



# IN GEAR

ISSUE 02

## THE CAT® 313 GC MAKES ITS UK DEBUT

### UNDERCARRIAGE MAINTENANCE

Extend the service life of your components with proper maintenance

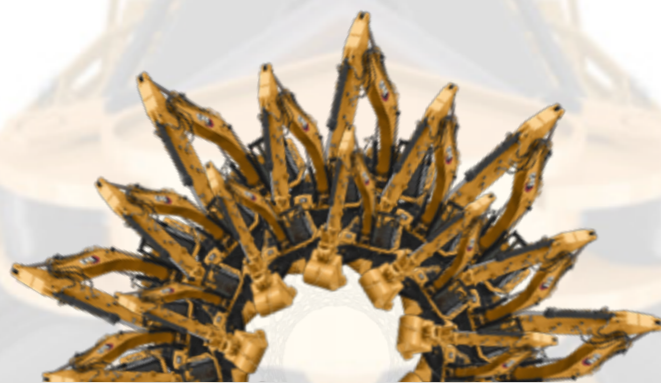
### BNH

Buckland Newton Hire adds Cat 313 GC to its fleet.

### HOW THE FINNING APPRENTICESHIP PROGRAMME SHAPED IAIN CARPENTER'S FUTURE

Why taking a Finning apprenticeship proved to be one the best decisions of Iain Carpenter's life.

**FINNING** **CAT**



# TAKE ANOTHER LOOK

**RELIABILITY. DURABILITY. RIGHT PRICE.**



**Recognisably Cat. Unrecognisable value.**

## CHALLENGE YOUR REALITY WITH THE CAT® GC SERIES

Become a Cat owner for less than you think with the Cat GC Series.

An unmissable line-up of machines featuring exceptional cab comfort, ease of operation and fuel saving features across the range.

**DISCOVER THE RANGE AT [FINNING.COM/GCSERIES](https://finning.com/gcseries)**

## EDITOR'S NOTE:

Welcome to the second issue of In Gear, our magazine packed with customer stories, news from Finning and the latest information from our industry.

Like many of us, our quarterly magazine has undergone a transformation this year, with the rebranded In Gear making its debut in January. We hope that you appreciate the magazine's new look more than your lockdown haircut!

As we approach summer, it's hard to believe that it's been over a year since our lives were first flipped upside down by COVID. While there is light at the end of the tunnel, we understand that for lots of our customers there is still a lengthy road to recovery. We hope that we can continue to support you with this, throughout 2021 and beyond.

At Finning, we're excited for the coming months. The Spring Budget brought temporary tax relief on capital investment assets until April 2023, giving our industry a much-needed boost. We also have lots to look forward to on the machine front, with a number of new product launches. I wanted to draw particular attention to the GC range, where several new machines have already been introduced. This includes the 313 GC, the first of which was delivered to Buckland Newton Hire at the start of the year – you'll find out more about this later in the issue. We also had the 315 GC make its UK debut in April.

Inside, you can also find out more about the Cat XE range, which is made up of machines equipped with electric drive systems. These have been designed to increase productivity, improve ease of operation and reduce carbon footprint. We also take a look at companies such as CATPLANT and Hamilton Waste, hints and tips for undercarriage maintenance and an insight into the rise of rebuilds.

Our apprentice turned Director, Iain Carpenter, also shares stories from his career to date and discusses the great opportunities currently available for budding apprentices at Finning.

We hope you enjoy reading In Gear.

**Steve Breen**  
General Manager, Construction Industries





# BNH THRIVES WITH NEW TECHNOLOGY

Buckland Newton Hire (BNH) is a family run plant hire and waste disposal company based in Dorset. To expand its long-term hire capabilities and support the opening of a new facility, the company turned to long-term partner Finning UK and Ireland. It is now the proud owner of the UK's first Next Generation Cat® 313 GC, alongside a host of other equipment.

BNH has always been a believer in Cat machines, the company's first purchases were a 205 and 211B, over 35 years ago. In the company's early days, it purchased secondhand machines, including a 302.5 and a 307, making its first ever investment in a new machine in a 312.

Over the years, BNH's Cat fleet has included over seven telehandlers, six rollers and 50 excavators. In December 2020, BNH purchased its first ever dozer, a D6. In April 2021, it will receive its first ever wheel loading shovel, a 950 GC.

"Our rural Dorset location means our key plant hire customer base is made up of self-employed builders and owner drivers, who are typically working on smaller projects," explained Brad Perrett, Manager of BNH. "Because they will be driving the machines they hire themselves, they really value comfortable, high-quality equipment with a good specification. We and our customers love Cat technology and all the comforts and capabilities it brings. Locally, it is what sets us apart; Cat is a huge part of our brand!"

## Cat equipment supports business growth

Despite the challenges of the COVID-19 pandemic, BNH successfully opened a second office in December 2020. To launch the new office in Poole, BNH required a reliable rental fleet. The company turned to Finning, ordering a fleet of machines, including a 300.9, 301.6, 301.8, 302, 302.7, 305, CB1.7, CB2.7 and a TH357, for its new customer base.

