

# THE INNOVATOR



Quicksilver Win Again



Robomowing with Cub Cadet



Loncin Engines, Generators & Pumps





# CUB CADET

Cover: The Cub Cadet Experience. For decades, Cub Cadet has been committed to producing innovative lawn mowers, lawn and garden tractors, zero-turn mowers and other powered equipment that work harder and perform better than other products in the industry. The 2013 range is no exception.

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# QUICKSILVER WINS ANOTHER PRESTIGIOUS DESIGN AWARD

Quicksilver has won the Starter Boat category award for the second year running in the Motor Boats Monthly (MBM) and Motor Boat & Yachting magazines, Motorboat of the Year Awards 2013, announced at the London Boat Show at ExCel.

The Quicksilver Activ 705 Cruiser was narrowed down from hundreds of boats, which were tested by MBM over the previous 12-months, to come up with a handful of potential winners. The judging panel reported that the finalists were easily the best and most diverse line-up of entry-level boats they had seen in the eight years of the competition. They selected the Quicksilver Activ 705 Cruiser for its mix of fun handling, practical features and class-leading accommodation, commenting Quicksilver's first cruiser delivered more knockout blows than a tornado full of boxing gloves! The judges were also impressed with the 705's value for money and the wide range of inboard and outboard power options available to prospective owners. MBM's boat tester said, "As a first boat, the Activ 705 Cruiser is tailor made for putting families afloat with minimum hassle and maximum value. However, it also has enough substance and sophistication to entice seasoned day boaters to upgrade to a cabin boat."

Simon Owen, publishing director at IPC Marine Media praised all of the shortlisted finalists at the gala ceremony at London's Savoy Hotel and concluded, "Now in our eighth year, the awards are firmly established as the motor boating industry's ultimate definition in design, innovation and manufacture."

Mark Paulhus, who leads Quicksilver's design team said, "I think the key to the strength of this new boat lies in the design concept: At the start of the development process, we established some very clear design priorities including ease of use, safety, comfort and practicality. We also worked hard to achieve the best possible use of space which on a boat of this size, space is a valuable asset. And recognising that boating needs to be affordable, we were determined to design a product that would offer outstanding value."

This is the third consecutive year that Quicksilver has won one of the prestigious European Marine industry awards; in 2011 the Activ 675 won European Powerboat of the Year and the Quicksilver 645 Cabin achieved MBM's Motorboat of the Year in 2012.

The Quicksilver Activ and Captur boat ranges and engine options are available through Barrus authorised Quicksilver dealers. A full listing can be found on the Quicksilver boats website [www.quicksilver-boats.com](http://www.quicksilver-boats.com).



*Quicksilver 705 put through its paces by Motor Boats Monthly*

## NEW QUICKSILVER PILOTHOUSE 755 FOR 2013

Quicksilver has launched the 755 Pilothouse, the first new Pilothouse model to be introduced into the Captur product range.

The 755 offers a new style of boating with no compromises to combine the practical needs of fishing with a high level of cruising comfort. It has the largest cockpit area for fishing in its class with extensive fishing equipment including a premium live well system, an electric fish well locker pump-out and a bait preparation table. This cockpit area can easily be converted for cruising and the cabin features triple forward facing seating with a full double berth.

Capable of taking the largest horse power range in its class with a single engine up to 250hp, the 755 Pilothouse can also be tailored to suit all requirements with 4 optional equipment packs and a splash of colour can be added by choosing the hull colour upgrade.









# BARRUS POWERED CRAFT IN QUEEN'S DIAMOND JUBILEE PAGEANT

Around 1066 boats from as far afield as Australia, took part in the Queen's Diamond Jubilee Pageant last year and many of the boats represented were powered with Barrus supplied engines.

Barrus were also involved with possibly the oldest powerboat of its type still afloat in Europe and possibly the world. The 'FIXITOR' c1900 , a 25ft, mahogany and Oak Victorian gentleman's racing trials boat, restored by its owner Wint Taylor, took part in the pageant. Fitted with a modified BMC marine engine, the R&D Team at Barrus, assisted in testing and running in the engine utilising the company's state-of-the-art engine test facility.



*Also in the pageant, The Port of London Authority Thames patrol launch fitted with John Deere engines.*



*One of the Pacific 24 Naval Sea Boats (fitted with Yanmar engines) which escorted the Royal Barge.*





# CARRY AWAY A GREAT DEAL WITH MARINER AND MERCURY

Outboard engines are not the easiest things to carry around, transport or store! To solve the problem, Barrus has produced branded, heavy-duty bags specifically designed for Mariner and Mercury outboard engines. These padded, protective bags are ideal for preventing damage to the engine whilst in transit or when stored away. For a limited period, participating Mariner and Mercury dealers will be offering a FREE outboard carry bag worth £99.00 with every new Mariner or Mercury outboard purchased from 2.5hp to 6hp.



## MERCURY ENGINES POWER MULTI-FUNCTION CATAMARANS

RowingSolutions Ltd, in conjunction with Barrus marine dealer, Walker Outboard Services, has developed a range of Mercury powered catamarans. A British company established in 1985, RowingSolutions supply high quality products and services to the rowing world.

The catamaran range has been designed specifically for applications including coaching, umpiring, rescue and the latest addition is an adaptive catamaran with disabled wheelchair access. With hulls built from roto-moulded TRILAM Metalicene, the catamarans offer exceptional durability and reliability, an essential requirement of the rowing industry. Simon Johnson, the company's founder comments, "From the beginning, we developed the catamarans with Walker Outboard Services in Reading. Duncan Walker's knowledge and thirty years' experience as a Mercury dealer were fundamental to the success in achieving a high performance, low horsepower, Mercury-powered catamaran."



## STOP PRESS - STOP PRESS - STOP PRESS -

**Barrus retains SOLAS certification for 13th consecutive year**

Barrus is pleased to announce that it has again achieved the Certificate of Manufacturing Assessment for 2013 awarded by the American Bureau of Shipping. This is the thirteenth year that Barrus has successfully completed this rigorous assessment which covers all aspects of the manufacturing process from design, through to engine build and testing and quality control systems. This enables Barrus to manufacture and supply engines for boats that require SOLAS (Safety of Lives at Sea) Certification.

These are mainly boats operated by commercial users, professional rescue organisations and the MOD. The marine inboard engines which are currently available with SOLAS Certification include the Yanmar 4LH, 6LP and 6LY2 Series.





