CASE STUDY MAY 2017

TENTS & EVENTS POWERED BY JCB



Leading Marquee and Equipment Hire Company, Tents & Events Ltd, was formed over 22 years ago and is run by father and son team, Peter and Ben Newell. With many years of combined experience under their belts in the marquee and event management business, the duo annually invests in the very best equipment to ensure the business is fully equipped with the right products for every event; whether for a small family gathering, a lavish themed party or a wedding.

At the end of 2016, Managing Director, Ben, specified a JCBG66QS generator from Watling JCB which was delivered complete with LiveLink telematics and a trailer to transport the unit from venue to venue. Powered by JCB's four-cylinder Dieselmax Stage IIIA engine it has an output of 58.7kVA or 47kW; more than enough capacity for the biggest of events managed by Tents and Events. Once on-site the unit provides power for three distinct areas; catering - including ovens, hot cupboards and fryers, front of house - lighting and signage - and entertainment – for microphones, speakers and instruments.

The G66QS was bought to replace an ageing competitive unit and has made a great addition to the current machinery fleet, which also includes the unique JCB Teletruk forwards reach forklift and a further generator. Ben's initial interest was stimulated by the JCB Broadcrown tie up, but at the time there was no plug and play rental spec.

As the JCB range extended Ben decided to re-consider the options and was pleasantly pleased to find the generator he required in stock and immediately available from Watling JCB.

"We needed to replace one of our gensets as it was becoming tired and unpredictable. Reliability is mandatory in the events sector so we opted to take delivery of the JCB. Finding out that the unit was specified as standard with the LiveLink Telematics system was a bonus. We have trackers on all our other machines, but this does so much more than just tracking. We can not only remotely monitor its location but also its performance. We can see the phasing of the loads, monitor the fuel consumption and just make sure everything is running as it should be. Watling JCB was very helpful in setting up the deal and organising a swift delivery. Nothing is too much trouble and their knowledge of the power generation sector is second to none. We are seriously considering a second, slightly lower powered unit to see us through the forthcoming busy wedding season."



Ben was also impressed that LiveLink is not only monitored from his own computer, but also at the LiveLink centre at JCB. Within days of taking delivery of the G66QS the team at JCB noticed a warning light and called to make sure there was no problem. In the event no further action was required, but the level of support offers great peace of mind;

"It's useful to know that our machine is also being monitored at dealer and manufacturer level – just in case there is something we don't spot. LiveLink definitely offers so much more than a tracking service."

As with all capital investments by Tents and Events, the generator was financed by the team at JCB Finance. Irrespective of the piece of kit in question the team at JCB Finance offers a hugely competitive payment structure that really helps the equipment fleet current.

For more information on the range of JCB Generators please contact Fred Telfer on 07711 468209 or email: fred.telfer@watling-jcb.com

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