

IN GEAR

ISSUE 07

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WELCOME



WELCOME TO THIS LATEST ISSUE OF IN GEAR, WHICH MARKS A SPECIAL MOMENT IN THE COMPANY'S HISTORY AS WE CELEBRATE OUR 90TH ANNIVERSARY.

I am privileged to lead a business with such a proud heritage, and reaching such a milestone is a testament to the achievements and loyalty of our customers and employees.

Our employees are at the heart of everything we do. We invest in developing their skills and continuously strive to be inclusive, supportive and encouraging of diversity of thought. To this end I'm proud of the psychologically safe working environment we have created, so everyone feels empowered to perform their role with passion and confidence.

I'D LIKE TO SAY A HUGE THANK YOU TO ALL OUR CUSTOMERS. THEY ARE THE REASON WE ARE HERE 90 YEARS ON – AND STRONGER THAN EVER. WE WILL CONTINUE TO WALK IN THEIR SHOES TO UNDERSTAND THE CHALLENGES THEY FACE, SO WE CAN PROVIDE REAL-TIME, INNOVATIVE AND EFFECTIVE SOLUTIONS THAT HELP THEM TO DRIVE GREATER SUCCESS IN THEIR OWN BUSINESSES.

During the summer, we will be hosting a series of events to commemorate our anniversary – and will be inviting our customers and employees to celebrate with us to reflect on our highlights so far.

As Managing Director, I spend a good deal of my time looking to the future and I'm excited about what it holds for Finning, our customers and the industries in which we serve. Here's to the next big milestone – and thank you for your continued support.

Tim Ferwerda
Managing Director
Finning UK & Ireland

THE RISE OF THE REBUILD

THE WASTE AND DEMOLITION SECTORS ARE SHEDDING THEIR DIRTY REPUTATIONS AS THEY PUSH AHEAD TO IMPLEMENT MORE SUSTAINABLE PRACTICES. IT'S NO SURPRISE THEREFORE THAT COMPANIES ARE LOOKING AT ALTERNATIVE OPTIONS WHEN IT COMES TO THEIR FLEET MACHINERY – WITH DEMAND FOR REBUILD MACHINES GROWING IN POPULARITY. HERE ADAM WALKER, ENGINE AND DRIVETRAIN PRODUCT MANAGER AT FINNING, PROVIDES AN INSIGHT INTO WHY MORE COMPANIES ARE CHOOSING TO HAVE A MACHINE REBUILT INSTEAD OF BUYING NEW.

There's been a significant shift over the last decade or so in the waste and demolition sectors as we see them transition to become more sustainable. The waste industry for example has evolved to focus less on waste per se, instead seeing it as a resource that can be recovered, reprocessed and reused where possible. This approach significantly reduces emissions generated by landfills - reusing materials instead of manufacturing or extracting new generates wider environmental impacts. The demolition sector is going through its own transition now known as deconstruction, which prioritises extraction and removal of components and materials so they can be reused elsewhere instead of ending up in landfill or being incinerated.

With sustainability now at the forefront of these industries we've seen a shift in demand for a similar approach to fleet machines with companies requesting not just remanufactured or reconditioned parts for their machines, but for the entire machine to be rebuilt.

It's well known that Cat machines are built to be rebuilt, with some machines having the capacity for a second, third or even fourth life. Over the last few years this is an area we've seen significant growth in with workshops being booked up months in advance.

Most of the rebuilds have been carried out for companies working in the quarrying and aggregates sectors who have chosen to have their heavy-duty off-road trucks or dozers given a new lease of life. We completed a full rebuild of a Cat D9 dozer for Stokey Plant Hire, one of the UK's largest suppliers of material handling and earthmoving services. The firm originally purchased the machine from Finning in 2007 and towards the end of 2021 decided to go ahead with a certified powertrain (CPT) rebuild rather than purchasing a new dozer. This was the first rebuild that they had commissioned and have been so impressed with the quality and performance they've already commissioned additional similar projects.

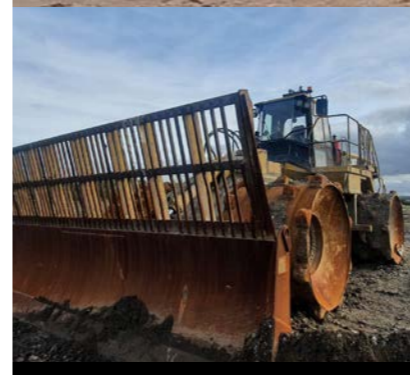
We're seeing increasing demand from companies in the waste sector, as sustainability becomes embedded in the way they operate at a commercial level – and so they can meet their own customers' green credentials. We recently worked with the NWH Group, one of the UK's leading recycling and waste management businesses.

Their mission – to change the industry for the benefit of the planet – illustrates a clear rationale for choosing to have two of their Cat 950M wheel loaders rebuilt when they reached the end of their operating life, instead of buying new machines.

SUSTAINABILITY

Rebuilding a machine is by far the most sustainable choice. For example, if we look at the environmental impact of remanufacturing a cylinder head compared to manufacturing a new one, it generates 61% fewer greenhouse gases, requires 85% less energy and uses 86% less water. A remanufactured cylinder head also requires 85% less material than a new manufactured product and means there's 85% less waste being sent to landfill.

A large proportion of the parts removed from the original machine are recovered, restored, and reused as a standard part of the rebuild process – creating a circular economy of sorts. Any components and parts for the rebuilt machines, such as drivetrain and hydraulics, are sourced through a combination of remanufactured parts fully certified through Caterpillar, reconditioned via the Finning component rebuild centre, or bought new.



