



IN GEAR

ISSUE 03

LYNCH PLANT HIRE INVEST IN 80 MACHINES



UK EXCLUSIVE

A look at Collins Earthworks' 637K bowl scrapers with push/pull systems

NEXT GEN FOR NEXT GEN

Breheren purchases three machines as it welcomes another family member into the business

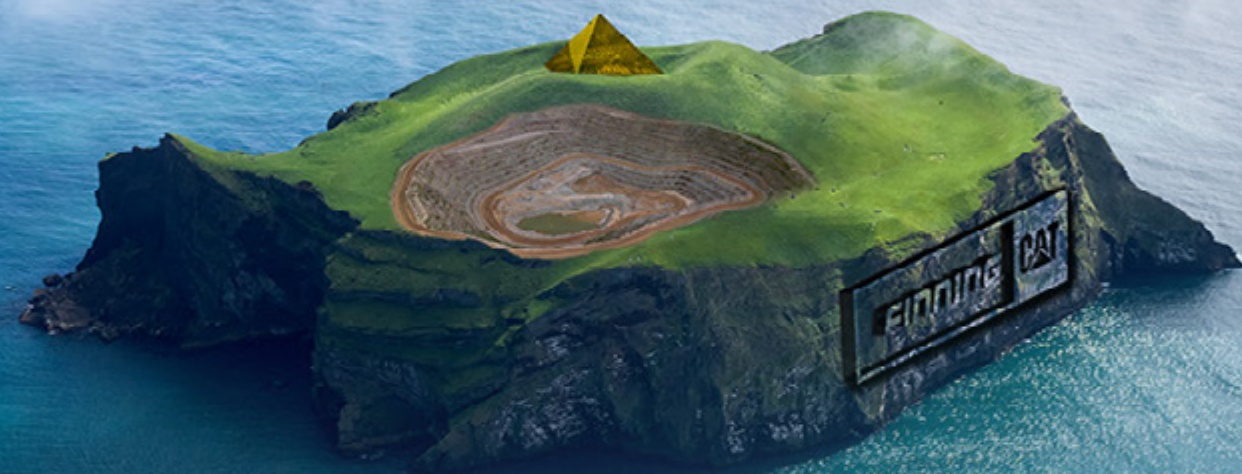
THE FIVE PILLARS OF CONDITION MONITORING

Getting the insight from Finsight

FINNING **CAT**

FINROCK 2021

**A SPECIAL INVITATION TO JOIN US ON 21.10.21
AT THE NEW AND EXCLUSIVE FINNING ISLAND.**



This is your invitation to an immersive virtual experience like no other, showcasing the range of Cat® machines and Finning technology, solutions and services.

Explore the Finning Cat Virtual Expo:

- Preview new, exciting technology.
- Jump in the cab in the Finning Cat Interactive Showroom.
- Network with colleagues, peers and industry experts in our Business Zone.
- Get expert advice on everything from machines and services, to parts and finance.
- Enter competitions and operator challenges with some great prizes.

...and discover the Finning experience!

Head to [FINROCK21.com](https://finrock21.com) to discover more and register now!

FINROCK TV LIVE!

And don't miss the chance to join us in our virtual TV studio for exclusive industry insights and sneak previews from Finning experts and some of the best in the business, broadcasting throughout the day in FINROCK TV LIVE!



EDITOR'S NOTE:

Welcome to the third issue of In Gear, our magazine packed with customer stories, news from Finning and the latest information on the state of our industry. Over the last few months, as COVID-19 restrictions have lifted, we've been enjoying getting back out onto site with our customers. This is reflected in this issue of In Gear, which is packed with photos of machines that have recently been delivered.



We're also preparing for FINROCK21, a live, interactive virtual exhibition open to all of our customers. During the event, visitors will be able to get hands-on experience with different machinery and get a feel for how technologies can benefit their sites and businesses. Visitors can also consult Finning experts for machine, business and financial advice, ensuring that they have everything they need to get their projects on track. There's more about that later.

In this issue, you can find out more about Lynch Plant Hire's recent order and their longstanding relationship with Finning. You can also hear from Wigan-based Breheny Groundwork Contractors, who purchased three new next gen Cat 313 GCs as the company's owner prepares to pass the business down to the family's next generation.

You'll also get an exclusive look at Energy Plant Hire's recent training day, which took place at Caterpillar's site in Desford, Leicestershire, and you can learn more about Collins Earthworks' recent investment — four 637K bowl scrapers with push/pull systems, which are rarely seen in the UK.

