

# WELCOME TO JCB ATTACHMENTS



When you work with us, you can rest assured that you will have all the right attachments to complete the solution for your customers whatever the application and wherever the location. This information pack has been produced to support you with all the information you need when you choose JCB.



### #completingthesolution

# WHY CHOOSE A JCB ATTACHMENT



JCB Attachments has a superb range of over 2,000 product lines available globally. Designed to increase the versatility of both JCB and competitive machines in the widest variety of industries, an attachment from JCB will increase machine utilisation; helping your customers achieve maximum productivity. The latest range of genuine attachments takes full advantage of cutting edge innovation and technology to offer you ultimate efficiency and usability. JCB attachments are designed with valuable input from users all over the world, so you can rest assured that whichever one you choose, it will meet your needs right down to the finest details. Each attachment complies with the relevant regulations and is supplied with the necessary certifications.

#### A machine without an attachment...



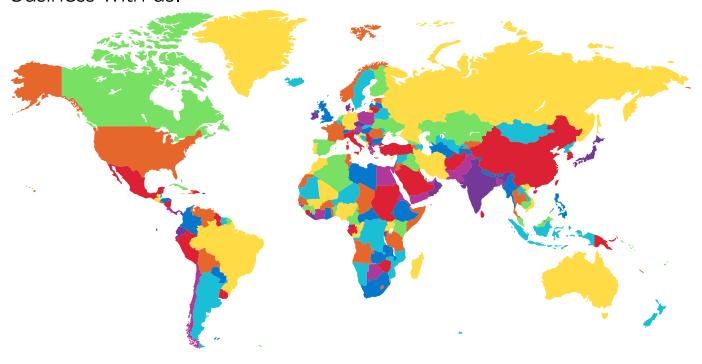
### ...is an expensive mode of transport!

JCB Attachments also has responsibility for the JCB light equipment products, an extensive range of class-leading equipment designed for high productivity and safe operation mostly used for construction and landscaping applications. Our range is one of the most extensive around, including power packs, handheld breakers, pumps, vibratory rammers, compaction plates and the tracked dumper. Each product benefits from JCB's usual unrivalled quality, innovation and performance.

# WHY CHOOSE A JCB ATTACHMENT



JCB Attachments stands for quality, extensive testing, performance and exceptional customer support with over 97% availability of the top 600 core products. Representing our brand offers dealers worldwide an enormous global opportunity to maximise income by selling attachments for new and used machines. Alongside the products we aim to provide the industry's finest customer support. Our fully committed team, combined with excellent support materials, make it easy to do business with us.



More detailed information on attachments, machines and applications can be found on the JCB website at

www.jcb.com

# THE HISTORY OF JCB ATTACHMENTS



JCB's pedigree for supplying quality attachments, including smaller pieces of light equipment, has been developed over almost four decades.

**1980** 

The division was initially known as JCB Hydrapower and was located in facilities near to the World Headquarters in Rocester.



0661

The division moved to a factory in the neighbouring town of Rugeley and was originally known as JCB Hydrapower Ltd, prior to a name change to JCB Attachments that same year.



2008

JCB Attachments moved to the purpose-built JCB World Parts Centre in Uttoxeter, where it still is today



2019

Over the last forty years the division has grown and today the range consists of over 2000 product lines, 90 product groups with 72 employees in total.



## CORPORATE VIDEO



Our corporate video encapsulates our business. It shows the JCB Attachments headquarters in Uttoxeter including our production facility, warehouse and dedicated team and also showcases footage of the numerous events we attend during the year to highlight our range.

Please scan the QR code, click on the web link, or click on the image below to view the video:



https://www.youtube.com/watch?time\_continue=I&v=quvFWxt\_i0



## PRODUCT GROUPS



Our extensive range of products are categorised into 'families' for ease of identification. We offer multiple product families to ensure we have a solution for every requirement.

