

IN GEAR

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WELCOME



WELCOME TO THE LATEST ISSUE OF IN GEAR AND TO A BRAND-NEW YEAR.

Another year filled with opportunity stretches out ahead of us. For the team at Finning, our focus will centre on building and nurturing the valued partnerships we have with our many and diverse customers operating across the construction, waste and aggregates industries. We are here with the sole purpose of having a positive impact on our customers; helping you and your operations to achieve your goals, to overcome challenges and to set new standards in the industries that we work in. With that top of our minds, we are developing services that meet your evolving needs, enhancing support, systems and products to give you a competitive edge.

One example is the way we've transformed our servicing capabilities: While we continue to offer reactive service and support, more and more of our customers are opting for proactive support agreements, centred on preventative maintenance. And when the unexpected does happen, our conditioning team can accurately predict asset faults and issues remotely by drawing on data from real-time remote diagnostic sessions – over 5500 in the last two years -. This enables them to take the necessary action – ordering the right part or parts – so an engineer visiting the site can resolve the issue on the first visit, getting customer's operations back up and running with the minimum downtime.

WE ALSO CONTINUE TO INVEST IN OUR PEOPLE. THE CONSTRUCTION INDUSTRY IS EXPERIENCING A SKILLS SHORTAGE AND THE NUMBER OF ENGINEERS AND MACHINE OPERATORS SET TO RETIRE IN THE NEXT TEN YEARS IS SIGNIFICANT.

Finning's apprenticeship programme is the envy of the industry and is incredibly successful in engaging and attracting young people into engineering. As a STEM employer, we continuously work with schools and community groups across the UK & Ireland to promote STEM careers. We pay particular attention to those communities surrounding our six regional branches. It's important to us that we reflect the diversity in those communities and the industries we serve, so we actively encourage applications from everyone who is passionate about engineering, especially from those in underrepresented groups.

Thank you.

Rachel See.
Director, Sales & Marketing.
Finning UK & Ireland.

PROPRIETARY DIGITAL EARTHWORKS SYSTEM BAGS HS2 £25 MILLION SAVING

**IN A CONSTRUCTION INDUSTRY-FIRST,
A PARTNERSHIP BETWEEN FINNING UK &
IRELAND AND HS2 LTD HAS BEGUN YIELDING
MULTI-MILLION-POUND SAVINGS.**

EKFB's DIGital Graphical Earthworks Reporting programme, also known as DIGGER, powered by the Finning CUBIO[®] platform makes extensive use of data from 700 earthmoving machines, which are also fitted with electronic weight sensors to monitor the millions of cubic metres of earth moved across the line's 80km central section.

The line between the northern edge of Chiltern Hills and to the east of Leamington Spa is engineered with a series of embankments and cuttings to blend the new railway into the landscape.

To realise the design, some 53 million cubic metres of rock and earth must be moved in total; with over 27 million cubic metres shifted to date – and a similar quantity still to be moved – the system is set to make a significant contribution to delivering the job as efficiently as possible.

**UTILISING THE FINNING CUBIO DIGITAL PLATFORM
AND THE LATEST ON-MACHINE AND SITE
TECHNOLOGIES, HS2 LTD'S COLLABORATION WITH
FINNING AND EKFB JOINT VENTURE – THE MAIN
WORKS CIVIL ENGINEERING CONTRACTOR FOR THE
RAILWAY'S CENTRAL SECTION – DELIVERS REAL
TIME DIGITAL INSIGHTS DERIVED FROM TELEMATIC
DATA FROM THE 700 OR SO MACHINES EMPLOYED
TO DELIVER THE EARTHWORKS.**

To illustrate, if the live data that is fed back to EKFB's Brackley site base shows one of the 60 excavators working on that part of the site idling with a load because it is waiting for a dump truck to arrive, the EKFB team swings into action to shuffle the fleet so it can continue to operate. Similarly, the system enables the on-site team to address any pinch points on site roads which may slow down haulage operations, so they can be easily identified and resolved.



HS2 LTD SENIOR INNOVATION MANAGER, ROB CAIRNS SAID:

"Delivering HS2 remains a huge task. Most of its constituent parts are major, multi-year projects that provide both the testbed for development of innovative technology and subsequent deployment to enable benefits to be reaped.

"Once innovative, efficiency-enhancing technology has been developed and proven on HS2, it's ready to be deployed on future projects anywhere across the UK and abroad."

EKFB'S EARTHWORKS DIRECTOR MARK HARRINGTON SAID:

"DIGGER is a game changer for EKFB's earthmoving operations. By providing data that enables us to identify where inefficiencies are occurring in real time, we can implement immediate improvement measures to ensure we maintain optimum efficiency across our operations. This has meant that we've been able to reduce costs by around £25 million. A significant slice of that saving comes from reduced fuel consumption – so it's enabled a cut in carbon emissions too."

FINNING UK & IRELAND MANAGING DIRECTOR, TIM FERWERDA SAID:

Working closely with HS2 Ltd and EKFB we've successfully demonstrated how our technology-led and digitally enabled operational approach supports the delivery of large infrastructure projects in the safest, most efficient and sustainable way possible. We are proud to be spearheading this type of transformative and collaborative approach to planning and delivering earthworks.

WINTER WEATHER CHECKS: TAKE ACTION TO CUT WEAR AND TEAR

FINNING UK & IRELAND IS URGING OPERATORS AND OWNERS TO MAKE SURE THEIR MACHINES ARE FIT FOR THE WINTER TO CONTINUE TO OPERATE AT FULL CAPACITY BY MINIMISING UNEXPECTED DOWNTIME.

Frost, muddy conditions and plummeting temperatures can all take a toll on machinery through excess wear and tear, which makes winter maintenance essential.