Finally, our Finsight team has compiled its five pillars of condition monitoring, which they use to actively and accurately advise a customer on a potential machine fault.

We hope you enjoy this issue of In Gear.

Steve Breen
General Manager, Construction Industries



A FLEET FIT FOR THE FUTURE

National plant hire company invests in 80 Cat® machines

As part of its commitment to sustainable construction, L Lynch Plant Hire & Haulage has invested in 80 Cat machines so far in 2021, with another 20 expected to arrive later this year. This means that L Lynch currently has over 170 Cat machines in its fleet.

As long-term adopters of Stage V compliant equipment, Lynch jumped at the chance to add the world's first high drive electric drive dozer to its fleet, purchasing five D6 XEs already this year. After receiving several reports from operators relating to how powerful the machines were, Lynch had the confidence to continue investing in this new technology.

Alongside the new dozers, Lynch invested in several machines from Caterpillar®'s next generation range. Lynch supports operators with eco driver training, to ensure that operators are driving their machines in the most efficient way. The extra technology onboard these machines was a welcome addition that not only helps the operator enjoy their job more, but also saves money on fuel consumption.

"We're a people-first business – if our employees aren't happy and don't believe in the products that we stock, then everything we do is a waste of time," explained Chris Gill, Director at Lynch. "That's why we let our operators and training team try every machine before

we invest. The team were blown away by the amount of technology loaded onto the next generation machines, particularly the features that support machine control, telematics and weigh loading.

"We want to attract the best talent in the industry and machine operators love driving Cat equipment, so purchasing more this year was a no-brainer. Also, being involved in so many large infrastructure projects, such as HS2 and various Highways England schemes, it's important to have equipment that is reliable and equipped with the best technology available."

"The investment in these Cat machines reaffirms our strong working relationship with Lynch," said Jake Wright, National Account Manager at Finning. "It is always a pleasure to work with Lynch and help it to expand its fleet with new machines, all loaded with new features. The team has certainly cemented the company's place as an adopter of new technology and, with continued investments, it will rightly keep its place at the forefront of the industry."



All the machines purchased by Lynch are supported by Cat Finance and covered by extended warranties, which means that Finning will service each piece of equipment after 500 hours of work.

In line with the company's growth, Lynch is expecting to place another order with Finning in 2022, around two times larger than this year's. For more information on Cat next generation excavators or its XE series, visit www.finning.com.



NEXT GENERATION CAT® EXCAVATORS FOR THE NEXT GENERATION IN GROUNDWORKS CONTRACTING

Breheny Groundwork Contractors invest in three new 313 GCs

Finning UK & Ireland, exclusive distributor of Cat® products, has supplied Wigan-based Breheny Groundwork Contractors with three new next generation Cat 313 GCs, as part of the contractor's expansion into road and sewer applications. The purchase also comes at a time when Breheny welcomes another family member into the business.

Breheny Groundwork Contractors has worked with Finning on several occasions, with the equipment supplier striking up a strong relationship with all generations throughout the last ten years. The company, founded in the 1960s by Thomas Breheny, was passed down through the family to Danny, who is now getting ready to pass on to the next generation — Daniel, Kerryanne and Cara, who recently joined the company. The trio are continuing the expansion of Breheny Groundworks whilst also delivering projects in the roads and sewers market under the newly created Synergy Civil Engineering NW Ltd.

The latest arrivals to the company are three next gen Cat 313 GC excavators, which offer enhanced comfort through a larger cab with improved ingress/egress. The new GC models also benefit from lower maintenance costs, making them the ideal fit for applications requiring dependable performance and low operating costs.

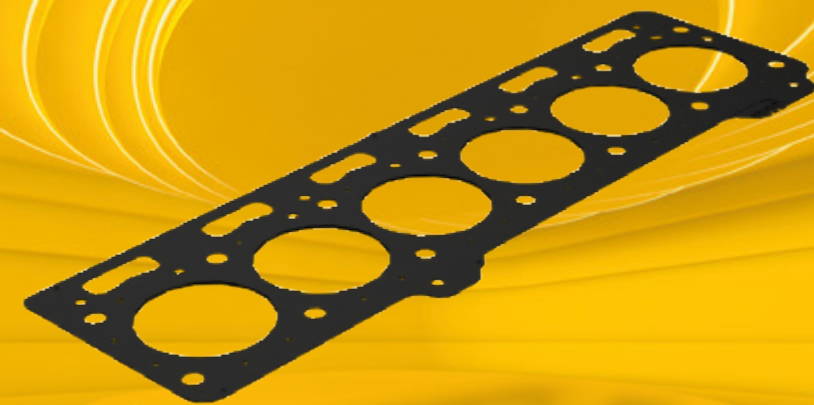
"We're always looking for ways to be more economical, without having to compromise on performance" said Kerryanne, Director at Breheny Groundwork Contractors. "The ten per cent fuel saving features on the 313 GC allow us to do that, by reducing our carbon footprint while also maintaining our competitiveness in the industry. We were also impressed by the maintenance savings that come with the machine, as well as the onboard software that comes as standard to boost efficiency while reducing downtime."

