

# THE INNOVATOR

**BARRUS**

## Quicksilver & Valiant

Award Winning Ranges

- Yanmar High-Speed Engines
- LML Scooters in M&S
- Innovative Gardening Solutions  
from WOLF-Garten



The Ultimate  
1  
5  
0  
FourStroke  
Outboards



# NEW QUICKSILVER & VALIANT RANGES

Full story page 3

## CONTENTS

- |   |  |  |
|---|--|--|
| <ul style="list-style-type: none"> <li>3 Barrus to distribute Quicksilver and Valiant Boats</li> <li>5 The Ultimate 150 FourStroke</li> <li>7 The Total Gardening Solution</li> <li>9 AB - A Premium Line of Inflatables</li> <li>11 More Choice with Wilkinson Sword</li> <li>12 Innovative Gardening Solutions from WOLF</li> <li>13 New Twist &amp; Go Models from Motoroma</li> </ul> | <ul style="list-style-type: none"> <li>13 LML at M&amp;S</li> <li>13 A New Star Scooter comes to Barrus</li> <li>14 SeaRover's Help the Disabled get Afloat</li> <li>14 Shire Engine Never Missed a Beat</li> <li>14 WOLF Helps out the Cubs</li> <li>15 Yanmar 8LV is Smooth &amp; Powerful</li> <li>15 Banana Shark Races Ahead with Yanmar</li> <li>16 Luxury Tender Powered by New Yanmar V8</li> <li>17 Snow Problem with Yanmar</li> <li>18 Barrus Introduce Kawasaki's New FJ-D Engine</li> </ul> | <ul style="list-style-type: none"> <li>18 Barrus Upgrade Engine Test Facilities</li> <li>19 Yanmar Commercial High-Speed Engines</li> <li>19 Barrus Secure More Commercial Projects</li> <li>20 Barrus Supports Race to the Pole</li> <li>20 Yanmar is Williams' Preferred Choice</li> <li>21 Buyers Rain Down at Saltex</li> <li>21 Triumphant William Fox-Pitt Makes History</li> <li>21 Bicester Firefighters Fight Grime</li> <li>22 Cub is Small but Powerful</li> <li>22 Get the Sailing Bug at Costco</li> <li>22 Supporting Young Engineers of the Future</li> </ul> |
|---|--|--|

**Snow Problem**  
Full story page 17



**LML Scooter Star**  
Page 13



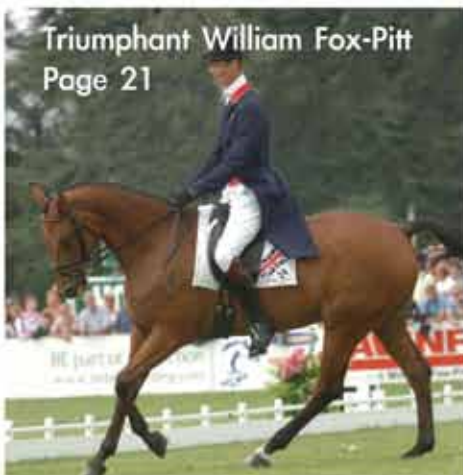
**New Cub Cadet Minirider**  
Page 22



**Premium Inflatables**  
Page 9



**Triumphant William Fox-Pitt**  
Page 21



**Race to the Pole** page 20



**New FourStroke 150 Outboards**  
Full story page 5

**Pascoe RIB**  
Full story page 16



# BARRUS TO DISTRIBUTE QUICKSILVER AND VALIANT BOATS

E. P. Barrus Ltd is pleased to announce that Brunswick Marine Europe has appointed them the sole importer for Quicksilver and Valiant Boats in the UK and Eire.

Barrus will distribute the complete line-up of Quicksilver rigid recreational and fishing boats, including five new 2012 models within the award-winning ACTIV range, and CAPTUR, Quicksilver's new brand name for boats dedicated to fishing. The Valiant range of rigid inflatables has been completely redesigned for 2012 with new models and a modern logo to reflect the contemporary, sporty styling of the new product line-up. There will be a number of new models on offer from the entry level Valiant Sport range to the well-equipped COMFORT series.

"The introduction of Quicksilver and Valiant boats provides Barrus with a perfect complement to its Mariner and Mercury engine ranges and adds another substantial revenue stream for our dealer network. The new 2012 model ranges provide customers with an exciting line-up of products both in terms of design and functionality. Our dealers will be able to offer customers the best value in terms of boat and engine packages with the reassurance of excellent, on-going after-sales service." comments Tim Hart, director of sales and marketing, E. P. Barrus Ltd.

Life is now



Quicksilver Captur Pilothouse 640



Quicksilver Captur Pilothouse 500



Quicksilver Activ 605

Sales of Quicksilver boats have got off to a flying start for E. P. Barrus Ltd since the company launched them at this year's Southampton Boat Show.

Barrus authorised Quicksilver dealer, Simpson Marine, took delivery of some of the first boats to come into the country at the beginning of November. A family run business based in Newhaven, Simpson Marine has been a main dealer for Quicksilver since 2001 and was one of the first Mariner dealers to be appointed by Barrus back in 1977.

The first three Quicksilver boats sold are from the versatile Pilothouse range and all have been specified with Mariner outboard engines. "We have a long association with Barrus and now they have taken on Quicksilver we have one source of supply for boat and engine which means we can offer our customers great value packages," comments Christian Simpson, director of Simpson Marine.