BREAKERS	BUCKETS	QUICKHITCHES
EARTH DRILLS	FORESTRY AND LANDSCAPING	AG GRABS, CUTTERS & PUSHERS
BALE HANDLING UCB	FORKS AND FRAMES	LIFTING EQUIPMENT
SHOVELS	SWEEPERS, BROOMS & BRUSHES	SNOW ATTACHMENTS
PATCH PLANERS	LIGHT EQUIPMENT	SPECIALIST EQUIPMENT

# SOLUTIONS



## FOR EVERY SECTOR

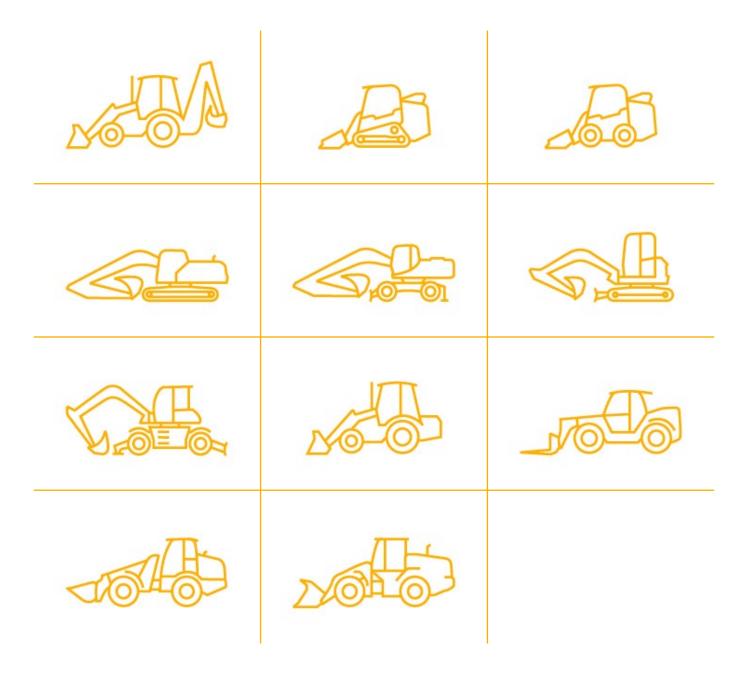
Enhancing the versatility of customers' machines in a variety of industries, JCB's attachments can be found for all the following sectors:



### SOLUTIONS FOR EVERY MACHINE



Each of our famous yellow machines has been designed as a 'tool carrier' to ensure exceptional utilisation. A range of JCB attachments is available to enhance the versatility of our complete product range.



# SHOWCASING OUR RANGE



JCB Attachments takes every opportunity to enable customers to see and assess products in the flesh. We participate in global construction and agricultural exhibitions and events, as a standalone area within JCB's stand, and by providing attachments for machines on display.

Thanks to our exceptional facilities at our headquarters in Uttoxeter we are able to organise visits, conferences and training events for small and large groups where customers can see and try our products.

The JCB Attachments marketing team is on hand to offer you support whether for product displays, marketing material, training and even sales team support at events.







JCB Attachments produces a wide range of off-line and on-line support materials to help you sell our products to your customers.

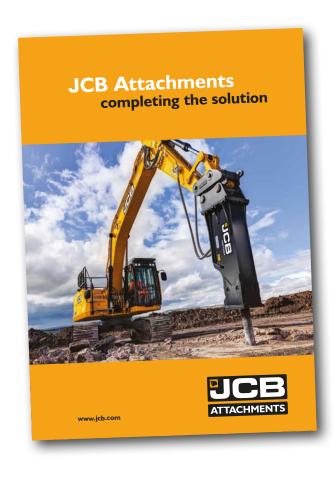
### Product selling guide

An exceptionally useful document, the product selling guide is our main catalogue. It is segmented by machine type where each product can be found complete with part numbers, technical specifications and machine compatibility.

### Agricultural selling guide

A separate product selling guide has been produced to reflect our comprehensive range of agricultural attachments.

The latest versions of both publications can be downloaded from the JCB HUB or DAM.







#### Leaflets

We have a full collection of product range brochures and leaflets that are available to download from the website, DAM and HUB. Printed copies are also available to order through Litquest. Please check their catalogue of part numbers to order the brochure you need.





DEMOLITION &

### Trade media

To create maximum awareness of our products we invest in advertising campaigns in relevant industry magazines. To supplement the adverts we create editorial content in conjunction with JCB's press team to ensure good coverage in the trade media.

