

IN GEAR

ISSUE 06

FINNING
APPRENTICESHIPS
PAGE 4

TRAINING COURSE
DRIVES FUEL
EFFICIENCIES
PAGE 6

FINNING EXPANDS
REGIONAL NETWORK
PAGE 11

CUSTOMER SHOUTOUT
PAGE 16

AS GOOD AS NEW




REBUILD OF 15-YEAR-OLD CAT DOZER



SHOPPING FOR USED EQUIPMENT?

CHOOSE A MACHINE THAT PASSES OUR TOUGHEST TESTS.

Did you know we offer used equipment that performs as good as new? Just look for the Cat® Certified Used brand. We put these late-model, low-hour machines to the test, so you can trust them to meet your high standards.

-  Must pass a rigorous inspection with up to 140 checkpoints
-  Service history available on equipment
-  Serviced with genuine Cat parts
-  Backed by a Cat Equipment Protection Plan
-  Service and maintenance options available to suit your needs, giving peace of mind and keep you up and running



Get in touch with our used equipment experts to discuss buying or selling your used equipment email: used@finning.co.uk or visit finning.com/UsedEquipment.

LET'S DO THE WORK.™

FINNING 

WELCOME



WELCOME TO THE SPRING 2023 ISSUE OF IN GEAR, WHICH IS DEDICATED TO THE SKILLS AND EXPERTISE OF OUR PEOPLE HERE AT FINNING – AND THE VALUE THEY BRING TO OUR CUSTOMERS.

While there have been many headlines about skill shortages and how young people don't see careers within engineering and construction as attractive, at Finning we are extremely fortunate to have talented people of different ages, backgrounds and skillsets working with us. Having a strong brand certainly helps, but what we believe makes the difference is the breadth of opportunities we can offer. With a wide-ranging business in a number of different industry sectors, people have the opportunity to move upwards, sideways, or into a completely different role if they want to diversify their career and learn new skills.

GETTING THIS TALENT MANAGEMENT RIGHT IS KEY BECAUSE OUR SUCCESS AS AN ENGINEERING SERVICES BUSINESS IS DOWN TO THE QUALITY OF OUR PEOPLE. WHETHER THEY HAVE BEEN IN THE INDUSTRY A LONG TIME OR ARE A RECENT RECRUIT, WE WANT THEM ALL TO BRING NEW THINKING AND DIVERSE WAYS OF APPROACHING THE PROBLEMS OUR CUSTOMERS FACE.

It's important to attract the right people early on in their careers which is why we offer a number of routes for those just starting out. Alongside our well-established apprenticeship program, we also have graduates join us in disciplines such as electrical engineering and mechanical engineering as well as other disciplines, allowing us to offer the highest standard of support to customers. Alongside this we also take interns to help students going through their third level of education spend some time in the industry and see what it's all about, and who will hopefully return to us in future.

But we believe learning is fundamental to working life no matter the stage of your career, which is why everyone within the workforce has an opportunity to go back to college to upskill whilst they work with us, supporting their development through the business. This opportunity to diversify is important to the younger generation who want a business to grow with, and we're lucky to already have that culture embedded within Finning UK & Ireland.

Developing the skillsets of our people is essential because the world is changing at pace. We are investing significant sums in technology to stay at the forefront of what's emerging so we can help our customers stay ahead as well. Our Cubiq Sustainability platform is an example of that, adding value to our customers by providing data that enables them to optimise production and reduce fuel consumption - a key driver in the coming year.

Another great example of how our industry is changing is electrification and how this supports the drive towards greater sustainability. As a business we're fortunate because we've always had an electric power department, so that skillset is already embedded within the business and will continue to become even more significant as technology evolves in all sectors.

I hope you enjoy this latest issue of In Gear which gives a great snapshot of all the exciting developments which are happening within Finning UK & Ireland, driven of course, by the expertise of our people.

Gary Megarrell
Energy & Transportation Director

LATEST COHORT OF FINNING APPRENTICES ACHIEVE PASS RATE ALMOST DOUBLE NATIONAL AVERAGE

The high-flying Class of 2018 Finning UK & Ireland graduates enjoyed a ceremony together with family and friends at the Clayton Hotel in Birmingham in October having overcome Covid restrictions to complete their four-year programme, with 13 apprentices officially becoming fully qualified and accredited engineers and eight of them achieving distinctions.

Craig Smallman, apprenticeship training manager for Finning, explained that this represents a 91.7% Qualification Achievement Rate - one of the highest qualification rates across the whole of England where the national average is 58.4%.

He said: "It is a credit to our training team that we have achieved these results. They have supported our apprentices throughout their four years and overcome many challenges due to restrictions imposed by the pandemic, including adapting the way they delivered the course, from practical in-person training, to an effective and inspiring on-line, hybrid model."



All the apprentices have now secured permanent roles within Finning. Among them was Joe Cross who won the Apprentice of the Year Award, achieving the highest mark for his assessment, and Sam Elphick who has dyslexia, who was also delighted to achieve a distinction having got to grips with a combination of online and hands-on training.

Sam is now based at the Finning UK site in Ashford in Kent, working in the workshop helping to prepare and rebuild machines from dozers to loading shovels.

He said: "I was hoping to get a distinction and I'm pleased that's what I achieved in the end."

"Before the course I'd heard of Cat, though I didn't know that much about all their machines, but I always wanted to do something practical, so I applied for it.

"Craig and the teachers gave me support and I would definitely recommend a Finning apprenticeship to others as it's a really good course – well-structured and well organised."