While construction machinery is designed to withstand tough conditions, adverse weather can still have an impact and lead to issues such as damage to the undercarriage, freezing and corrosion.

In Gear caught up with Wear Parts Product Manager, Cheryl Griffith, to share some expert advice on how to keep winter wear and tear to a minimum:



CHECK YOUR LEVELS

Fluids are essential to the operation of a machine and are one of the areas that winter weather can really have an impact on as the cold can affect the viscosity of engine and hydraulic fluids. Check the oil is the right type for use in winter conditions too, while low temperature grease or coolant additives can also improve performance.

Using a high-quality anti-freeze to protect cooling systems ensures the engine operates at the right temperature - and always allow the Diesel Exhaust Fluid (DEF) system to fully purge to remove any excess moisture.

This is also a good time to look at replacing oil and filters - and to book a basic maintenance service to check for any issues.

DAILY CHECKS ARE ESSENTIAL

The undercarriage is particularly vulnerable to worsening wear and tear, if you don't carry out regular checks. With additional pressure being placed on tracks, tyres, suspension and the frame of the machine in negotiating muddy and wet conditions, regularly checking for loose parts, cracks and signs of damage can flag up an issue before it becomes a real and costly problem. Also take time to check wipers and lights as well to ensure operators can work safely in rain, wind and darker conditions.



Find out more about our servicing capabilities here at Finning here: www.finning.com/en_GB/services/aftercare/Customer_Support_Agreements

BATTERY POWER

Cold weather will not affect the life of a battery, but it can highlight if it is weak. Winter conditions place additional stress on uncharged components. If the battery is showing signs of weakness, then be sure to choose a good quality, heavy duty battery that will offer year-round performance.

TAKE YOUR TIME AND EXTRA CARE

Giving machines time to warm up properly is essential in the winter to allow them to operate at capacity - and to avoid costly and unnecessary damage to components and hoses. Where machines are not going to be used for a while, move them to a covered area if possible and disconnect the battery.

SERVICING IS EVERYTHING

If you have a service agreement in place, make sure to book in at regular service intervals based on machine operating hours and guidance from the manufacturer or dealer. Not having regular services throughout the year can really take its toll on a machine in the winter when the working conditions mean the equipment and all its components have to work harder.

PREVENTATIVE MAINTENANCE IS BY FAR THE BEST SOLUTION TO AVOID UNEXPECTED DOWNTIME DURING THE WINTER MONTHS. REGULAR SERVICING AND MAINTENANCE IS PROVEN TO KEEP MACHINES UP AND RUNNING.

At Finning we offer a range of service options for all levels from delivering parts for a maintenance schedule to planned repairs, and tailored solutions to give customers the support that is right for them.



PAVING THE WAY TO DECARBONISATION

AS THE CONSTRUCTION SECTOR INCREASES ITS PACE TO MEET NET ZERO, THE MINERAL PRODUCTS INDUSTRY HAS AN IMPORTANT ROLE TO PLAY IN HELPING IT TO DECARBONISE. HERE MICK KNIGHT, INDUSTRY MANAGER - QUARRY AND AGGREGATES, LOOKS AT SOME OF THE SOLUTIONS AVAILABLE TODAY THAT ARE HELPING COMPANIES OPERATE MORE EFFICIENTLY, AND CRUCIALLY SUPPORT MORE SUSTAINABLE PRACTICE.



The last few years has seen a lot of progress in the aggregates sector, with operators increasingly implementing new systems and approaches to improve efficiencies that reduce fuel use and carbon emissions. Better use of telemetry, for example, can help operators to make significant gains to provide greater productivity, efficiencies and ensure operator safety.

Telemetry can improve site productivity and play a pivotal role in ensuring machine performance and health, which in turn improves efficiencies. Technology such as VisionLink® Productivity can provide valuable insights for the operator on the performance of equipment. It can also uncover potential site set-up issues and pinch points, as well as highlighting operator performance issues. It can also be used to reduce machine idle time, fuel consumption and exhaust pipe carbon emissions.

Caterpillar® has a clear, long-term strategy around electrification. Our focus in the short to medium term is therefore on helping customers to better utilise the technology features that are built into the latest generation of Cat machines to increase efficiencies, and drive productivity. To address this, we've created a dedicated 'eco-drive' training programme aimed specifically at operators to hone and develop their skills and so they can make the most of the technology features available. More recently, we also introduced an 'eco-training advanced' scheme which is aimed at managers involved in planning operational logistics and educates customers on using data insights to pinpoint opportunities for efficiency improvements across sites. We're also helping our customers to understand more about the autonomous features that some of the machines now have - which again improve performance and productivity.



ALTHOUGH OFFICIAL FIGURES SHOW THE INDUSTRY IS CONTRACTING, OUR CUSTOMERS ARE STILL BUSY AND DEMAND FOR MACHINES REMAINS HIGH IN THE AGGREGATES SECTOR.

New machines today are designed to be more efficient than previous models, so customers have the option to go down a class in machine size and power to achieve the same performance. As such, we're seeing the larger excavators with the Next Gen technology features built in are proving very popular, not only because of the ease-of-use functions that they offer, but also the breakout force, digging power and fuel efficiency. This is an important factor given companies are now paying significantly more for fuel since the ban on red diesel in the UK and Ireland in April 2022. Fuel efficient machines are therefore an important consideration to help reduce operational costs.

We're also running technology day events for some of our aggregates customers to help them to understand how to get the best out of their fleets and to demonstrate the ever-changing range of new technology hardware and software available - this includes the Cat Command system and Cat VisionLink. As part of this we're also starting to deploy drone technology to help map out earthworks required on site. We have a division, called Finning Managed Solutions, which can then use the data to plan out the schedule of earthworks required in the most efficient, safe and cost-effective manner - reducing emissions and costs.