Recently, BNH has seen opportunities in specialist long-term rentals, offering customers machines for several years and taking responsibility for the servicing and maintenance. To provide long-term support to a local recycling company, BNH invested in two next generation Cat machines, a 313 GC hydraulic excavator and 950 GC wheel loader. The 313 GC, delivered in January 2021, is the first of its kind to be delivered in the UK and is already working hard on the customer's site. The GC models will help BNH in its mission to stay competitive, while offering a premium product range.

“THE CABS IN THE NEXT-GENERATION MACHINES ARE FANTASTIC, WITH EASY-TO-USE CONTROLS ON FAST, POWERFUL, NICE LOOKING MACHINES. WE HAVE RECEIVED POSITIVE REVIEWS FROM OUR CUSTOMERS ON THE NEXT-GEN MACHINES THEY LOVE THEM”

"We are always looking for ways to improve and upgrade our fleet," explained Brad Perrett, Manager at BNH. "The 313 GC is a natural evolution — it means we can maintain our competitive pricing, while offering all the creature comforts of Cat. I was impressed with the simplicity of the design, it is an easy-to-use, powerful, nice looking machine."

## The GC range

The GC range includes the 313 and 315 GC small excavators, the 320 GC medium excavator and the 950 GC medium wheel loader. All four are designed to offer the reliability and durability of Cat products, while offering affordability and lower running costs.

"The new GC product range means many companies can purchase Cat equipment for less than they think," explained Jack Cezair, Territory Account Manager at Finning. "The 313 GC offers enhanced cab comfort, fuel saving features and longer maintenance intervals. It is a great asset for plant hire companies like BNH, as the 313 GC is competitively priced, yet offers higher productivity than machines of the same size. It also uses significantly less fuel, reducing operating costs for the customer."

## The start of something new?

For the first time, on the two new GC machines, BNH has opted for servicing contracts as part of Customer Value Agreements (CVAs) with Finning. Previously, BNH handled servicing and maintenance in-house, outsourcing only specialist repairs to the team at Finning. However, the recycling customer using the 313 GC and 950 GC is based over an hour's drive from BNH and has no on-site fitter.

"Our engineers will provide preventative maintenance servicing every 500 hours to sample and top up the fluids, change the filters and perform an overall health and safety check," explained Cezair. "We're excited to show BNH what we can do, showcase how our service capabilities could support the business' growth and demonstrate how we can guarantee a low overall cost of ownership."

## A bright future ahead

"As our name gets out there and we get more enquiries, we plan to continue building our fleet. I can see us ordering another ten machines this year! We are proud to have one of the largest Cat fleets locally, and are grateful for our longstanding relationship with Finning," concluded Perrett.

**BNH has already placed an order for another UK first, the Next Generation 302.7s, so watch this space...**



**THE NEXT GENERATION 313 GC IS DESIGNED TO BOOST OPERATOR EFFICIENCY AND LOWER MAINTENANCE COSTS. THE MACHINE OFFERS INCREASED POWER. POPULAR FOR RENTAL AND ALL-ROUND EXCAVATING APPLICATIONS THAT REQUIRE RELIABILITY. IT ALSO BOASTS A NEW, LARGER CAB FOR MAXIMUM OPERATOR COMFORT.**



**THE NEXT GENERATION 950 GC THE 950 GC IS A VERSATILE, RELIABLE MACHINE WITH A HIGH POWER DENSITY CAT 7.1 ENGINE, THE AUTOMATIC CAT REGENERATION SYSTEM AND UNMATCHED RELIABILITY AND UPTIME.**



# CATPLANT WELCOMES CUSTOMISED DOZER TO CELEBRATE 40 YEARS IN BUSINESS

Now in its 40th year of business, longstanding South Yorkshire based aggregate quarry, CATPLANT, has started the celebrations early with an investment in a Cat D9 T Dozer. The machine is customised with photos of old machines and other happy memories as a thank you for its staff's hard work during the COVID-19 pandemic.

**The family-run quarry has been working with Finning since day one and now has more than 30 Cat machines in its fleet; from compactors and 90-tonne excavators through to several mini excavators. When the chance to purchase the D9T, a rental model that was rebuilt through the Response, Repair and Rebuild department at Finning came up, Ronnie Harrod, managing director of CATPLANT, jumped at the opportunity.**

The Cat D9T, which is custom wrapped with a collage of pictures, has a reputation for outstanding productivity, operator comfort and reliability. It is a highly versatile machine with a legacy of superior performance, ease-of-operation and long life. The D9T is built to be rebuilt, making it not unusual for them to log more than 100,000 hours.

Alongside the D9T, CATPLANT has also invested in the brand new D6 XE Dozer, the world's first high-drive electric-drive dozer to put to work creating new batters for the landfill in the quarry.

The D6 XE boasts up to 35 per cent better fuel efficiency than previous models, with class-leading maneuverability and power, increasing agility and enabling faster cycle times.

"This will be the second time that we've had a machine customised, with our first being done to mark the passing of the founder of CATPLANT," said Ronnie. "Commemorative machines are special to us, and we're always keen to use high-performance technology, so the new customised D9T is an excellent way to thank our team, who have gone above and beyond this year to adapt and get the work done in the middle of a global pandemic.