THIS GRADUATION WAS PARTICULARLY SPECIAL AS IT WAS THE FIRST FINNING HAS BEEN ABLE TO HOLD IN-PERSON OVER THE LAST TWO YEARS. MANY PREVIOUS APPRENTICE GRADUATES HAVE GONE ON TO TAKE UP SENIOR ROLES WITHIN THE SERVICE AND PRODUCT SPECIALIST TEAMS, INCLUDING DIRECTOR OF SERVICE OPERATIONS, IAIN CARPENTER, WHO BEGAN HIS CAREER AS AN APPRENTICE WITH THE COMPANY OVER 20 YEARS AGO.

Craig added: "It's a big challenge to engage and attract young people into the industry. As such, we're constantly reviewing our apprenticeship recruitment strategy and are continuing to develop our outreach programmes to colleges and schools. We will be paying particular attention to some of the deprived areas surrounding our six regional branches and want to encourage more applications from underrepresented groups within our industry, including ethnic minorities, people with disabilities and women.

"This year 40% of admissions to the apprenticeship programme are diagnosed with some form of learning disability such as ADHD, dyslexia or dyspraxia, which is encouraging as we want to ensure we're as inclusive an employer as possible."



10 TIPS FOR KEEPING HEAVY MACHINERY OPTIMISED FOR BAD WEATHER

DURING THE COLDER WEATHER IT'S ESSENTIAL TO CARRY OUT EXTRA CHECKS TO ENSURE THAT HEAVY MACHINERY CONTINUES TO OPERATE EFFICIENTLY. HERE OUR TECHNICAL CAPABILITY LEAD CHRIS CLARK, EXPLAINS HOW TO MAKE SURE YOUR MACHINES KEEP WORKING AT OPTIMAL LEVELS.



01

Always allow the machine to warm up. Temperature plays an important part in machines working at full capacity, as well as maximising the working life.

02

Keep fuel tanks full. Condensation can be problematic in winter as a build-up of water in the fuel tank can cause issues, such as freezing and corrosion. Keeping tanks full minimises the space in which water droplets can form.

03

Use a high-quality anti-freeze. Protecting cooling systems is essential to maintaining ideal operating temperatures. A high-quality anti-freeze will protect against freezing. Cat Extended Life Coolant protects fluids down to -37 degrees Celsius.

04

Allow the Diesel Exhaust Fluid (DEF) system to purge. Anti-freeze cannot be added to DEF systems, which is not a problem. However, it is important to allow the purge to complete to ensure any moisture is removed.

05

Invest in winter parts. A range of specialist winter Cat parts are available from Finning – they're easy to order through parts.cat.com. Products such as low temperature grease or coolant additives support efficient running, while seat covers and winter wiper blades improve operator experience.

06

Carry out daily checks. In addition to standard checks, ensure coolant has not been diluted by water as this would make it less effective against frost, and look for fresh chips or cracks that could expand in the cold.

07

Make sure lights and wipers are in good working order. Heavy rain and strong winds can be challenging for operators. Clear screens and mirrors of dirt and frost before operation and change wiper blades that do not clear glass well.

08

Check lighting. As more work is carried out in darker conditions, make sure lighting works properly and high-quality LED or halogen bulbs are used.

09

Choose a reliable battery. A heavy-duty Cat battery will help to ensure machines start well throughout the year and are well proven in winter months.

10

Store machines with care. When machines are being stored over winter it is advised to move them to a covered area and disconnect the battery.

Chris explains: "Cold weather has a direct impact on factors such as fluid viscosity, which means systems can take longer to reach working temperature. Care must be taken to prevent frost damage to cooling systems and DEF systems.

"Carrying out winter checks at the start of the cold season and continuing to perform regular checks throughout winter will help to protect your machine and keep it working at full capacity. Parts showing signs of damage should be replaced."

ADVANCED ECO-DRIVE™ TRAINING COURSE DRIVES FUEL EFFICIENCIES

Finning has launched a new advanced course on machine application training to support construction firms looking to improve their fuel efficiency and on-site productivity.

The ECO-Drive™ Advanced Performance Training programme has been specifically designed for UK site managers and supervisors and focuses on operational practices that optimise fuel usage, improve site efficiencies, and reduce overall operating costs.

The two-day course, which builds on the success of the Finning Operator Training course which has been running since 2009, involves a combination of theoretical and practical training for managers and supervisors.

Highlighting operational activities around machine application that have a direct impact on fuel burn, the course provides practical support to enable managers to implement changes that will improve the overall site operational and fuel efficiency. For example, the course looks at how having a three per cent additional rolling resistance can increase fuel burn by 35% and reduce productivity by 15%.

Tim Copping, Finning Performance Solutions Operations Manager, said: "Many industries have been hit hard by the changes from red to white diesel and the recent and unprecedented increase in the wholesale fuel prices. It is more important now, than at any point in the past, that operational costs be minimised wherever possible.

"If every machine operator had the skills, knowledge, and training to make even small incremental changes to reduce fuel burn, and every supervisor and manager had the equivalent knowledge and training to change their operations and advise their machine operators on best practice, then the combined result would be substantial.

"In addition, the secondary effects of these incremental changes on reducing operational waste and carbon emissions, whilst improving machine health would provide significant and positive impacts on an organisation's operations."

Included in the course are topics such as assessing and measuring equipment capability to optimise fuel usage, identifying inefficiencies, best practice operating techniques and the fundamentals of machine application, which influence more efficient machine and site operation.

Everyone completing the course is provided with a site improvement plan and a follow-up review with one of the Finning expert trainers who will provide them with ongoing guidance and support.

Tim added: "If every industry in which we operate had the foresight to invest in ECO-Drive training for their people, then the combined results would far outweigh the investment in training. This course 100% makes sense."