*From left to right: John Mackay, Ian Nuttall, E. P. Barrus Ltd, Christian Simpson, Simpson Marine*

"The award-winning Quicksilver range is an important new addition to our line-up of marine products. We are looking forward to introducing the exciting 2012 range and we will do all we can to support our Quicksilver dealers," comments Ian Nuttall, general manager, marine division, E. P. Barrus Ltd.



**QUICKSILVER®**

**ACTIV**



Quicksilver Activ 705 Cruiser



Valiant 580 Comfort



Valiant 750 Sport



# THE ULTIMATE 150 FOURSTROKE




"Mercury Marine has found a way to trim 11 kgs off their new 150 FourStroke, while helping to satisfy the growing need for superb fuel efficiency and performance".  
- Zuzana Procheska IBEX Innovation Awards Judge.

The new 150 FourStroke is the ultimate 150hp EFI outboard engine that offers unprecedented world-class durability under all conditions and is light enough to deliver superb fuel efficiency and performance.

Available in both Mariner and Mercury brands, the 150 has a four-cylinder in-line configuration that easily creates power when used as either a single or twin application. It has more displacement than any other 150hp four-stroke engine and yet it delivers fuel efficiency at cruising speed that no other engine can beat.

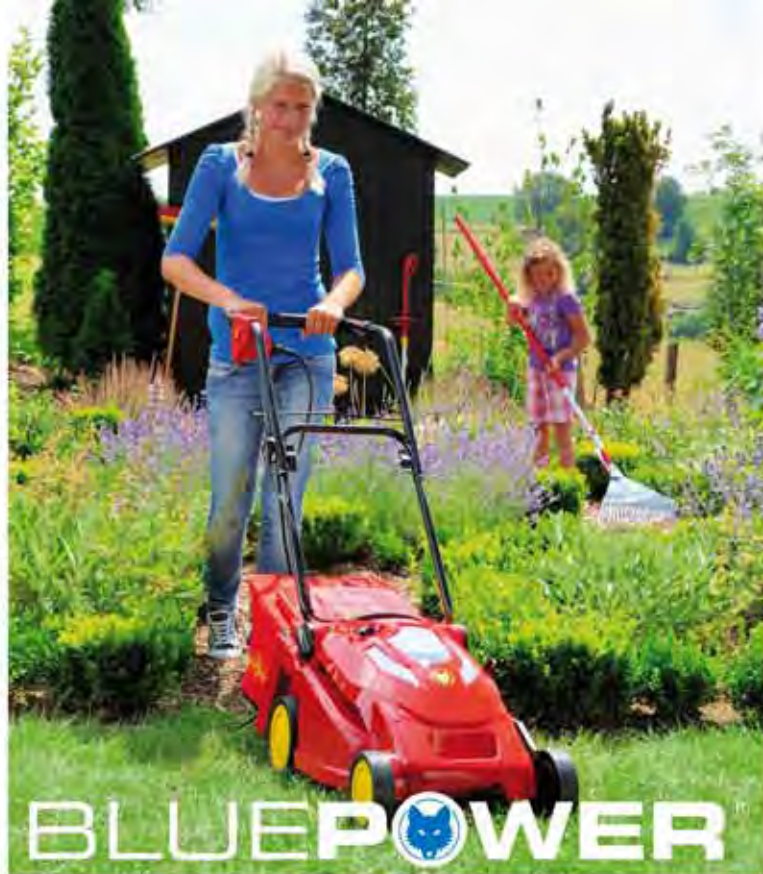
The new 150 FourStroke is designed, built and tested to be the most reliable and durable 150hp four-stroke on the planet. The engine has endured severe cold climate field testing in applications off the west coast of Canada to commercial fishing in the warm waters of the Bahamas and the unprotected sea around Guadeloupe in the French West Indies. In fact, the 150 has encountered thousands of hours of harsh, real life testing applications that the average boat operator will never endure – all with excellent results.

The massive torque curve of the new 150 ensures that even the heaviest boats will plane quickly. This multi-use engine is the smallest 150 and the lightest four-stroke ever. It is the perfect option for boaters choosing to repower their boats, especially older models with transoms not designed to accommodate the

weight of conventional four-strokes. With fewer parts than competitive products, the 150 FourStroke proves that technology can be used equally well to deliver durability and performance while simultaneously reducing package size and weight. "The new 150 is class-leading in every respect but we particularly focused our attention on standing-out in the areas that our customers told us really matter to them; quality and reliability, smooth operation, a great torque curve, low weight and compact size, excellent fuel economy and easy maintenance," said David Foulkes, vice president of engineering at Mercury. "We started our engineering efforts by listening hard to our customers and then we executed the most effective possible design to meet their needs." Boaters will find the new 150 exceptionally easy to maintain, durable and hassle-free in a size, weight and horsepower that will fit not only premium boats but mid and entry level vessels as well. The new 150 Fourstroke will be available early 2012.







# THE TOTAL GARD

E. P. Barrus Ltd is introducing a new three brand strategy for 2012 which will reinforce its position as a leading supplier of high quality garden machinery and tools, with a range of products that will cover all sectors of the market. This move comes as a result of a rationalisation of its product range by MTD Products Inc; co-owners of Barrus and one of the largest suppliers of outdoor powered equipment in the world. The three brands will be Cub Cadet, WOLF-Garten and MTD Lawnflite.