All our customers also have the chance to use a proprietary platform that we've developed called, CUBIQ® Sustainability, which allows them to monitor all their assets. It gathers data on a wide range of metrics from fuel consumption and machine utilisation to emissions per site, project or by individual machine, and can even predict cost savings based on reducing factors such as idle time.

Sustainability continues to drive other operational decisions in the aggregates sector. This is evidenced by the increase in the volume of machine rebuilds that Finning is conducting for companies in the sector, including Hanson, Aggregate Industries and Imerys. Rebuilds also offer other significant benefits for aggregate firms - financially with firms typically saving around 55 - 60 per cent when compared with the cost of a new machine.

We've seen an underinvestment in fleets over recent years and are now working closely with several quarry customers to optimise their fleet with reduced capital costs, increased productivity and better fuel efficiency. Interestingly this can include them buying into a combination of new machines, rebuilds, used and rental equipment. A used medium sized wheel loader as an example, offers a commercially viable alternative to buying a new machine and can be rebuilt to Cat certified standard within 12 weeks.

TWELVE-WEEK TRANSFORMATION GIVES CAT® LANDFILL COMPACTOR ANOTHER LIFE

A TEAM OF FINNING UK & IRELAND REBUILD ENGINEERS HAVE TAKEN JUST 12 WEEKS TO COMPLETELY TRANSFORM A 15-YEAR-OLD CAT® LANDFILL COMPACTOR FOR FCC ENVIRONMENT - REBUILDING IT WITH A MIX OF RECONDITIONED AND REMANUFACTURED PARTS SO IT IS FIT FOR A SECOND LIFE.



FCC Environment owns and operates over 200 recycling, treatment, and disposal facilities across the UK, managing more than 8.5 million tonnes of waste for their customers, which include some 72 local authorities across North Yorkshire, Suffolk and Essex.

Landfill sites are harsh environments with typically rough and contaminated land surfaces. Machines operating in these conditions therefore must be extremely hardy and robust. So, imagine the state of the machine when it rolled into the Finning service workshop after 15 years of unforgiving hard work.

FCC's current waste processing fleet alone comprises 500 machines including landfill compactors, wheeled excavators, track type loaders and articulated dump trucks, with Cat equipment making up almost half. It bought the Cat 836 landfill compactor from Finning in 2007 with a full repair and maintenance programme, which kept the machine operational with a minimal amount of downtime.

The transmission on the machine failed at the end of 2022. Working in collaboration with FCC Group Plant Manager, Bill Stone, the Finning team was able to consider the best solution that would meet FCC's needs and included looking at buying a brand-new replacement machine, or have the existing machine completely refurbished to the highest specification available with a Cat certified machine rebuild.

"As a company operating in the waste and recycling sector, we understand how important it is to embrace sustainable approaches across all aspects of our business and have transformed our operations accordingly to limit our company-wide environmental impact.

"While sustainability played a big role in our decision, we also needed to weigh up the time it would take and how much it would cost. The lead time for a replacement machine, for example, was longer than the estimated three month rebuild turnaround. Crucially it was Finning providing reassurance on the quality and performance of the machine that was the tipping point, so we commissioned them to carry out the rebuild."

Each rebuild project has a dedicated team of engineers. This one was led by Ben Marston with Thomas Raybould who worked with other engineers throughout the 12 weeks on every aspect of the machine rebuild.

The first task that the engineers undertook was to fully disassemble the machine piece by piece. This involved draining off the oils and fluids from all major components, disconnecting them, and removing the axles so the engine, torque converter and pumps could be taken out in one go. Then the transmission, fuel tank and steering cylinders were removed ready for the engineers to wash down and carry out a detailed inspection of the machine and cab to identify the full scope of work required to get the machine back to its new condition.

"This was easily one of the most challenging rebuilds I've been involved in" explained Ben Marston.

"The harsh environment that the machine has been operating in has taken its toll on every part of the machine. The transmission was the worst I've ever come across, and the cab was falling to pieces when it came in.

A KEY PART OF THE REBUILD PROCESS INVOLVES UPGRADING COMPONENTS OR SYSTEMS WITHIN THE MACHINE TO THE LATEST TECHNICAL UPDATE THAT WOULD HAVE BEEN INTRODUCED DURING THE MACHINE'S PRODUCTION LIFE.

"A key part of the inspection process involves identifying which parts can be reconditioned and reused. In this case we were able to restore and reuse seven of the ten radiator cores.

The reassembly phase can take up to nine weeks, depending on the size and complexity of the machine and reconditioning required – and this is where the technical expertise of the engineers really comes into its own.

A key part of the rebuild process involves upgrading components or systems within the machine to the latest technical update that would have been introduced during the machine's production life. This machine had a mix of remanufactured and reconditioned components. Once the major elements were refitted and the cab reinstalled, all the electrical elements were reconnected, and the oil and coolant topped up, so the machine was ready to be restarted.

The performance testing is perhaps the most critical phase of a rebuild and where all components are assessed to ensure they are within Caterpillar's approved specifications. This includes the first full run of the machine which includes bleeding all the systems and testing the electrics. Then the engine, transmission and hydraulic systems are given a thorough work out by performing pressure checks and critical electronic calibrations.

Once the panel work is reinstalled, the fire suppression and reverse camera systems are fitted – a mandatory safety requirement for machines working in landfill environments.

Adam Walker, Engine and Drivetrain Product Manager at Finning is overseeing the project. He said: "Sustainability is driving a lot of fleet management decisions, especially for those operating in the waste and recycling sector.

"Customer communication is key throughout a rebuild project, and we take a lot of care to ensure we keep the customer informed of progress on a regular basis. This includes a weekly video walk round the machine so the engineers can explain in detail what elements have been worked on and have the opportunity to flag any specific issues.