**“ BOTH THE D9T AND THE D6 XE WILL BE GREAT ADDITIONS TO THE FLEET DUE TO THEIR LONG-TERM VALUE AND DURABILITY... ”**

"...and we look forward to seeing how these machines fit in and strengthen the backbone of our already successful operations," added Ronnie.

"Ronnie and the team at CATPLANT have been valued customers of Finning from day one of the company's operations," said Ben Jarzyna, Product Support Account Manager at Finning. "The company has changed over the years, but quickly adopting technology has kept it at the forefront of the industry. Wrapping the technology that's helped the team to be so successful is a perfect way to celebrate the 40th anniversary."

The investment into both the D9T and the D6 XE shows that CATPLANT are using a broad range of technology to enable the highest level of efficiency throughout both the quarry and landfill sections of the site, making the most of their equipment investment. More details on the Cat D9T and D6 XE can be found on the Finning website.

# TOP TIPS FOR MAINTAINING YOUR UNDERCARRIAGE

The undercarriage is one of the most important components of any piece of heavy equipment. It might not seem so at first, since the undercarriage only accounts for a small portion of the machine's upfront cost. However, the undercarriage represents an average of 50 per cent of your machine's ongoing operating and repair costs, so regular maintenance is vital if you want to avoid a hefty repair bill. Here are our top tips for maintaining your undercarriage.

## 1. Wear and tear



The undercarriage carries the weight of a machine, so it's natural for its moving components to wear over time as the machine completes work. However, you can extend the service life of your undercarriage components by dedicating a bit of time to proper maintenance and using the machine in the best possible way.

Poor maintenance and rough operation will impact wear rates and increase the need for repairs. Operators will start to see visible changes on the machine, such as sprockets wearing down from flat wedges to a point. As track pads wear down, they will become flatter, increasing the likelihood of slipping during operation. At this point, operators will be forced to stop work and have the undercarriage repaired, leading to costly downtime on site.

So, how can operators prevent unnecessary wear?

## 2. Best practice

Firstly, operators can make informed decisions when selecting and operating equipment, which will result in slower wear rates. There is no one-size-fits-all when it comes to undercarriages, so choosing the right undercarriage and track width for the environment can impact operations. For example, standard tracks are the best fit for firm ground conditions

with minimal slopes. On the other hand, low ground pressure tracks are wider and therefore better suited for softer, wetter ground conditions.

Awareness of operating methods and site conditions can also influence the lifespan of tracks and undercarriage components. When operating machinery, reducing any unnecessary tracking and avoiding abrasive material, such as rocky areas on site, can slow track wear. Operators should also take extra care in areas where a lot of material can get into the undercarriage. For example, when operating in a muddy environment or on a landfill site, they may need to clear out debris regularly throughout the day.

It is also best practice to consider the speed of the machine, for example increasing speed when pushing heavy loads can cause slippage and excessive wear. Working on banks for long periods of time will cause one side of the undercarriage to wear, so keeping the machine on level ground as much as possible can prevent uneven wear later on.

## 3. Daily checks

During the day, excavators and other heavy machinery will churn up the ground, resulting in mud, debris and other material building up in the tracks. Leaving this in the undercarriage will add weight to it, reducing fuel economy as well as accelerating wear. Cleaning out the undercarriage at the start of each workday reduces the risk of material build-up causing an issue.

Incorrect track tension may lead to increased track wear, so it is important to check this prior to operating the machine. If tracks are too tight, it creates added load, accelerating component wear. If the track is too loose, it can become unstable and derail. Adjusting the sag to the measurement recommended by the original equipment manufacturer (OEM) will prevent problems like this occurring.

The more often operators inspect their machine, the sooner they can identify and rectify any issues. Operators can also get more support from their equipment supplier. Finning UK & Ireland's Custom Track Service (CTS) includes regular visual inspections to provide operators with a detailed report of a machine's undercarriage. The inspectors also use ultrasonic equipment to check for wear of the internal components of the undercarriage. This, combined with visual checks, can help estimate part lifespan, enabling owners and operators to accurately forecast repair costs.

The undercarriage takes the weight of the machine and material on site and if it breaks down, the machine remains stationary, incurring costs from downtime and repairs. By choosing the correct type of undercarriage for the application, following best practice during operations and carrying out regular maintenance, operators can ensure that their repair costs will decrease and productivity will remain high.

Finning can assist with preventative maintenance and inspections as part of its Customer Value Agreements. Find out more about choosing and maintaining your machine's undercarriage on our website.

# 60 SECONDS

with Keir Hamilton

For this issue we caught up with one of the companies who worked tirelessly throughout the pandemic to ensure the mountains of household waste were collected, processed and sorted.



**Why did you choose to buy machines from Finning?**

We decided to get in touch with Finning, partly because of its reputation for reliability and responsiveness, and its experience of working in the waste industry, which is exactly what we needed. What impressed us from the outset was the broad range of machine models available combined with full service and parts offering, all readily available. This gave us the confidence we needed to make the switch from our old supplier.