BETTER VALUE FOR MONEY

Customers choosing a rebuild machine option will typically save around 40-50% on the cost compared with buying a new machine, which can be significant across an annual CAPEX spend.

AVAILABILITY

The industry is facing many challenges, one of which is lengthier lead times for new machines and equipment – an issue that's affecting all machine manufacturers and suppliers. Choosing to rebuild a machine is a viable alternative and gives customers an additional option when they're looking at renewing or replacing equipment in their fleets. The length of time it takes to rebuild a machine varies according to the scope of the work and can be dependent on the availability of reconditioned and remanufactured parts.

The duration of a rebuild, as is the case for Stokey, can be minimised by carefully planning the availability of any reconditioned or new components so that there is limited downtime on the rebuild.

A UK FIRST

One of the UK's leading recycling and waste management companies, FCC Group, has commissioned Finning to complete the UK's first Certified Machine Rebuild (CMR) on a 15-year-old Cat 836 landfill compactor, giving it a new lease of life so it can continue operating for another 15 years.

The machine was purchased from Finning in 2007 with a full repair and maintenance programme,

which proved instrumental in keeping the machine operating effectively for around 15 years whilst minimising downtime. However, when the machine's transmission failed in late 2022 FCC began discussions with the Finning team on the best solution for a replacement machine package.

FCC chose the rebuild option and now plan for this approach to become an integral part of their fleet management succession plan because it enables them to demonstrate a clear commitment to improving the environmental impact of their operations and reducing emissions in the drive to net-zero.

We expect more companies to consider rebuilding machines and we're looking to invest further to develop infrastructure to meet this rise in demand. All our current rebuild facilities are already booked up well into 2023 as we explore ways to increase our capacity for customer rebuilds.

To find out more about the Finning rebuild service, or to register your interest in having a machine rebuilt, visit: www.finning.com/en_GB/services/rebuilds.html

NEW DEMONSTRATOR UNIT SHOWS CAT® TILT ROTATOR PRODUCTIVITY BENEFITS FIRST-HAND

FARMERS AND CONSTRUCTION WORKERS IN THE SCOTTISH HIGHLANDS WILL BE AMONG THE FIRST TO EXPERIENCE FIRST-HAND HOW A NEW CAT® TILT ROTATOR CAN BOOST PRODUCTIVITY AFTER FINNING PARTNER MARK GARRICK LTD INVESTED IN A NEW TRS8 FOR A 310 EXCAVATOR.

The Cat TRS8 comes equipped with advanced on-board technology that has been designed and engineered to integrate seamlessly with Cat mini excavators and maximise every movement by the operator. Due to the comprehensive tilt and turn capabilities, the excavator attachment can considerably cut the time, and fuel, needed to complete a job.

At agricultural and construction machinery specialist Mark Garrick the TRS8 will be paired with a new Cat 310 mini hydraulic excavator as a demonstrator unit to show how the equipment works and the benefits the specialist attachment brings.

Supplied by Finning, the world's largest dealer of Cat machinery and equipment, the TRS8 can be used to increase the versatility of an excavator by allowing its operators to rotate their attachments 360 degrees and at various angles without moving the machine. This means that there is no need for the operator to move the machine forwards and backwards as it clears an area, significantly reducing the time needed to complete jobs. This versatility in movement is supported by integrated technology that means the attachment is effectively 'plug and play' with no need to pair, update or install software to maximise performance.

The TRS8 expands the capability of an excavator and seeing it in action is the best way to understand exactly what benefits it can deliver. These include improved manoeuvrability in tight areas, selector grab functionality, bucket vibrate capabilities, and the ability to easily grade slopes.

By having the TRS8 ready to test and demonstrate at the Moray dealership, customers will be able to see first-hand the unique features offered by the technology behind the tilt rotator.

Mark Garrick was keen to make the equipment accessible in Scotland, where it can support customers working in agriculture, forestry and construction across the country.

Mark Garrick, Managing Director of Mark Garrick Ltd, said: "We signed a partnership deal with Finning UK and Ireland earlier this year to become an Authorised Sales and Service Centre (ASSC) selling Cat Compact equipment.

"WORKING WITH CUSTOMERS ACROSS THE NORTH OF SCOTLAND FROM OUR BASE JUST OUTSIDE ELGIN, WE COVER A VAST AREA AND IT'S IMPORTANT THAT WE SHOW WHAT MACHINERY IS AVAILABLE THAT CAN REALLY MAKE A DIFFERENCE FOR OUR CLIENTS.

"With the time savings that can be achieved when using the TRS8, thanks to the fact that it does not need the machine to constantly move to work on new areas, this could be a game changer in increasing productivity and getting jobs done quickly when needed."

As well as supplying Mark Garrick with the machine, Finning has supported the ASSC in the set-up of the TRS8. Simon Lewis, Worktool Product & Business Development Manager at Finning, said: "This is only one of a handful of TRS8 tilt rotators available to try across the country, so it's a fantastic opportunity for anyone working in agriculture, construction, forestry or landscaping to see just how advanced the technology is – and the benefits that it delivers in terms of fuel efficiency and time savings.

"The TRS8 has brought a new level to excavation in recent years and the dedicated team at Mark Garrick are well placed to show their customers how it can benefit their business. It's great to have this in the Highlands where it will be accessible to construction communities that can make such great use of the additional functionality in their work.