FINNING TAKES A LEADING ROLE IN DIVERSITY DRIVE WITH INSPIRING PARTNERSHIP

FINNING UK & IRELAND, THE WORLD'S LARGEST DEALER OF CAT® MACHINES AND EQUIPMENT, IS TAKING A LEADING ROLE IN DRIVING EQUALITY, DIVERSITY, AND INCLUSION BY SIGNING UP AS A PARTNER FOR THE 2023 INSPIRING WOMEN IN CONSTRUCTION AND ENGINEERING PROGRAMME.



A collaboration with Construction News and New Civil Engineer, the Inspiring Women in Construction and Engineering initiative brings together people across the sector to champion the role of women. It aims to provide an open forum for women – and men - to share their experiences of overcoming challenges and to inspire others. It also provides an insight into the policies and practices already being implemented that are helping to drive better equality, diversity, and inclusion across the sector. This is the second year Finning has been a partner in the Inspiring Women programme which runs from March to October. This year kicks off with the publication of an annual survey and webinar which focuses on the role that flexible working plays in creating more opportunities for women in the industry.

A big part of the programme focuses on the Inspiring Women in Construction and Engineering awards, recognising those across the industry who are inspiring others, overcoming adversity, and achieving success in an industry where women continue to play a supporting role.

The programme culminates in an annual conference, taking place in October, which brings together keynote speakers from trailblazing organisations to share experiences and empower others.

Rachel See, Director of Aftermarket and Marketing, took part in last year's event, leading a panel discussion on the topic of overcoming challenging behaviour in the workplace. She said signing up to be a partner for the 2023 programme was a natural

fit for Finning. The company has recently launched two development programmes to support employees to become successful leaders, while also endorsing a better work/life balance through measures including flexible and hybrid working.

She said: "We are extremely proud to play a leading role in driving equality, diversity and inclusion across the industries we work in, which is fundamentally at the heart of everything we do here at Finning.

"Being a partner in the Inspiring Women in Construction and Engineering programme enables us to ensure we embed diversity of thought and action across everything we do - from our interactions with our own colleagues and customers, through to helping to shape a more open future for the construction and engineering sectors.

"It's a real honour to be part of such a progressive and inspirational group of companies, and we're looking forward to learning about the impactful work others are doing to drive diversity, together with sharing our own experiences. It is vital that we continue to reinforce the importance of equality and to have a secure and inclusive environment for our colleagues and customers.

"We are working hard to attract more women into engineering and the industries we operate in because we understand the value of a diverse workforce and fundamentally want the best talent in our team.

"Giving females and male employees flexibility to manage their hours, for example, enabling them to achieve a better balance with family commitments or professional development, has successfully driven our retention rates and means we deliver the best service experience for our customers.

"Events such as this one have a key role to play in breaking down people's perceptions of our industry.

The webinar, 'unlocking the potential for flexible working' takes place on March 8th, 2023, which is also the launch date for the entries to the Women in Construction and Engineering Awards. For more information about the award categories and the conference go to <https://inspiring.constructionnews.co.uk/cnceinspiringwomen2023/en/page/home>

CAT® GRADE TECHNOLOGY CUTS 32 MINUTES OFF RUN TIME IN MANUAL VS TECHNOLOGY CHALLENGE

FINNING PUT THE LATEST CAT TECHNOLOGY TO THE TEST IN A HEAD-TO-HEAD CHALLENGE VERSUS MANUAL DIGGING TO ASSESS ITS IMPACT ON REDUCING TASK TIME AND INCREASING EFFICIENCY.

Two Cat 320 excavators were set the same challenge of digging an identical 30 metre long one-metre-deep trench with a 10% slope within a required tolerance of +/- 30mm. One was fitted with Cat Grade 2D technology and a laser while the other machine had no technology and an engineer checking the trench grade.

While both methods resulted in a trench which was dug accurately to within the 30mm tolerance, the machine fitted with the on-board technology was captured on video completing the task 32 minutes faster and with two litres less fuel burn.

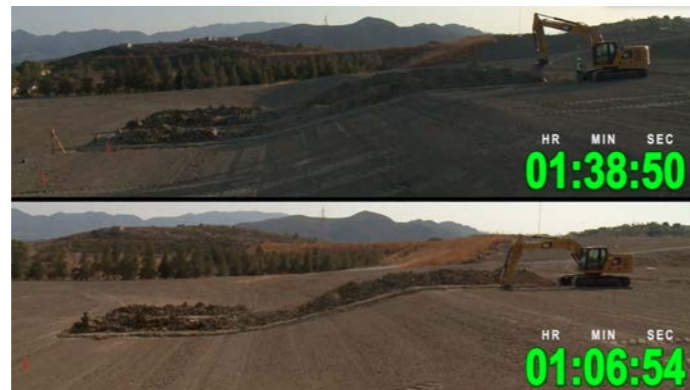
George Ionescu, product manager at Finning UK & Ireland, explained that the case for the use of machine control technology across fleets to help them operate more sustainable, safe, and efficient groundworks has never been stronger.

He said: "There is a growing movement towards the decarbonisation of the construction sector which is proving challenging given the inflation of fuel and materials, but this challenge clearly shows machine technology can help overcome some of these roadblocks to net zero.


"Adopting technology both across your fleet and across your sites saves fuel, labour, and time, which are key priorities for our customers following the April fuel price hike and with the current shortage of operators.

"Machine control also increases site safety with fewer ground personnel checking grade and helps to reduce operator fatigue because the technology gives them real-time guidance to ensure that cuts and fills are made to exact specifications without under or overcutting. They can simply start digging and check grade from inside their cab allowing them to work confidently without guesswork.

