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### **Roger Bullivant choose Case Compact Wheel loaders**

#### **Compact Wheel Loaders from Case Construction Equipment are helping Roger Bullivant increase on-site productivity and reliability.**

Foundation engineering specialist Roger Bullivant has taken delivery of seven Case Construction Equipment 321E, Compact Wheel Loaders.



The 321Es will replace an aging fleet of loading shovels, which were beginning to develop reliability issues and incur costly repairs. The consensus was to look for a slightly larger model that would also increase productivity as well as providing reliability, together with a more comfortable operator environment.

Equipped with many of the features of the larger models in the Case range the 321E offers excellent productivity and efficiency. The two-speed hydrostatic drive and hydraulic steering feature provides smooth shifting, ease of operation and superior manoeuvrability, making them ideally suited to working in site conditions.

Working as part of the company's ground improvement fleet the Case 321E machines will be used on sites across the UK supporting Roger Bullivant's Vibro Stone Column rigs. With one loader allocated per rig depositing stone into a bore created by a vibrating poker attachment, reliability is of key importance as on-site breakdowns can be costly and time consuming.

Prior to choosing Case machines, Roger Bullivant undertook in-depth market research into what was available and which machines best suited their requirements before opting for the 321Es, which they considered met the brief of, durability and productivity, as well as the potential to provide a cost saving of up to 140K over machines in the same class.

PRESS RELEASE

Andy Street, Ground Improvement Manager from Roger Bullivant explains why they chose Case: “After a review of the plant available we short-listed two machines, plus the Case 321E, which initially was not deemed to be a serious contender. Everybody was expecting one of the others to be the loader of choice, but this changed during the next review stage.” The two other machines were dismissed, one due to cost as it was considered to be far too expensive. The second machine, in their opinion, appeared not to be as robust as the Case 321E, which also offered a host of features as standard that were extra on the other machines options.

“The Case 321E offered better value and was better equipped, that said, it was the final stage of decision making that swung it for Case,” said Andy. “It’s quite simply a better built machine and seems to be built for the job at hand. Whilst the second machine we considered looked good, when you got up close it didn’t seem to be as robust. In fact every Case user I spoke to was over the moon with their Case product, and could not speak highly enough of them. Cost was of course important but for us the overriding factor was build quality. It’s a machine which looks and feels like it will last on site.”

Some of the features that impressed Roger Bullivant included, the 321E’s self-levelling system, which they felt will be beneficial when traversing sites, and minimising wastage due to spillage from the bucket. The rear axle oscillation and air-con (as standard) features, improve the comfort of the operator – the rear axle oscillations offers exceptional stability in different ground conditions helping to minimise vibration and excess movement in the cab, whilst the air-con allows operators to work with doors and windows closed, keeping the dust and noise out.

With health and safety of paramount consideration the ability to quickly and safely attach and disconnect different attachments was a real benefit, and optimized machine balance provides maximum stability when using various attachments. Andy added “We were very impressed by the quick hitch mechanism utilised by Case. We felt it was easy to use and allowed good visibility from the cab, with no pins to line up as with other machines. I genuinely believe we have purchased the best machines for the job at hand. They are more robust than others we considered and better equipped. Hopefully they will prove to be value for money.”

“We also appreciated the attention to detail that Case and its supply partners White’s Materials Handling & Cabcare dedicated to ensuring the machines were supplied specifically to our requirements. The bespoke side tip buckets designed by Peter White and his team are vital to

increasing productivity. Similarly the bespoke cab guards designed by Richard Davies and his team at Cabcare will help us protect our units on site.”

Jim Malia, Strategic Accounts Manager for CNH UK, commented: “We are delighted to be developing relations with Roger Bullivant Ltd, and their decision making progress in choosing Case Wheeled Loaders typifies the reasons why we are significantly improving our market share and consistently supplying new customers with Case products across the UK.”

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*Case Construction Equipment sells and supports a full line of construction equipment around the world, including the No. 1 loader/backhoes, excavators, motor graders, wheel loaders, vibratory compaction rollers, crawler dozers, skid steers, compact track loaders and rough-terrain forklifts. Through Case dealers, customers have access to a true professional partner with world-class equipment and aftermarket support, industry-leading warranties and flexible financing. More information is available at [www.Casece.com](http://www.Casece.com).*

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