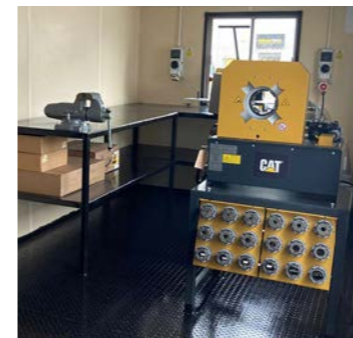
"The development of these attachments, and the tech that supports them, is remarkable in terms of the cost-saving and productivity benefits. We will continue to be on-hand to offer any support that Mark Garrick needs in demonstrating and delivering this fantastic piece of kit."

Visit the Mark Garrick for more information: www.markgarrickltd.co.uk



FINNING INSTALLS ON-SITE HOSE SOLUTION TO MAXIMISE MACHINE UPTIME AT TILlicOUNTRY

FINNING HAS COMPLETED A BESPOKE INSTALLATION OF AN ON-SITE, ONE-STOP HOSE SOLUTION FACILITY AT TILlicOUNTRY QUARRIES, WHICH WILL SEE THEM BENEFIT FROM FAST HOSE AND COUPLING MAINTENANCE TO MAXIMISE PRODUCTIVITY.



"Accessibility is a real strong point in this initiative, giving Tillicountry Quarries the flexibility to carry out work as and when it is needed. It has been rewarding to work on creating such an innovative and practical solution and we hope to see great results from the use of the on-site workshop for Tillicountry Quarries.

"Due to the nature of the industries Cat machines are used in, site locations can often be quite a distance from the nearest dealer. Having the parts and know-how on-site to remedy an issue or fit a new hose makes sense to minimise downtime and keep machine productivity high.

The hose solution facility was installed at Tillicountry Quarries' Northfield site where it will support a fleet of machines, both Cat® and non-Cat. Cat hoses are designed to provide a solution for mixed fleets. The on-site facility will significantly reduce machine downtime and enable proactive repairs and routine maintenance.

Tillicountry Quarries took delivery of the unit – converted from a former shipping container – on February 6th after working with hydraulics experts at Finning to develop a bespoke solution that provided on-site access to hose and coupling service capabilities and parts. This was led by Finning Hydraulic Services (FHS) engineer, Chris Mains, who played a key part in the physical set up of the hose container and will provide ongoing support on-site.

Designed to support a large mixed fleet, the workshop is stocked with Cat hose assembly tooling – the only approved solutions for Cat machines but which can support a range of other machinery. The on-site hose solution at Tillicountry will be used to support Cat 775s, 772s, 962M WLS, 432 and an array of other equipment.

Ahead of installation, Finning carried out a thorough analysis of the site's specific needs to make sure the unit was equipped to meet the weekly or monthly demand for assembly builds.

Finning Account Manager John Gallacher said: "Finning is always looking for ways to bring exceptional value and support to customers and building a dedicated on-site hose facility for Tillicountry Quarries is a great example of this.

"The ultimate purpose of the on-site facility is to support optimal machine use in a production critical quarry by cutting back on the time needed for hose and coupling work, especially on machines such as hydraulic excavators, and increased uptime will aid site efficiency. All Cat hose and coupling products meet or exceed major industry standards and can be used across different fleets ensuring that standards remain high."

Robert Hamilton, Hard Rock Production Manager from Tillicountry Quarries, added: "Having the onsite facility should reduce our downtime, enabling us to have the speed of turnaround in our own hands and we expect to see an immediate impact on efficiency. We have had four engineers trained, which should give us cover at all times and allow us to maximise use.

"Finning supports our business well. We have our product support account manager and other key personnel that we have built good relationships with, who understand our business and its needs. Northfield is our largest unit with the biggest fleet, and I would expect we would be able to support our other units by making up some stock hoses for them."

To find out more about the service solutions provided by Finning visit the website. www.finning.com/en_GB/services.html

SCOTTISH CONTRACTORS FIRST IN UK TO PURCHASE CAT® 317 EXCAVATOR

JKR CONTRACTORS, BASED IN ABERDEENSHIRE, ARE THE FIRST IN THE UK TO PURCHASE A CAT® 317 EXCAVATOR FROM FINNING UK & IRELAND, THE WORLD'S LARGEST DEALER OF CAT MACHINES AND EQUIPMENT.

This new model offers JKR several advantages in completing projects accurately and efficiently. The Cat 317 is a replacement for their existing 316 machine and has been fitted with the latest Trimble® 3D technology from connected site experts SITECH® UK & Ireland.

Company director Jim Taylor said the new machine was an extremely versatile small excavator at 18.5 tonnes which fills an essential gap in their fleet as its size class means it can be effectively deployed on housebuilding and roadworks projects.

"The machine has been fitted with a tilt rotator, which makes life easier for our driver and the machine is more productive as it can dig from the same position without moving. We run the Trimble technology from SITECH on all our machines which means our engineers can upload and update drawings remotely.

"The technology is an important element for us. Engineers are hard to find, as are operators and ground works staff, so having the technology allows one engineer to manage multiple sites remotely from the office. It also cuts the time it would take for them to travel to and from sites."

JKR was started in 2007 by father and sons Jim, Kevin and Ryan Taylor, providing civil engineering and concrete works to commercial, domestic and agricultural businesses throughout Northeast Scotland, and now employs over 180 members of staff. The purchase of the Cat 317 is part of a significantly wider investment in Caterpillar earthmoving machines by the

company. Since 2020 the company has purchased two Cat D6 dozers, three Cat 320 excavators and three Cat 313 excavators. Finning also provides JKR with regular machine performance reports, that include monitoring fuel usage and idle times, together with a warranty and service package which helps them avoid costly downtime by proactively monitoring machine health.