During a rebuild, we aim to recover and recycle over 65% of the original machine. In addition, customers choosing a rebuild typically save around 40-50% on the cost compared with buying a new machine. While remanufactured parts, of which there are around 8000+ Cat certified parts available, can be up to 60% less than the cost of a brand new one."

The rebuilt machine has now been back and operational on site for around three months.

Bill Stone said: "Our mobile plant fleet is key to our operation, so it is essential these assets are managed effectively, and Finning plays a vital part in that. The strong aftermarket support we've received over the years provided reassurance and confidence in deciding to have this machine rebuilt.

"The process did evolve from the original scope. This was due to many of the components of the machine only being exposed and their true condition seen once the machine was taken apart in the workshop. The finished machine sounds and looks fantastic and is a testament to the skills but also the pride of all those involved.

"Doing the right thing is vital, and choosing the sustainable option makes good business sense, and a route we will continue with as part of our fleet succession plan.

"We've been impressed with all aspects of this machine rebuild both in terms of the skill of the engineers, the level of communication throughout the process and in the quality and performance of the machine. We're already in discussions with the team at Finning about commissioning another rebuild in the next few months."

Watch the video of this rebuild project: youtu.be/9osjwLoowb8

For more information about the Finning UK & Ireland rebuild service go to www.finning.com/en_GB/services/rebuilds



WHAT DOES THE NEXT GENERATION OF CONSTRUCTION MACHINERY LOOK LIKE?

NEXT GENERATION HAS BECOME SHORTHAND FOR PRODUCTS THAT LOOK TO MEET FUTURE NEEDS, BUT HOW DOES THAT TRANSLATE IN PRACTICE AND WHAT DOES IT MEAN FOR THE CONSTRUCTION INDUSTRY, AND FOR THOSE OPERATING MACHINES IN REAL TERMS?

In 2019, Caterpillar® began to roll out a series of 'Next Gen' machines that are designed to meet the needs of the industry today and in the future, with the recent launch of the Next Gen Cat® 255 and 265 Compact Track Loaders being the latest upgrade. Here In Gear talks to Product Manager for New Equipment Solutions, Andrew Bradbury, to discuss what makes a machine next generation and how that impacts everyday use.

Technology makes our lives simpler. It makes work sites safer, ensures machines run more efficiently and prioritises first-time accuracy. In short, having the Next Gen badge means a Cat machine is equipped with the very latest technology to make operating it more efficient and effective. The machines have evolved with cutting edge operational monitoring systems, heightened safety and security features, increased comfort, and even the design and build being enhanced to improve performance.

The top line is Next Gen machines save money on fuel and are highly efficient. In comparison to earlier models, these machines can cut fuel use by as much as 25 per cent and offer 45 per cent more efficiency. While machinery developments very often focus on the savings and efficiencies that software and telematics technology can bring to a construction site, a next gen machine goes well beyond that.

THIS IS ACHIEVED THROUGH UPGRADES THAT ARE DESIGNED TO GET THE VERY BEST OUT OF A MACHINE – AND TO OFFER THE BEST OPERATOR EXPERIENCE TO SUPPORT THAT.

This includes using tougher, lighter metal in vital parts of the build, and powering the machines with Tier 4 Stage V diesel engines to keep carbon emissions as low as possible.

COMFORT AND SAFETY

The beating heart of a machine is the operator powering it and their comfort is paramount. More than creating a comfortable workspace experience, Next Gen functionality supports operational productivity. Features such as increased comfort built into the seat, additional leg room, a heated seat, automatic climate controls and good ventilation support the wellbeing and comfort of the operator. This is a workplace designed with health and wellbeing in mind – as well as efficiency.

Enhanced safety is another cornerstone of Caterpillar's Next Gen offering and has helped to mitigate safety issues construction has faced in the past. Within a Next Gen machine, visibility and awareness are maximised as standard with the cab offering all round vision, a 360° camera, object detection and password start for added security – and traceability. E-Fence technology offers protection to those near to a work area by confining the machine's movement to a set area.

EFFICIENCY

While putting health and safety front and centre, Next Gen machines are also designed to maximise efficiency. They come with built-in operator aids to support maximum performance. The in-cab display shows critical functioning, such as the tool tilt angle, manual counter, wheel rev counter and dig time, while the parameters can be changed to analyse factors such as oil temperature, engine coolant temperature and battery voltage. Trip specific analysis is also available.

Payload technology also comes as standard in all Cat Next Gen machines, measuring the weight and volume of aggregates and material lifted in each bucketload, making it easier to keep track of maximum capacity - and helping operators and site managers to ensure operations are both efficient and productive.

Accuracy is a key part of the efficiency savings that can be made with built-in technology. Cat Grade with 2D Grade assist is included on all Next Gen machines, allowing the operator to select the grade and slope, then make use of built in sensors to offer real-time guidance. This functionality takes the guesswork out of grading, so the tasks can be completed efficiently and accurately.

LOWER COSTS

While the built-in technology plays a major role, next generation machines are also built to perform. Maintenance intervals are designed to be spaced further apart to allow for more uptime while also reducing costs. Fuel filters on Next Gen machines have a 1,000-hour change interval, which doubles the filter life, while hydraulic oil filters deliver improved filtration with a 50 per cent longer change interval to cut maintenance costs.

Two-level fuel filtration is also included to protect fuel purity, while onboard technology monitors intervals. Features such as lift assist help with stability while next gen machines also make use of advanced hydraulics for optimal power.

OPERATOR KNOWLEDGE AND SKILLS STILL KEY

While technology can be a game changer in terms of jobsite accuracy, efficiency savings and management, this is optimised by operational knowledge on how to make the most out of these features. With dedicated operator training, construction firms and fleet managers can learn techniques to enhance the operational improvements that a Next Gen Cat machine brings.

