

34 years later...



Me and my wife Jennifer

After 34 years being involved in fencing I thought it would be interesting for you to see me retrace my steps as to how the Bryce Suma came to be in existence. In that time I spent many years at the start doing everything by hand and the long handled shovel and 18lb mell were my main tools. All my work was on hill country which most of the time involved hard ground conditions and it was seriously hard work on your own to say the least. I progressed to a handheld engine driven Auger and from there to a tractor mounted Auger with a Pengo head for hard and stoney conditions. This made a big difference to my daily output. I was always concerned about output because I started off with nothing with a £78 Ford van and a David Brown 990 Implematic which cost me £270 - every penny was a prisoner! I then purchased my first post driver which was a Canadian machine costing £1160 and I couldn't sleep at night because I wondered how I was going to pay for it. Things went so well that 3 years later I purchased a second one for £1420 and so I had 2 outfits which meant I could keep 2 customers happy at the same time. Work kept rolling in and I was never stopped erecting my own style of permanent electric fencing which included all my own components developed by myself. During this time I became a Scottish distributor for Kinghitter Post Drivers and that lasted until I had a prototype of my own machine produced in 1996. For approximately 8 years prior to this I developed my own trailed post driver with a powered

axle. This incorporated a specially manufactured chassis and axle which has been used for lime spreaders doing work on steep ground. Onto this chassis I incorporated my own ideas and used the Kinghitter mast as part of the machine. This was a superb outfit on my 4 wheel drive Fiat 90-90 tractor with ground drive it gave me a six wheel drive outfit that could carry all my tools and materials for a day's work allowing me to go anywhere as long as your nerve would hold! I had in mind to produce my own post driver and the opportunity arose in 1996. Since the prototype was made nearly 50 changes have been made to this original design and the machine has gone on to be very successful in the market place.

I always seem to have had a curious and inquisitive mind and my father used to describe me to people as "he was always very inventive". I was never aware of this until I started to patent my own products and these proved very successful in the field of permanent electric fencing as they were simple and very reliable and are possibly the only products of their kind on the world market with a 20 year guarantee. I like to have a reasonably equipped workshop and making things for my own use was a hobby and a pastime. Apart from playing around with changes to post drivers, one of the many things I did was make a flat 8 bale grab and I got a lot of pleasure from cutting out every claw exactly the same with the gas bottles and then going out and using this machine as part of my bale handling service that I offered in my early days. I also converted a Ransomes 2 furrow jumbo track trailed plough to a mounted version with the added pleasure of then going out to plough hill ground with it. Having had to leave the family farm due to my father's ill health when I was 22 I went down the road that night after the farm sale to nothing but got a job for that summer reclaiming hill ground in the Lammermuir Hills at Elmscleugh. From there I took a shepherd's job looking after 1200 cross ewes for the CWS at Hetton Hall near Wooler followed by being in charge of an arable/suckler cow farm for Ken Smith at Ormiston Mains near Kelso. I was there for nearly 3 years when I got the opportunity to get back to the hills. I always loved working in hill country, the more remote the better. This new job involved managing a 1420 acre hill farm in West Perthshire for the Farmer's Weekly. After 3 years the opportunity arose for me to start on my own and that involved doing lambings, dipping, shearing sheep and erecting sheep pens, permanent electric fencing and harvest work, etc.

Having started with nothing, I was always driven by the fear of failure and I have always had a great eye for attention to detail. I always like to see things plumb and in line, metal parts had to have a suitable radius on corners rather than be cut square, pins had to fit holes properly and any tolerances between two surfaces had to be fine and fabricated to last. I am always in pursuit of perfection.



This was part of my original toolkit and included an 18lb mell. Hard graft was order of the day.

The hand tools were then supplemented with this power driven handheld Auger. This wasn't successful in local ground conditions. It also just about pulled my shoulders out of their sockets particularly if you hit a stone!



This Danuser Auger was a great outfit. However it still involved considerable time heeling and breasting of the post and backfilling of the hole.