John Stuart, Major Accounts Manager for Finning said: "We have a longstanding relationship with JKR. It's been great to see them grow as a business over the last few years and support them in getting the best out of their fleet.

"The Cat 317 is a great choice of machine, and we already have several enquiries from other customers about it as it has some great built-in technology including E-fence which ensures the machine works within a set area to avoid hazards. There are also 360-degree cameras and soft levers which are very easy to operate with no resistance at all, which operators really like.

"The addition of the Trimble 3D kit from SITECH provides the operator with the levels to work to and gives them a plan and depths which alleviates the need for an engineer on site. JKR were early adopters of the software because the tolerances it gives are very small and there are no reworks which reduces wear and tear on the machine.

"With Finning field engineers based all over Scotland and branches in Glasgow, Aberdeen and Inverness, customers have complete peace of mind that their machines can keep running and parts can be ordered and delivered ready to fit the next morning. We also provide our customers in outlying areas with access to drop-off boxes where they can pick up their parts and take them directly to site to be fitted to keep them operational."

For more information about Finning go to www.finning.com



TECHNOLOGY AND DEVELOPMENT CONTINUE TO PUSH THE CAPABILITIES OF CAT® EQUIPMENT AND MACHINERY TO ALLOW OPTIMAL USE AND PRODUCTIVITY.

PRODUCT MANAGER GEORGE IONESCU, WHO SPECIALISES IN EXCAVATORS BETWEEN 13T – 95T, DISCUSSES WHAT GIVES THE CAT® 340 UHD AN EDGE IN DEMOLITION.

Released in 2021 with a development time of five years, the specifications include:

- Operating weight: 54,700 – 55,500 kg
- Maximum pin height: 22m or 25m, depending on front end option
- Maximum tool weight: 3,700 kg (22m front end) or 3,300 kg (25m front end)
- Tilting demolition cab
- Cat Active Stability Monitoring (for UHD front end)

Further benefits include:

- Full electro-hydraulic control system
- Camera and water spray kit ready
- Boom transportation cradles
- Cat Grade Controls (for retrofit digging boom)
- Cat E-Fence (for retrofit digging boom)
- Cat Payload (for retrofit digging boom)



The 50-tonne class ultra-high reach demolition excavator comes with two UHD front options, providing a maximum stick pin height of up to 25m (82 ft), and features a Falling Objects Guard Structure (FOGS), including front and roof laminated glass with a P5A impact rating. The UHD cab tilts up to 30 degrees for excellent visibility to the stick nose to give the operator a more productive and comfortable working position.

The Cat 340 UHD delivers new depth and reach to demolition projects, expanding the working envelope. The Ultra High Demolition excavator has the capacity to reach up to eight-floors as well as allowing digging to a deeper depth than the traditional retrofit boom.

Designed as a robust excavator it is ideally suited for use on difficult demolition projects on tall structures. With a unique coupling system, the Cat 340 can switch between two UHD fronts and retrofit booms and sticks with no special tools in just 15 minutes.

Offering a flexible working approach, the Cat 340 UHD features a number of UHD and retrofit boom/stick configurations as well as specialist demolition attachments that allow it to meet a range of jobsite needs.

The model can be fitted with two-position retrofit booms, either straight or bent, while the machine provides a stick pin height of up to 25m. When used for work that is above ground, such as low-level demolition or sorting, the straight position is ideal, while the bent position is used for digging or truck loading. Through the use of a two-piece retrofit boom the machine can carry demolition attachments of up to 4,500 kg, which is suitable for low demolition projects.

The Cat Active Stability Monitoring system continuously informs operators of attachment position within the safe working range and warns when approaching the stability limit. When using the retrofit boom, the machine can use the Cat Grade with 2D Grade control system, swing E-Fence, and the Cat Payload on-board weighing system.

Cat Next Generation Demolition Excavators are purpose-built for the rigour of demolition applications. With specialised cabs, straight boom and ultrahigh reach configurations and a full line matching demolition attachments, Cat Demolition Excavators are ready to help you tear through your next job.

FINNING DONATES DEFIBRILLATORS TO EMPLOYEES' CHOSEN CHARITIES

FINNING HAS DONATED 23 DEFIBRILLATORS TO CHARITIES AND ORGANISATIONS CHOSEN BY ITS STAFF AS IT RENEWED ITS CURRENT PROVISION. IN SUPPORT OF ITS COMMITMENT TO SUSTAINABILITY AND REUSING EQUIPMENT WHERE POSSIBLE, THE FIRM ASKED EMPLOYEES TO NOMINATE ORGANISATIONS WHERE THE LIFE SAVING DEVICES COULD SUPPORT THOSE GROUPS MOST AT RISK.



With a lifespan of two to four years remaining on many of the current defibrillators, the company wanted to donate the medical equipment to worthy causes that would otherwise struggle to meet the cost.

As an inclusive and safe employer, Finning, the world's largest dealer of Cat® engines, generators, and power solutions, has the devices located at all of its facilities across the UK and Ireland.

To enable as many defibrillators as possible to be donated, Finning ensured all had new pads fitted and that the batteries were in full working order.

Defibrillators are essential first-aid equipment that can save the life of someone experiencing a sudden cardiac arrest. If someone goes into cardiac arrest a defibrillator can save their life by delivering a high energy shock to the heart.

Keith Oakes, Head of Safety, Health, Environment and Quality at Finning, said: "Finning is dedicated to providing a safe and inclusive environment to work in. Defibrillators are a proven life-saving device and can make all the difference in the event of someone suffering a cardiac arrest. Finning has defibrillators at all of its facilities to ensure the safety of our workforce.