The Cat 313 GC excavators are equipped with Cat C3.6 four-cylinder engines, which meet EU Stage V emission standards while also matching the customer's machine demands for value, innovation and performance. The new smart mode operation in the 313 GC automatically matches engine and hydraulic power to working conditions for maximum productivity, while saving fuel in less demanding applications.

"Breheny has always been a tight knit family and it's a pleasure to see the next generation take up the mantle," said Alan Blazys, National Account Manager at Finning UK & Ireland. "Daniel, Kerryanne and Cara have big plans to further expand the company into new areas, and the reliability of the new Cat 313 GCs means they are the perfect excavators to see those plans come to fruition".

The 313 GC is the smallest of the GC range, which includes the 315 GC, 320 GC and 330 GC Medium Excavators and the 740 GC and 950 GC Medium Wheel Loaders. All these machines are designed to put operator and site safety at the core to maximise comfort visibility and ease of operation.

For more information on the GC series of equipment, [visit here](#).



THE GRACIOUS GASKET

The gasket rarely receives the affection it deserves.

But to us, it's a thing of beauty. A celebration of togetherness and an inseparable marriage of two surfaces.

Fall in love with the Gracious Gasket and every other genuine Cat® part, with next day delivery!* At Finning, we're the sum of our parts.

Visit us at finning.com/hero_parts or call Parts Direct on 0330 123 9211, or collect in branch.**

Subject to Finning standard Conditions of Sale and Supply.

* Next day delivery applies to stocked parts ordered by 5:30pm Monday-Thursday, does not include national holidays and excludes certain postcodes.

**Opening times may vary, please check online for local branch opening times.

COLLINS EARTHWORKS GOING BACK TO OLD-SCHOOL COOL

Cat® 637K scrapers with push/pull attachment purchased as part of new equipment investment



Earthmoving professionals Collins Earthworks has invested in several new Caterpillar machines, including four new Cat® 637K Coal Bowl Scrapers with push/pull systems. Finning UK & Ireland, exclusive distributor of Cat products, dispatched the new additions to the fleet, including a Cat D7, D9 and several D6 XEs to the company, to support the earthmover's work around the midlands.

Collins Earthworks, based in Ripley, Derbyshire, has been managing earthworks projects for 20 years, developing a strong working relationship with Finning for the last 10–15. Due to this, Collins came to Finning with a need for machines to support its project on the Northampton Gateway and opted for the Cat 637 scrapers — machines rarely seen in the UK.

Adding to the uncommon nature of these machines, Collins has also opted for push/pull systems, negating the use of trucks and excavators. The push/pull system concentrates the combined horsepower of the tractor and scraper onto one cutting edge, allowing two individual scrapers to act as a self-loading system — typically loading both machines in less than a minute, one after the other.

"As we are continuing to work on various projects — big and small — throughout the UK, having the 637K scrapers in our fleet gives us the flexibility to fulfil any project efficiently" said David Collins, Managing Director of Collins Earthworks. "Earthmoving work comes in all shapes and sizes, and there is no "one fix for all" solution. Having a mixed fleet including the 637Ks, excavators and articulated dump trucks (ADTs) means that we have the versatility to complete any job, setting us apart from our competitors."

"It is amazing to see an investment into Cat 637Ks here in the UK — scrapers fill a niche in earthmoving that no other machine can compete with, and we haven't seen these kinds of machines in the UK for a number of years" said Jake Wright, National Account Manager at Finning UK & Ireland. "A good fleet of scrapers can make it much cheaper than the number of excavators and trucks that would need to be used to move the same amount of dirt.

"Convenience is also key here. An efficient groundworks operation with excavators and trucks will often take several people, whereas at a moment's notice, one operator can get on the scraper and do the same job. For short distance bulk earthmoving they are lower cost and faster than any other haulage unit. I don't think any other setup can compete with a push/pull tandem scraper setup in sand, gravel, clay or topsoil."