Please contact the JCB Attachments

Team if you would like to receive artwork
and examples of previous editorials.







### Website – jcb.com/attachments

Our website has all the latest information on our product ranges including our newest videos. For help and support on creating or updating your website with attachments information please speak with the Attachments Marketing department and we can help you find everything you need to create a successful Attachments web site.





#### Social media

We actively use JCB's social media channels, including Facebook, Instagram and Twitter to share our latest news with millions of followers. Using the hashtag #completingthesolution - and working with the JCB Social Media team we upload applications stories, sales successes, new product information and a variety of relevant content. Our videos are uploaded to JCB's You Tube channel.

We encourage dealers to share similar information using #completingthesolution and tagging in @JCBmachines



## USEFUL RESOURCES AT YOUR FINGERTIPS



#### The JCB HUB

A useful tool for sales, the JCB HUB is an app designed by JCB that enables password access to a comprehensive repository of assets. This includes the latest information on products, video comparisons, sales and training material, literature, technical information and images. Major updates to the attachments section on the HUB have been made recently and the latest addition is the new Breaker comparison video.

Download the latest version from https://business.jcb.com/irj/portal or for new access requests please email the HUB team at



hub@jcb.com

### Discover the all new

JCB Hub App

Improved navigation and packed with new features

Learn more...



# USEFUL RESOURCES AT YOUR FINGERTIPS



#### Digital Asset Management - DAM

A huge on-line store of easy-to-access information resides on JCB's DAM. This includes all marketing assets, training materials and merchandise which can be accessed 24/7.

Access to the DAM is very easy.

Simply follow these easy steps to set up your own account:



STEP 4: Sign up with JCB Account to get Digizuite MM



# USEFUL RESOURCES AT YOUR FINGERTIPS



#### JCB Attachments Newsletter

Our quarterly marketing newsletter is designed to keep you updated with all the latest information and activities including events, product launches and updates, social media activities, website updates, dealer events and promotions.

To subscribe please send a request to the JCB Attachments team.



Welcome to your bi-monthly edition of the Attachments Newsletter. Our team has been ver y busy creating new marketing collateral and campaigns to help you 'complete the solution' for your customers. The team here at JCB Attachments is always available to help you develop plans for your own dealerships and regions, so please do not hesitate to contact us if you need any support.

#### NEW SWEEPER COLLECTOR VIDEO

JCB Attachments offers a wide range of sweeper collectors to fit a variety of JCB machines including backhoe loaders, skid steer loaders and telescopic handlers. The JCB SC240 Swe eper Collector is hydraulically operated from the cab for sweeping and hopper emptying and available with sprinklers for dust suppression and gutter brush options for sweeping clos er to the kerbs. The JCB Sweeper Collector increases safety on site compared to a standar d road sweeper, which is reliant on mirrors, thanks to its 360° visibility; improving efficiency in tight locations.

Our new video is ideal to play in dealer reception areas. See it here:





#### August 2019

It's time again for an update on the work we have been doing in JCB Attachments over the last couple of months. It doesn't seem long since we sent the last edition but despite the summer break it's been a very productive couple of months and we have plenty of news to share with you.

#### **NEW VIDEOS**

#### Breaker comparison

A new comparison video that tests the productivity of JCB's HM033T Contractor Breaker vs Prodem PRB050 has been added to the HUB. This is one video you will enjoy watching. It demonstrates the success of the JCB product against its nearest competitor in a test to break a slab of concrete in the quickest time. The JCB HM033T came out on top in both features comparison and in the productivity and performance results. An excellent result all-round. The video can be viewed in the attachments section of the HUB and is a great tool to sell the JCB difference.



#### Light equipment







# WE ARE HERE TO HELP



Please call, email, DM or fill in the contact form on our website to get in touch.

Facebook: JCB

Instagram: jcbmachines

Twitter: @JCBmachines

Linkedin: JCB

YouTube: JCBmachines

Website: www.jcb.com/en-gb/attachments

Address: JCB Attachments, World Parts Centre,

Waterloo Park, Uttoxeter STI4 5PA UK

Phone: +44 (0)1889 506000