**What equipment did you buy?**

In the last year we've bought a range of machinery, all of which is being put to work in some pretty demanding, not to mention, dirty environments. For instance, we use our Cat® MH3024 and Cat MH3026 wheel material handlers to unload and sort through waste and recycled materials. We also purchased a Cat 313 FL HSR excavator to pick up waste and Cat 938L and 950 GC wheeled loaders to help transfer it.

**What kind of support packages do you have?**

All our equipment comes with a full-service package that includes maintenance parts so that we can avoid downtime and stay on schedule. This also includes the MyCat app and VisionLink GPS telematics that track machine performance remotely over the cloud. We've found this particularly useful because it helps us monitor our fleet at all times, even when we're not on site.

**What do you see as the biggest challenges in the industry?**

The aftermath of COVID-19 will continue to have an impact on companies up and down the country, despite us being on the road to recovery. There's also the economic impact of Brexit to consider, as we're now into the transition period.

Waste crime, including illegal disposal and fly tipping, remains a serious threat in the industry as some companies try to avoid the costs associated with responsible waste management.

**How does working with Finning help you to overcome these challenges?**

The equipment itself can't reverse the challenges but the reliability and efficiency of the machines has been vital to enable us to maintain a high quality service for our customers. This makes it easier for us to showcase the commercial benefits of a sustainable waste management service in these uncertain times.

**Who is your industry hero?**

My dad, who still turns up every day and works in the yard and recycling operations when he should be enjoying his retirement!

Founded in 2002, Hamilton Waste is a family run business that collects, sorts and recycles waste generated from households and businesses across Edinburgh and the Lothians. In August 2019, Hamilton made the switch to Finning after being with the same machine supplier for many years.

# COMPETITION TIME

Can you find the names of some of our most popular products?



ANSWERS: FINNING, CATERPILLAR, DOZER, EXCAVATOR, TELEHANDLER, LOADER, PAVER, COMPACTOR, BUCKET, CATFINANCE

F	I	F	G	H	J	A	W	F	J	H	K	L	B	D	T	Y	I	O	X	V	G	J	A	E	Q	T	Y	Z	M
A	F	E	T	Q	P	T	M	C	N	Z	I	V	O	S	Y	X	A	D	O	Z	A	L	M	B	C	P	I	N	G
W	E	T	J	A	O	D	C	A	E	A	O	E	R	S	I	L	P	U	R	E	F	Y	Q	P	A	D	H	T	R
I	Z	V	R	L	F	Q	U	X	O	S	F	G	Y	I	A	D	O	E	Q	O	W	G	O	I	F	I	E	U	E
A	G	I	A	C	S	B	C	F	R	C	R	I	T	F	H	C	A	N	Z	C	Q	A	D	U	D	Y	R	O	V
Y	M	A	S	A	A	A	G	D	L	I	S	A	N	R	G	K	N	V	P	L	O	E	N	I	N	A	L	K	A
H	W	Y	L	F	F	T	I	D	T	J	O	S	A	N	T	O	W	V	G	Z	E	M	W	E	S	T	P	J	P
D	A	S	K	J	D	O	F	I	R	S	I	W	L	G	I	Y	R	O	C	F	T	Y	A	E	K	E	D	M	L
O	J	C	G	N	Q	C	E	I	W	T	M	U	Y	S	W	N	P	J	G	I	F	I	N	I	D	R	N	R	P
Z	H	A	L	I	P	Z	G	R	N	G	H	T	I	P	A	S	G	E	N	U	B	R	O	I	F	G	T	E	U
E	W	B	T	K	L	O	X	E	U	A	O	H	B	Q	U	J	H	U	R	Q	C	Y	J	U	R	U	E	Y	L
R	Q	A	H	O	W	R	I	J	W	S	N	Q	T	J	C	C	D	K	L	O	I	R	W	J	A	I	L	H	H
S	J	Z	Y	X	V	O	W	J	X	T	H	C	I	W	D	X	T	R	R	E	D	Y	O	T	L	K	E	F	I
Z	E	I	A	T	O	C	T	E	K	W	F	U	E	H	I	P	E	O	T	Z	A	I	C	G	Q	N	N	B	U
R	M	S	L	O	A	D	E	R	T	F	X	H	W	B	D	A	D	C	I	D	T	G	A	B	L	Q	C	A	R
C	F	V	I	N	N	C	A	L	X	J	R	T	J	Y	Q	V	S	D	E	N	K	B	T	F	E	X	I	L	K
E	R	K	F	D	B	W	D	Y	U	O	G	H	A	R	N	S	T	E	X	W	P	I	E	F	O	H	A	N	O
G	E	X	L	K	R	U	G	J	Y	L	A	C	N	E	F	V	I	R	S	V	M	W	R	Z	Y	X	U	E	P
D	S	O	Y	K	Y	T	K	A	B	F	N	E	S	L	E	R	K	D	T	Y	A	O	P	T	A	I	J	O	J
C	O	M	P	A	C	T	O	R	L	E	J	N	I	D	V	L	E	T	B	K	I	Z	I	M	G	M	L	F	M
R	W	W	F	P	D	O	T	I	U	B	T	J	T	N	O	Q	O	N	A	N	H	M	L	M	K	E	I	R	O
V	Q	E	G	U	W	R	F	L	J	U	Y	H	P	A	Y	I	T	E	L	N	A	U	L	Y	C	K	W	L	H
A	I	P	I	W	E	R	N	R	U	C	A	P	U	H	R	U	X	G	C	E	H	G	A	R	F	O	T	F	P
D	F	I	N	N	C	W	H	A	C	G	I	F	I	E	O	L	N	B	F	H	T	O	R	W	D	Y	E	Y	L
T	S	T	X	G	F	D	E	T	O	K	P	I	N	L	G	P	W	P	I	L	L	C	B	K	F	I	K	O	P
Y	L	O	F	N	V	I	T	A	R	E	R	D	O	E	A	Z	B	J	E	G	F	I	P	E	U	A	C	T	Y
D	F	E	V	P	U	B	P	E	X	C	A	V	A	T	O	R	I	L	L	R	E	F	R	S	M	G	U	P	L
L	P	X	J	R	L	Z	T	K	U	R	S	M	H	E	L	G	N	F	H	Y	D	I	M	F	Q	I	B	L	E
K	T	A	F	L	G	C	U	Y	P	Y	L	Q	E	X	C	I	F	P	S	S	M	B	U	W	F	I	L	S	I