# MERCURY GOES RACING!

*Hunton XRS43 powered by  
Mercury Racing sterndrives*



**Barrus are now the official T.E.A.M accredited Mercury Racing engine distributors in the UK. Mercury Racing's Total Engine Application Management (T.E.A.M.) initiative is a factory-approved integration process for new Mercury racing marine propulsion systems.**

A requirement of T.E.A.M, is the specialised training of all personnel involved with the installation of new Mercury Racing propulsion systems. Lee Allen, technical manager at Barrus, attended a rigorous, three-week training course in Croatia which covered high-performance installations, pre-delivery and propeller testing and final handover.

There are currently two Mercury Racing sterndrive engines, the 600 SCi and the 662 SCi which are T.E.A.M. and CE Approved which has the benefit of extending the warranty period from one to two years. All other sterndrive engines in the Mercury Racing range are sold for the sole purposes of racing applications.

The first Mercury Racing sterndrive engines to be supplied by Barrus is to Hunton Powerboats, a company that spans more than three decades of racing heritage. Hunton is the brand for those that know and appreciate high performance, luxurious powerboats. Mercury Racing 660hp SCi and 662hp SCi petrol engines provide the power option for the Hunton XRS43. With a maximum

speed of up to 70 knots, this is a truly stunning powerboat that presents a thrilling blend of speed, exhilaration and fun.

Tim Hart, director of sales & marketing at Barrus comments, "Barrus are looking to establish a limited number of Mercury Racing Dealerships in the UK who will be appointed in accordance with the terms and conditions of the T.E.A.M accreditation process. The T.E.A.M. initiative is a reflection of Mercury Racing's high standards and dedication in continual quality improvements and enhanced customer satisfaction."

Follow us on Facebook - Mercury Racing UK 

**Mercury Racing 660hp SCi sterndrive**





# MERCURY CHOSEN FOR BEN AINSLIE TEAM VIP CHASE BOAT

Scorpion has designed and built a RIB powered by twin Mercury 300hp Verado engines for the J. P. Morgan Ben Ainslie Race Team VIP chase boat. Renowned for their build quality and the soft dry ride of their unique hulls, Scorpion has been producing RIBs since 1995.

The 9.8m Scorpion Serket 98 has been built to match Sir Ben Ainslie's racing boat, the AC45, a 45 foot catamaran used in the America's Cup events. The J.P. Morgan BAR Team will use the Serket 98 to transfer crew and VIP guests onto the AC45.

The Mercury Verado 300hp outboards, capable of reaching almost 60 knots, were specified for the boat as they work extremely well with the standard propriety Scorpion designed hull. Other contributing factors included performance together with balance and style to make these engines the perfect power choice.

Sir Ben Ainslie unveiled his new Serket chase boat on the Scorpion stand on the opening day of the London Boat Show in January. During the last America's Cup event in San Francisco in October 2012, the J.P. Morgan BAR Team finished joint first with Team Oracle.

*Sir Ben Ainslie takes delivery of his Team VIP chase boat at the London Boat Show*



*Scorpion Serket trialing the Mercury Verado engines*





# NEWS BITES

## Driven by Beckham powered by Mercury!

The Bladerunner 35 RIB that transported David Beckham down the Thames to the opening ceremony of the Olympic Opening Ceremony last year was powered by twin Mercury Verado 300hp outboard engines.



## Patrolling the Loch

New, twin Mercury 150hp outboard engines have been supplied and fitted by Barrus dealer Swordfish Marine to the Artic 22, 7-metre RIB which is deployed as the rescue boat on Loch Lomond. With 8 passengers on board this boat now achieves speeds of 52mph.




The crew of the Artic 22 test out the new Mercury 150s

## Barrus supports Round Britain 999 Coastal Challenge

Barrus are supplying an AB inflatable boat and Mariner engine package to the Watersafe UK Search & Rescue Team (WUKSART) who are attempting to circumnavigate the entire 1,999 miles of British coastline in just 9 days, 9 hours, 9 minutes launching at 9am on the 9th day of the 9th month. Watersafe is a voluntary search & rescue organisation operating within the Derbyshire & the East Midlands region. The aim of this unique challenge is to raise a minimum of £20,000 for the RNLI and the Watersafe UK Search & Rescue Team.

Follow the team's progress on both the Mariner and WUKSART Facebook and Twitter pages.

 @WUKSART  Watersafe UK Search and Rescue

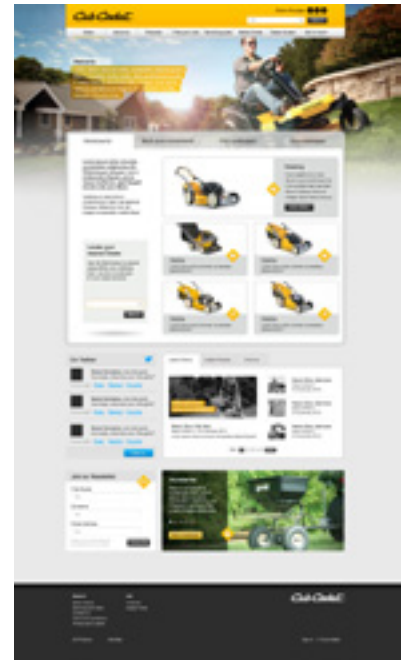
You can make a donation on the website [www.wuksart.org](http://www.wuksart.org)



## Cub Cadet goes online

Cub Cadet will have a brand new, dedicated website, aimed at making the access of information and product selection simple and efficient for all users. Clear, concise product descriptions and specifications combined with downloadable information options will be available at the click of a button. Video clips will demonstrate the features and benefits of the machines and once a product has been selected, the user can browse the 'Dealer Locator' to find their nearest authorised Cub Cadet dealer. Watch out for the site which goes live in April 2013 - visit

[www.cubcadet.co.uk](http://www.cubcadet.co.uk)



## Lawn care goes robotic!

The new, fully automatic robotic Lawnkeeper 500 and 3000 models from Cub Cadet operate completely independently leaving time for other leisure activities! These models will be available from Cub Cadet authorised dealers in April.



No time for mowing?







## YANMAR BECOMES OFFICIAL GLOBAL PARTNER OF MANCHESTER UNITED

Yanmar is proud to announce that they have become a Manchester United Official Global Partner. The partnership which started in the 2012 season is for a period of three-years.

Yanmar hopes to extend its long standing association with Japanese football to the UK and other global markets. As part of the company's corporate social responsibility policy it has long established links with the world's most popular sport, even going as far as establishing its own club in Japan and has been actively supporting young talented footballers in Asia.

Chairman & President of Yanmar, Takehito Yamaoka said, "Since establishing its own team in Japan back in 1957, Yanmar has been

championing the sporting ethos football creates, such as hard work, determination and excitement. Many of these traits are still the core values of Yanmar today."