"Being aware of people in at risk groups, especially young people, and as part of our sustainability strategy on reusing, reallocating, or repurposing equipment where possible, we wanted to make the defibrillators we were replacing available to worthy causes, such as local community groups, scouts, guides, and football teams. Groups that rely upon members' contributions and charity donations.

"Finning colleagues were invited to request a defibrillator for their chosen group and, as a result, we have received 23 requests from local community groups."

All of the defibrillators donated have a life span of two to four years, and defibshop, which supplied the new units, have replaced four of the batteries for the donated units free of charge to support the initiative.

Kerry Fairhurst, Head of Marketing at defibshop, said "Finning are a company who truly put best practice into action with their provision of defibrillators so updating their current units and donating the replaced devices to nominated charities really helps get these devices out to communities where they otherwise may not be.

"The only treatment for sudden cardiac arrest is immediate intervention with CPR and shock from a defibrillator, preferably within 3-5 minutes. With every minute that goes past, survival rate decreases by 10%. Finning is giving the opportunity for so many more people to help save lives. We applaud and support that."



WASTE COMPANY EXPANDS CAT® FLEET WITH EXTRA FINNING SUPPORT

WASTE MANAGEMENT AND AGGREGATES COMPANY L&S WASTE MANAGEMENT HAS TAKEN DELIVERY OF SEVEN NEW CAT MACHINES THANKS TO BUSINESS EXPANSION AND FLEET REPLACEMENT, CITING 'RELIABLE PLANT WITH A GREAT BACK UP SERVICE' FROM FINNING UK & IRELAND, THE WORLD'S LARGEST DEALER OF CAT® MACHINES AND EQUIPMENT.

With waste treatment and recycling facilities in Portsmouth, Fareham and Southampton, the company processes 275,000 tonnes of construction and industrial waste each year together with supplying ready mixed concrete and aggregates from its facilities and has grown from 20 staff to 150 within the last 15 years. Having bought their first Cat machine 14 years ago, the relationship with Finning has gone from strength to strength as support from Finning's expert team has minimised unplanned downtime.

The latest machines to join their fleet includes five excavators and two-wheel loaders comprising two Cat 313s, two Cat 320s, a 325, and 962M and 938M wheel loaders with additional fire suppression, guards, and belly plates due to the harsh environment they operate in. As all the machines come with a Finning premier warranty, each one is covered for all repairs for up to five years or 8,000 hours giving complete peace of mind.

Steve Harman, Operations Director at L&S Waste Management: "We've been working alongside Finning for many years as we get great service back up from their team and the Cat product is high quality and reliable, which is key for us, as we have such high volumes of material going through our sites.

"They stand the test of time, and they hold a good residual value, and with the warranty package and guaranteed buy back from Finning you know what your costs are going to be and there are no hidden extras."

Jack Pilgrim, Territory Account Manager for Finning UK & Ireland, said the team were also supporting L&S with asset management as their fleet is connected with Cat VisionLink® which provides data on fuel burn, machine health and idle times. Finning is also proactively providing a monthly fleet benchmarking report which is sent to each site manager and senior staff.

He said: "Keeping their machines running is top priority for L&S together with running their fleet efficiently, especially since the switch from red diesel last year, so our report for L&S breaks down their data to cover average run time (hrs) and idle time (%), the average fuel burn for their fleet, and the amount of operator-induced fault codes.

"We're proud to support L&S as they continue to grow and expand their fleet and our extended warranty package gives them complete peace of mind that if anything goes wrong with their Cat machine and it needs to come back into the workshop there are no hidden fees, while our UK coverage means we can get an engineer on site fast."

REGIONAL DEALER NETWORK CELEBRATES FIRST YEAR ANNIVERSARY

FINNING UK & IRELAND, THE WORLD'S LARGEST DEALER OF CAT® MACHINES AND EQUIPMENT, ARE CELEBRATING AS THEIR 11TH DEALERSHIP SIGNS UP TO BECOME ONE OF THEIR AUTHORISED SALES AND SERVICE CENTRES FOLLOWING THE LAUNCH OF THE REGIONAL NETWORK 12 MONTHS AGO.

The continued expansion of the network follows an increase in demand for Cat Compact machines across the construction, landscaping, and agricultural sectors, with each of the established dealers being strategically located to serve customers across the country.

Existing partners already include Norris Plant Hire, Cooks Midlands, Bennie Plant, South Wales Fork Trucks (SWFT), Mark Garrick Ltd, LCF Engineering, R C Dalgliesh, DM Forklifts, Frank Sutton Ltd and DJS Hydraulics Agri. Furthermore, the latest dealer to join the network is Howard Plant Sales, based in Middlewich, who will support customers in the North West.

Andrew Davies, Head of BCP at Finning UK & Ireland, said: "We are really pleased with how the regional network has grown over the last year and the relationships that have formed between our dealers. All of our partners are also working closely with our internal sales team, which has helped to assist customers quickly and efficiently across the country.

"This year our ASSCs will play an integral part in developing our market share and the feedback we've had from customers is that being able to deal with someone that is experienced and on their doorstep is something they really value, together with the fast turnaround on machines which the ASSCs are able to provide.

"OUR CURRENT AIM IS TO CONTINUE INCREASING OUR COVERAGE ACROSS THE COUNTRY BY EXPANDING THE ASSC NETWORK TO A TOTAL OF 15 DEALERS BY THE END OF THE YEAR, SO THAT WE CAN DELIVER THE INDUSTRY LEADING LEVEL OF SERVICE OUR CUSTOMERS EXPECT."

