation of 'Z' and 'AU' sheet piles.

Both companies required a machine that could press sheet piles in very sensitive locations free from noise and vibration. Alessandro Ferretti, owner of *Chimin* stated that 'Working in urban locations and close to existing structures we needed a machine which didn't transmit any vibration or noise. After visiting Watson & Hillhouse and seeing the machine in use we were convinced not only of the ability of the machine to deliver the required performance but also that Watson &



Hillhouse would provide the level of after sales service and support we need and expect'.

The requirement from *Küte ja Ehitus* was very similar, project manager Joosep Vähi remarked 'We have had a few cases in Tallinn where sheet piles have been installed using vibrating hammers which have caused severe cracking in adjacent buildings so the Still Worker was the perfect solution to eliminate

this risk. After seeing a machine working in London where sheet piles were being driven 500mm away from existing apartments we knew we had the right piece of equipment. ...Watson & Hillhouse also provide full operator and mechanic training which was important to us. ...Another aspect that we were impressed by was the Still Worker's exclusive mast tilting function which makes the machine more productive than competitor machines'.

DEALERSHIP DOUBLE

We are very pleased to announce the procurement of two more dealerships here at Watson & Hillhouse.

The first is the ICE agency. Having been Dieseko's exclusive dealer for the PVE brand of hydraulic piling vibrators, for the UK and Ireland since 1989, we are pleased to announce that we will now also be handling the ICE brand - also part of Dieseko Group. ICE Holland has been supplying hydraulic vibrating hammers to the global construction industry for more than 30 years. Their product range covers free hanging vibrating hammers, power packs, excavator mounted vibrators, DOP dredging pumps and ancillary equipment. Now fully integrated into the Dieseko Group, existing ICE customers in the UK and Ireland will now benefit from Watson & Hillhouse's first class sales, rental and service support that our PVE customers have become accustomed to.

In support of Dieseko's decision to promote the ICE brand in the UK we have ordered a new ICE 8RF with power pack for our hire fleet and it is also our intention to place an order for an ICE 82NF later this year.

The second agency is BUMA, a Korean company manufacturing two core product lines. The first being RCD (Reverse Circulation Drilling) rigs, which are mounted on top of large diameter tubular piles (currently from 800mm up to 5m dia) for drilling into rock with a strength of up to 250Mpa. They are used in all types of construction projects where foundation piles have to be socketed into rock, including offshore wind farm projects. The other core product is casing oscillators. Their range covers from 1.0m diameter casings up to 3m diameter, with torques ranging from 145ton/m to a massive 1185ton/m and extraction forces ranging from 129ton up to an incredible 1018ton! The casing oscillators can be operated from a foundation rig or HD foundation crane. Since their inception in 1992, BUMA has sold over 100 RCD rigs throughout the world and we hope with the support of Watson & Hillhouse this success will continue throughout the UK and Ireland.



STILL WORKER TRAINING

Watson & Hillhouse offer training for Still Worker Operators at their dedicated facility in Ipswich – the only Still Worker training centre in the UK that is recognised by The Construction Industry Training Board.

This in-depth training helps businesses demonstrate their commitment to providing knowledgeable operatives whilst improving on-site Health and Safety.

Beginner or familiarisation training is undertaken with competent trainers and given, predominantly, on a one to one basis ensuring the undivided attention of the trainer (more trainees can be catered for at any one time).

The training is given in two parts:

- 1) Classroom/Yard:** theory of operation, practical, demonstration on dedicated test piles, maintenance and care, health and safety, risk assessment.
- 2) On-Site:** given in real time covering all aspects of operation from unloading the lorry, to installing/extracting piles, to loading again – all with the emphasis on Health and Safety.

On completion the newly qualified operative is awarded the CITB accredited 'Still Worker Operative Certificate' which enables the operator to apply for the CSCS Still Worker Operator CRO card.

Please contact Paul Lee to learn more.



WHAT THE CLIENTS' SAY

We believe people are what make a business. Our team are not only committed to the cause of customer satisfaction, but have an in depth knowledge of our industry which we believe sets us apart from our competitors.

We also understand that time is money. Even more so today in these austere times we live in when having a modern, reliable fleet of equipment is what our customers want. Of course all equipment can break down but when it does, knowing you will receive a service response which is second to none is worth much more than an extra 10% discount at the start of the hire. However, you don't have to take our word for it, hear what our customers have to say:

Thank you and all at Watson & Hillhouse for turning round the SL30da hammer today. ...it's nice to know that you can get us going almost straight away, in fact we **lost no time** and the hammer is just floating down river now, in a barge of course! **That's why I personally prefer Watson & Hillhouse** over others because your back up service and knowledge is **second to none**. Well done to all.