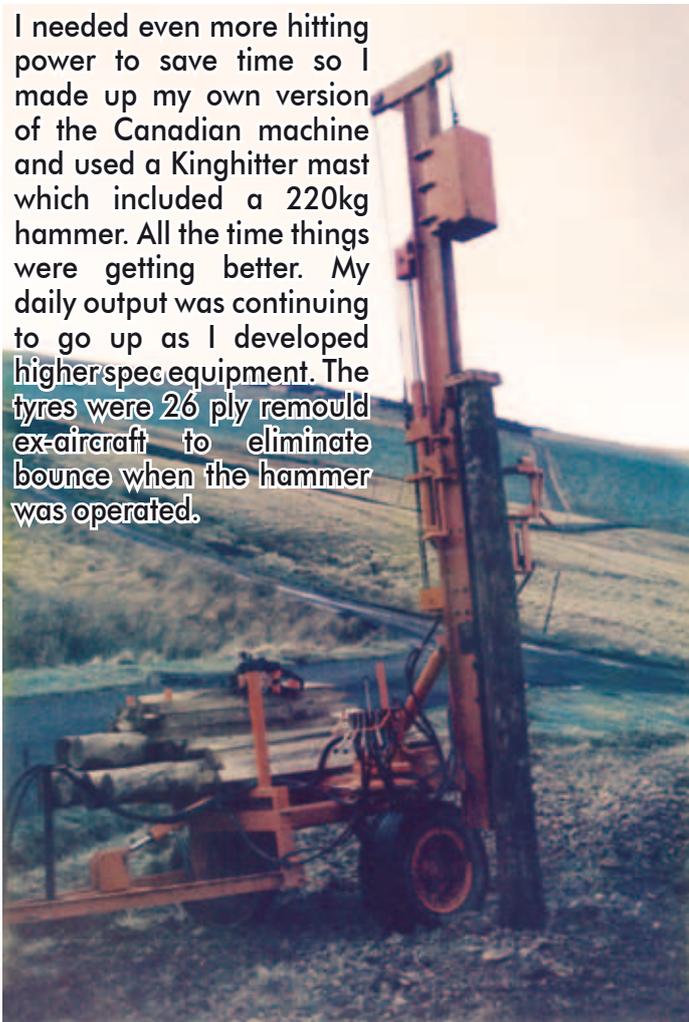


I then upgraded the tractor and I made the trailer shown here out of an old caravan chassis. It was ideal for steep ground because it was low and wide. My late father is in the background.

With the amount of work that was coming in, excessive handwork became out of the question. This Canadian post driver was new on the market and I purchased it for £1160. I immediately converted it onto bigger wheel equipment including a toolbox and counter balance. This was tremendous and I purchased a second one 3 years later allowing me to keep 2 customers happy at the same time!



I needed even more hitting power to save time so I made up my own version of the Canadian machine and used a Kinghitter mast which included a 220kg hammer. All the time things were getting better. My daily output was continuing to go up as I developed higher spec equipment. The tyres were 26 ply remould ex-aircraft to eliminate bounce when the hammer was operated.



At the time this was the daddy of all outfits
Hammer weight was now up to 330kg

Needing still more hitting power and features to make the job easier and quicker, things had to move on because of workload and this outfit turned out to be the forerunner to the Bryce Suma. It was built in the early 90s and had sideshift and backshift, 6 wheel drive, carried materials for a day's work and all my tools and allowed me to travel as the crow flies!

Prototype Suma introduced January 1997

I decided to enter the market place with my own machine and that it would have to be 3 point linkage mounted to cater for the mass market.



Immediate problems were encountered with this mast as there was no means of adjusting the hammer stroke. Also the post cap could lift off the post when the hammer was being operated. These problems had to be immediately resolved to make the machine a commercial proposition.



Since briefing my manufacturers on my requirements for the prototype I have instigated nearly 50 other changes to get the machine to where it is today, the way I want it.

Changes were made immediately for the next machine and so it went on.....

1998-99 spec
This machine won silver
medal award at the
Royal Highland Show in
1998



2008 spec Bryce Suma and
winner of three prestigious
gold awards



Notice the side shift double slider and mast
tilt ram bracket - same as my original 6 wheel
drive trailed machine.