"Saving energy in these ways makes financial and environmental sense, as we all work towards reducing our usage of fossil fuels and limiting the impact we have on our environment."



KEY BENEFITS OF USING MACHINE CONTROL:

 **47%**
MORE PRODUCTIVITY
PER METRE PER HOUR

 **12%**
LESS FUEL

 **63%**
LESS MAN HOURS

The Cat Grade with 2D technology used in this challenge provides elevation and slope real-time guidance to the operator, informing them of the distance above, below or on-grade between the bucket cutting edge and the benchmark point. It can increase efficiency and productivity when digging and grading basements, footings, foundations, utility trenches, slopes, and drainage ditches for example.

A NEW ERA FOR USED EQUIPMENT



IN GEAR CAUGHT UP WITH ADAM SMITH, HEAD OF USED AND RENTAL EQUIPMENT, TO DELVE INTO THE WAY FINNING IS HELPING ITS CUSTOMERS BOOST THEIR SUSTAINABILITY CREDENTIALS AND THEIR BOTTOM LINE THROUGH BUYING (AND SELLING) USED EQUIPMENT.

Crucially our used equipment offer provides a perfect complement to our traditional new equipment sales. It has been designed to help and support our customers' needs, whether that's through sourcing and providing the option to buy a used machine, or if they're looking to sell their own equipment to us.

OPTIONS FOR ALL

Fundamentally there's three ways we can support our customers, each dependent on their specific circumstances. For example, customers can trade-in existing machines when they're looking to buy a new one. This ensures they always have access to a machine – we enable them to keep their current machine until the new one arrives. Then as we deliver the new, we pick up the old.

For those not looking to buy a machine, we are still interested in buying their used ones from them. We can do this as a direct purchase, in one smooth, easy transaction, taking away the hassle of divesting the machine themselves.

The third option available is that customers can consign a piece of equipment for us to sell on their behalf for an agreed fee, that way they still have the use of the machine, and the opportunity to accept or reject any offer we bring them. As the world's largest Cat® dealer we have access to a global network that our customers can leverage to gain the best value for their equipment if they choose this option.

GIVING THE BEST SOLUTION TO OUR CUSTOMERS

It's worth noting here that we're happy to deal in all types of equipment, particularly when we look at trade-ins. If the customer is considering a Cat machine, they may have another manufacturer's machine to

trade in, so we are keen to provide solutions that help our customers for this eventuality. We will always take non-Cat equipment as a direct trade in, purchase or consignment. Our aim is simple; we want to give the best solution for our customers.

REMOVING RISK

Selling a used machine at auction can be risky and is very much dependent on what the hammer price for the day is on that machine. Buyers (and sellers) also must pay a % fee to the auction house, based on that hammer price. It's difficult to know what you are going to realise from the sale until it is complete. Typically plant auctions are unreserved, so the machine could go for a lot less than expected, which is OK if people need to release capital tied up quickly, but there is a significant risk involved with this approach.

We've designed our process to be fully transparent for our customers. Finning will, after inspecting a machine, provide a valuation which we will stand by - this will be a number that we commit to 'pay and take it away' today. As such access to the capital in the machine is realised quickly. If customers wish to keep the machine for an additional period before selling, we will project what the hours will be for that future period and adjust our price accordingly, so customers get to know all the details before they accept or reject an offer. This gives the customer total control of what they are realising.

The inventory of used machines is continuously changing – to see the latest models available for sale across the UK head over to: <http://www.finning.com/usedequipment>

FINNING EXPANDS REGIONAL NETWORK MAKING COMPACT MACHINE SALES SIMPLE

PLANT HIRE COMPANIES FROM ACROSS THE UK AND SCOTLAND ARE SIGNING UP TO BECOME AUTHORISED SALES AND SERVICE CENTRES (ASSC) FOR FINNING, GROWING THE CAT EQUIPMENT REGIONAL NETWORK TO CONTRACTORS WITHIN NOTTINGHAMSHIRE, NORTHAMPTONSHIRE AND EAST ANGLIA, SOUTH WALES AND ACROSS SCOTLAND.



Established plant hire and sales business Norris joined this year alongside other regional dealers including Cooks Midlands, Bennie Plant, South Wales Fork Trucks, and trio of Scottish firms Mark Garrick, R C Dalgliesh and LCF Engineering, who join pre-existing compact dealer DM Forklift in helping to meet a growing demand for Cat compact machines among small contractor businesses and owner operators.

Norris, which was set up in 1985, is a long-standing customer of Finning, with an established plant hire and sales business in Nottingham, providing self-drive and contract machine hire to the utilities and general construction sectors, as well as used equipment sales. The firm has been buying Cat machines from Finning since 2009 - which now make up more than half of its hire fleet.

As the business has expanded, so too has the company's ambitions to branch out further into new machine sales. This has led Norris to make a significant investment in new premises, adding a state-of-the-art purpose-built premises to display, demonstrate and service a full range of Cat compact equipment.

"The decision to become a regional dealer of Cat compact machines felt like a natural progression for the business and builds on the successful model we've developed since working with Finning, to purchase Cat mini-excavators and compact equipment ready to hire out to our contract and self-hire customers," explains Andy Norris, managing director of Norris Plant Hire and Sales.

"One of the main reasons we've continued to grow our Cat fleet is because they hold their residual value better than any other manufacturer's machine here in the UK.

"That's a key selling point to our customers, who include small contractor businesses and owner operators with just one or two machines. In many cases, the machine is their livelihood, and they need to be confident and assured that their investment makes sound economic sense."