These compact machines, which weigh up to ten tonnes, are largely used by landscaping companies, owner operators, road and building contractors and small plant hire companies. To date, the ASSC network has purchased more than 215 machines, which has played a critical role in helping Finning increase its market share within the compact equipment sector over the last year. As the network continues to expand, Finning's ASSCs will continue to help develop Caterpillar's market share in the compact equipment sector, by providing customers with a fast, reliable and localised service that is tailored to their needs.

For dealers who sign up to become ASSC's, Finning offers extensive support and training throughout the year including an annual dealer conference and training event at the Caterpillar facility in Desford.

To find out more, or to express an interest in becoming an ASSC dealer click here: www.finning.com/en_GB/company/Become-an-ASSC.html



THE HIDDEN VALUE - UNLEASH YOUR MACHINE'S POTENTIAL BY TAPPING INTO THE LATEST TECHNOLOGY



IN GEAR CAUGHT UP WITH OUR RESIDENT OPERATOR TRAINER EXTRAORDINAIRE, ALEX CLARKE, TO GET THE LOW DOWN ON THE LATEST 'EASE OF USE' TECHNOLOGY FEATURES AVAILABLE ON SELECTED CAT® MINI-EXCAVATORS.

The new features come as an optional extra on Cat mini-excavators, currently available on the six, eight and nine tonne excavators. The in-built technology package has been developed to enhance the skills of the operator for improved machine performance, better productivity and to improve site safety. Choosing to have the features will increase accuracy and precision as well as significantly reduce the amount of time it takes to carry out repetitive tasks, ultimately increasing productivity, and profitability.

Designed to be intuitive, the technology is streets ahead of what's on the market. Integrated into the in-cab computer system and accessible via a touch screen tablet, the four new ease of use features are Indicate, E-Fence, Swing Assist and Bucket Assist.

INDICATE

This is an entry-level grading system that enables operators to select a target depth and slope via the in-cab guidance system. As well as managing the grading function, operators will receive audible and visual feedback via the in-cab computer screen. Particularly suitable for operators working in and around footings, septic systems and digging out foundations for house building development works.

Training on the system is crucial to get the most out of the features and fully utilise its potential. In addition, using Indicate on groundworks improves accuracy, reduces operator fatigue (from not over cutting, over swinging and reworking) and is much safer for those on site, as it significantly reduces the need for on-the-ground grade checking.

E-FENCE

E-fence acts as a motion control function, which removes a lot of risk from typical site tasks especially when working around power lines, underground cables and near electrical utilities. Operators can simply pre-set a maximum depth, height, wall or swing boundary and the system automatically restricts the machine from going beyond the set fields. An invaluable tool in today's jobsite, E-Fence makes it much safer for those working on site, as well as reducing the risk of damaging equipment or structures.

SWING ASSIST

This feature automatically stops the machine swing at set points and is ideal for loading trucks, trench works or similar applications. Also referred to as 'return-to-trench', operators can swing out and activate the stopping point on the control panel. As the swing approaches the limit, the machine will automatically decelerate so it doesn't go past its set point. This feature really comes into its own for those highly repetitive tasks, and drastically improves operator speed and accuracy, which in turn improves efficiency and reduces fuel usage.

BUCKET ASSIST

When enabled, Bucket Assist will maintain the current bucket angle, relative to true level. This helps keep the cut accurate when grading, and also helps reduce operator fatigue, while maintaining accuracy during sloping, levelling and trenching.

TRAINING FOR OPTIMUM USE AND VALUE

Used in combination, these features can significantly reduce the day-to-day operating costs of a machine and impact the total cost of ownership. The features give the operator a helping hand enabling them to utilise the full capabilities of the equipment so they can run it to an optimum level across a range of onsite tasks, which leads to better fuel efficiency, reduced down time and longer lifespan of the machine.

But training is key - understanding how the features work means operators can complete tasks more quickly and effectively. Training also ensures that operators are aware of and proficient in using these safety features, reducing the risk of accidents and injuries on the job site.

To explore our range of mini excavators visit www.finning.com/en_GB/products/new/equipment/excavators/mini-excavators.html

CELEBRATING 90 YEARS: THE GLOBAL RISE OF FINNING

WITH ALMOST A CENTURY'S WORTH OF ACHIEVEMENTS TO CELEBRATE – WE LOOK BACK AT SOME OF THE MAJOR MILESTONES THAT HAVE MAPPED OUT THE COMPANY'S JOURNEY.

1933

Founded by Earl B. Finning
Sole distributor of Caterpillar® Tractor Co in British Columbia, Canada.
Six employees.

1964 - 1970

Moved its headquarters to Vancouver and remained in the control of the Finning family until 1969 when it became public.
Turnover of \$78 million and more than 1,000 employees across multiple branches in British Columbia.



1993

Another acquisition - Finning takes over Gildemeister S.A.C, who had the rights to represent Caterpillar in Chile.

2000s

The company continued to grow acquiring Finnpage and Hewden Stuart in 2001 while also expanding into Argentina, Bolivia and Uruguay.
Finning also purchased Lex Harvey in 2003, followed by Rollo Power Solutions in 2011, and won the dealership rights for Northern Ireland in 2010, and soon afterwards the Republic of Ireland.

2013 The coldest journey



2016

Finning Digital was launched with a global online parts channel - parts.cat.com.
Technology continues to be a driving force in the company as it moves forward, continuing to grow and explore fresh opportunities, while Finning remains a trusted name, synonymous with the quality of Caterpillar equipment.

1937

Opened first branch in British Columbia, but it was in the years following World War II that the company expansion started to gain momentum as it became one of the most successful companies on the west coast of Canada during an industrial boom in British Columbia.