To get the most out of the new investment, Finning will also be providing Collins with machine familiarisation training on the wheeled-tractor scrapers, as well as operator efficiency training during a revisit in the next six months. The machines also benefit from an extended warranty and a full preventative maintenance program, so that Collins is safe in the knowledge that Finning experts will be on hand at any time of the

To find out more about the Cat 637K Coal Bowl Scrapers or how Finning can assist with operator training and preventative maintenance, visit the [Finning UK & Ireland website](#).

COMPANY NEWS

FINNING ANNOUNCES BRAND-NEW FINROCK21 VIRTUAL EVENT

On October 21 2021, Finning UK & Ireland will be hosting a free-of-charge virtual event for plant operators, construction professionals and heavy equipment enthusiasts. FINROCK21 will be a live, interactive virtual exhibition open to both existing customers and people that are new to Finning and Caterpillar®, giving them exclusive access to networking opportunities, technology demonstrations and more.

Located on the fictional Finning Island, visitors of FINROCK21 will be greeted with a virtual lobby where they can choose from a series of zones, each offering something unique. These include an equipment showroom, where attendees can get hands-on experience with different machinery and get a feel for how technologies can benefit their sites and businesses. Visitors can also consult Finning experts for machine, business and financial advice, ensuring that they have everything they need to get their projects on track.

FINROCK21 will include a series of technology demonstrations throughout the day, as well as panel discussions on topics ranging from engine rebuilds to machine productivity. The Tech and Innovation zone will also include sneak peeks of products that Finning and Caterpillar are still developing.

As well as attending talks and demonstrations, visitors can browse opportunities at the careers fair and network with other attendees. They can also benefit from a range of special "show only" deals and offers, including competitions with prizes such as a VIP trip to Malaga for two.

Want to register your place at FINROCK21? Sign up for free here.



FINNING INTERNATIONAL APPOINTS TIM FERWERDA AS MANAGING DIRECTOR FOR UK & IRELAND

Tim Ferwerda, currently the Director of Sales, Marketing and Distribution in the UK & Ireland, has stepped into the role of Managing Director for Finning UK & Ireland. Tim, who has been with Finning since 2016, is highly regarded by the UK & Ireland team, our customers, and Caterpillar and is well-suited to continue to drive forward the growth in the region.

Prior to Finning, Tim held progressively senior roles in sales, after-market and supply chain at Pilkington/NSG Group in the UK, where he was most recently Global Commercial Director of the Automotive Division.



TIM IS A STRONG LEADER WITH AN EXCEPTIONAL CUSTOMER FOCUS, WHO HAS PLAYED A KEY ROLE IN NAVIGATING THE PANDEMIC AND WINNING THE HS2 HIGH SPEED RAIL PROJECT BUSINESS, INCLUDING LEVERAGING THE CUBIQ PLATFORM. WE WELCOME HIM TO OUR LEADERSHIP TEAM AND ARE LOOKING FORWARD TO A BRIGHT FUTURE IN THE REGION WITH TIM IN THIS ROLE.

Scott Thomson,
President & CEO of Finning International

5 PILLARS OF CONDITION MONITORING

Getting the insight from Finsight

What is Finsight?

A dedicated engineering team providing 360° analysis and support of customers' equipment by proactively providing recommendations and advice with a consultative approach.

Benefits at a glance

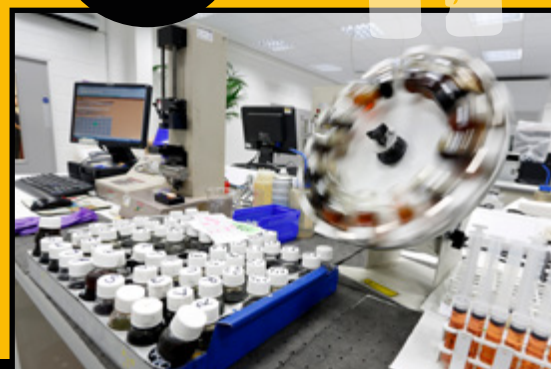
- ✓ Reduce maintenance costs
- ✓ Increase operating efficiencies
- ✓ Receive advanced warning of potential mechanical faults
- ✓ Proactively replace worn or damaged parts
- ✓ Reduce unscheduled downtime
- ✓ Reduce repair costs
- ✓ Improve operator performance
- ✓ Optimise equipment utilisation
- ✓ Plan ahead and make informed equipment management recommendations

Finsight relies on five factors that we call the **5 pillars of condition monitoring** to actively and accurately advise a customer on a potential fault:

S.O.S FLUID ANALYSIS

Oil and coolant are the lifeblood of Cat® machines. Oil samples are taken from the machine at every service interval (500 hours or 4 times a year), or can be taken by customers with a kit provided by Finning. The analysis and results allow the Finsight team to create a guideline for your machine. Comparing these results with historical data enables us to make proactive recommendations so that action can be taken before failure occurs.