Bryce strikes gold

The Bryce Suma went on to win 3 major gold awards. These awards are presented for outstanding innovation, technical achievement and potential to serve the industry and is made after being assessed for it's performance under a wide range of working conditions, the length and breadth of Great Britain. Gold awards are only given at the judge's discretion where a product is considered to be worthy of exceptional commendation.

When the machine was being assessed by the judges, one customer reported that his 3 man team had been replaced by a single operator achieving double the daily output.



Gold presentation by the Duchess of Gloucester



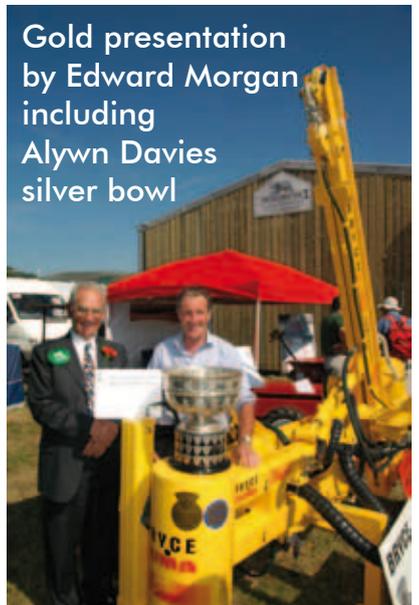
Gold presentation by Lord Lindsay



Gold medal presentation RASE 2006

HISTORY IS MADE

Never before in the 150 year histories of the Royal Highland Show Scotland, the Royal Show England and The Royal Welsh Show has a machine been awarded a gold medal at each show to the same machine in the same year. Many plaudits reckoned it was a fair achievement considering I was up against big international companies like New Holland, Class, Manitou, JCB, McHale and Michelin.



Gold presentation by Edward Morgan including Alywn Davies silver bowl

Promotion and Marketing



National Sheep Event, Malvern, England

Father and son team, Mike and Garth Bradbury of Bradbury Fencing on my stand displaying their awards after winning the Tornado Wire fencing competition for the fourth time. The Bradbury's upgraded their fencing operation by trading in their five year old Bryce Suma Profi Max for 2 new Profi Max machines and also a Profi. This was a very successful event for us. There was a high level of professional enquiries which amounted to considerable sales thereafter.



Swiss Demonstration

The Bryce Suma Profi driving railway sleepers straight in near Zurich.



2 Busy Demonstration Days at the opening of our Swiss distributors new headquarters at Neftenbach

Augers were also demonstrated and the top picture demonstrates the ground conditions that the Bryce Suma coped with.



Demonstrating in Northern Germany

This demonstration was a bit different because it was on a large Arborculturst property and amongst the many requests for the demonstration was to monitor the ability of the Bryce Suma to drive long stakes at acute angles for anchoring transplanted trees. The owner stated that he reckoned the Bryce Suma was 60% more efficient than a popular brand of vibrating post driver.



Forestry Commission

After demonstrating the Forestry Commission were suitably impressed and made a purchase. Under forestry conditions ground clearance in deep ruts and tree stumps is of vital importance. Notice the exceptional ground clearance of the Bryce Suma with the linkage right up.

Notice too the low closed height of the telescopic mast - brilliant amongst trees.

Isle of Man



Many customers from remote parts who cannot see a Bryce Suma working are buying machines on reputation and information supplied. None have been disappointed and a number of people over the years say that "it does what it says on the tin".

From:- Creer Contracting Coilingel
Crosby
Marown
Isle of Man
IM4 2DW

Email:- creercontracting@manx.net

Web site:- www.creercontracting.com

Creer Contracting was formed in December 2001 to enable diversification away from an already suffering agricultural industry. Having successfully tendered for the fencing contract on a gas pipeline; this enabled what were smaller diversification projects to be combined into one business and the partnership formed.



We were allocated one third of the pipeline (16km) and encouraged to fence as quickly and efficiently as possible using a Parmiter knocker. Those early days, on the pipeline, meant you had to learn quickly and be ready to have a go at anything. I think it is employing like minded people from an agricultural background where diversity of tasks is so important that has allowed the business to continue to grow especially in an island situation.

