



COMPETITIVE EDGE



Innovation at Work

REGION:

Northern Ireland

SCOPE OF ENGINE USE:

C2.2 to C18

CAT® DEALER:

Finning

WEBSITE:

edgeinnovate.com



FEATURED TOPIC:
Industrial Engines

Edge Innovate has bounced back from shutdown with demand at an all-time high.

Formula One has its Motorsport Corridor along the UK's M40. For computing and IT, it's California's Silicon Valley. And, according to Dermot Murphy of Edge Innovate, the equivalent for heavy engineering is County Tyrone in Northern Ireland.

"We're a technology hub" he explains. "There's a lot of knowhow in this area for heavy engineering. That makes it easier to find suppliers, subcontractors and skilled staff."

A REPUTATION FOR EXCELLENCE

This virtuous circle is one reason why Edge Innovate has sprung back from the Covid pandemic with new products and full order books. The company's products have a well-founded reputation for quality and reliability. As Murphy acknowledges, Cat® power plays to those strengths.

"We don't aim to be the cheapest, but the best quality. Cat engines and our Cat dealer Finning are an integral part of that. We never forget that our customers can only earn when their machines are productive."

WORLDWIDE EXPORTS

Edge Innovate exports 96 percent of its production to over 60 countries around the world, including Europe, North America, the Middle East and South Africa, with a product range that includes trommel screens, portable conveyors, material classifiers and industrial shredders. The Cat engines that power them span from the 55 kW C2.2 all the way to the 597 kW C18. "The breadth of the Cat range gives us the ability to meet each market's emission standards, whether it's EU Stage V or U.S. EPA Tier 4 Final," Murphy explains. "The engines are also well-integrated within our machines, with easy access for servicing and repair. That's another plus for the customer."

POWER WITH EFFICIENCY

The flagship of the Edge Innovate shredder range is the twin shaft VS420, which the company claims to be one of the most flexible and functional slow speed shredders on the market today. It's powered by the Cat C9.3B Stage V engine that develops 310 kW, giving it ample power to cope with a range of materials from tyres to railways sleepers, mattresses and construction waste. An integral EDGE Operating System (EOS) features on-board load sensing diagnostics for optimum efficiency.

DEALER SUPPORT 24/7

Edge Innovate has a long-standing relationship with Finning, its local Cat dealership, as Finning's product manager for Energy and Transportation Peter Hutyan notes. "We're able to offer fast response times to maintain and support Cat equipment wherever it's used. A Cat engine is 'built to be rebuilt' – we've seen C18 engines with over 60,000 hours after routine maintenance including overhauls. When you look at the total cost of ownership, Cat is outstanding."

Murphy adds: "Finning's support is excellent. We have a good relationship, we can rely on fast product availability, and they're with us on site within 24 hours if we ever have an issue."

PLANNING FOR TOMORROW

Today, Edge Innovate is looking ahead with confidence. Early 2021 saw the opening of a new 37,500 ft² factory at its Dungannon facility, which will see production capacity increase by up to 30 percent. The company has also been shortlisted for two categories in the Belfast Telegraph's Business Awards, for Excellence in Exporting and Best Large Company of the Year.

As an engineering manager, Murphy looks forward to each new day. "There are always new challenges, new weird and wonderful materials. Like how to shred and recycle the carbon fibre reinforced composites that you find on wind turbine blades. It keeps you on your toes." Whatever the future holds for Edge Innovate, Finning and Cat engines will continue to give this go-ahead company the power to succeed.



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LET'S DO THE WORK.™