As the largest dealer of Cat machinery in the world, Finning UK & Ireland offers off-the-shelf training for customers. Machine experts can take customers through all the Next Gen tech features when a new, used, or rental machine is handed over. Finning also provides Eco-Drive™ operator training focused on using the features to gain maximum savings through reduced fuel burn and idling and operate as efficiently as possible for the task in hand. Site managers and supervisors can benefit from the recently launched Advanced Eco-Drive™ training, which has been specifically designed to focus on full fleet operational practices to optimise fuel usage, improve site efficiencies and reduce overall operating costs.



LYNCH'S £57 MILLION INVESTMENT WITH FINNING

PROMINENT NATIONAL PLANT HIRE COMPANY L LYNCH PLANT HIRE & HAULAGE HAS MADE A SUBSTANTIAL £57 MILLION INVESTMENT WITH FINNING UK & IRELAND OVER THE LAST TWO YEARS.

This strategic move has resulted in the addition of 305 new Cat® machines to its fleet, complete with a full range of machine technology packages and specialist operator training. These advancements will bring many benefits for their customers and projects.

The new machines include a number of Next Gen excavators with built-in functions such as e-fence, load count capacity and Trimble® Earthworks Machine Control. Models include the Cat 320, Cat 330, Cat 336, Cat 352, and Cat 374. Lynch also purchased 20 Cat GC excavators - ten each of the Cat 313 and Cat 320 GC models.

The recent substantial machinery acquisition also encompassed buying a range of Cat dozers including multiple D3, D5, D6, D7 and D8 models – including the highly efficient XE which offers 'best in class' fuel savings for customers – a critical advantage in the face of rising fuel costs.

These purchases bolster Lynch's existing fleet of dozers and mean that the company now run one of the UK's largest dozer fleets. Recognising the opportunity for investment in grading machines, Lynch has further strengthened its expanding fleet by introducing two Cat 14 graders, and has even more in the pipeline, with further D8 and D6 dozers on order.

THESE INVESTMENTS ONLY HELP LYNCH TO LEVEL UP EFFICIENCY AND CUSTOMER SATISFACTION.

Jake Wright, Head of Regional Sales at Finning UK & Ireland, said:

"Lynch has been a customer with Finning for more than a decade. Over the last two and a half years they've really ramped up their operations because of their involvement in some big infrastructure projects across the UK. This has seen them invest in a combination of high performance and efficient machines, the latest integrated technology systems, and aftermarket services. Alongside a comprehensive training programme to ensure they're getting the best and most efficient return on their investment."

Regular sustainability discussions between the Finning and Lynch teams ensures crucial data relating to fuel burn, idle time and the specific features operators utilise are monitored. Anyone operating Lynch's hired machinery also benefit from having fast access to certifications and machine specifications, as well as 'how to' videos via QR codes in the cab. This streamlined approach ensures that customers have information and support at their fingertips for a seamless experience.

Jake continues:

"SITECH have also been involved in the majority of what we do with Lynch. In partnership with them we've carried out a series of training sessions, including one to support Lynch hire desk staff so they fully understand all the features built-into the Cat machines – which in turn helps them to provide the most suitable recommendation of equipment for their customers based on project or site application."

Lynch Director, Chris Gill, said:

"Our remarkable growth trajectory, combined with a longstanding relationship with Finning, aligns seamlessly with our preference for the reliability, brand reputation and efficiency of Cat machines. Our decision to further invest with them was a natural step.

"Finning's extensive coverage area in terms of the machinery we run from dozers to excavators, complements our needs perfectly. Our new graders amplify the support we offer customers with enhanced site efficiency, because they play a crucial role in maintaining haul routes and in achieving tight tolerances, particularly when combined with the transformative Trimble technology.

"Trimble technology streamlines operations, which saves our customers time and money. Having received in-depth training from the expert team at SITECH, we've already rolled out our own machine control training and our dedicated training school to over 250 Lynch operatives, along with offering this training to external operators.

This will ensure they can also get the best out of the technology.

"We have also upskilled many of our own operators, and during our sustainability discussions with Finning we assess our operator's performance, monitor our machines efficiency, and map driver behaviour to reduce idling time and increase fuel efficiency. We carefully match the right driver with the right equipment and provide our customers with the most suitable machines for their project, so they maximise efficiency on site."

Carl Parsons, Regional Sales Consultant for SITECH said

"Lynch were already using the Trimble® Earthworks Platform and Trimble® Works Manager design management software, but also offer Trimble machine control cab kits to their larger customers where precision, sustainability and efficiency are key.

He said:

"We've been working with Lynch to support them in being able to push the technology out to their customers, including the Trimble GPS massless motor grader which is the first sold in EMEA.

"We've also supported with technology days including a session specifically on intelligent compaction and are proud to support them in training their own telematics and machine control teams."



improve operator performance and increase the safety of your operations go to:

www.finning.com/en_GB/performance

FINNING FLUID ANALYSIS SERVICE CELEBRATES A DOUBLE MILESTONE

WE RECENTLY CELEBRATED A DOUBLE MILESTONE WITHIN THE COMPANY'S DEDICATED FLUID ANALYSIS SERVICE. THE TEAM HAS BEEN OPERATING AT ITS CURRENT LOCATION FOR THE PAST DECADE, DURING WHICH TIME THE SPECIALIST TEAM HAS TESTED OVER TWO MILLION FLUID SAMPLES FROM CUSTOMERS RUNNING HEAVY EQUIPMENT AND TRANSPORT.

FINNING ESTABLISHED ITS FLUID ANALYSIS SERVICE IN 1973, AND MOVED TO ITS DEDICATED STATE-OF-THE-ART LEEDS FACILITY IN 2013, A SHORT DISTANCE FROM THE FINNING BRANCH IN LEEDS.