## Cub Cadet - MTD Worldwide Brand

The three-year vision is to position Cub Cadet as an MTD worldwide brand. Cub Cadet will offer the widest range of ride-on mowers from the Classic value range to the Premium high end models right

through to the revolutionary zero turn machines. The innovative, dealer exclusive, Cub Cadet rotary models feature the unique concept of a steel deck with aluminium front and rear ends, and have been designed for reliability and durability with comfort for prolonged use. MTD will be making a substantial investment in product development and marketing to reach their goal of a complete Cub Cadet programme by 2015.

## WOLF-Garten - Complete Gardening package

WOLF-Garten, with over a century of producing premium quality, high performance gardening tools and machinery, now offer the 'Complete Gardening Package'. This extensive range of products now covers every gardening task from lawn care to soil cultivation, tree and shrub care to general garden maintenance. WOLF is







# ENING SOLUTION

setting new standards in the garden tools and machinery sectors with the introduction of innovative, technically advanced products including the Blue Power range of environmentally friendly mowers, designed to be highly efficient with low energy consumption and low emissions.

## MTD Lawnflite - UK Traditional Brand

Lawnflite has developed as a trusted, and well-respected brand in the UK both by garden machinery specialist dealers and end users alike. The new 2012 MTD Lawnflite brand will retain and build on tradition, reliability and good value; attributes the brand has become known for. The MTD Lawnflite 'Four Seasons Range' has products for every season from petrol lawnmowers and ride-ons, tillers and hedge cutters, chainsaws and vacs to snow blowers.

Nick Hills, general manager, lawn & garden and tools division comments, "This new three brand strategy provides us with a strong platform to grow our business in 2012 and beyond and we can now offer our specialist dealers an even greater range of products."

The new strategy and the 2012 product line-up were introduced at the recent Lawn & Garden Dealer Days which were hosted by Barrus throughout August. A total of six regional events took place including Glenbervie House, Falkirk in Scotland to Hagley Hall in the midlands to Loseley Park in the south; with dealers having the opportunity to test drive a wide selection of the new machines.



# AB - A PREMIUM

E. P. Barrus Ltd is pleased to introduce the AB Inflatable Boat line-up to complement its existing SunSport and SeaSearch ranges.

AB Inflatables, a division of the AB Marine Group based in Columbia, are world renowned manufacturers of inflatable boats for both the leisure and professional markets. Their innovative design and superior construction make them the most prestigious and sought after inflatables on the market. From practical, small lightweight tenders to beautifully crafted, luxury console versions there is something to suit all customer requirements.

In the AB Inflatable Leisure Series there are three Open Boat Model types, (Ventus, Navigo and Lammina) and four Console Boat Model types (Oceanus, Nautilus, MACC and Alumina). There is also the exciting AB Rider, a fun style jockey seat sports boat. The Professional/Commercial

Series includes one Open Aluminium Boat type (Profile A Series) and one Console Fibreglass Boat Model type (Profile F Series).

## Hulls

All AB hulls are constructed from either double-moulded, hand-laid fibreglass, or high quality marine grade aluminium. The unique forward hull design creates a raised bow and deep V hull which enhances the performance of every AB model enabling them to plane more easily with less horsepower. They will cut through wakes and chop, virtually eliminating spray providing a smoother, more stable, drier ride. Inside the boat, this design extends the floors forward and creates a wider and longer bow. The result is a roomier, more comfortable craft with ample storage for kit and provisions.

## Tubes

The tubes are constructed from a 5-ply Orca Chlorosulfonated Polyethylene

(CSM) coated fabric that is specifically manufactured to resist scratches and UV damage, while retaining its remarkable durability. This fabric is so superior that it carries a ten-year limited warranty, the longest available in the industry. AB inflatable tubes have a large diameter that improves safety and seaworthiness, increases payload capabilities and helps to ensure a dry and comfortable ride. Every AB tube, except the 8 & 9UL, features a minimum of three air chambers. They are divided by a special baffle system that equalises the pressure in all chambers. In addition, each AB model has tubes that are individually proportioned to complement the hull dimensions.

"AB Inflatables are built to an exceptionally high standard using only the finest materials. The precision design and craftsmanship ensures that AB customers will always



# LINE OF INFLATABLES

enjoy the best possible functionality and comfort available. Their robust and durable construction also makes these craft an ideal working performance RIB for numerous commercial and military applications", comments Ian Nuttall, general manager, marine division, E. P. Barrus Ltd.

The first AB Inflatable order is for a Nautilus 15 DLX which will be used as a luxury tender on board an Oyster 82 yacht.



# MORE CHOICE WITH WILKINSON SWORD

10  
GUARANTEE  
year

Wilkinson Sword is expanding its range of garden tools for 2012 to offer gardeners even greater choice. All of the new products are designed and manufactured to the same high quality standards, with contemporary, ergonomic styling to ensure gardeners achieve the best results in addition to being comfortable to use.

## New Lite-Alloy Range

This new range has been designed for maximum durability, ease of use and comfort with lightweight aluminium handles and high quality cold rolled steel tool heads. Tools in this range will help with soil cultivation tasks, lawn care and general garden maintenance.





## Cutting Tools

There are a number of additional cutting tools all designed to make light work of tree and shrub care. The Tree Pruner with Aluminium Telescopic Handle has a patented anvil cutter action with precision cutting for branches up to 38mm in diameter. The Extra Long Handled Edging Shears with a 92cm handle length reduces the need to strain your back. The Bypass Lopper is designed for a precise cut and is suitable for young green wood up to 3.5cm in diameter; its bypass action will minimise bruising and damage to green stems. The Geared Hedge Shears 205mm non-stick blades have a wavy edge for precision cutting. The Pruning Saw and Holster has triple ground teeth for a smoother cut, its 250mm blade will saw through thick branches.