With Manchester United's popularity and presence in Asia and the world, Yanmar is confident that this partnership will promote the company's global presence and activities.

Barrus invited a number of Yanmar customers in the UK to watch Manchester United's training session at Carrington Road and as guests at the match with Liverpool at the beginning of January.

## WOLF CUTS THE ICE!

The WOLF-Garten marketing team are very used to receiving unusual requests but the first one of 2013 proved to be very intriguing! Tom Kenrick, part of a team of four sculptors representing Great Britain in the annual Snow Festival held in Breckenridge, Colorado, USA in January, was looking for WOLF-Garten tools for carving snow sculptures in the competition.

The team identified the WOLF-Garten multi-change® tool range as the perfect solution in providing strong, durable tools and the interchangeable tool heads and handles would give them versatility and lighten their load on the aircraft. "The competition went really well and the tools were fantastic. The tools performed just as expected and allowed us to carve our 4-metre creation with ease," comments Tom.



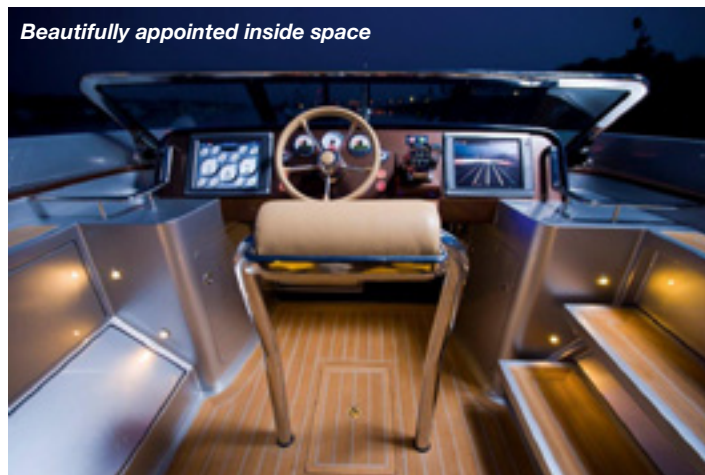


# PRESTIGIOUS DESIGN AWARD FOR YANMAR POWERED LUXURY TENDER

Yanmar dealer, Compass Tenders of Port Hamble Marina, Southampton, together with Eidsgaard Design picked up the award for the best Tender Design at the ShowBoats Design Awards 2012.

The 9m Limousine Tender, M.Y. Tango, is fitted with twin Yanmar 6BY2, 260hp engines with ZT370 drives and features a bespoke secondary alternator fitted to the port engine manufactured by Barrus. The M.Y. Tango delivered on every level of the judging criteria including, appearance, mechanical installation, functionality for purpose, ease of lift aboard the parent craft and of course overall performance.

Limousines are the modern solution for some of the world's most exclusive Superyachts as a stylish passage when venturing ashore, offering a luxurious level of comfort. The Tango Limousine was the first to be built by Compass Tenders, in conjunction with Eidsgaard Design. The ShowBoats Design Awards are the pinnacle of industry recognition for all Superyacht designers, constructors and suppliers.



*Beautifully appointed inside space*

*The luxurious M.Y. Tango limousine tender*





# IN THE SPOTLIGHT ABC MARINE & LEISURE

Based in the heart of British leisure boating country on the south coast of England, Barrus Mariner outboard dealers, ABC Marine & Leisure, is a well-established marine retail centre. With the benefits of a large waterside facility, ABC specialise in trailable fishing boats and sports fishing boats, family day boats, river boats, sloops, RIBs and inflatable tenders. Their well-equipped workshops and fully trained technicians provide a professional service and repair facility.

ABC prides itself in selecting suitable craft for the demanding UK market whilst ensuring high quality and competitive pricing. They have a proven track record with Mariner Boats which they have turned into a household name. ABC is always looking for new and exciting product and when Barrus introduced AB Inflatables into the UK, they were keen to add this impressive, high quality range to their portfolio. Consequently they have continued to expand their boat sales and import distribution business even in these most difficult trading times.



*An impressive line-up of boats at the London Boat Show*

## MERCURY DIESEL RETURNS TO BARRUS

**Brunswick Marine has appointed E. P. Barrus Ltd as the exclusive UK and Eire distributor for Mercury marine diesel engines**

Mercury marine offers the QSD common rail or electronic injection fuel systems and the TDI engines which comprise a total of 16 engines. The QSD models offer a propulsion range from 115hp (84kW) to 350hp (257kW) and the TDI models range from 40hp (29kW) to 350hp (257kW).

Renowned for their lightweight and compact design, Mercury diesels provide increased power for impressive acceleration. They are compatible with SmartCraft electronics, SeaCore corrosion protection, Axis and Zeus joystick control systems and Mercury's effortless Digital Throttle & Shift systems.

Compliant with all European emissions standards, this engine range also meets the latest IMO Tier II regulations and is RCD certified. Some of the QSD models are also BSO and SAV certified.

Mercury marine diesel engines are suitable for a wide range of leisure applications from yacht sail drives to large powerboats.

"We are pleased to have the Mercury marine diesel range back in our portfolio and we are confident that there are opportunities to grow and develop this important sector of the market," comments Simon Cooke, general manager, Marine Division, E. P. Barrus Ltd. "We are looking forward to supporting our customers with a wider choice of engines all backed by our extensive Mercury marine diesel dealer network offering a professional technical after-sales service with a 24-hour parts supply."







# GET THE JOB DONE FASTER WITH CUB CADET

The Lawn & Garden Division launched the Cub Cadet RZT-S 46 in 2012 for the 2013 season as addition to the RZT series. The key benefit of this innovative ride on machine is that it mows faster on complex landscapes, allowing more time for other green keeping tasks.

Cub Cadet's RZT zero-turn mowers are ideal for mowing both flat and hilly terrain. The RZT-S 46 boasts ultimate manoeuvrability and control with four wheel steering Synchro Steer Technology™. It sports large rear wheels which provide added traction and stability, whilst the front steering wheels allow for better control on uneven terrain and high kerbs ensuring a clean cut close to fences or borders.

The RZT-S 46 is powered by a professional-grade Kohler V-Twin 725cc, 23hp engine which is engineered for long life, extended durability and commercial-grade performance. Features include:

- Foot pedal hydrostatic drive to operate the deck of the mower
- Zero turning radius controlled by a steering wheel
- Electric PTO fingertip deck engagement
- 117cm side discharge deck
- Mulch kit

Comfort features which make grass cutting with the Cub Cadet RZT-S 46 a true pleasure, include:

- Adjustable seat
- Soft touch steering wheel
- Cup holder



***The go anywhere  
Cub Cadet RZT zero-turn***





# STEP UP TO THE LAWNFLITE MINIRIDER

If you have always wanted to swap your walk behind lawnmower for a ride on mower but your garden is small and storage space is limited, then the Lawnflite Minirider 60RDE could offer the solution.