During that time, the size of the team has doubled while the company continues to invest in the latest sophisticated testing equipment, ensuring the team keeps up with demand to process over 240,000 fluid samples each year.



Fluid analysis plays a pivotal role in keeping heavy groundworks equipment and transport – such as trains and buses – operational, reducing maintenance costs, prolonging life and crucially reducing costly downtime.

This service provided by the team involves analysing fluids – including oil, coolant, diesel fuel and more – which is then shared with customers in the construction, oil and gas, manufacturing, and public transport and rail freight industries to help shape their asset servicing and management plans.

“Ten years ago, we made a pivotal move to expand and invest further in our fluid analysis facility, recognising the growing demands from sectors such as rail, which makes up 23% of our business,” reflects Stephen Houghton, Laboratory Technical Manager at Finning UK & Ireland.

“Our team, comprised of 26 expert diagnosticians and laboratory technicians, have 275 years of combined experience. Their skills and experience have been instrumental in elevating our services, ensuring we cater not only to Cat equipment owners but to a broader audience in need of our expertise.”

It's not just about the numbers for Finning. Among its varied clientele – built over the years – are household names from sectors spanning food manufacturing, maritime and more. This diverse client list underscores the company's adaptability and broad reach, with 60% of its fluid samples coming from non-Cat equipment.

“Our commitment goes beyond traditional boundaries,” Stephen continues. “With services reaching customers from over 20 countries, we've always endeavoured to provide unparalleled benefits and a high-quality service. With most fluid sample reports available the next working day and real-time data viewing on our online portal, we ensure our customers stay ahead in their respective industries.”

Not only has Finning showcased versatility in service, but it has also prioritised sustainability. By advising clients to change oil based on its condition, the company champions a reduced environmental impact, maximising every litre of oil's value and minimising waste.

“Looking ahead, we're excited about the future and the continued evolution of our fluid analysis service. Our promise is to persist in our quest for excellence, driving innovation, and serving our customers with the expertise they've come to expect,” concludes Stephen.

For more details on the fluid analysis service or to explore collaboration opportunities, please visit www.fluid-analysis.com

FINNING ON TRACK TO DOUBLE REGIONAL DEALER NETWORK BY END OF 2024



NADINE CRADDOCK, REGIONAL DEALER MANAGER.



FINNING UK & IRELAND IS ON TRACK TO DOUBLE THE NUMBER OF REGIONAL DEALERS IN ITS NETWORK BY THE END OF 2024 WITH THE RECENT ADDITION OF OAKLEY MACHINERY IN SOMERSET.

Finning established a network of regional Cat® distributors in 2022 setting local company's up as Authorised Sales and Service Centres (ASSCs). As the network continues to expand at pace, Finning has brought in construction industry expert Nadine Craddock, as Regional Dealer Manager.

Nadine, who's worked for Finning for 13 years in various roles including Parts Supply Chain Supervisor and Supply Chain & Inventory Manager said: “I am excited to have the opportunity to continue to develop relationships with our existing regional dealers and look forward to helping with the company's ambitious plans to continue to grow the network.

“Having a dealer who's local to them is something our customers really value. We've also found customers like to deal with someone with industry knowledge and an understanding of the operational capabilities of the Cat machines so they can provide the most appropriate guidance on which machine is the best fit.

“As we look beyond 2023 the aim is to continue to grow the network to include other regional areas to cover the whole of the UK by the end of 2024. This will mean we can provide customers with a fast, reliable and localised service that is tailored to their needs.”

“Our most recent addition, Oakley Machinery, is positioned well to cover the South West of England – one of the area's which we don't currently cover. This sets us on target for our wider aim to cover the whole of the UK.”

WITH AN INCREASE IN DEMAND FOR SMALLER CAT MACHINES ACROSS THE CONSTRUCTION, LANDSCAPING, AND AGRICULTURAL SECTORS, EACH OF THE ESTABLISHED DEALERS ARE STRATEGICALLY LOCATED TO SERVE CUSTOMERS ACROSS THE COUNTRY.

England is covered by four dealers - Norris Plant Hire from Nottinghamshire, Bennie Plant in Northamptonshire and East Anglia, Howard Plant in the North West and Cooks Midlands covers the Midlands territory.

Scotland is covered by four dealers - Mark Garrick for northern Scotland, R C Dalgliesh takes responsibility for the south, DM Forklifts covers the east, while LCF Engineering serves customers in the central belt.

Wales is covered by three dealers - DJS Hydraulics Agri covers north Wales whilst South Wales Forklift Trucks and Frank Sutton Ltd cover the South.

Nadine continues: “Looking forward, as we start to plan for our dealer conference in the new year, I hope to be able to cover the whole of the UK to ensure accessibility for all customers. We hope to see our current dealers succeed and grow as we continue to support them by providing the best tools and training.”

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.

TECH UPGRADE HELPS CAT[®] MACHINES TO BE RUN MORE ECONOMICALLY

IN RESPONSE TO DEMAND FOR MORE USER-FRIENDLY TELEMATICS TECHNOLOGY ON CONSTRUCTION, AGRICULTURAL AND QUARRY MACHINERY, FINNING HAS UPGRADED CAT[®] CUSTOMERS TO A NEW SOFTWARE SOLUTION THAT DELIVERS INSIGHTS INTO FUEL USE AND OPERATIONAL EFFICIENCY.

A new version of VisionLink[®] is now available on all Cat machines to allow fleet managers to monitor machinery from one user-friendly web-based platform or smart phone app, which aims to maximise uptime, increase productivity and lower the cost of owning and operating equipment.

Trialled for a year on a 'field follow' system, Finning has worked alongside Caterpillar to feedback on how fleet managers wanted the new technology to look and feel, with VisionLink now becoming a standalone Cat product.