1980S

Finning began to expand rapidly – securing the rights to represent Caterpillar in West England, Wales and Scotland.
Bought two major dealerships – Bowmaker (plant) Ltd and the Caledonian Tractor and Equipment Co. Ltd, benefitting from major contracts they had in place.
As a result of the acquisitions, annual revenue for Finning reached \$450 million while the workforce was more than 2,000 people.



1997

Company was known as Finning Chile S.A, with the UK following suit to become Finning (UK) Ltd following the acquisition of H. Leverton & Co.
Finning now the sole dealer of Caterpillar products in England, Scotland and Wales at the time.

2012

Additional growth came with the large-scale acquisition of distributor Bucyrus from Caterpillar in 2012, covering the UK, Ireland, Western Canada and relevant areas of South America; and Damar Group Limited, which included Murray Control Systems.

2014

Finning secured the SITECH® dealership for UK and Ireland, followed by the acquisition of Kramer Ltd in 2015, which saw Finning become the Caterpillar dealer for Saskatchewan, in Western Canada.

2023

A workforce of 13,000 people.
Operating across Western Canada, South America, the UK and Ireland.



LOOKING AHEAD TO THE FUTURE - WITH TIM FERWERDA

OVER THE PAST NINE DECADES THE PACE AND SCALE OF CONSTRUCTION – AND THE SIZE OF OUR COMPANY - HAS CHANGED DRAMATICALLY. WHILE HEAVY MACHINERY HAS EVOLVED TO SUPPORT THE CHANGING DEMANDS OF INDUSTRY, SO TOO HAVE WE AS A DEALERSHIP, CONTINUING TO INVEST AND INNOVATE IN THE WAYS WE SERVICE AND SUPPORT OUR CUSTOMERS.

I expect Finning to look quite different by the time it reaches its 100th anniversary. Continuing to pay homage to the adage, 'we service what we sell', Finning in the future will very much retain its focus on productivity. Ensuring we provide the services and support to keep machines operational, combined with

adopting the latest technologies, will ensure we stay ahead. Along with considerable improvements in safety, technology has been one of the two most notable changes over the years.

Moving forwards means building on the cornerstones that have driven our success. Our employees are at the centre of that. Engaged and empowered staff take great care of customers, and loyal employees and customers are essential to both a successful past and future. The attributes that have made us successful over the last 90 years do not guarantee future success. That depends on continuing to address customers' evolving needs, which requires ongoing investment in talent and supporting this with skills and capabilities acquired externally.

The coming decade will be dominated by three major challenges: parts availability, operating costs and sustainability.

Global supply chains have been severely constrained in recent years. Finning remains committed to mitigating the adverse impacts for our customers where possible. Operating costs look set to continue to rise as unusually high inflation impacts fuel, materials and equipment costs.

There is no way of looking to the future without addressing sustainability. Sustainability is already playing a major part in innovation, development and strategy with businesses across the broadest spectrum recognising the need to operate more sustainably, which is now urgent and critical to success.

We are working hard to minimise the environmental impact of our own operations. And with customers increasingly requiring transparency we will continue to seek better solutions, with wider access to electric vehicles and the widescale use of alternate, renewable fuel sources.

Technology, and the savings and efficiencies that it can deliver, will play an increasing role in helping our

customers face these challenges. It will continue to play a major role in reducing customer downtime and the use of productivity solutions and digital insights will be essential to operating more sustainably, helping to reduce waste, fuel usage and cut job time.

Change takes time. But we are already making serious inroads to improve our own operations and that of our customers. A great example is the growing interest in rebuilds, which you will have read about earlier, where reducing reliance on virgin raw materials and cutting waste offer significant benefits for our customers, as well as cost savings. While our proprietary software platform, CUBIQ™ sustainability, helps to save fuel and maximise productivity to cut emissions and save money.

I am immensely proud of our company's origins and equally excited to see what the future holds – and look forward to continuing to develop the scope and breadth of services and expert support ensure we continue to help our customers grow their own operations in the safest, most sustainable and cost-effective manner.

SHOUTOUT

HERE'S THE LATEST COLLECTION OF SHOUT-OUTS TO OUR AMAZING CUSTOMERS WHO HAVE POSTED, LIKED, SHARED OR TAGGED US.

ASHBROOK.Ltd
2,519 followers
2mo · 🌐

New big wheels 🚛 the **Caterpillar Inc.** 730 next generation dump truck arriving in Warrington

Available for hire now:
 ✓ EU Stage 5 compliant
 ✓ Auto shift transmission with 6 speed forward and single speed reverse.
 ✓ Wide flotation tyres
 ✓ Hill assist
 ✓ cat detect and stability assist
 ✓ Air con
 ✓ And more...

Full details available here:
<https://lnkd.in/eewDEyRb>

Thanks **Finning UK & Ireland** for another awesome earthmover 🙌



chris @chrisc349624 · Jun 16
New cat 323 this week to add to weaver demolition fleet @Caterpillarinc @FinningNews @leinhof724 @WorseyPlant

David Wylie EngTech, MIRTE · 1st
Author, Evidence Practitioner and Transport Compliance Engineer
1mo · 🌐

Great to meet up again with my bike buddies at IAM Glasgow North Group at Robroyston for an observed run, and then popped into **Finning UK & Ireland** Glasgow branch as its Finning's 90th year celebrations 🎉 - More details in **Earthmovers Magazine** soon.