Did you know? Finning's Fluid analysis service has helped customers to manage costs for the last 38 years!



EQUIPMENT HISTORY

We also have access to everything that has happened on your Cat machine — from preventative maintenance and repairs to any reworks that have been completed along with the warranty that you have.

With over 7,000 machines across the UK using Finsight's condition monitoring services, we're also the first to see any trends that arise across different models and can proactively put solutions into place to combat it, before you become part of the trend too.

INSPECTIONS

Regular machine inspections play a vital role in our preventative maintenance approach. The more frequently a machine is inspected; the less likely anything will be overlooked and the sooner any potential issues can be identified and rectified.

We use data from many sources, including:

ET Download – Cat machines collect and store a constant stream of health and performance data, which is downloaded in the form of an Engineers product status report — providing an in-depth insight into the condition of every machine in your fleet.

Cat Inspect – Carried out by yourself or a Finning technician, Cat Inspect knows everything about every machine in your fleet – every access panel, every service centre, which means vital checks can be carried out quickly and efficiently.

Custom Track Service - provides a detailed report of the health of your machine's undercarriage. This includes how worn each component is and estimated replacement dates, allowing you to accurately budget and forecast repair costs.



SITE CONDITIONS

Site conditions can make a significant difference to performance and maintenance cost.

There are many internal and external factors that combine to impact your machinery. Using the latest technology and customer information, we evaluate everything from long-term equipment performance and maintenance history to work environments and seasonal weather conditions for deeper insight into how to be more productive.

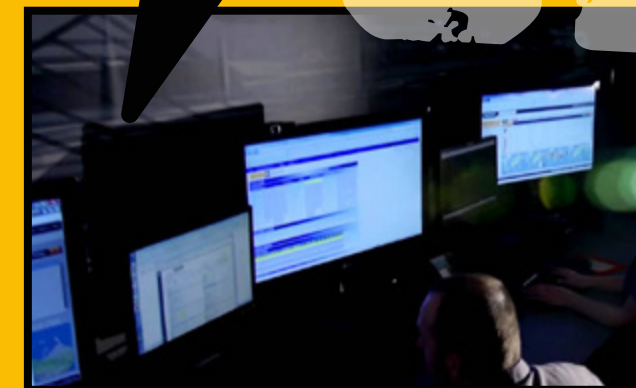


ELECTRONIC EQUIPMENT INFORMATION

We use data from your telematics feed to analyse condition and utilisation streams, so that your machine carries on doing what it does best.

The hardware and sensors are already deeply integrated into your equipment, interacting with the electronic control modules that monitor and power systems such as engines, hydraulics and transmission, and providing us with information such as hours, location, event alerts and software information.

Through this, we'll be able to notify you of any fault codes that arise, and the next steps needed, enabling you to save money by optimising your fuel burn. This can also indicate even if your operators would benefit from some of our top-class training!



The 5 pillars of condition monitoring means that we can paint a full picture of your equipment health using our in-house system and dashboard, providing you with:

- ✓ Dedicated, experienced resources to support and monitor equipment in the field
- ✓ Proactive recommendations
- ✓ Production of consultative reports to enable short, medium and long term planning

Find details on how to contact us, and further insight from Finsight [here](#).

SHOUTOUTS

Here's the latest collection of shout outs to our amazing customers who've posted, liked, shared or tagged us –
Keep it up using the hashtag #FeaturedByFinning



This fabulous Cat® D8T was called up for duty in the fleet for Flannery Plant last month, along with several other new machines such as the 301.5s, all designed to get the job done! You can follow @FlanneryPlant to see some great action shots!

SNAP SHOT

Thanks to @mostlydiggers on Instagram who shared with us this picture of a Cat® machine that @irish_diggerman was recently working with. We love a good artistic photo from our followers!



This Cat® 352 next-gen excavator was hard at work recently for Collen Brothers, based in County Armagh. Big thanks to @PlantCivil on Instagram. You can read their write-up [here](#).