Also new to the Wilkinson Sword range is a Leaf Rake that is ideal for clearing debris from the lawn and garden.

See the full Wilkinson Sword range at [www.wilkinsonsword-tools.co.uk](http://www.wilkinsonsword-tools.co.uk)

Follow WSGardenTools on Twitter and Facebook.  



# INNOVATIVE GARDENING SOLUTIONS FROM WOLF

WOLF-Garten is introducing a number of new tool heads to its multi-change interchangeable system and an updated design for pruners.

"The multi-change range is a very popular and versatile range of tool heads and handles; each tool has been designed to suit almost every gardening task. One of the key features of the range is space saving and as most of us find storage at a premium it is an added bonus," said Nick Hills, lawn & garden and tools divisional manager.



**Multi-change Roof Cleaner** (pictured) - will easily pull snow off the roofs of conservatories, sheds, and outbuildings without leaving scratches due to its soft edge.

**Multi-change Winter Street Brush** - can be used to clean patios, paths, decking, sheds and garages with ease.

**Multi-change Double Pack Patio Weeding Brush** - With a wooden body and two rows of strong steel brushes that come together for extra strength, it will remove weeds in difficult and tight areas in-between patio slabs and paved driveways.

**Multi-change 3-in-1 Rake** - This rake has various uses including; leaf collection, cleaning debris from ponds, shovelling grass and general garden waste.

**Multi-change Swoe** (pictured) - The new swoe is ideal for weeding around and behind plants in tight situations; gardeners simply use push and pull actions to sever weeds from their roots.



**Pruner updates** - WOLF-Garten has made key design modifications to its range of pruners, they now feature: a concealed spring, a single handed locking device and an ergonomic handle designed to transmit the right amount of power whilst at the same time being comfortable.



## WOLF-Garten FOR A GREEN & HEALTHY LAWN

Gardeners in the UK associate the WOLF-Garten brand with quality garden hand and power tools, but in Europe it is also known for one of the best-selling brands of premium lawn seed and fertiliser.

Barrus used Glee 2011 as a platform to launch a range of lawn care products designed to grow and revitalise British garden lawns. Initially the range will be focused on the best selling products to suit British conditions using natural photo-active ingredients, which activate the defence and vital forces of the plants successfully and sustainably.

BioActive is the revolutionary successful development of the WOLF-Garten turf research, which has been tried and tested in long-term studies by professional users such as green keepers and landscape gardeners. The natural active plant tonic increases healthy growth and root mass, and improves the resistance of the lawn to drought, extreme temperatures, pest and fungal disease and decay.

The natural lawn fertiliser is an organic and mineral combination without any animal component, offering a green lawn within an impressive 5 days. All these products offer gardeners high quality products with the reassurance of a trusted and established brand.

Nick Hills, lawn & garden and tools divisional manager, E P Barrus Ltd, said: "The new lawn seed and fertiliser range will really appeal to our existing customer base and appeal to new customers looking to try out a new product from a recognisable brand".

"We plan to establish distribution through garden centres and specialist garden machinery dealers and we are developing merchandising units to display the products to be positioned either with existing WOLF-Garten tool displays or within the specialist product areas in store."



# NEW TWIST & GO MODELS FROM MOTO-ROMA



The Vehicle division are pleased to introduce two new Moto-roma scooters. The G10 50cc and Lambross 125cc are automatic scooters imported from China and dealers are already reporting buoyant sales since their arrival.



These models are characterised by their up-to-date sporty design; fitted with new LED lights, storm graphics, wavy brake discs, and alloy wheels. These twist and go scooters will appeal to a wide market as there are no gears to contend with.

## LML AT M&S

Exciting news from the Vehicle division has been announced with a new outlet for LML scooters.

Eddy Bullet, an LML scooter dealer based in Bristol, was approached by a chain store buyer looking for scooters to use for merchandising purposes in-store. Initially the buyer would not disclose which store it was; after purchasing fourteen, it was revealed that the store was Marks & Spencer. The LML Star 2T, 125 scooters are being trialed in key flagship stores around the country. More LML's will hopefully be ordered for all M&S superstores. Well done LML!



## A NEW STAR SCOOTER COMES TO BARRUS

Barrus are now the exclusive importers of the new Star 200 LML scooter.

Featured in 'Scootering' magazine, this colourful scooter could be the answer to the gap in the market. The four-stroke LML 200 at 12hp has a larger capacity engine than its 125cc and 150cc predecessors. "The bike appeals to a mass market, and is gaining popularity fast with its extensive customisation possibilities and its likeness to vintage, classic scooters of the 1960s," comments Alex Callan, national sales manager for LML. Selling over 60 units within the first two weeks of them hitting the market, these are sure to be one of the most popular scooters yet.

Watch out for the non-geared version coming soon.



# SEAROVER'S HELP THE DISABLED GET AFLOAT

SeaRover Boats are tough, durable boats that have been in production for many years, working in the Outer Hebrides on fish farms and in extreme weather conditions in the Atlantic.

Primarily designed for commercial applications, SeaRover boats are used for fishing, diving, or as rescue and training boats across a wide range of industries. Belfast Lough Sailability, a non-profit organisation enabling adults and children

with any form of disability the opportunity to take up the sport and learn the skill of sailing, has recently taken delivery of a SeaRover 21. Supplied by International Marine Supplies, the SeaRover is fitted with a Mercury four-stroke 80hp outboard engine, and has a stable wheelchair friendly platform to coach from and also the ability to provide vital safety cover. Reliability and performance were key factors in the engine selection choice, coupled with the Mercury dealer service network for on going support.