D Wardle (Plant) Ltd @WardlePlant · Jun 3
Site Supervisor Sim taking deliver of a new Cat D6 next generation bulldozer this week in the Midlands!...upgraded hydraulics, upgraded engine...less fuel burn means less Co2 ...what's not to like 🙌 @FinningNews @Caterpillarinc

Darren Beal · 1st
Dozer operator at Land Logical Ltd
2mo · 🌐

With a break in the weather I started this batter Thursday, and despite the rain yesterday morning, I managed to get this batter topsoiled ready for landscaping. There's not much we do that's seen so it's always nice to get a bit of topsoil down, doing free hand work and looking back at a finished job.
The **Finning UK & Ireland** Cat D6 LGP always gets the job done. #work #job #cat #dozer #d6t

Greg Brown · Following
Contracts Manager at Ashleigh Contracts
1mo · 🌐

Ashleigh Contracts are rockworks specialists, undertaking projects throughout the UK and Ireland. Our latest is a revetment strip and backfill for a new quay/birth construction on the Thames. Work involves rock strip down to -17mCD.
#specialists #rockworks #rockarmour #revetment #breakwater #cat #cat390 #longreach

McLaughlin & Harvey Ltd Caterpillar Inc. Finning Finning UK & Ireland
Photo credit: Aaron Ramsey

mostlydiggers Ireland · Following

2,094 likes
mostlydiggers @willsbrosLtd @finningukireland 352F

Laurence Joel · 1st
Operations Manager at Tarmac
1mo · 🌐

The newest member of the team at Tarmac Hayes.

Big thanks to **Mark Harrison United Plant Services** and the **Team Finning UK & Ireland** for a thorough and informative handover.

I'm very excited to get it to work supporting our Asphalt plant, Concrete plant and also our recycling yard.

theonlywaysedit · Following
England, UK

12 likes
theonlywaysedit Good Morning everyone, hope you have a Good Friday 🙌❤️
A lovely Sun Rise edit for @lynchplanthire 🌅🔥
CAT Equipment one of the best around @finningukireland @caterpillarinc @catconstruction 🙌🙌
Another edit, doing what we do best 🙌🙌
#theonlywaysedit

HOWARD PLANT SALES LTD
819 followers
1mo · 🌐

2X 301.6 being collected from **Finning UK & Ireland**.

#howardplantsales #catnextgen

pjc_digger_life · Following
The Jimi Hendrix Experi...
1mo · 🌐

32 likes
pjc_digger_life CAT D6 #beast #dozer #beastmode #construction #constructionequipment... more

Dr. Louise Samuel-Napier · Following
Veterinary Surgeon
1mo · 🌐

Checking out the new wheels #balmoralshow2023 **Finning UK & Ireland**

Jacob Devereux · 2nd
Plant Officer at Tarmac
2w · 🌐

Good to see our new machinery coming in from **Finning UK & Ireland**.

Is.plantoperator · United Kingdom · Following
LD-10 • Earthworks (Instru...
1mo · 🌐

16 likes
Is.plantoperator Couple Days on Earthworks, Bulk Excavations on The HS2 🚧
Keeping them Dumpers Tippin N Rippin 🚛
Happy Sunday Folks, hope you all enjoy it 🙌
This is what dreams are made of 🙌

Maveric Contractors @MavericContract · 9h
Thank you @FinningNews for inviting @Maveric to celebrate 90 years of #Finning 🙌❤️ #Lovewhatwedo

Tarstone Road Maintenance Ltd
1,871 followers
19h · 🌐

This weekend, we were delighted to be invited to **Finning's** 90-year celebrations. **Finning** started from humble beginnings in 1933 and has grown to an international organisation with a reputation for service excellence. Congratulations **Finning!**

The whole Lynch family, particularly the younger ones, thoroughly enjoyed the day.

Tarstone Road Maintenance Ltd have used **Caterpillar Inc.** excavators supplied and serviced by **Finning UK & Ireland** for years and it was great to see our new mini excavator in action.

#excavator #roadmaintenance #finning #90celebrations #90years #caterpillar #caterpillarequipment #maintenance #quality #service

Trefor Jones and Sons
45 followers
12h · 🌐

Footings excavated on a current project we are working on last week 🙌

#project #caterpillar #caterpillarequipment #Caterpillar Inc. #Finning UK & Ireland

Walters
4,811 followers
1mo · Edited · 🌐

Last month our operational teams began the first in a series of Eco-Drive training days at **Finning UK & Ireland** HQ.

The training has been designed to provide our teams with operational best practices in site preparation, site design, equipment selection and cycle time to maximise efficiencies whilst running and managing heavy plant.

In addition further guidance on how we can enhance the digital platforms equipped on our fleets, allowing sites immediate access to important data that can enforce decision making in identifying efficiencies at a click of a finger.

With the industry becoming further focused on reducing running costs, reduction of carbon emissions and improving operational efficiencies our teams play a fundamental part in aligning our goals to encourage and deliver sustainable behaviours.

RPA Media Services @RPA_Media · Jun 3
Out with the @Whitelplant crew yesterday and their rebuilt, restored CAT 621 scrapers. @FinningNews @Caterpillarinc @CBallsSons

OUR CAT MACHINES KEEP DIGGING, DOZING AND DUMPING NO MATTER WHAT THE WEATHER

WE LOVE SEEING YOUR DIGGERS AND DOZERS IN ACTION, SO MAKE SURE TO TAG US USING THE HASHTAG #FEATUREDBYFINNING OR @FINNINGNEWS



HERE TO HELP

For more information, please contact your local Finning branch.

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Boldon - Tel 0191 5377735 Fax 0191 4107890
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Tyne & Wear, NE10 8YF

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LET'S DO THE WORK.

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