This great picture of @throttle.jockey's Cat® 621E scrapers in action is from @awesome_earthmovers, who also have some 4K videos of them doing what they do best over on their YouTube channel. You can watch the videos [here](#).



SHOW TIME

We love this recent display of Cat® 14 Motor Graders outside of our #Cannock HQ. What would you like to see next? Let us know on our social channels!

@TheSiriusGroup recently shared a photo of their awesome Cat® D5 Dozer out on a job recently. Talk about an office with a view!



We recently delivered these Cat® 432 Backhoe Loaders to Lynch Plant Hire. Fun fact — Lynch's very first machine was a Backhoe Loader, 40 years ago. It's great to see the continued investment in these machines.

ARRIVED

Here's a smart looking Cat® D6 Dozer that has been recently delivered to Celmisa Plant Hire. Big thanks to Mark Johnston, Plant Maintenance Manager, who took this great photo!



These Cat® 313GCs which were delivered recently are the continuation of a great 10 year relationship with BROMLEY RDG LTD, based in Yorkshire. Here's to 10 more!

Two more machines — the Cat® D8T Dozer and 352 Excavator have been safely delivered to their new home with Walters. We're looking forward to seeing these beauties in action!



We can't wait to see what our customers have got to share next time. Please keep uploading your photos – remember to use the hashtag #FeaturedByFinning so we can connect and share. Get involved by following us on [Facebook](#), [LinkedIn](#), [Twitter](#) or [Instagram](#).



HERE TO HELP

For more information, please contact your local Finning branch.

Aberdeen - Tel 01224 820000 Fax 01224 826307
Denmore Industrial Estate, Bridge of Don AB23 8JW

Ashford - Tel 01233 895989 Fax 01233 650336
Cobbs Wood Ind. Estate, Brunswick Road,
Ashford, Kent TN23 1EN

Boldon - Tel 0191 5377735 Fax 0191 4107890
18a Follingsby Park, Gateshead,
Tyne & Wear, NE10 8YF

Bristol - Tel 0117 980 2180 Fax 0117 980 2181
Units 1-3, Garanor Way, Bristol, BS20 7XE

Cannock - Tel 01543 461461 Fax 01543 461700
Service 01543 461516
Watling Street, Cannock, Staffordshire WS11 8LL

Cardiff - Tel 01443 223456 Fax 01443 236300
Forest View Business Park, Llantrisant
Pontyclun CF72 8LX

Chesterfield - Tel 01246 541541 Fax 01246 541555
Parts 01246 541571
Britannia Road, Chesterfield, Derbyshire S40 2TZ

Dublin - Tel +353 1 257 4000 Fax +353 1 2574085
Unit A, Aerodrome Business Park, Rathcoole,
Co. Dublin D4 WD04

Glasgow - Tel 01698 713713 Fax 01698 711712
Whistleberry Road, Hamilton ML3 0EG

Inverness - Tel 01463 870575 Fax 01463 870620
Unit 2, Longman Industrial Estate, 51 Seafield Road,
Inverness, Scotland IV1 1SG

Leeds - Tel 01132 534221
Gelderd Road, Gildersome, Morley, Leeds LS27 7JS

Lisburn - Tel +44 2892 661221 Fax +44 2892 661355
19 Ferguson Drive, Knockmore Business Park,
Lisburn BT28 2EX

Nanpean - Tel 01726 823322 Fax 01726 821333
Drinnick Road, Nanpean, St Austell, Cornwall PL26 7TU

Peterborough - Tel 01733 334664 Fax 01733 334674
2 Sturrock Way, Off Bretton Way, Peterborough
Cambs PE3 8YF

Poole - Tel 01202 330789 Fax 01202 330790
21 Witney Road, Poole, Dorset BH17 0GL

Slough - Tel 01753 505070 Fax 01753 505071
250 Leigh Road, Slough Trading Estate, Berkshire SL1 4BD

Winsford - Tel 01606 594311 Fax 01606 595101
Service 01606 595141
Winsford Industrial Estate, Cheshire CW7 3QE

LET'S DO THE WORK.™

© 2020 Caterpillar. All Rights Reserved. CAT, CATERPILLAR, LET'S DO THE WORK, their respective logos, "Caterpillar Yellow", the "Power Edge" and Cat "Modern Hex" trade dress as well as corporate and product identity used herein, are trademarks of Caterpillar and may not be used without permission.

FINNING. CAT