The aim of 'Sailability' is to encourage more people with disabilities to get out on the water with instruction carried out by RYA qualified awareness trainers. With these specially modified boats, disabled people along with their families have a chance to enjoy boats and sailing.



## SHIRE ENGINE NEVER MISSED A BEAT

The Kingfisher Medway Trust is a charity organising boat trips for people of all ages with disadvantages or disabilities.

Operating five days a week through May-September, the Kingfisher boat can accommodate twelve passengers and 3 wheelchairs. When looking for an engine for the boat, the Trustees approached Barrus, for the supply of a Shire Canal Boat Engine.

After five years of operation, Geoff Hall, a Trustee from the Kingfisher Medway Trust compliments the engine's "unblemished service" and comments on its durability; "the engine hasn't really missed a beat."



## WOLF HELPS OUT THE CUBS

Last July, the Fylde District Scouts site was attacked by arsonists, causing devastating effects on the buildings and campsites. After setting up a fund raising campaign enough money was made to provide a replacement building, which would be more suited to modern day needs and demands of young people. However, during the rebuild, the site was brutally attacked again in a second arson attack. Unfortunately this second fire destroyed the workshop and machinery store and all of the maintenance equipment was ruined. When Barrus heard of this second disaster they came to the rescue supplying two WOLF-Garten lawnmowers for the scouts to raffle. Hopefully these will help them get their site operational again. We wish them the best of luck.



# YANMAR 8LV IS SMOOTH & POWERFUL



The new Yanmar 8LV, 4.46 litre twin-turbo, V8 diesel engine was introduced in the UK at the 2011 Southampton Boat Show. The 8LV engine, coupled to a stern drive or gearbox, is available at 320hp (239kW) and 370hp (272kW).



This compact engine can be installed in single or twin configuration with the new hydrodynamic Yanmar ZT370 dual propeller stern drive or KMH50 series transmission, down angle or V-drive. It has a twin turbocharger and common rail fuel injection for superior performance in terms of fuel efficiency and acceleration.

In the Yanmar tradition of high power from low weight, the dry engine weight is just 450kg. This is the first engine to use Yanmar's own, newly developed CAN-bus vessel control system, the Yanmar VCS.

It can be ordered with the new joy stick, facilitating 360° turn, sideways and diagonal movement. A key feature of the high torque 8LV is its wide power band. It idles at 550rpm capable of crawling speed in the marina, aided further by a hydraulic clutch with both stern drive and gear configurations. Maximum engine speed is 3,800 rpm – well ahead of other engines of this type.

Further benefits include exceptionally low noise levels and reduced vibration, ease of installation and servicing, and the advantage of a powerful 12V/180A alternator. The 8LV is expected to appeal to a wide variety of boat builders producing craft up to 45 feet (14 metres) for applications ranging from water skiing to cruising. Additionally, the engine will be ideal for repowering; offering the advantages of diesel over similar sized gasoline units.



# BANANA SHARK RACES AHEAD WITH YANMAR

The Banana Shark Stirling was built in Devon as a racing machine. The Banana Shark owner and racing team leader is John Cooke, an experienced marine consultant, whose team consists of Graham Lawton, the National OCR champion of 2010 and Jeremy Gibson another highly experienced OCR racer. The Banana Shark is 39' long, and has two economical Yanmar 260hp engines. These were derived from the current 3 litre BMW engine. The boat is designed to go fast; therefore the engine is attached to the Arneson surface drives, enabling it to travel over 70mph.

The crew consists of three or four crew members; a driver behind the steering wheel, a throttleman in charge of all throttles, and behind the throttleman, a navigator directing the other crew members. These three positions are linked to one another by the Raymarine network. This hi-tech system aids the crew in finding their way around, as well as keeping them informed and updated in their fuel consumption levels, monitoring the engines' data, and showing them where other boats are nearby. At the Southampton Boat show this year, two of our Barrus employees had the chance to ride in the Banana Shark, leading the boat show procession before being taken out for a spin! Madeleine Burns, from Brookes University Oxford working on a 12 month marketing placement with Barrus said, "It was amazing, but absolutely terrifying, I had to keep calming myself down!" whilst Darren Thomas, marine diesel sales coordinator, commented "It was a once in a lifetime opportunity!"







# LUXURY TENDER POWERED BY NEW YANMAR V8

The new Pascoe SY9 range has been designed as a multirole Superyacht tender offering the space and layout to cater for the needs of any large luxury yacht. It is particularly well suited for diving and other watersports use as well as for yacht to shore movements for guests and crew.

The hull, deck and mouldings are constructed in high gloss gel-coated GRP/Kevlar Aramid composites with Divinycell foam stiffening. The tapered buoyancy collar is manufactured in 1200gsm Hypalon. All of the components are high quality to ensure long life and serviceability.

The tender has a sound proofed engine access hatch with integrated seating, and an automatic engine bay fire extinguisher.



The Pascoe SY9 is the first application in the UK to be fitted with the new Yanmar V8, twin-turbo diesel engine. The 8LV, 370hp engine, has a Yanmar ZT370 twin propeller stern drive, fly-by-wire controls and Latham Marine power steering offering finger tip control. The engine has low speed handling and acceleration which makes it ideal for tender operations.