In January 2003 we purchased a Kinghitter post knocker and having had several New Zealander's staying with us, it was on their recommendation that we should purchase one. Then on a trip to Scotland in 2004 a friend's father had just purchased a new Bryce Suma Profi and highly recommended the adjustability, back shift, strength and quality of his new machine, so in December the Bryce was purchased.

We are now fencing in excess of 50,000 meters a year both post knockers have had to work hard but over the time the only maintenance the Bryce Suma has needed is the occasional new rope. This is one of the reasons, along with employee preference, for purchasing a new Bryce Suma to replace the Kinghitter enabling the maximum amount of work to be carried out with only the twice a day greasing spent maintaining the machine. If there are 52 weeks in the year the Bryce is working 49. It is greased every day and the only parts fitted in the 3 years of ownership have been 3 hammer ropes. There have been no other problems or failures the machine is without fault.

I have just ordered another new Bryce Suma Profi Max for delivery early 2008.

Danny Creer

Resale Value

Bryce Suma Post Drivers are consistently commanding high prices on the second hand market. This is only achieved through reputation and reliability. One of my early punchlines was "reliability breeds success" and I think that will always stick, whatever it is applied to.

Cameron Lowrie, 36 years a fencing contractor from Kelso in the Scottish Borders has just replaced his 10 year old Bryce Suma with a brand new latest spec Bryce Suma Profi. Low maintenance, durability, performance and resale value were reasons for sticking with Bryce. He paid £5300 for the machine in 1998, 10 years later he sold it for £2250. This equates to just over 42% of what he paid for it - not bad for a 10 year old post driver that had been in daily use. Residual values are always important and helped to underline what a quality piece of kit is all about.



Cameron with his new machine - still smiling after 10 years!



Lowrie Fencing at work in hard, high ground in the Cheviot Hills at just on 1700ft above sea level.



Time to Refuel!



Something Different

Jobs that require speed and precision

Boating jetty being constructed on Loch Earn, Scotland. Struan Donaldson told me he almost died of hypothermia on this job that was being carried out on a cold wet, winters day. For obvious reasons it had to be done quickly but there was no use in speed without the precision of driving the piles exactly where required. The Bryce Suma delivers yet again.



Piles being driven for boating jetty on Loch Earn

Notice the bracket on the back side of the mast which anchors the hammer rope. This bracket had a series of holes in it which allowed you to adjust the hammer stroke manually. First machines didn't have this and it was a major flaw. Now I am onto the twin pulley system which allows the hammer to travel the full length of the mast automatically at all times.



Log Cabins

Foundation piles being driven for log cabins.

Speed required to make a profit.

Precision required to meet architect's drawings.

The Bryce Suma delivers.

Fencing on the Limit

My own outfit working at just under 2000ft on hard country up Bowmont Valley in the Cheviot Hills on the Scottish English border next to Pennine Way.

The original machine had a Kinghitter mast and was coloured red so once I put my own Bryce Suma mast on, I sprayed it yellow.



As the Crow Flies

up Kale Valley in the Scottish Borders.

6 wheel drive and chains meant I could go just about anywhere I wanted. I have a dozer blade for this tractor and this was handy if any fence lines required a bit of levelling.

Twin Wheels and 6 Wheel Drive

This summer job on peat moss was still soft going. If you broke the surface that was it. At times the post driver went down but 6 wheel drive kept things going. For the modern alternative, see overleaf.



Is this the Ultimate 1 man outfit?



Electrohydraulic controls means no need for a second man as all functions are controlled from the post driver.

Tailpiece

Erecting mounting poles for solar panels in Germany. 65,000 of these stakes were driven 1m into the ground in 7 months. Another job that required speed to get the job done and precision to get the accuracy required. This Schuler tractor is very old and must be Eberhard Schulz's pride and joy. I remember these tractors when I was a wee boy.

The **BRYCE SUMA**
.....it's got the pedigree



Bryce Suma Post Drivers

Linton Hill, Morebattle, Kelso, TD5 8AE, Scotland

Tel: (01573) 440 314 • Fax: (01573) 440 616 • Mobile: 07970 730567

e-mail: Brycescotland@aol.com • www.brycesuma.co.uk