

# Bell UK's longest standing relationship looks set to evolve further

*When a working relationship between customer and supplier remains steadfast from one decade into the next, it's testament that a supplier's product, service and reliability continues to make the grade.*

Ben Bennett Jr Ltd, a family run company founded in 1883, takes the reins of both a steel rolling mill and a limestone quarry and believes that to keep the wheels in motion, the importance of sound relationships should never be underestimated.

Ben Bennett Jr is Bell Equipment's longest standing client in the UK. Having purchased its first Bell Articulated Dump Truck – a B25C model - back in the late 1990s, it continues to purchase the firm's hardworking machines up to the present day.

Ben Bennett Jr's Grange Mill Quarry is situated in Matlock, Derbyshire, and was acquired by the firm at the same time as its Rotherham based steel rolling mill in 1935.

Since then the firm has been using the quarry to skilfully extract high quality grades of calcium carbonate. Over the years the range of materials sourced from the quarry has further developed to comprise products including a recycled filler grade, suitable for use in a variety of applications such as food, pharmaceuticals, plastics, rubber, glass and sealants.

It's a company dedicated to the principle of 'never ending improvements in quality and productivity', and one which chooses working relationships that reflect its own committed ethos.

Over three decades, Bell Equipment machines have made their mark as a quarry staple at Grange Mill by proving their worth with each new model that cuts the quarry face.

"Even back in the 90s, Bell machines were considered to offer a competitively priced solution with a sound capacity," Andrew Brough,

Quarry Manager at Ben Bennett Jr explains. "They were right for us at the time, and I'm pleased to say, with the way the machines have evolved, they still are now.

"That's because, while our business has grown and developed over the years, so has Bell, by developing equipment and moving it in the right direction, so that it's still applicable to its clients' changing needs."

Andrew goes on to explain that typically, the Bell Equipment machines used in the Grange Mill Quarry will perform above and beyond expectation, fulfilling face-to-crusher and overburden removal tasks reliably and economically. He says the Bell vehicles ideally suit his quarry's production size, and that the proven capabilities of a recently purchased loading shovel have served to further his sound opinion of both manufacturer and machine.

"We have three Bell B30E ADTs working in the quarry at present – each of which is earning its keep, travelling with load from the quarry face to the primary crusher.

"We also use a Bell L2606 Wheel Loader, a work horse that's served us well since May 2015, and which

we plan to keep until May 2018 - at which point we'll be looking to trade it in. It's been a terrific piece of kit, providing us with the extra capability we've needed.

"In essence, the equipment is strong, reliable and efficient, and the service Bell provides us with offers equal trust and dependability. We've developed a strong working relationship with our Bell representatives over many years, and the service they provide us with is second to none, whether the team is presenting us with a particular model at a competitive price, or arranging a convenient finance deal."

Ben Bennett Jr is a company with deep-established roots, however its drive to progress and remain relevant through the decades is what has enabled it to thrive for over 130 years. A recent investment in additional mobile crushing and screening equipment illustrates the point well, as the firm demonstrated its advancing approach to quarry operations through the unveiling of a new Sandvic unit, designed to re-crush overstocked 75/125mm lower-quality limestone, and make it appropriate to supplement the industrial plant process, and use within various aggregates.

The firm has also been successfully granted a planning consent extension to excavate at Grange Mill Quarry until 2042. It hopes to make the most of this permission by remaining selective with regard to the markets it supplies, but also versatile in the way it provides quality and service to its customers.

"We don't plan to waste our reserves based on volume," Andrew explains, "especially when the deposit of limestone we have is so high in terms of purity, making it truly sought after within specialist markets. We'll continue to produce our materials through a stringent quality control process so we can meet the tight specifications for special glass and pharmaceutical requirements."

As for how Bell fits into the Ben Bennett future, well there certainly seems to be a place: "Ben Bennett is a company that's continuing to evolve," Andrew concludes. "We'll never remain still, and will continually seek ways to improve our operation and its function, and yes, we see Bell Equipment's machines featuring within that development. In fact, in terms of quarry function and process, we envisage Bell machines being at the forefront."