# SNOW PROBLEM WITH YANMAR!

**Bristol and Birmingham airports have decided to take on the winter snow this year in an attempt to eliminate cancellations and delays this winter. Both airports have purchased the new Multihog MH90 multi-purpose implement carriers, which have been designed to brush away snow and ice.**

The Multihog multi-purpose vehicle is designed to tackle a whole manner of grounds maintenance tasks with efficiency and ease by utilising a multitude of inter-changeable attachments. It is the ideal vehicle to tackle snow clearance and de-icing around parked aircrafts at the airports. Multihog has chosen the reliable Yanmar 4TNV98T engine, and have fitted them in all of their new snow utility vehicles. The popular water-cooled engines satisfy original equipment manufacturers' requirements in achieving reductions in noise levels and lightweight portability.

Front attachments for the two Multihog MH90 vehicles are hydraulically operated, spring-loaded, 2.4m wide snow ploughs for initial clearance and snow brushes for a back to black surface. De-mountable de-icing chemical tanks with a 1,200 litre capacity and variable spray widths are fitted to the rear of the vehicles. Bristol airport found that keeping aircrafts clear of snow and ice had proved challenging and labour intensive, and therefore decided to go for a cost effective solution, commenting "when we saw the

Multihog in action we realised that we had found the answer". Rob Cooke, Head of Aerodrome Operations at Birmingham airport, commented, "the specialist nature of the Multihog and its excellent visibility from the cab will enable it to get up close to the aircraft for a safe and clean sweep".

Once any risk of bad weather is over, the Multihog's versatility to work with an almost endless array of attachments means there are many other uses for it during the summer months whilst the winter maintenance kit is in storage.



# BARRUS INTRODUCE KAWASAKI'S NEW FJ-D ENGINE

Kawasaki Engineers have designed new technology for their air cooled, 4 stroke horizontal shaft FJ-D range of engines in order to meet customer needs for low vibration, superior quality and value for money.

The new FJ180D and FJ220D include a new spherical combustion chamber to ensure that they exceed the worldwide emission directives, together with a K-Twin balancer system which cuts vertical vibration virtually to zero and reduces

noise output. The range delivers the high performance levels and durability that Kawasaki Engines are known for.

The new engines are suitable for many markets and applications including walk-behind lawnmowers, small shredders and chippers, general turf equipment, pressure washers, pumps and generators and all general portable equipment for industrial and lawn and garden use. John Day, general manager for the industrial division, E. P. Barrus Ltd

comments, "These new engines have a clear advantage for OEM manufacturers and end users due to their smooth running and reduced vibration, a key factor relating to the health and safety regulations applied to portable equipment. The high quality and performance make these engines an ideal choice for any future developments."

The engines have been designed for optimum performance even in the toughest conditions with heavy duty cast iron cylinder and liner for increased durability. Both the FJ180D and FJ220D models are user friendly in terms of operation and maintenance, with features such as Advanced ACR (Automatic Compression Release) to ensure low loading on the recoil or electric starter for smooth and easy starts every time.

The range joins an already impressive line up of engines to secure Kawasaki's position as a leader in engine design and innovation.



## BARRUS UPGRADE ENGINE TEST FACILITIES

Barrus has recently made a further investment in the engine dynamometer testing facilities; the system has been updated to improve the range of engines that can be tested.

The new functionality will offer increased accuracy in the monitoring of engine loads, temperatures and pressures, in line with the more modern electronic engines that are gradually being introduced.

A new fuel consumption monitoring system has also been installed in conjunction with the computerised recording systems, as for many commercial customers this is an important area of engine performance.



# YANMAR COMMERCIAL HIGH-SPEED ENGINES



In a joint initiative with Yanmar Europe B.V., E. P. Barrus Ltd are pleased to announce the introduction of a new range of Yanmar commercial high-speed engines. This new range of Yanmar marine diesel engines opens up numerous opportunities for both companies' to develop their commercial business throughout the UK and Europe. The commercial marine diesel engine sector is already dominated by Yanmar

in the Japanese and Asian commercial markets.

The Yanmar high-speed diesels offer a propulsion and auxiliary power range from 12hp (8.8kW) to 911hp (670kW) with the renowned reliability, durability and efficiency that are the trademarks of the Yanmar marine diesel engine range. Compliant with all European emissions standards, this engine range also meets the latest IMO Tier II regulations and Yanmar has type approval by the six major shipping classification societies including, LRS, ABS, and BV. Suitable for a wide range of commercial applications including offshore support vessels, fishing craft, ferries, tugs and multi-purpose workboats, these engines offer the commercial user the benefits of easy installation and simple maintenance.

"We have already sold a number of these engines to commercial operators in the UK and we are confident that the opportunities are there to grow and develop this important sector of the market," comments Ian Nuttall, general manager, marine division, E. P. Barrus Ltd. "We are looking forward to supporting our commercial customers with a wider choice of engines all backed by our extensive Yanmar dealer network offering a professional technical after-sales service with a 24-hour parts supply."

The Yanmar commercial marine diesel engine range will be further strengthened with the introduction of the 12AY series engine at the beginning of 2012. With a maximum output of 1340kW, 1822hp, this power horse will target an even wider range of commercial vessels.



## BARRUS SECURE MORE COMMERCIAL PROJECTS

John Deere engines have been specified to power a fleet of four specially designed harbour patrol launches for the Port of London Authority (PLA). Built by Alnmaritec, based in Alnwick, Northumberland, the aluminium catamarans, with deep vee hull form were designed by Newcastle University, and will operate in the Middle and Lower Districts of the Tidal Thames, between Putney Bridge and the North Sea.