Bennie Plant is a well-established industry specialist, and will now sell Cat® equipment across Northamptonshire and East Anglia. With



eight decades of experience in working with heavy machinery and a strong reputation for hiring out Cat equipment, Bennie is ideally positioned to help meet growing demand for Cat compact machines, as well as genuine Cat parts, Cat certified maintenance and service support.

Matthew Ayres, Group MD of Bennie said: "I am delighted that our decades-old relationship with Cat & Finning is being elevated to the next level so that we can support customers both existing and new in their requirements".

South Wales Fork Trucks (SWFT) has almost four decades of experience in selling and renting forklift trucks and is a family-owned business which currently offers over 500 pieces of equipment including hire fleet, contract hire and customer owned machines. The business also has ten mobile engineers who undergo continuous service training to maintain the Cat standards.

SWFT will distribute a wide variety of machines including the full range of mini excavators, skid steer loaders, backhoe loaders and many more.

Liz Selby, Managing Director at SWFT explains: "We're delighted to become a local Cat compact dealer here in our home region, and it will contribute to our ambition of broadening our customer base through offering a greater range of products and services. We look forward to working with Finning as we welcome more products and become a known Cat dealer."

Leicestershire firm Cooks Midlands has enjoyed steady growth over the past three decades and now employs a team of 20 people at its headquarters,

having built up a wealth of expertise in the supply and service of equipment to the agricultural and construction industries, selling over 1,000 new machines since its inception.

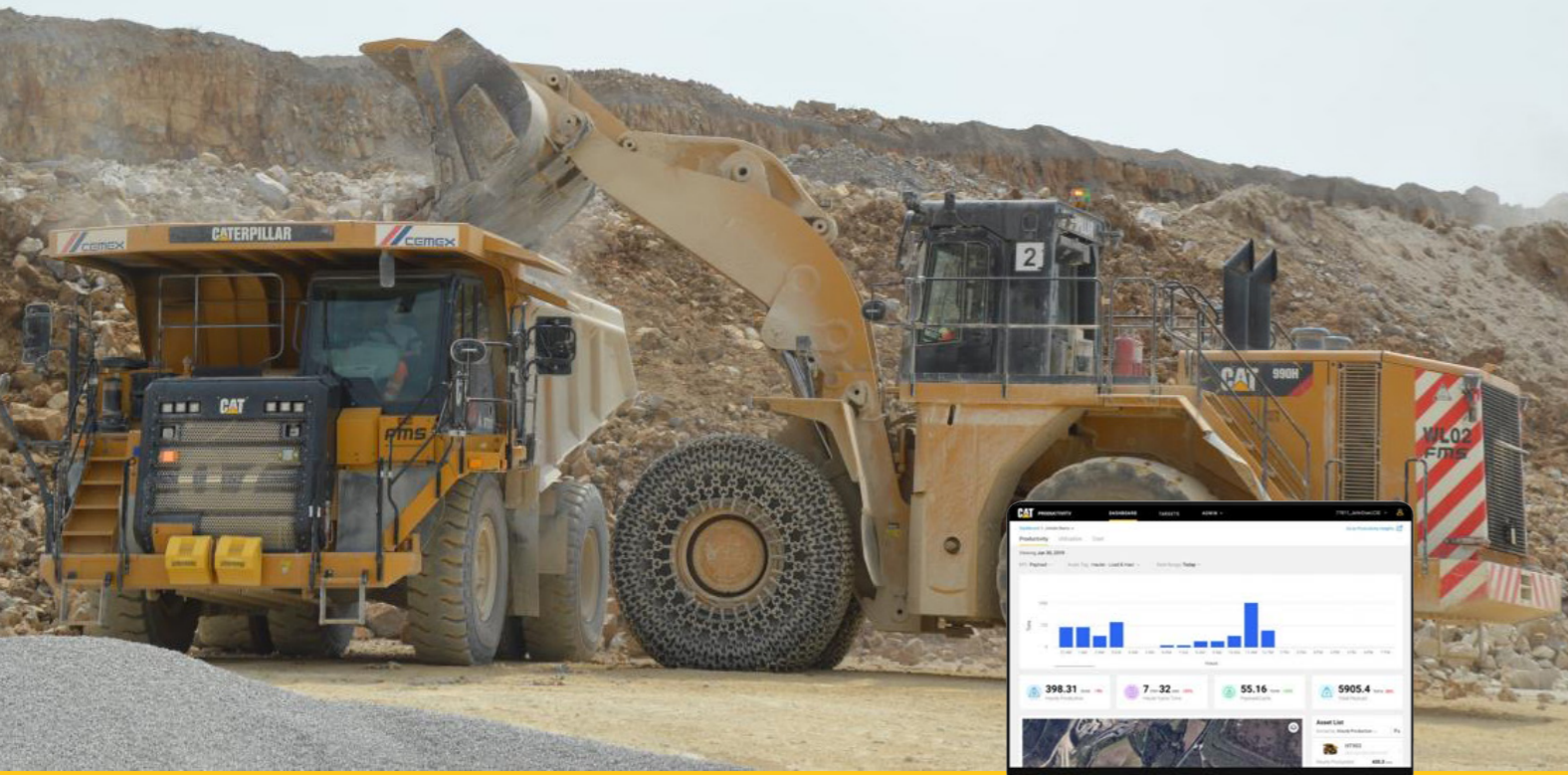
The partnership with Finning will see Cooks Midlands add a plethora of Cat models to its portfolio including mini excavators, skid steers, compact wheel loaders and backhoe loaders.