Available for both new and existing machines, Finning is offering training to customers choosing the software to help them to get the most out of their machines and to fully understand how it can best serve their needs – whether that is for one machine or a large fleet.

Key changes to the technology include the ability to monitor all relevant elements of the machine's operation package from one screen, to assign tasks to co-workers and to use a dynamic worklist to help manage the critical events surrounding fleets, in addition to still providing health data, utilisation, emissions and maintenance.

This supports economical use through lower fuel consumption, easier reporting on carbon footprint and a reduction in unplanned downtime through alerts and reminders.

The updated solution allows users to set targets that the performance of the machine can be evaluated against and reported on, such as runtime-specific data to display insights into operational use and idle time.

The software, when used with accompanying hardware, can be used to track the location of attachments to enable companies to know the location of valuable equipment as well as its machines. This is backed by geofence capabilities that will issue an alert if a machine is moved outside of a set boundary.

The new VisionLink technology will allow plant hire and construction companies to analyse fuel usage, operational hours, record hire status, location of assets and the operational hours of a machine.

THE NEW VISIONLINK TECHNOLOGY WILL ALLOW QUARRYING AND MINING COMPANIES TO MONITOR EFFICIENCIES AND FEEDBACK INFORMATION SUCH AS IDLE TIME.

Becky Wallis, Customer Support Supervisor for Technology at Finning, said: "Following customer feedback, a new Caterpillar version of VisionLink was developed, which allows customers to see exactly what their stats are, how machines have been working, which products are being utilised.

These insights allow the customers to get the most out of their machines with operational statistics helping to reduce issues such as idle costs or excess fuel burn.



"With more useability from a one-screen overview to text message alerts if machines are moved out of boundary, or if a fault is detected, the platform has been overhauled to make sure it offers exactly what customers want. It can even be used to request a service.

"The initial feedback has been great – the main driver behind the change was that site managers wanted to be able to see everything in one place, and the new platform does just that, whether you are sat at a laptop or assessing on the go from a mobile phone. The increased useability has been a great success to date."

Reports can be delivered at daily or 10-minute intervals, to provide an overview of the day's work, or an ongoing assessment of activity, while the new upgrade has added the choice to add notifications by text message to enhance accessibility when in use on site. The software also allows QR codes to be used to bring up asset details, fault codes, information on when maintenance inspections are due and how full the fuel tank is.

SHOUTOUT

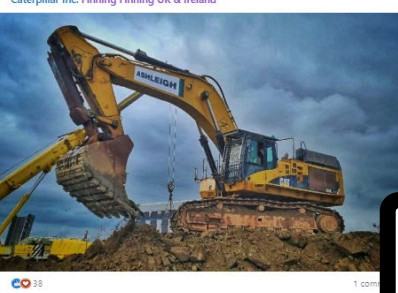
HERE'S THE LATEST COLLECTION OF SHOUT-OUTS TO OUR AMAZING CUSTOMERS WHO HAVE POSTED, LIKED, SHARED OR TAGGED US.

Mark Anthony • 2nd
 Founder at DemolitionNews.com and Diggers and Dozers magazine, owner...
 Three years ago today, I was stood in the shadow of this beauty with the team of Armac Group and the Finning UK & Ireland crew. #construction #demolition #demolitioncontractor #demolitionequipment #equipmentmental #equipmentoperator #planthire #infrastructure #constructionsite #constructionworker #constructionequipment #constructionindustry



Michael Walsh and 29 others · 2 comments

Greg Brown • Following
 Contracts Manager at Ashleigh Contracts
 Ashleigh Contracts CAT365C-ME is perfect for muckshift or handling large heavy attachments for low level processing. It has a demo guard and bucket ram guard. This machine has recently finished a project in London Gateway Port and is available should you have interest. Contact me on 07960756442 or greg@ashleighcontracts.com




Caterpillar Inc. Finning Finning UK & Ireland

the_poperator • Following



15 likes
 the_poperator Another day another dumptruck Looking after this 45 whilst someone's on holiday #dumptruck #adt #muckshift #summerlovin

Bennie Plant
 1,089 followers
 A very special delivery this morning from Finning UK & Ireland as our new custom painted Cat 962 wheel loader joins our fleet.




21 likes
 skelton_group_ltd A new litter of Cats made their arrival this week @skelton_group_ltd ! The new... more

squares.of.dirt • Following
 Kingswells




104 likes
 squares.of.dirt @t.nicholson121 keeping me fed with muck!
 #cat5 #caterpillar #muckmover #dozer #earthworks #construction

David Bramley • 1st
 Quarry Supervisor / Mobile Plant Operator at SMITH & SONS (BLETCHINGT...
 We have been having some lovely sunrises over our quarry. Smith & Sons (Bletchington) Ltd. D & M PLANT HIRE LIMITED Finning UK & Ireland Powerscreen Blue Machinery Spares KLEEMANN WIRTGEN GROUP Quarry #oneteam



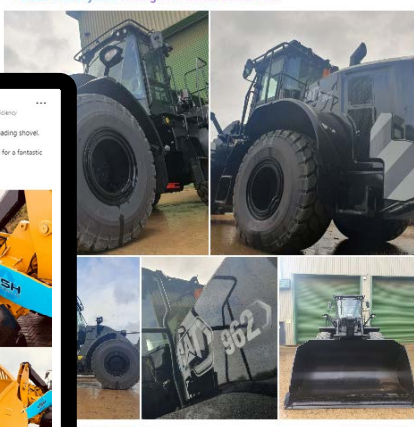
8 comments · 3 reposts

skelton_group_ltd
 Kent, United Kingdom




21 likes
 skelton_group_ltd A new litter of Cats made their arrival this week @skelton_group_ltd ! The new... more

John Nicoll [He/Him] • 1st
 Product Support Account Manager at Finning UK & Ireland
 #Blackisthenewyellow Finning UK & Ireland Bennie Plant