Twin installation John Deere 6068TFM, 200hp marine diesel engines were chosen for their robustness and compatibility with keel cooling, providing optimised vessel reliability. Lambeth, the first of the new launches has completed extensive engineering and operational trials which demonstrated the benefits of substantially reduced exhaust emissions, lower fuel consumption and smaller wash. The first three, 'Lambeth', 'Kew' and 'Southwark' are already in operation on the River

Thames, and the fourth, 'Barnes', will be launched soon.

Barrus' latest project with Alnmaritec is to build up to three pilot boats for DAB VLOOT, a commercial operator based in Germany. One of the first commercial specification high-speed Yanmar engines has been specified for the project, the Yanmar 6LY2-WST. DAB VLOOT has taken delivery of the first boat, and the next two are currently in full production.

# BARRUS SUPPORTS RACE TO THE POLE

E. P. Barrus Ltd is proud to support the Scott-Amundsen Centenary Race 2011/12 in association with the Royal British Legion.

A century after the race to the South Pole that gripped the world, two teams of British soldiers are to retrace the steps of Scott and Amundsen to raise money for their injured colleagues.

On November 3, Lt Col Henry Worsley MBE led his team on the Amundsen route and WO2 Mark Langridge MC led his team along Scott's route. Amundsen's route to the Pole crosses the Ross Ice Shelf and then ascends the short, but astonishingly steep and dangerous Axel Heiberg glacier. Scott's route crosses the same shelf but then takes the longer, shallower Beardmore Glacier. For both teams, glacier crossings punctuated by hidden crevasses up to a mile deep will be perilous in the extreme.

Both teams are completely unsupported and will carry their food and fuel across the ice for seventy days. The modern race is likely to be very closely run, and if all goes well, both teams will complete their journey in two months, arriving at the South Pole by January 2012.

"Barrus has a long and close association with the British Armed Forces and rescue services and we are proud to be a supporter of this modern day race. We wish Henry Worsley and all his team members the very best of luck and we would urge everyone to support this project and the team and to give generously", commented Robert Glen, chairman of the board, E. P. Barrus Ltd.

To find out more about the expedition and to pledge your support, please visit: <http://scottamundsenrace.org>



Lt Col Henry Worsley practices crevasse training by abseiling off the roof of the iconic Lloyd's building.



**DAY**  
**48**  
As we go to press...

## AMUNDSEN TEAM

Distance to the Pole (straight line): 252 nmi  
Total distance travelled: 444.6 nmi

## SCOTT TEAM

Distance to the Pole (straight line): 307 nmi  
Total distance travelled: 464 nmi

# YANMAR IS WILLIAMS' PREFERRED CHOICE

Williams Performance Tenders are one of the leading specialists in jet tenders. Achieving the Queen's Award for Enterprise, Williams are renowned for their Turbojet range and are specified by many of the leading yacht builders such as Sunseeker, Princess, Ferretti, and Azimut.

The boats are hand crafted in Berinsfield, Oxfordshire, a purpose built manufacturing facility complete with test lake. Supplying the 4JH4-THE, 4BY2-150 and 4BY2-180 Yanmar engines, Barrus are the only diesel engine manufacturer to the Williams Dieseljet range, and have been their sole supplier for two years. Williams has an extensive dealer network similar to

Yanmar's; one of the main reasons why Williams chose Yanmar. Other features including impressive fuel economy, a worldwide technical service, low running noise levels and superb installation

support secured the business for Barrus. The 505 and 565 models were launched at the Southampton Boat Show, and there are plans to launch the 445 and 625 in the spring of 2012.



# BUYERS RAIN DOWN AT SALTEX

Saltext 2011 saw many things this year; a 14% increase in visitor numbers, many new and returning dealers, but more than anything, a torrential amount of rain! Regardless, 9324 unique visitors came to the show where Barrus were displaying the new Cub Cadet, Lawnflite and WOLF-Garten machinery ranges.

Interest was high and Nick Hills, lawn & garden and tools division manager, commented, "We were heartened to see so many customers visit Saltext despite the weather – it remains a worthwhile event, where good new business opportunities always arise."

The industrial division was also present at Saltext. John Day, the industrial division general manager, commented, "Although it was disrupted by the weather, Saltext was still a good event to meet several of our OEM's and end users in the ground care market and the ideal platform to launch the new Kawasaki low vibration engine. It was also very encouraging to see how many importers are using Kawasaki as their engine of choice. We also promoted the latest TNV water-cooled, low emission engines from Yanmar which are incorporated in many ride-on mowers and machinery at the show. Winning the silver award for the stand was the icing on the cake," John concluded.

Congratulations go to our industrial division for coming a really close second place in the race for the best stand. Well done Industrial!



## TRIUMPHANT WILLIAM FOX-PITT MAKES HISTORY

We are pleased to congratulate William Fox-Pitt on his history making achievement at the 50th Land Rover Burghley International Horse Trials and a successful 2011 season.

Despite heavy rains creating sticky ground conditions, William completed a clear round in the final of the event to take his sixth Burghley victory, the first rider to achieve this accolade. This win clearly mattered to William, current World Number One and one of the most successful Three-Day Event riders ever, who said "I can't believe it...it is huge and a real honour".