Cooks Midlands Managing Director Darren Cook added: "We're thrilled to become an ASSC for Cat compact equipment and to be working alongside Finning. This is a prestigious appointment and shows how far we've come in the three decades we've been in business. To work with Finning is something special and we look forward to welcoming customers old and new to view – and buy – the full range of Cat models we now stock."

In Scotland established companies Mark Garrick, R C Dalgliesh and LCF Engineering are equipment specialists and between them will meet the growing demand for Cat compact equipment within the agricultural sector in the country, while also offering building contractors and landscaping businesses local options to buy Cat Equipment.

Mark Garrick was established in 2000 and is based just outside Elgin, R C Dalgliesh has been trading for over 25 years based in Lockerbie and LCF Engineering is a small independent business started in 2018 based just outside Glasgow.

NEW CAT[®] PRODUCTIVITY PLATFORM BOOSTS MACHINE PERFORMANCE



FINNING CUSTOMERS ARE BEING URGED TO SIGN UP TO THE NEW CAT PRODUCTIVITY PLATFORM, A CLOUD-BASED SYSTEM DESIGNED TO GATHER AND ANALYSE A VAST RANGE OF MACHINE DATA THAT WILL BOOST MACHINE PERFORMANCE AND PRODUCTIVITY.

Customers can now track how much time their machines spend loading, hauling, and dumping, and how work is progressing whether they are on site or not. Armed with a superior level of analysis, customers are better placed to make informed decisions to ensure each piece of equipment is performing to a higher level – across multiple sites and projects.

Tom Barker, Performance Solutions Consultant for Finning UK & Ireland, said: “The Cat Productivity platform gives customers the information they need to implement the right changes to improve site productivity by lowering the cost per ton through measures such as reducing idle time, reducing fuel monitor material tracking, and track individual assets to ensure they are optimally positioned to reduce cycle time.

“We already have a number of customers utilising the platform and have had some great feedback from them because it’s so easy to use and gives them all the information they need in one place, both for reporting purposes to their client and to implement effective changes which add up to big improvements in productivity.”

Cat Productivity can be accessed 24/7 from any internet device and can be used for mixed fleets of Cat and non-Cat machines. It gathers accurate data from multiple job sites and machines into one platform

on everything from tonnes per hour, cycles per hour, load count by site or asset, working vs. idle hours and machine fuel burn, making reporting simple and improvements to jobsite operation easy to implement.

In a Cat production study, which looked at two scenarios, insights from Cat Productivity led to an optimised bucket-filling process which delivered a 20% advantage in cycle time, and an optimised truck-loading process which led to a 23% improvement in fuel efficiency.

Jobsite Dashboards allow users to view a summary of multiple job sites and metrics at a glance on one screen such as number of assets, tonnes per hour and cycles per hour, while one click into the Productivity tab allows a deeper dive into weekly load counts by asset and site for example, and cost totals for idle time and per tonne. The platform also provides an interactive map so users can monitor the movement of their assets 24/7 and monitor dump events.

To help customers get the most from Cat Productivity Finning are offering the platform as part of three support packages – Inform, Advise or Partner – which start from a set-up only bundle and range to a full partnership package to assist in implementing a continuous improvement programme.

CUBIQ[™] SUSTAINABILITY DASHBOARD DRIVES LOWER CARBON EMISSIONS AND FUEL CONSUMPTION

CUBIQ[™] SUSTAINABILITY DASHBOARD IS NOW AVAILABLE AS A UNIQUE ADDITION TO THE FINNING TECHNOLOGY PLATFORM PROVIDING VITAL DATA AND INSIGHTS TO HELP OPERATE HEAVY CONSTRUCTION EQUIPMENT AS EFFICIENTLY AS POSSIBLE.



that is performing against its use within your industry - there is nowhere else that provides customers with data like that.

“It’s also an essential tool for managers because we’ve incorporated a cost savings tab that allows them to see the impact of reducing something like idle time, for example, by just 10% in terms of actual cost savings - which is essential for them when they are putting a business case together and in understanding the impact of the improvements they’re trying to achieve.”

To help customers get the most out of CUBIQ[™] Sustainability platform data, the module is supplied with the option of three support packages – Inform, Advise or Partner – which start from a set-up only bundle to full access to the full suite of Finning expert consultancy to identify efficiencies and to help implement the necessary changes.

Hannah said: “We have a client in the quarry industry for example who wants to reduce their emissions by 3.2% and we go to the site once a month to identify tasks in key areas, such as idle time for example, and examine issues such as ‘are there any pinch points? Do they have the right number of machines and the right kind of machines? Are supervisors and managers knowledgeable enough to know what impacts their productivity?’.

“We can look at the fuel burn of any machine and check whether it is efficient and analyse what kinds of activities are driving that, and from a productivity perspective we will look at things like operator induced events, or gradients - are the haul routes too steep which increases fuel burn? Are the road connections, right?”

“Basically, we utilise all the aspects available from their data to give customers the best outcome.”

The new module works with any make or model of machine to ensure comprehensive coverage across fleets in near real-time. It can gather data on a wide range of metrics from fuel consumption, machine utilisation and emissions per site, project or by individual machine, and even predict cost savings based on reducing factors such as idle time. Crucially, a broader view of performance can then be achieved by benchmarking against industry averages.

The introduction of CUBIQ[™] comes at a time when more and more businesses are recognising the importance of reducing their environmental footprint while also facing market challenges such as increased fuel prices.

Hannah Stout, Manager at Finning Managed Services, explains:

“We are excited at the performance advantages that CUBIQ[™] Sustainability will offer to customers. We have been trialling it with a number of organisations to assess just how it can help to drive down emissions and fuel consumption.