This new compact rider has been designed with the smaller garden in mind. Powered by the ultra-reliable, Briggs and Stratton engine, this ride on is ideal for cutting areas of around a third of one acre. The Lawnflite transmatic transmission that can be simply adjusted with the foot pedal, allows for smooth, seamless speed changes on the move so no stop start gear changing. The 60cm/24" high airflow cutter deck provides for clean, reliable

grass collection and the extremely tight turn radius of only 46cm/18" makes this a very easy machine to manoeuvre in confined spaces.

The Lawnflite Minirider also features an optional 3-in-1 cutting system providing the flexibility to collect, mulch or discharge so there is a choice of how to handle the grass clippings. Lawnflite has also thought about storage by designing an easily detachable grass box, which when removed makes the total length of the machine only 170cm/76", no longer than the average walk behind lawnmower.

# LOG SPLITTING IN HALF THE TIME

This robust log splitter takes the hard work out of splitting logs and saves time.

The new, 2000 watt, Lawnflite LS2000 Duo is a patented design that boasts a 7-ton splitting force capable of splitting two logs at a time. This dual action machine has a centre ram plate that splits logs entering the right hand splitting axe and on its return will split the log against the left hand splitting axe. Compared to single action splitters this halves the time it takes to split logs. Optional, sturdy legs are available to lift the machine to waist height eliminating the need to bend to load the logs. When compared to other 7-ton log splitters, the Lawnflite Duo offers exceptional value and is the ideal upgrade machine.





# REPOWERING THE FUTURE



**1.6kW Inverter Generator**

**Generators from 2kW to 6kW**



**Water Pumps from 1" to 3"**



## The Ideal Engine Repower Solution



**Horizontal Single Cylinder Engines**



**Vertical Engines**



# LONCIN

E. P. Barrus Ltd is pleased to announce they have been appointed the exclusive distributor for Loncin engines, generators and pumps in the UK.

Barrus recognised that there was a demand in the market place for a good quality, low cost, fit for purpose product capable of covering a wide cross section of applications; ranging from consumer lawn & garden and DIY, to light construction and contracting. The engines are ideally suited as a cost effective engine for the repower market.

"In our opinion, Loncin fitted this requirement perfectly with their range of well-priced petrol engines, generators and pumps" commented Tim Hart, director sales & marketing, E.P. Barrus. "As part of our expansion plans, we saw this as a perfect opportunity to extend our product portfolio in the industrial, horticultural, agricultural and consumer markets for a multitude of customer needs."

The Loncin engine series includes 1.8hp - 12hp horizontal shaft engines and vertical engines, ranging from 3.6 - 12.3hp. This is also complemented by the V-Twin 19.7hp horizontal engine, with a 678cc displacement again giving ideal options for repower.

The range also includes petrol generators from 2.9kW to 7.0kW, with a very innovative portable 2.1kw inverter generator now included in the line up.

Loncin also manufacture three types of portable pumps from 1-3" for Clean Water, a Chemical Pump and a Semi Trash Pump.

Work has already begun appointing and supplying Barrus' existing network and signing up new dealers where required.



# YANMAR KEEPS THE NOISE DOWN



Yanmar engines are quietly powering models in the Silent and Super Silent Diesel Generator range from Stephill Generators.

Stephill Generators, based in Wellingborough, Northamptonshire, are the UK's largest generator specialist and portable power generator manufacturers. They manufacture three of the most recognised, robust construction site portable diesel generators available. The popular 6kVA SE6000D is offered as silenced or super silent and is powered by the Yanmar low noise, L100 Series engine. The electric start L100 diesel engine with direct injection is the ideal fit for the compact and lightweight design of this generator. "The Yanmar single-cylinder diesel engine range is the most reliable in the market place with a worldwide reputation so it meets our

stringent requirements perfectly. Ease of operation and simple maintenance are also important factors for our choice of engine, and of course, value for money", comments Paul Douglass, sales manager for Stephill Generators Ltd.

The Yanmar L100 also provides the power for the SSD Super Silent diesel welfare cabin generators. These generators are used to power mobile welfare cabins that provide comfortable on-site facilities for personnel. The slide out generator base allows for easy maintenance, service and repair to the complete generator. The entire range of Stephill diesel generators can be supplied either on a skid base, or options of a two-wheel trolley kit or road tow braked trailer complete with lighting board, two or ball hitch.



## YANMAR FOR RELIABILITY ON SITE

ArcGen Hilta, one of the UK's leading suppliers of onsite power equipment, has chosen E. P. Barrus's Yanmar engines to power up two of its latest new products, the Hilta C150 'Pro-Flo' pump and SMC Eco90 lighting tower.

The new low pressure/high volume Hilta C150 'Pro-Flo' is a 6-inch centrifugal vacuum assisted automatic priming pump, developed to offer increased performance for customers.

The machine uses the Yanmar 4TNV98 engine, offering a total head of 27 metres and maximum output of 103,000 gals/hr for users.

Designed for use in any application for the moving or removal of high volumes of water, the latest 'Pro-Flo' boasts an improved flow and head and solids handling up to 80mm diameter for use in a variety of applications. Users of the new C150 'Pro-Flo' will also benefit from easy transportation and low noise levels, as well as high performance from low fuel usage, offering cost savings.

The Yanmar L48N air-cooled engine also features in one of ArcGen Hilta's latest lighting tower developments, the Eco90 mobile lighting tower, a new



Yanmar keeps 'Pro-Flo' pumping

eco-friendly development of its existing TL-90. The new 3000rpm Yanmar engine uses less fuel than previous models, increasing running hours and fuel economy significantly.

The Eco90 has all of the benefits of the traditional 1000W metal Halide lamps TL-90, including an autotilt option for directed light, and the ability to fully retract the lighting tower for transport and storage. The lighting towers can be equipped with autostart/stop which allows the user to minimise fuel consumption by 30% or more, yet maximise efficiency, offering customers high fuel economy, ease of use and substantial cost savings.

Phil Winnington, commercial director at ArcGen Hilta, said: "We chose Yanmar engines for use in our latest developments because of their suitability and performance, alongside the fact that they are well respected and time tested throughout the Plant world, which is essential for ensuring that our products remain some of the most reliable and robust on the market.