Barrus has proudly sponsored William for many years working with him to promote the Lawnflite brand. He uses lawn mowers and machinery from the Lawnflite and Cub Cadet ranges at his state of the art stable complex and training centre, and this year also took delivery of a new Cub Cadet UTV.

William finished the 2011 season on an unbelievable note at Pau in France, with horses, Oslo and Lionheart, finishing first and third respectively. We wish him the very best of luck in the 2012 Olympic year.

## BICESTER FIREFIGHTERS FIGHT GRIME!

Bicester firefighters, including two Barrus employees FF Nigel Chaney & AWM Paul Mann, took part in National Car Wash Day during September.

National Car Wash Day involves every fire station across the country hosting their own car wash (generally on the same day) in support of the firefighter's charity; supporting injured and retired firefighters across the country. A fire engine from the MOD Defence Fire Service was in attendance and the event raised around £800 including gift aid, despite the terrible weather faced throughout the day.



FF Nigel Chaney (crouching left) and AWM Paul Mann (Rear right) during National Car Wash Day.

# CUB IS SMALL BUT POWERFUL



Lawn & Garden are extending the 2012 range with the introduction of the Cub Cadet Minirider. The strong 420cc tractor engine has an electric start system and can keep running for up to 3 hours with a 4.9 litre capacity fuel tank.

The 5 position cutting deck is 76cm/30" wide with a smooth manual deck engagement and a deck wash nozzle as standard. Great versatility is offered with rear or side discharge and mulching options as well as a detachable 200 litre bag which can easily be opened from the rider's seat. The turf saving tyres and 46cm/18" turning radius make this tractor very easy to manoeuvre.

Designed with the driver in mind all the function switches have been ergonomically positioned for ease of use and anti-slip pads are integrated into the step-thru frame for safe entry and exit. In addition, the soft grip steering wheel has a telescopic shaft and the back seat is adjustable for added comfort; it even has a drinks holder!

## GET THE SAILING BUG AT COSTCO

Costco, the chain of cash and carry warehouses, has given LaserPerformance Europe Ltd, based in Northamptonshire, the opportunity to place their boat, 'Bug', in their Costco Coventry store.

The 'Bug' is a junior training/racing boat which has been highly acclaimed by Sailing World Magazine, naming it Dinghy of the Year. To complete the in store display, Laser approached Barrus for the supply of an outboard engine to put on the back of their boat. The 'Bug', which has been fitted with a Mariner F2.5, 4 stroke portable outboard engine, is generating a great deal of interest from Costco members.



## SUPPORTING YOUNG ENGINEERS OF THE FUTURE

OXFORD  
BROOKES  
UNIVERSITY

As a company dependant on maintaining and continuing a high level of engineering skills, Barrus is keen to support and encourage youngsters to take up a career in engineering.

Over a 10 year period, Barrus has offered work experience placements to around 15 young engineering students from Oxfordshire based colleges, universities and schools. The students work within the R&D department alongside experienced staff and are involved with R&D projects, product design and testing, and CAD drawing all within a production environment. Edward Hamlyn is the most recent placement student in R&D, and Graham Healey, who has recently completed his MSC, was the latest member of staff to join the Barrus graduate scheme which includes David Etherington-Smith, Elliot Thomas and Dan Walton. For the first time, Barrus has widened its scope of student placements, taking on a Marketing Student, Madeleine Burns who is currently gaining experience working on a number of projects within the Marketing Services Department.



From left to right:  
David Etherington-Smith,  
Elliot Thomas, Graham  
Healey, Dan Walton, Edward  
Hamlyn, and  
Madeleine Burns.

# Barrus Show Planner 2012

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



London Boat Show  
ExCel,  
London Docklands  
6th - 15th January



The Edible Garden Show  
NAC,  
Stoneleigh  
16th - 18th March



Harrogate Garden Show  
Great Yorkshire Show Ground,  
Harrogate  
26th - 29th April



Badminton Horse Trials  
Badminton,  
Gloucestershire  
3rd - 6th May



Malvern Spring Garden Show  
Malvern Showground,  
Worcestershire  
10th - 13th May



Seawork  
Canary Islands Fruit Terminal,  
Southampton  
22nd - 24th May



RHS Chelsea Flower Show  
Royal Hospital,  
Chelsea  
22nd - 26th May



Crick Boat Show  
Crick,  
Northampton  
2nd - 4th June



BBC Gardeners World Live  
NEC,  
Birmingham  
13th - 17th June



Hillhead  
Buxton,  
Derbyshire  
19th - 21st June



Goodwood Festival of Speed  
Goodwood,  
Chichester  
28th June - 1st July



Hampton Court Palace Flower Show  
Hampton Court Palace,  
Surrey  
3rd - 8th July



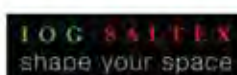
RHS Flower Show Tatton Park  
Tatton Park,  
Cheshire  
18th - 22nd July



Woburn Abbey Garden Show  
Woburn Abbey,  
Bedfordshire  
17th - 19th August



National Garden Show  
Royal Bath & West Showground,  
Shepton Mallet, Somerset  
31st August - 2nd September



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



Southampton Boat Show  
Mayflower Park,  
Southampton  
14th - 23rd September



Glee  
NEC,  
Birmingham  
17th - 19th September

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



E. P. Barrus Ltd, Launton Road, Bicester, Oxfordshire, OX26 4UR  
Telephone: 01869 363659 Fax: 01869 363618  
E-mail: customerservices@barrus.co.uk www.barrus.co.uk