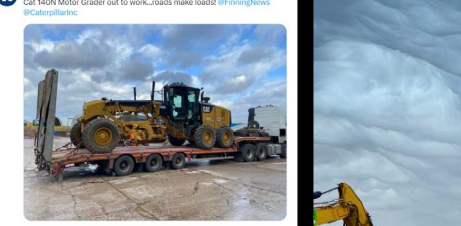
1 comment

rpa_earthmovingmedia • Following



129 likes
 rpa_earthmovingmedia Big CAT on the prowl at Glensanda... more
 View 1 comment

The Sirius Group
 10,062 followers
 Sirius Caterpillar 336




1 repost

D Wardle (Plant) Ltd [He/Him] • Nov 13
 Cat 40N Motor Grader out to work...roads make load! @finningnews @caterpillarinc



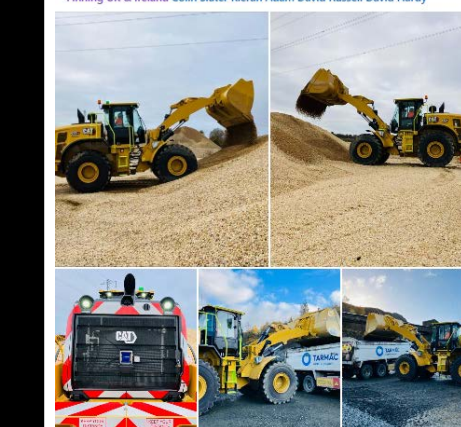
1 repost

Bradley Naitsh • 1st
 Territory Account Manager at Finning UK & Ireland
 Huge thank you to Carl & Karen of CER Groundworks for taking delivery of their new Next Gen CAT 302.7 CRa and 305 CR. Adding to their impressive fleet of CAT machinery these new machines will give complete versatility in a various array of size classes.




1 comment

Keith Perkins • 2nd
 Customer Account Manager
 New Cat 972XE's handed over to Tarmac this week at Douglasmuir and Raveling Quarry. Great to see the continued investment in Cat equipment in the Tarmac fleet here in Scotland.



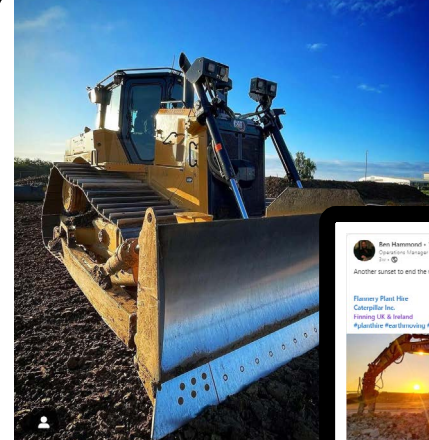
1 comment

jacksredo_shaping
 Barseback Golf
 Sunset Bros, Mark McCabe · L...




59 likes
 jacksredo_shaping What a machine 😍😍... more
 View all 3 comments

pjc_digger_life BEAST. #finning #finningcat #dozer #earthmovingequipment #heavyplantoperator... more
 abdblabo 🍕🍕🍕🍕🍕
 twiggspantworks 🍕




41 likes

plant_machinery_ireland 🇮🇪 @caterpillarinc 🇮🇪



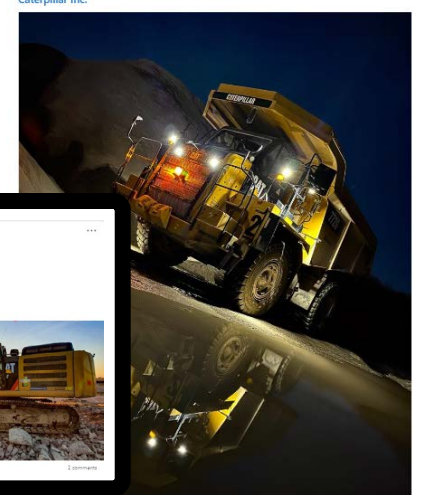
43 likes
 A 3 week old 352 NextGen!! This thing is special... Fully equipped with @trimbleofficial GPS system. #digger #diggers #excavator #excavators #cat #caterpillar #heavymachinery #heavyequipment #mining #construction #work #machinery #follow #pmi #plantmachineryireland #nextgen

thediggerlad
 Ireland



61 likes
 thediggerlad Caterpillar D6T on the Belturbet Bypass in 2012. Serious dozer these.... #thediggerlad... more
 wulliegrant Oh nice tractor that 🙄
 turnbull7429 Very early T that one.

Hannah Jones • 1st
 Production Supervisor
 Starting to enjoy operating the dumpers in and around the Quarry at Abeggle Very lucky to have such a good team at Abeggle that are willing to help and give me guidance when I need it! #teambuilding #caterpillar #quarrying #Heidelberg Materials UK #Finning UK & Ireland #Caterpillar Inc.



3 comments

Krista Barden • 1st
 Territory Account Manager - Finning CAT - Devon and Cornwall
 It was an absolute pleasure handing this Caterpillar Inc. 302.7 with tilting Geith International Ltd. hitch over to Ian Collick of IC GROUNDWORKS Ltd today. A massive thanks to all the team at Nanpean who prepped this machine and fitted the hitch with so much attention to detail.



2 comments · 1 repost

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



HERE TO HELP

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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

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Parts 01246 541571
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Peterborough - Tel 01733 334664 Fax 01733 334674
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Cams PE3 8YF

Poole - Tel 01202 330789 Fax 01202 330790
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Bristol - Tel 0117 980 2180 Fax 0117 980 2181
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Service 01606 595141
Winsford Industrial Estate, Cheshire CW7 3QE

LET'S DO THE WORK.

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