“We’re often asked by customers about how their sustainability credentials compare to others in their sector and this unique data provides the answer. It’s even possible to select a specific machine and see how



STOKEY COMMISSIONS FINNING TO REBUILD 15-YEAR-OLD CAT® DOZER

IT'S WELL KNOWN ACROSS THE INDUSTRY THAT CAT MACHINES ARE 'BUILT TO BE REBUILT' - GIVING CUSTOMERS THE OPPORTUNITY TO SAVE THOUSANDS, BOOST THEIR SUSTAINABILITY CREDENTIALS, AND GIVE THEIR MACHINES A SECOND, THIRD OR EVEN FOURTH LIFE.

That's exactly what Stokey Plant Hire decided to do when one of its hardest working Cat Dozers was coming to the end of its operating life.



The firm originally purchased the Cat D9 Dozer from Finning in 2007 and it's been hard at work in quarries across the midlands ever since, clocking up over 22,000 machine hours (around 1500 a year for the last fifteen years).

When they initially bought the machine Stokey received the standard 12-month Cat warranty package with Finning, and at the end of 2021 Ian Jones, contract manager at Stokey, began discussions with their Finning account manager, Mark Holden, about replacing the D9 with a new machine. During discussions, Mark recommended Stokey opt for a certified powertrain (CPT) rebuild which includes replacing the transmission, engine, differential, and final drives, instead of buying a new machine.

"Machines working in quarries are hardworking and need to be both robust and reliable as they're working in harsh, unforgiving environments," explains Mark.

"While the engine, transmission and other key components will eventually need replacing before they fail and cause operational issues for the site manager, the main chassis and body of the machine is structurally sound so can be stripped back and restored to its former glory and used again, and again."

For Stokey, the decision to have the Finning service engineers rebuild the machine instead of buying a new one came down to several key factors – sustainability, cost, reassurance on performance, and reliability. Plus, Finning was able to provide a rental D9 Dozer replacement for the duration of the rebuild.



“WHAT'S IMPRESSED US MOST IS THE LEVEL OF EXPERTISE ACROSS THE FINNING TEAM, AND PROFESSIONAL PRIDE IN THE WORK THEY DO – FROM THE PROJECT MANAGEMENT TO THE QUALITY OF THE ENGINEERING WORK, AND COMMITMENT FROM ALL THE TEAM THROUGHOUT.”

THE SUSTAINABLE CHOICE

Rebuilding a machine is by far the most sustainable choice. If we look at the environmental impact of manufacturing a new cylinder head for example, compared with using a remanufactured 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 one and means there's 85% less waste being sent to landfill.

COST SAVINGS

Customers choosing a rebuild machine option will typically save around 55-60% on the cost compared with buying a new machine, which can be significant across an annual CAPEX spend.

THE END RESULT

The rebuilt machine is expected to continue to operate for another 15/20,000 hours when it can be rebuilt again. The team at Stokey were involved in this rebuild throughout each of the stages – regularly visiting the service workshop to check on progress at each of the key stages.

Sarah Jones, from Stokey said: "We've been delighted with the level of input and communication from the Finning team throughout this entire project. We've had weekly calls and visits and have been kept informed and involved at each stage.

"This is the first rebuild that we've commissioned Finning to do, and I have to say we're blown away with the finished result – it looks and sounds better than ever.

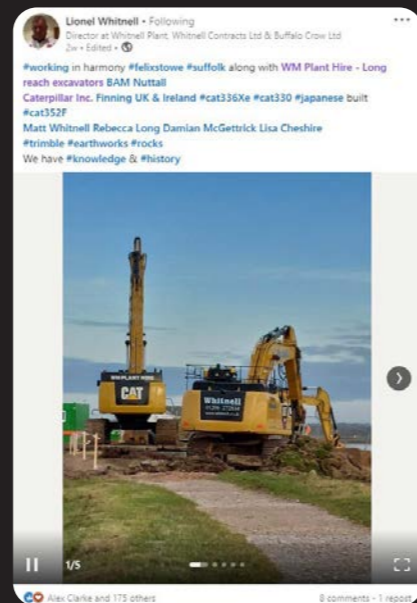
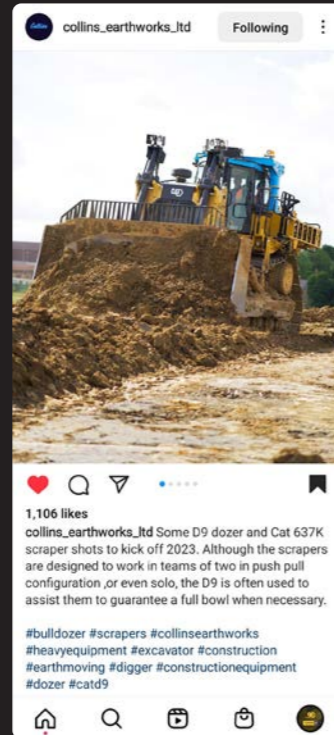
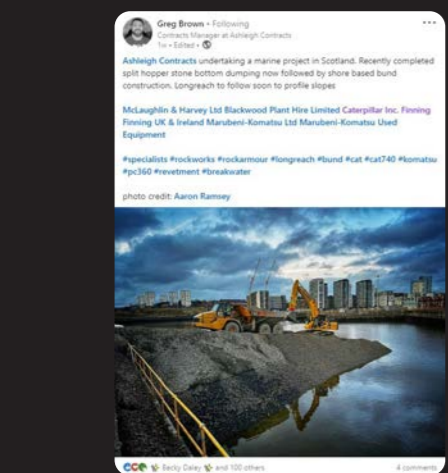
"What's impressed us most is the level of expertise across the Finning team, and professional pride in the work they do – from the project management to the quality of the engineering work, and commitment from all the team throughout. We've already booked in another machine to be rebuilt off the back of this."