"We also have an excellent working relationship with E. P. Barrus which enables us to uphold our fast and efficient after sales service for our customers."



Yanmar's fuel efficient L-Series keeps the Eco90 running longer





# BARRUS TAP INTO GAS MARKET WITH TOYOTA INDUSTRIES CORPORATION

**E. P. Barrus Ltd is pleased to announce that TICO, Toyota Industries Corporation (part of the Toyota Group), has appointed them the distributor for Toyota industrial gas engines in the UK and Eire with immediate effect.**

Barrus recognised that there was an increasing demand for gas engines from both new and existing OEMs which needed to be fulfilled.

According to John Day, general manager, E. P. Barrus' Industrial Division, this distribution arrangement provides a platform for both companies to grow their businesses into existing and new markets. "Toyota is a trusted global brand with quality at the heart. This, combined with our proven specialist applications engineering support, enables us to offer tailored solutions to meet the requirements of our customers."

Barrus will be offering three models of gas engines, including the 1KS 1-litre, the 4Y 2.2-litre and the 1FS 3.7-litre. These engines are suitable for a wide range of applications including power generation, material handling, utility and access equipment, which are markets already targeted and serviced by the Industrial Engine Division. "This is the perfect opportunity for us to take a premium product and apply it to the various applications utilising our established facilities for custom-engine build, install and test.

We see this as an extremely important step in the development of Barrus' Industrial Engine Division, expanding our portfolio and enabling us to offer a wider range of power solutions to the market place," John Day concluded.

**Pictured from left to right: Ian Turner, Applications & Technical Services Manager, Barrus, Phillippa Barynin, Toyota Representative Europe, Robert Glen, Chairman, Barrus, Mr Hashimoto, International Sales Manager, Toyota, Robert Muir, Managing Director, Barrus, Mr Suda, Technical Manager, Engineering Division, Toyota, John Day, General Manager, Industrial Division, Barrus, Ian Daffern, Service Manager, Barrus.**







*John Deere powers Houchin's ground power unit*

# KEEPING THE AIRPORTS MOVING

**ITW GSE Group UK, a division of ITW Limited located in Ashford in Kent, has been manufacturing the Houchin brand of diesel driven ground power units (GPUs) for over 50 years.**

Their GPUs have proven reliable in airline ground handling, leasing and military applications. The company's latest product is a quality, cost efficient GPU capable of producing 180 kVA for the A380 Airbus and B787 and B777 Boeing aircraft.

Houchin's J690 model GPU already incorporated the company's unique sliding steel canopy, giving easy access to all of the machine's major components, and a new, innovative control panel for easy operation and maintenance. But the GPU needed a powerful, fuel efficient engine and the expertise that comes with it. John Deere's PowerTech 6068H diesel engine and specialist distributor E. P. Barrus provided the ideal combination.

"The PowerTech 6068H engine suited Houchin's requirement perfectly: "It has a good power-to-weight ratio, thereby offering us a 'compact' engine

in comparison to other engine manufacturers. One of the benefits of using this engine is excellent fuel economy," comments Simon Mortimer, sales and marketing manager, ITW GSE Group UK. "We had to modify the chassis to accommodate the engine but it was well worth it, as the unit is 'performing very well, according to the customer."

Houchin prides itself on providing excellent customer satisfaction: "For various reasons, it is not unusual for the other ground service equipment (GSE) to be delivered late. We take pride in offering the shortest/on time despatch, backed up with second to none after-sales support," comments Simon. "E. P. Barrus shares these values. General Manager John Day and technical manager Ian Turner are always quick to respond to any service, commercial and technical queries we may have."

With the new J690, passengers, ground support staff and airlines can feel safe in the knowledge that any plane using this GPU will be fully prepared, ready for the next flight.

## A TOUGH JOB FOR JOHN DEERE

**The HEIDRA pump is just one of the models that can be fitted with an engine option from the John Deere diesel engine range plus the CD and HL series.**

Godwin is one of the brands supplied by Xylem Dewatering Solutions, based in Cirencester, a global player in the water business. Both John Deere and Yanmar engines have been relied on by Xylem in the USA for their reliability and durability in use which is why they have now become part of the UK range.

The Godwin HEIDRA 150NCSG pump which is fitted with a John Deere 4045TF280-63PU (56kW @ 2100) is an extremely powerful, yet compact pump. The pump end for this set is separate from the engine with a hydraulic drive capable of providing flow capabilities to 369m<sup>3</sup>/hr and discharge heads to 51 metres. Able to perform in the toughest of conditions, the main application is for the pumping of liquids containing solids so it is extremely effective for both sewage and clean water use. This pump has also proven itself when pumping stringy material; with its non-clog self-cleaning hydraulic design it offers reliable operation and sustained efficiency, lowering fuel bills and reducing unplanned maintenance costs.

Barrus has also supplied Xylem with a Yanmar 3TNV76 diesel engine for a pump set currently being demonstrated in Australia and which will soon be available in the UK and a Yanmar 3TNM72 powered pump set is also under development.



*Godwin pump on show at Hillhead 2012*



# A NEW GENERATION OF 'INVERSION PROTECTED' ENGINES TO BE DEMONSTRATED AT SEAWORK

The introduction of the patented Post Immersion Restart System (PIRS) designed for two-stroke, outboard engines in the 1970s by E. P Barrus Ltd, was a significant advancement for self-righting search and rescue vessels.

A new generation 'Inversion Protected', four-stroke engine (patent pending) has now been introduced by the Special Products Team at Barrus which has been the result of two and a half years of continuous product development and testing. The concept of the PIRS engines was to evacuate the engine of water from the cylinder head, transfer ports and the fuel system enabling the engine to be restarted after complete submersion within just 40 seconds. The new 'Inversion Protected' engines work in a totally different way by stopping water entering through the inlet, vents and exhaust system using a patented valve arrangement. The engine restart time is cut down to an impressive 10 seconds which is a major plus factor in a search and rescue situation.

"The market requirements for an environmentally friendly, fuel efficient four-stroke version of the PIRS engine has enabled us to incorporate further improvements to the system, comments Mark Coleman, general manager, Special Products Division. "There are two important benefits of keeping water out of the engine; there is less chance of internal engine damage or deterioration and the engine can be restarted almost instantly."

Barrus has chosen Sea Training International Ltd to be the first professional users of the new 'Inversion Protected' engine. Sea Training

International has a proven record for the provision of fast craft training, advice and support to Commercial, Military, Special Forces, Coast Guard and Rescue Organisations worldwide. A fully independent and private company, Sea Training International, is used by some of the leading small craft builders and designers in the world with numerous projects both within the UK, Europe and the Middle East.