# FROM APPRENTICE TO EXECUTIVE

**Iain Carpenter isn't your typical executive director. He grew up on a council estate in Glasgow and left school at 16 with just a handful of qualifications. However, applying for a place on the Finning apprenticeship programme proved to be one the best decisions of his life. In Gear caught up with him to find out about his incredible journey from apprentice to executive.**

## What made you apply to join Finning apprenticeship scheme?

"One of my uncles was a big fan of Cat machines. He saw an advert for the scheme in a magazine and, knowing the programme and company had a good reputation, he encouraged me to apply. Plus, I liked building things. I've always been a very practical person and used to enjoy taking things apart so I could see and understand how they work. My big ambition at the time was to become a mechanical engineer, but not being a straight 'A' pupil, I wasn't sure I would be able to make it."

## How many other apprentices were recruited at the same time?

"The interest nationally at the time for apprenticeships was very high indeed. I

understand Finning received hundreds of applications for the 23 places available that year. I applied for one of three vacancies to work out of the Glasgow branch, that was at the time located near Ballieston just off the M8 motorway. I turned up for the interview to find at least 20 others all vying for one of the places. Honestly, I was worried about my chances; the tests were tough and the standard to pass was high. Thankfully, I did much better than I thought, and was offered a place."

## Tell me a little about your experience as a Finning apprentice.

"The first two or three years were quite daunting to be honest. I had to travel to Staffordshire University to study for an NVQ and remember being packed off

at Glasgow Central station with just a suitcase. I was only 17 years old and had never travelled away from my family on my own. The experience was surreal to say the least, but the programme was designed to get the best out of each of us from taking part in team building events with other apprentices to learning to cope with living away from home and getting used to the working routine.

"Throughout the four-year programme, we learned about all of the Cat products, were taught technical skills and, for me the most exciting part, we got to strip and build some engines. The training team were second to none. My mentor, Paul Lawson, has only recently retired. He was a legend. I've never known anyone to be so dedicated to helping each of us to become the best engineers we possibly could. I made some life-long friends during this time, some of which still work in the Glasgow branch and business today and who've taught me so much over the years. The whole experience also helped me to develop a strong work ethic, and a determination to succeed and never to give up. These are some of the key values we try to instil in all our apprentices today."

## When were you offered a permanent role at Finning?

"Although I was on the apprentice scheme there were no guarantees. Everyone needed to make the grade and pass the exams. I did and I'm extremely proud of the day I officially became an engineer. My picture still hangs in the Finning academy hall of fame – class of 1990! I graduated in 1994 and was offered a full-time position working in the workshop in the Specialisation department at the Finning Glasgow branch. It was during my time here that I learned to become the engineer that I am today. It was a mixture of stripping and building fuel injection pumps, transmissions and learning everything there was to know about engine rebuilding and performance."

## Can you talk us through the next phase of your career at Finning?

"I spent just over ten years as an engineer at Glasgow. I then moved a bit further south to take up a team leader role in the engine section of the Component Rebuild Centre (CRC) at the Leeds branch. My appetite to keep learning was fuelled by a sense of accomplishment and I was driven by the variety of the work I was doing, so wanted to take on more and keep learning and improving.

"It was this desire to improve, striving for greater quality and excellence that helped me to progress to become a supervisor, and within two years I became manager of the CRC centre. Over the next ten years I took on a variety of senior roles including leading our product support repair capabilities, customer service teams and becoming general manager for the Central East region giving me several years of new equipment sales experience. During this period I developed a real passion for working with people and wanting to improve our customer service focus which was to become the foundation of my role as director of service at Finning today."

## What does your role today involve?

"I'm fully responsible for the service support we provide to our customers across the UK and Ireland operations. The safety of our employees is one of our top priorities, however I feel personally responsible for the safety of each and every one of our service employees – all 750 within the team. I'm determined to do everything I can to build the most engaged service team in the industry and if I can put a smile on their faces along the way then I will be a happy man.