J T Mackley

I would just like to say **thank you** for the very prompt response and your staff doing their utmost to help us on site at Potters Bar. Ricky moved around jobs to fit us in which was **much appreciated**. I look forward to all future hiccups and resolving them with you and your team.

City Basements (part of the Toureen Group)

WHICH ONE?

It can be tempting to take short cuts in business in the belief of getting the best return, but what does that mean in terms of execution?

Selecting the right pile driver for the right job can be tricky sometimes but we're here to help. Selection criteria is based on many factors but predominantly: pile type and length, soil conditions, pile penetration and, more so these days - noise and vibration issues.



Vibratory Pile Drivers

Vibratory pile drivers can be used to install and extract all types of steel and concrete piles and are best suited to non-cohesive soils. We have standard frequency, high frequency and variable moment options available in our fleet.

Impact Hammers

Impact hammers are used for pile installation and can drive through cohesive soils, very dense granular soils and soft rock. Our hammers are available for single/double sheet piling, 'H' piling and up to 2m o/d tubular piles.



Pile Pressers

Noise and vibration free pile pressers are generally used in sensitive areas and can press piles into most soil types although, depending on stiffness/density, pre-augering or water jetting is sometimes required.

JUST LIKE NEW

With a full order book of marine piling work ahead of them, Northern Ireland and UK contractor McLaughlin & Harvey decided their 1999 BSP357 hammer and power pack required an overhaul.

They needed to be certain that the overhaul would be undertaken to manufacturer's specifications, so they looked no further than Watson & Hillhouse. Whilst overhauling our customers' Kowan Still Worker machines or PVE vibrators is all part of our dealer after sales support, undertaking work on other customer piling equipment is also a service we provide. The BSP357 hammer is one which is very familiar to us, having owned and operated this model ourselves for more than 20 years. The hammer was completely dismantled, all wearing parts measured and repaired where necessary including a modification to the drive cap to bring it up to the latest design. The power



pack was also overhauled with the engine, hydraulic, electrical and cooling systems being inspected, tested and repaired where necessary. Both the hammer frame and power pack were shot blasted and repainted before being reassembled and tested on our dedicated test facility. Above you can see the finished article, looking we might say, like a brand new hammer. Suffice to say the customer was very happy with the outcome!

MEET THE HIRE/SALES TEAM...

As you will have seen from the rest of the newsletter, we really are proud to have such a long-standing and dedicated work force at Watson & Hillhouse and we believe that's what sets us apart.

Along with the rest of the employees, the hire and sales team have helped us to build an unrivalled worldwide reputation for service and technical expertise that places us in the forefront of the industry. So, if you'd like to put a face to that name here they are:

At Ipswich:

Neil joined us as an apprentice engineer straight from school in 1979. He now oversees all hire projects in the South of the UK and, as our Still Worker expert, manages all their hire projects across Europe.

Scott joined us in 2001 from Otley College and is the first point of contact for all hire requirements for the South of the UK. However, when things are busy you may find yourself speaking to Chris or Ken who are just as knowledgeable.



Neil Davey



Ken Smith



Scott Double



Chris Burgess

In Warrington:

Ken began his career with Watson & Hillhouse in 1980. He moved on in 1996 but, like a boomerang, he came back and in 2005 he re-joined us to manage the northern depot and all northern area operations.

Chris joined us in 2011 from a well known UK plant hire company. With bags of industry experience and, after undergoing intensive training in our workshops, office and on site, Chris now runs the hire desk at Warrington.

LONG SERVICE AWARDS



Robin Baker



George Harvey



Robert Adams



Marion Stone receives her award from Robin

Watson & Hillhouse recently celebrated the long service of four of its staff.

Fitters Robin Baker and George Harvey and welder Robert Adams were all given their 10 year service award and Marion Stone, our purchase ledger controller and receptionist who has been with the company since joining as a trainee, was given her 25 year service award. Chairman, Robin Watson, remarked 'We have a company policy to employ school leavers and train them up so they understand every inch of the business. As a result we find that most of our employees stay with us for a long time and Marion is a true example of this'.

And Finally..

We couldn't close this edition without wishing Robin Watson a very happy 70th birthday. We surprised him one sunny May afternoon and presented HIM with a little something - for a change!



Watson & Hillhouse Ltd.

Head Office: Ipswich T: +44 (0)1473 748652
Northern Depot: Warrington T: +44 (0)1925 265358
E: info@w-h.co.uk W: www.w-h.co.uk