The new generation engine will be fitted to one of Sea Training International's small rescue boats which will be used for the training of rescue crews in the full capsized, recovery and post immersion restart operation and crew awareness exercise conducted both during the day and night.

"We replaced all our operational two-stroke outboard engines with four-strokes around six years ago and Barrus supported us through this transition period with the many factors that had to be considered and modifications that had to be made. Without doubt, the professional equipment and support supplied by the Special Products Team at Barrus allows Sea Training International to operate in some of the most inhospitable and testing conditions throughout the world," comments Paul Davies, director, Sea Training International Ltd.

The 30hp, four-stroke 'Inversion Protected' engine will be on show to the public for the first time at Seawork 2013. A specially built, interactive water test tank will be on the Barrus stand and visitors will have the opportunity to put the engine to the test. The Special Products Team are now also working on four-stroke 'Inversion Protected' models 60hp and upwards.



*Engine running*



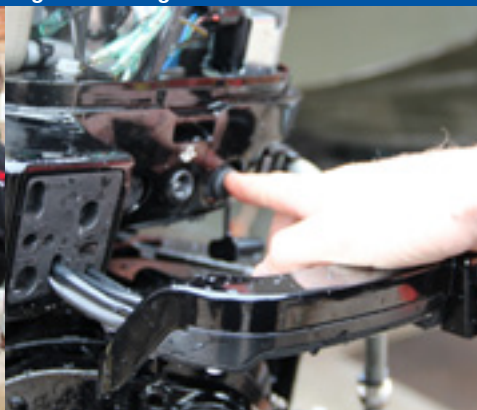
*Engine submerged*



*Engine completely submerged*



*Engine righted*



*Reset button operated*



*Engine running and underway (within 10 seconds of being righted)*



# BARRUS IS AWARDED 'SUPPLIER OF THE YEAR'



*The ASV C-Sweep on trial in Portsmouth Harbour*

Autonomous Surface Vehicles Ltd, (ASV Ltd) has awarded their 'Supplier of the Year' for 2012 to the Special Products Team at Barrus. "2012 was a good year for ASV and we have grown significantly. The Special Products Team at Barrus has done an excellent job in supporting us, and their level of technical knowledge and rapid reactions with engines and parts has been crucial in contributing to our success," comments Dan Hook, managing director, ASV Ltd.

ASV Ltd is a UK company based near Portsmouth and is part of Global Fusion, a privately owned international marine services group located in the USA. The company designs and constructs unmanned marine vehicle systems for commercial, government and military customers.

The Special Products Team was involved with a number of projects during 2012, the latest being the supply of twin Yanmar 6LY3-ETP, 480hp engines for the ASV C-Sweep, a reconfigurable Unmanned Surface Vehicle (USV). ASV Ltd has designed the vehicle in conjunction with Thales Underwater Systems Ltd to meet the challenges of future off-board Mine Countermeasures (MCM) operations.

The 11.5m vessel will be used as an unmanned, underwater vehicle for towing sonar, disposal systems and minesweeping. Capable of achieving a maximum speed of around 30 knots, the C-Sweep is currently undergoing acceptance trials and a series of payload trials will also be conducted.

Barrus has also supplied a Mariner 25hp outboard engine to power the ASV C-Target 3. This unmanned craft that has been designed for use in the positioning of scientific or military underwater vehicles has been supplied by ASV Ltd to a client in the USA.



*ASV C-Target positioning craft*





# SNIP YOUR WAY TO TIDY UP PLANTS AND ENCOURAGE NEW GROWTH... WITH A GOOD PAIR OF PRUNERS

Canny gardeners know that pruning helps to produce healthy and long-lasting plants. The brand new RazorCut range from Wilkinson Sword Garden Tools offers gardeners the right pair of pruners for every different cutting task, to make sure they get the best results for their efforts.

The range is designed for a more powerful cut, with an angled cutting head to reduce strain, and a non-stick blade for clean cutting. A special safety screw prevents any loosening and an integrated spring prevents overstretching the hand, taking strain off the wrist and lower arm. In addition, each pruner is put through testing of up to 100,000 cuts to ensure optimum performance. The new RazorCut range includes four Comfort and three Pro options.

## RazorCut Pro

Three traditionally designed pruners in Straight Bypass, Angled Bypass and Straight Anvil blade shapes. Grips are made from cast aluminium with black vinyl, and the blades are made from optimum quality Japanese SK3 steel. The blades on each of these pruners are replaceable and they have two opening positions depending on the user's hand size.



*RazorCut range - a new generation of Wilkinson Sword cutting technology*

## RazorCut Comfort

Four pruners offering Bypass (medium and large sizes), Anvil and Snip with hardwearing cast aluminium bodies. Each has a soft grip panel and a simple squeeze opening action. Strong SK5 Japanese Steel blades work hard and extra large rubber buffers help to absorb shock.



## Knife & Tool Sharpener

A brand new, pocket-sized blade sharpener is now available, perfect for sharpening pruners and other cutting blades.

All new tools are individually laser etched with the Wilkinson Sword logo, an instantly recognisable symbol of quality, backed up with the assurance of a 10 year guarantee.





# LIGHTWEIGHT TOOLS FOR HEAVYWEIGHT JOBS

There is an effective alternative to heavy and high maintenance petrol power tools for the garden, without a cable in sight!

WOLF-Garten's award-winning solution is a range of Lithium-ion (Li-ion) battery powered products, including a hedge-trimmer, hand-trimmer, chainsaw, high-cutter and leaf blower. These tools are hardworking and lightweight, helping gardeners to take the strain out of the more arduous tasks in the garden. WOLF-Garten's Li-ion battery technology is reliable and highly effective, with most of the power packs in the range requiring a charging time of just two hours. Three new products have been launched for spring 2013.



*Lightweight, battery powered tools from WOLF-Garten*

## Li-ion Power Chainsaw

The 20cm bar of this chainsaw will make easy work of hedge and tree branches of up to 70mm diameter. Despite weighing only 2.7kg, this lightweight tool has a running time of 40 minutes.



## Li-ion Power High Cutter

This telescopic cutter allows gardeners to reach high tree branches with their feet firmly on the ground. It will cut through branches up to 20cm in width and can reach heights of 2.95m. The cutter has a running time of 30 minutes, enough for 70 cuts of dry wood with a diameter of up to 70mm.



## Li-ion Power Blower

At just 1.5kg this lightweight leaf blower is perfect for clearing leaves and debris in the winter, and spent blooms in the spring and summer months, all without a mains cable.