"Ultimately, my role is all about people. Over the last two years, we've developed the company's service transformation strategy. The focus is on enabling a more customer-centric service underpinned by happy engineers. I am proud to say that we're well on the way to providing a positive and proactive customer experience, but we're not perfect, and acknowledge that there's more work to do to achieve this ambition. But we will never stop continuously looking to improve.

"I'm also chair of the Finning inclusivity and diversity council. Equality has always been important to me. Not everyone gets a chance to succeed so it's vital we do everything we can to ensure all our employees have an open and fair chance of opportunity and to be the best they can be."

## What would you say to young people interested in a career in engineering?

"Go for it, work hard and apply yourself. Becoming an engineer has given me so many development opportunities. I've met

“EVERYONE NEEDED TO MAKE THE GRADE AND PASS THE EXAMS. I DID AND I'M EXTREMELY PROUD OF THE DAY I OFFICIALLY BECAME AN ENGINEER. MY PICTURE STILL HANGS IN THE FINNING ACADEMY HALL OF FAME CLASS OF 1990!”



so many diverse people throughout the years, learnt new skills and travelled a lot. I can honestly say I've enjoyed every second of it. I recently became a STEM Ambassador as I want to put something back into the industry to support and encourage kids from all walks of life regardless of academic background, religion or gender to come and take a look at what engineering has to offer.

“ULTIMATELY, FOR ME, CHOOSING TO APPLY TO BECOME AN ENGINEERING APPRENTICE AT FINNING WAS ONE OF THE BEST DECISIONS I EVER MADE.”

It's given me a huge sense of achievement and I enjoy helping to make a difference to the lives of those embarking on their own journey to become an engineer."

# YELLOW HAS NEVER BEEN SO GREEN

Companies are always looking for ways to increase productivity, improve ease of operation and reduce their carbon footprint. We caught up with Product Specialist Andrew Bradbury to find out how the Cat XE range does just that.

Our customers often state that they want the best that money can buy, and we believe that our next generation equipment range provides exactly this. The XE range, including the D6 XE, the world's first High Drive Electric Drive Dozer, and the 980 XE and 982 XE Medium Wheel Loader models, represents fuel efficiency and high production.

## Fuel efficiency

Increasing fuel prices and the desire to reduce environmental impact is pushing customers to be more fuel conscious than ever before. Most fuel usage occurs when operators increase rpm, so the engines on the XE models are built to run at a more static rpm. For example, the drive train in the D6 XE allows the engine to operate in a tighter rpm range of 1,400 to 1,700 rpm, enabling operators to control speed without increasing rpm, improving fuel efficiency and extending engine life.

Compared with previous ranges, the XE models are reported to have up to 35 per cent better fuel efficiency, using up to 23 per cent less fuel. The machines are also equipped with smart deceleration technology that diverts hydraulic oil from the transmission through to the implements of the machine, like the bucket, the tilt and the hydraulic fan. Reusing this hydraulic power further reduces fuel consumption and improves efficiency, making these models a more sustainable option for customers who are concerned about their environmental impact.

## Easy on the operator

An operator is in the cab for around eight hours a day — that's eight hours of noise and vibration that will contribute to operator fatigue. Because the engines in XE models run at a more static rpm, they are quieter, cause less vibration and the automatic gears mean that operators have fewer parameters to control. The increase in comfort and ease of operation can reduce operator fatigue so that they are as productive at the end of the day as they were at the start of the day.

We've received positive feedback from customers who are already reporting increased operator comfort, better fuel efficiency and higher levels of productivity. A number of customers have even reported they have chosen an XE over machines with a higher up-front cost because of the evident benefits.

The XE range enables operators in high production applications, such as quarrying, truck loading or cart loading, to produce more for less. The range offers unrivalled efficiency, lifecycle value and lifecycle performance, in an environmentally friendly package.

**Got any questions about the XE range? Call our team on +44 (0)1543 461 410.**



# COMPANY NEWS

## WHAT THE UK GOVERNMENTS SUPER-DEDUCTION MEANS FOR YOU

For expenditure incurred from **April 1, 2021 to March 31, 2023**, companies can claim 130 per cent capital allowances on qualifying plant and machinery investments. This means that, **for every pound you invest, your taxes will be cut by 25 pence**. Previously, the tax deduction was capped at the cost of the investment and relief was deferred over a longer period at 18 per cent depreciation per annum. Used or second-hand equipment doesn't qualify, but it can be used alongside some finance offers, such as Cat Finance.

### BEFORE

Before the incentive, a piece of equipment costing £100,000 would qualify for a first-year tax deduction of 18 per cent, or £18,000. This would result in a first-year tax saving of £3,420

### NOW

With the new incentive, a piece of equipment costing £100,000 would qualify for a first-year tax deduction of 130 per cent, or £130,000, leading to a saving of £24,700

### BENEFITS FOR YOU

- Receive larger write off in the year the purchase is made
- Recover the initial cost of the equipment more quickly
- Improve return on investment
- Reduce cash taxes

**THERE IS NO BETTER TIME TO INVEST IN NEW MACHINERY. GET IN TOUCH TODAY FOR MORE INFORMATION.**

The information is of a general nature and is not intended to address the circumstances of any particular customer. You should seek your own professional tax advice to confirm your individual circumstance and treatment.