KEEPING UP WITH DEMAND

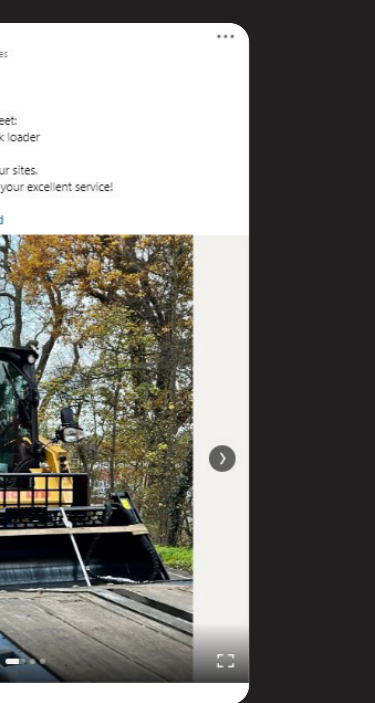
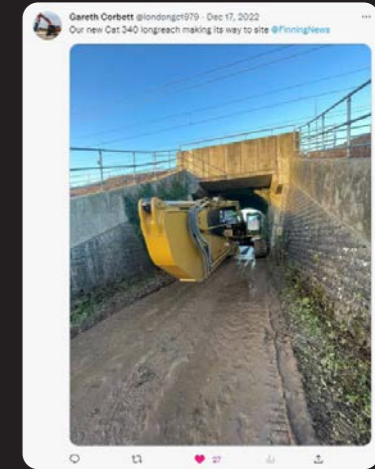
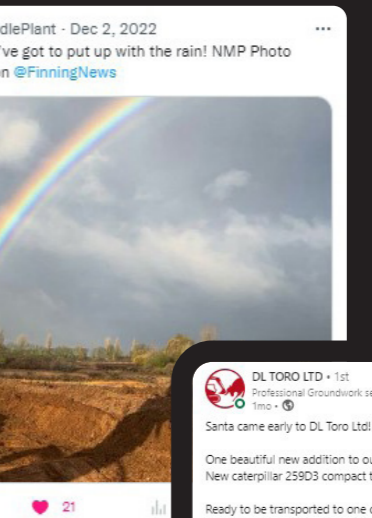
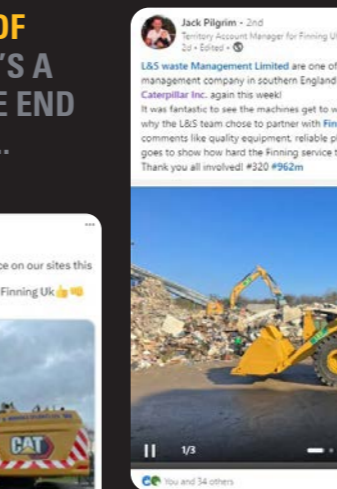
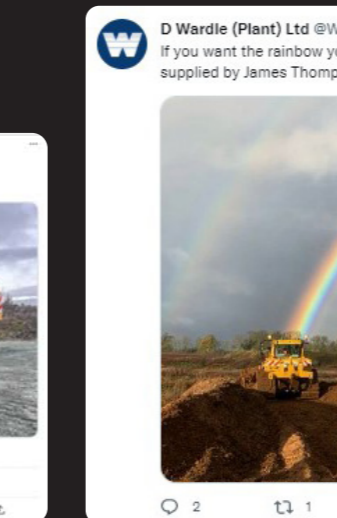
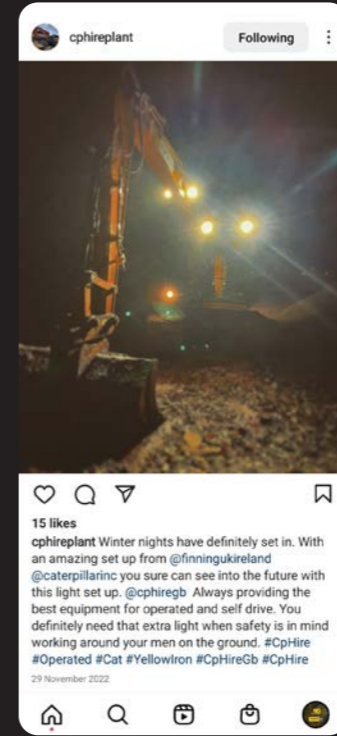
Over the last four years, Finning has seen the demand for machine rebuilds double year on year. Rebuilding is fast becoming a recommended approach for firms' fleet management, providing a sustainable and commercial complement to buying new.

SHOUTOUT

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



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.

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

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

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

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

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

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

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

Dublin - Tel +353 1 257 4000 Fax +353 1 2574085
Unit A, Aerodrome Business Park, Rathcoole,
Co. Dublin D4 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 +44 2892 661221 Fax +44 2892 661355
19 Ferguson Drive, Knockmore Business Park,
Lisburn BT28 2EX

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

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

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

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

Slough - Tel 01753 505070 Fax 01753 505071
50 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.

© 2022 Caterpillar. All Rights Reserved. CAT, CATERPILLAR, LET'S DO THE WORK, their respective logos, "Caterpillar Yellow", the "Power Edge" and Cat "Modern Hex" trade dress as well as corporate and product identity used herein, are trademarks of Caterpillar and may not be used without permission

FINNING **CAT**