## A NEW, IMPROVED LOPPER LINE-UP FOR 2013

Nine brand new PowerCut Loppers which feature WOLF-Garten's new Cutting Head Technology, offer gardeners loppers to satisfy shrub and tree cutting tasks.

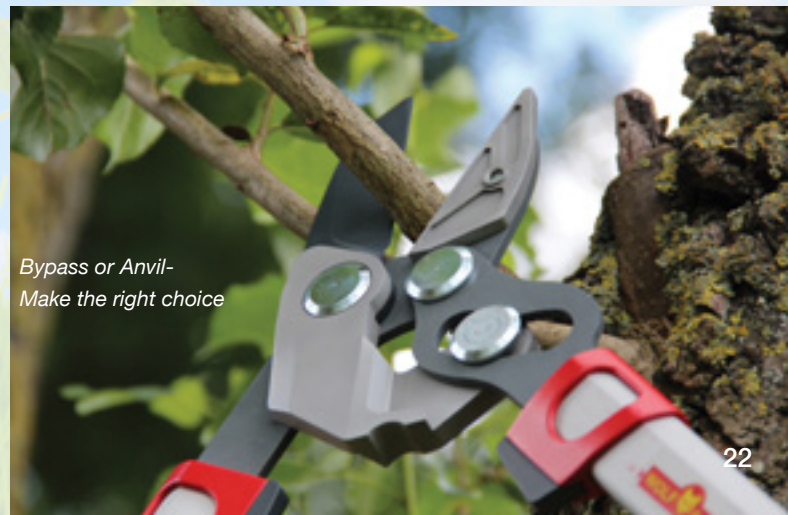
Whether it's an old oak tree with thick new growth or an ash tree with medium sized branches, there's a lopper with a cutting width to suit. For cutting young branches and for a more accurate cut without crushing branches the new Bypass range offers six options with cutting widths



*New WOLF-Garten loppers line-up*

ranging from 35mm - 50mm and a telescopic option which extends from 650mm to 900mm. The three PowerCut Anvil loppers have cutting widths from 40mm - 50mm and a telescopic option and are designed for pruning hard and deadwood branches.

All loppers in the new PowerCut range have softened ergonomic handles for extra operator comfort. The new range will be available from all leading garden centres and selected garden machinery specialists from April.



*Bypass or Anvil - Make the right choice*





# NOVA-FLORE A FLORAL MEADOW IN A BOX

The Nova-Flore floral meadow seed mixture range has been designed to foster the biodiversity of our immediate environment to create a much needed haven for bees, butterflies and song birds.

The 'floral meadow in my garden' concept, was introduced in 2010 by Nova-Flore, a leader in alternative flowering techniques in France, who redefined its distribution arrangements in the UK by appointing Barrus as its logistics partner in 2012.

The UK has lost some 97% of its wildflower meadows since the 1930s which has had a major impact on pollinator numbers. Any size of garden can benefit from wildlife; a large corner of a garden can be ideal for floral meadow planting, a pocket handkerchief can be just as good for a wildlife friendly mini-meadow and even window boxes or planters can make a difference.

The Nova-Flore range of 'meadow in a box' products for the leisure gardener contains both native and non-native garden plants. They can be used to create functional meadows that provide beautiful, wildlife friendly alternatives to mown grass or more formal planting in borders, or to add colour and biodiversity between trees and shrubs.

Nova-Flore floral meadows are also used successfully in parks, roadsides, roundabouts, play areas and school grounds.

Nova-Flore floral seed mixtures are available through leading garden centres and online at [www.meadowinmygarden.co.uk](http://www.meadowinmygarden.co.uk).





# WOLF-GARTEN & WILKINSON SWORD IN-STORE NEW GARDEN CENTRES

The Wilkinson Sword garden tool range is going from strength to strength with an increasing number of new listings in major retail stores and outlets around the country:

## HIGH STREET RETAILERS



### The Range

Around 30 different Wilkinson Sword cutting products are now available at 70 stores across the UK and this is set to rise to 90 by the end of this year. Brand recognition, innovative range and value for money were key factors in The Range's decision to take on Wilkinson Sword. They are now also considering MTD and Mastercut entry-level lawnmowers and ride-on mowers proposed by Barrus to add to their leisure and garden product department.



### Robert Dyas

Wilkinson Sword cutting is now available in 96 of their hardware stores located in the South of England. Established primarily as an Ironmongers store, Robert Dyas is now a modern retailer dedicated to introducing new products which they state must be 'enduring as well as innovative.'

## TREE CUTTING WITHOUT A LADDER

The Wilkinson Sword Ultralight Branch & Shrub Cutter is designed for pruning those hard to reach stems and branches ensuring gardeners' feet are kept firmly on the ground.

The handle is made from lightweight, long lasting aluminium with hard wearing, non-stick Japanese steel blades. The cutter can be used horizontally and vertically with the softgrip handle providing a safe, comfortable grip.

The cutting mechanism is easy to operate with no ropes or pulleys. You simply slide the handle up or down to open and release the cutting blade. For extra reach, the end toggle can be used. The cutter also has a unique safety locking feature so the blades are always closed when the tool is not in use.

The product packaging features a 'try-me' call to action so customers can see exactly how the tool works before purchasing.



**Keep your feet firmly  
on the ground with the  
Wilkinson Sword Ultralight Cutter**



### Squires Garden Centre Group

14 branches in the South East - Cutting and cultivating tools

## FARMING AND COUNTRYSIDE SUPPLIERS

### Mole Valley Farmers



### SCATS Country Stores



46 branches in the South West - Small range of Wilkinson Sword.





# A LITTLE WALK IN THE JUNGLE!

Mariner outboard engines have been involved in many expeditions over the years carried out by Colonel John Blashford-Snell, OBE, and the Scientific Exploration Society. Last year the Society celebrated one of their first explorations, the 40th Anniversary of the Crossing of the Darien Gap. The Scientific Exploration Society is a charity formed at Sandhurst in 1969, linking military and civilian explorers and scientists.

The expedition involved the first vehicle crossing of the complete 200 mile Darien Gap between Panama and Colombia. The dense jungle, hills and swamp in Panama and Colombia had blocked the 18000 mile Pan American Highway between Alaska and Tierra de Fuego on the tip of South America. Until a highway crossed the gap the continents of North and South America could not be linked by road. There was considerable pressure on the US Government to fund a link and several costly expeditions had already failed to cross the gap which did not help the case.

The expedition crossed the gap after a gruelling 99 days; a road had been found but 40 years on it only reaches Yavisa in Panama. Politics, FARC guerrilla gangs and the technical problems of bridging the Atrato Swamp still block the route. However, the scientific work helped to establish the Darien National Park and protect the indigenous people.