## NRP INVESTS IN ITS FIRST CATPM620 COLD PLANER

National Road Planing (NRP), a Tarmac company, has recently purchased its first Cat PM620 Cold Planer. Equipped with a Cat C18 engine, specifically selected to offer plenty of power when required while maintaining market-leading fuel burn figures, NRP's latest addition is a game changer in terms of reliability and reduction of operating costs.

A dominant supplier in many markets all over the world, Cat Planers are designed to perform in the harshest conditions, with the toughest materials. The machine's integrated levelling system allows the operator to switch between several sensors while in action, so they can choose the best reference point on site at any time during operation.

**“AFTER WORKING WITH NRP FOR SEVERAL MONTHS, TESTING THE PM620 S PERFORMANCE, RELIABILITY AND CAPABILITY, FINNING SECURED THIS DEAL AND WILL OFFER CONTINUED SUPPORT FOR OUR NEW CUSTOMER, AS THEIR EQUIPMENT PARTNER”**

**PAUL WALTON, SALES MANAGER FOR PAVING PRODUCTS AT FINNING**

## KNOWSLEY DIVERSIFIES ITS FLEET

To add versatility to its fleet of pavers, Liverpool based tarmac and asphalt contractor Knowsley Surfacing has purchased two AP300F Wheeled Asphalt Pavers, which offer excellent manoeuvrability.

The AP300F is the lightest paving machine on the market, which results in minimal ground pressure that reduces sticking. Its main benefit is being able to navigate streets, walkways and other places that large machines can't. It even has a new manoeuvre mode that helps operators turn in compact areas.

Knowsley added several upgrades to its latest purchase, including an intuitive material feed system that operators can activate with a single switch. It also features a new 'Jack Down' self-recovery function, where the machine can lift itself out if it gets stuck because of poor ground conditions. This unique function means the paver can be removed from the area without relying on large trucks.



# A HANDY GUIDE TO CAT ATTACHMENTS

Do you know your grapple from your mulcher? Of course you do! But, just in case you'd like to find out more about the range of Cat attachments, we've brought you this handy guide.



## BUCKETS

Finning stocks buckets suitable for a range of machines, including backhoe loaders, wheel loaders, excavators, loaders, mining shovels, skid steer loaders and telehandlers. Choosing the correct bucket is vital to maximise productivity and efficiency. Luckily, we have a variety of styles to accommodate different job site needs.



## HAMMERS

Our hydraulic hammers make short work of any demolition, construction or quarry project. Cat Hammers are high performance breakers, designed to help you get the most from your Cat equipment. We have hammer sizes that fit skid steers, backhoes, and all sizes of excavator



## BLADES

Cat blades efficiently doze, plow and move material. With a range of specialised designs available, including angle, dozer, grader, landfill, reclamation and variable radius blades, we can help you find the perfect match for every job.



## GRAPPLES

With a maximum lift capacity of 15,000 kg, our orange peel grapples are a hydraulic excavator's best friend. Available with either a 1,000 or 1,500 litre capacity, Cat Grapples are the ideal material handling option.



## MULCHERS

With working widths ranging from 818 mm to 1,707 mm, mulchers are ideal for efficient cutting and mulching of vegetation and overgrowth.



## FORKS

A trusted all-rounder, Cat forks are the ideal choice for a wide variety of applications. We currently stock block, construction industrial grapple, logging, pallet, sorting and utility forks. Head over to our website to find your next purchase.



## TRS

The Tilt Rotate System significantly reduces the time and need to constantly reposition the machine by providing a rotary and tilt connection between the base machine and the attachment. This revolutionary enhancement features 360 degrees of continuous rotation and 40 degrees of angular tilt.



## ATTACHMENT TRACKING MADE EASY

The PL161 Attachment Locator mounts easily to your attachments or anything else you want to track, meaning that you can view the location of your attachments across multiple work sites, reduce misplacement or theft, track working hours per attachment and much more.

Attachments can help tailor your Cat machine to the specific requirements of your next job. You can find our full range on the finning website.

## Certified Rebuilds: The machines that are Forever Young

Did you know that cast iron skillets get better with age? As cooking oil seeps into the pan, it decreases the stickiness of the surface, meaning a well-loved pan cooks better than a new one. But is the same true of well-loved construction machinery? Or, when the old faithful is due a major overhaul, is it time to retire it and invest in a new machine? Here David Carter, Product Manager for Engine & Drivetrain, reflects on the rise of rebuilds and explains why you shouldn't give up on your favourite dozer, wheel loader or excavator just yet.



The UK's industrial output was hit hard by the recession of 1981. Many owners and operators who needed to upgrade their machines, such as the Cat® 824C Wheeled Dozer and D8K Crawler Dozer which were popular at the time, simply didn't have the resources or capital to purchase new equipment. However, back then, that was the only simple option. But in 1984, Caterpillar and its dealers changed the market, by unveiling a cost-effective alternative to buying new machines and the rise of rebuilds began.