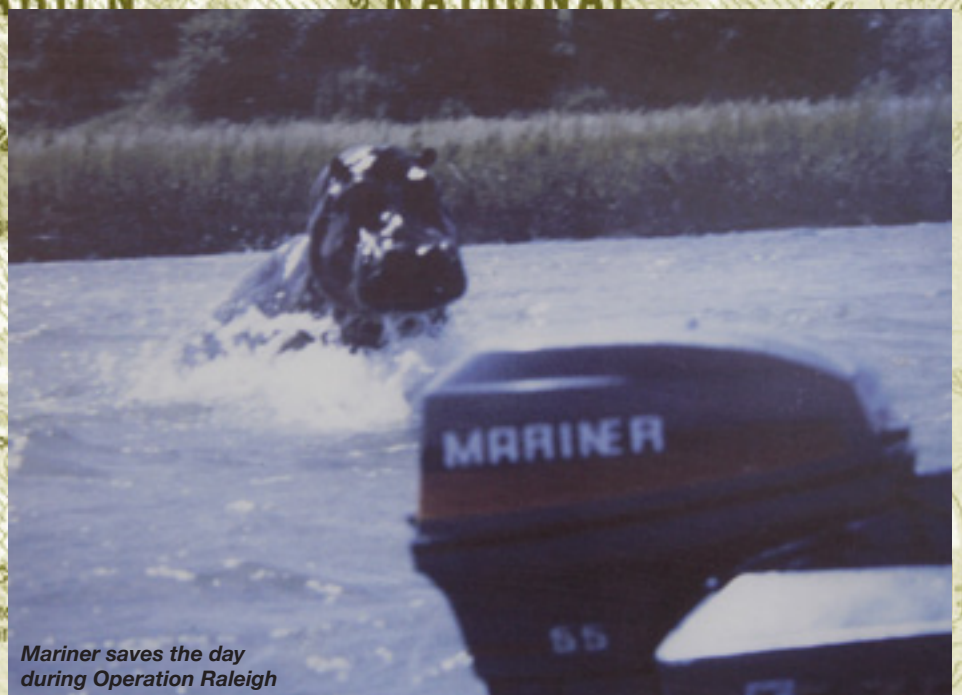
John Blashford-Snell went on to complete many other expeditions around the world including:

- Survey of the Congo River in which he developed giant inflatable boats
- Navigation from the Andes to the Atlantic in traditional reed boats
- Operation Drake and Operation Raleigh to develop leadership in the young of many nations. Over 10,000 took part in these global programmes.

Mariner outboard engines were used in Operations Raleigh and Drake. Colonel John Blashford-Snell believes that Mariner engines are the best outboard motors he has ever used on expeditions. Writing to Barrus in 1985 that "One of the most successful items of equipment in use on Operation Raleigh has been the Mariner outboards which have proved to be extremely robust, reliable and 'Venturer-proof.'"



*Mariner 15hp outboard engine fitted to the toratora reed vessel Kota Mama during an expedition in South America*



*Mariner saves the day during Operation Raleigh*



# ECO-FRIENDLY WEED REMOVAL

Weeding is no one's favourite chore in the garden but it is essential to keep them at bay to ensure beds and borders look their best. WOLF-Garten has an ingenious new tool designed to tackle stubborn weeds in the garden and the lawn with minimum effort and without using harsh chemicals.

The new Garden Weeder is easy and comfortable to use and will quickly and efficiently lift weeds using its deep reaching claws. It will tackle even the most stubborn weeds, such as dandelions so there's no need to use chemical weed removal treatments.

Two hardworking blades grab the roots from all directions and the user simply has to pull and lift weeds with the Garden Weeder's easy ejection system helping to release the weed from the clasp after pulling. There's no need for bending, kneeling or digging. The Weeder is 1100mm in length so weeding tasks can be completed by the user in an upright position. The ergonomic D-grip handle has a soft zone for extra comfort and ease of use. The tool's handy foot step helps the user apply pressure to the weed and also conveniently folds away for space saving storage.



Weeding made easy with WOLF-Garten

## KEEP IN TOUCH!

For regular product information and useful advice and tips why don't you follow us on Facebook and Twitter? Watch out for promotions and competitions throughout the year.



Wilkinson Sword Garden Tools



WOLF-Garten Garden Tools



@WSGardenTools



@WGGardenTools



@Mariner\_UK



@MercuryEngines



# Barrus Show Planner 2013

Come and see us at the many shows and exhibitions we attend around the country.



Plantworx  
Stoneleigh Park,  
Warwickshire  
14th - 16th May



Crick Boat Show  
Crick,  
Northampton  
25th - 27th May



Seawork  
Canary Islands Fruit Terminal,  
Southampton  
25th - 27th June



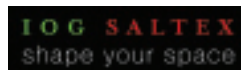
BBC Gardeners World Live  
NEC,  
Birmingham  
12th - 16th June



Hampton Court Palace Flower Show  
Hampton Court Palace,  
Surrey  
9th - 14th July



RHS Flower Show Tatton Park  
Tatton Park,  
Cheshire  
18th - 22nd July



IOG Saltex  
Windsor Racecourse,  
Berkshire  
6th - 8th September



DSEi  
ExCel,  
London Docklands  
10th - 13th September



Southampton Boat Show  
Mayflower Park,  
Southampton  
13th - 22nd September



Glee  
NEC,  
Birmingham  
16th - 18th September



Emergency Services Show  
NEC,  
Birmingham  
25th - 26th September



Grand Designs Live  
NEC,  
Birmingham  
4th - 6th October

NOVA-FLORE



WOLF-Garten and Wilkinson Sword Garden Tools will also be represented on the Nova-Flore stand at a number of other gardening shows around the country including:

RHS Flower Show Cardiff 19th - 21st April  
Loseley Park Spring Gardening Show 19th - 21st April  
Malvern Spring Gardening Show 9th - 12th May  
Blenheim Palace Flower Show 21st - 23rd June  
Shrewsbury Flower Show 9th & 10th August  
Malvern Autumn Gardening Show 28th & 29th September  
Ideal Home at Christmas 13th - 17th November

Check out the Events Calendar at [www.barrus.co.uk](http://www.barrus.co.uk) and Facebook and Twitter for up-to-date information on forthcoming events.

We look forward to seeing you.

Should you require further information on any of the items featured in this issue of The Innovator, please contact Karen Clarke.

ISO 9001

BUREAU VERITAS  
Certification



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The Power  
Behind The Brands