Today, contractors and companies can achieve a low total cost of ownership (TCO) from a machine by implementing a comprehensive maintenance plan and rebuild strategy. This delivers an effective second or third life for a piece of equipment for a fraction of the cost of buying new.

For example, a Cat D6 Dozer exceeding approximately 14,000 hours, or with engine fuel burn above the 100 per cent threshold, will inevitably start to slip in terms of performance and efficiency. Buying new is a large investment for a customer when comparing against a rebuild. Opting for a certified powertrain rebuild on a D6 would give you like-new performance but is a 70 per cent saving versus buying new – a much smaller hole in your wallet.

### What are the options?

There are three main types of machine rebuild programme. Powertrain rebuilds, covering the radiator, engine, transmission, torque convertor, final drive and axle. Powertrain & Hydraulic rebuilds, covering the mentioned powertrain components plus cylinders, pumps, motors, valve blocks and hoses. Thirdly, Complete Cat Certified Rebuilds, which restore the whole machine to like-new performance and appearance.

This like-new status comes from the, approximately, 7,000 parts which are renewed, but also the inspection and evaluation of 85 per cent of the parts on the machine which can be re-used, thus meaning a Certified Rebuild can be an environmentally sustainable solution, helping to build a better world. The proud owner will also have the peace of mind that the machine is warranted with a five-year Cat EPP which is provided free of charge on all our certified rebuilds throughout 2021.

While cost is a clear motivator, machines going through the certified rebuild process will also benefit from the latest critical technology and engineering upgrades, so operators can benefit from the latest technologies at no extra cost. Optional production-enhancing technologies can also be added during the rebuild process, such as Cat Slope Assist, or any of the Cat Grade technologies.

**CAT TECHNOLOGY IS BACKWARD-COMPATIBLE WITHIN A MODEL SERIES. SO AN EARLIER MODEL RECEIVING A CERTIFIED REBUILD CAN BE EQUIPPED WITH THE LATEST TECHNOLOGY**

One of the most commonly rebuilt machines at Finning UK & Ireland is the 980H Wheel Loader, a staple piece of heavy equipment in quarrying & aggregates, mining, Industrial, waste and steelworks. The 980H is a perfect example of a machine that was built to be rebuilt, with a 60 per cent saving in costs when rebuilding the Powertrain compared to buying new with a five-year warranty included.

In 2020, more companies have seen the benefits of the Cat certified rebuild programme — the Finning Repair, Rebuild and Response (RRR) teams delivered 60 certified machine rebuild & component rebuilds during the course of the year, despite the global pandemic to support our customers with the long-term investment of their assets. Find out more about the process on the Finning website — you'll see that, just like your cast iron skillet, your trusty Cat can age well too.

# SHOUTOUTS

There's been a lot of love for our machines and for Finning across social media in the last three months.



Here's something a little bit different! Thanks to @Sketchpad\_on\_tour for tagging us in this awesome drawing of a mighty Cat excavator!



## LUNCH BREAK

Move over McDonalds, there's a new golden arch in town! Here's Hather Plant Hire showing off two of their eight new Cat 308s, purchased as part of a recent investment.



We couldn't have a shout outs page and not include this photo taken by Wayne Myers for Booth Ventures, showing the Cat D6 in all its glory! #Mean #Moody #Mighty



L Lynch Plant Hire & Haulage recently took delivery of these two Cat 320 2D excavators, with 2D grade control, e-fencing, weigh loader and 360-degree camera as standard!



Here's one of the many photos from Uearthed Excavations that they've shared of their Cat 302.7D getting to work preparing for ground source heating and other services on the jobsite. Check out more photos on their Instagram page @unearthed\_excavations



Another photo, another excavator. This one of RJ Mcleod's Cat 320 GC has taken our breath away! Thanks to @splitter2680 on Instagram (Above)



Thank you to Sirius Group for this beautiful picture of its Cat 330 Next Generation excavator. We can't wait to see this one out on the jobsite!



## FRESH MEAT

TW Services based in Kent recently got hold of its new Cat D6 Dozer. It might be nice and shiny now, but we have a feeling it won't be for long!



## THE WILD SIDE

While most people don't like their side profile, Wardle Plant has got a great picture of their Cat 980K. We love the muddy tyre tracks, putting it to good use we see!



The ACOP Group didn't let the cold weather deter them from using their Cat 914G CPCS wheeled loading shovel for training courses! Follow them on Instagram at @acopgroup

**We'd love to see more photos and connect with you through our social channels.**

**Don't forget to use the hash tag, #FeaturedByFinning**

**Get involved by following us on Facebook, LinkedIn, Twitter or Instagram**

 /FinningEquipmentSolutions

 Finning UK & Ireland

 @Finningnews

 finningukireland



## 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

**Bordon** - Tel 0191 5377735 Fax 0191 4107890  
Unit 3, Brooklands Way, Bordon Business Park  
Bordon, Tyne & Wear NE35 9LZ

**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 01 2574000 Fax 01 2574085  
Unit A, Aerodrome Business Park, Rathcoole,  
Co. Dublin D4 WC04

**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  
Gelder Road, Gildersome, Morley, Leeds LS27 7JS

**Lisburn** - Tel 02892 661221 Fax 02892 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

