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AL FAIRUZ SPE ACTIVITY EX3600-6 TOUCHES 100,000 HOURS IN COLOMBIA KOMATEK AND IZMIR MARBLE FAIR 2024 IN TURKEY



Reliable Solutions

EX3600 hydraulic excavator

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The Hitachi Construction Machinery Middle East Corporation FZE magazine

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President's Message

t gives me pleasure to inform you all that I will be returning to the Tokyo Head Office in April 2025.

As I reflect on the past four years, I am filled with a deep sense of gratitude and accomplishment. Together, we navigated many unprecedented challenges, including the COVID-19 pandemic, supply chain disruptions, rapid inflation, the devastating Turkish-Syrian earthquake, and ongoing political conflicts.

Despite these obstacles, we achieved significant milestones. In Turkey, we successfully introduced the ZAXIS-7/ZW-7 series. Across the Middle East and East Africa, we launched the ZAXIS-7G. Backhoe Loader BX100, and Mining Excavator EX2000-7, while also pioneering the electrification of used ZX890-5A excavators. Parallel to these product introductions, we strategically expanded our dealer network, and I am proud to have been able to build the foundation for our continued business growth

One of the most rewarding aspects of my tenure was the opportunity to engage directly with our valued customers through exhibitions, open days, and insightful interviews. These interactions, both positive and critical. provided invaluable feedback that fueled our growth and enabled us to transform challenges into opportunities The ability to convert negative feedback into positive outcomes is a testament to the strong teamwork and unwavering cooperation between HMEC, our dealers, and end-users

As I transition to my new role and return to the Headquarters, I am confident that my successor, Mr. Norio Hisatomi, will work closely with you to achieve even greater success as a solutions provider under the inspiring "LANDCROS" vision. Mr. Hisatomi brings a wealth of experience and a deep understanding of our industry, and I encourage you to extend to him and the entire HMEC team the same level of open communication, unwavering support, and collaborative spirit that we have shared for so many years.

Finally, as I embark on this new chapter, I extend my heartfelt wishes for happiness, health, and continued success to you and your loved ones. I thank each one of you for this incredible journey. Please take care, and once again, a heartfelt thank you to all for everything.



ENKA Pazarlama and Hitachi celebrate 40 years of successful partnership

NKA Pazarlama Ithalat Ihracat, a leading player in the construction machinery sector. recently commemorated the 40th anniversary of its enduring partnership with Hitachi. This significant milestone marks four decades of successful collaboration, defined by the representation of world-renowned brands and a steadfast commitment to exceptional after-sales services.

To mark the event, a special ceremony was held at ENKA Pazarlama's headquarters in Tuzla, bringing together executives and employees from both ENKA Pazarlama and Hitachi. Key speakers at the event included Ilhan Gucuyener, Chairman of the Board, ENKA Pazarlama : Nadir Akgun, Vice Chairman of the Board and CEO, ENKA Pazarlama; Yusuke Kajita, Executive Board Chairman, Hitachi Construction Machinery; Manabu Arami, President, Hitachi Construction Equipment Middle East, and Board Member; and Aycan Akalın, Director, Product Support General Manager, Hitachi Construction Machinery.

In their speeches, the executives highlighted the achievements of the partnership and expressed a shared optimism for its continued success. Yusuke Kajita emphasised deep satisfaction with ENKA Pazarlama's exceptional representation in the Turkish market, while Nadir Akgun reflected on the successes of the past 40 years and expressed his gratitude to customers for their trust and support.

Akgun noted that despite the ups and downs of the Turkish economy, ENKA

Pazarlama has consistently ranked among the top three in the Turkish construction machinery market with the Hitachi brand. He attributed this sustained success to the company's commitment to providing strong, efficient machines and excellent after-sales services.

Looking ahead, Akgun unveiled ambitious plans for further expansion, including the establishment of new distributorships in Azerbaijan and Georgia, with ongoing negotiations for expansion into additional countries. He concluded by reaffirming ENKA Pazarlama's commitment to maintaining its top-three market position through continuous improvement in product quality, service excellence, and a relentless focus on customer satisfaction. The ceremony also included a plaque presentation and a tour of the facility.

As ENKA Pazarlama and Hitachi embark on the next chapter of their collaboration. their shared commitment to excellence, and customer-centricity innovation. promises to drive continued success and growth, both within Turkey and on the international stage. This enduring partnership stands as a powerful testament to the strength of collaboration and the mutual benefits it brings to both companies and their valued customers.





he Al Fairuz Service and Parts Engineer (SPE) activity, initiated in 2016, gained momentum in 2017 when it began to create manual reports without ConSite shots, representing a 9-year effort to enhance customer support and drive business growth.

The SPE activity at Al Fairuz is managed by Manova-san and Mohamed-san, who oversee operations across three branches in Muscat, Hayma, and Salalah. Their responsibilities include creating SPE reports, uploading them to GES, and submitting and following up on quotations to customers.

A key challenge has been identifying machines for inspection due to the limited use of communication systems in the region. To overcome this, Al Fairuz's multifaceted approach includes reviewing the daily customer list from parts counter sales, segmenting machines by region



(e.g., Sur, Sohar, Nizwa), targeting "No-Show" customers, leveraging service and parts sales data to identify high-potential customers, and utilising recommended machine lists from HCM.

The free-of-charge inspection service has yielded significant benefits for Al Fairuz. The SPE initiative has added value to Hitachi's after-sales parts and service support, by updating the active machine population database.

Positive customer feedback about the ConSite shot report has increased trust in the Hitachi brand, fostering stronger customer relationships and loyalty and increasing parts sales and service revenue. This has strengthened Al Fairuz and Hitachi's market presence in Oman, leading to a higher market share.

Despite its success, the programme faces ongoing challenges. These include



difficulties in locating machines due to the absence of satellite controllers, competition from local workshops, the availability of lower-cost, non-genuine Hitachi parts, customers' financial constraints, and the presence of in-house centralised workshops among corporate clients.

HMEC's support has been crucial to the success of Al Fairuz's SPE activity. This support includes monthly follow-up meetings with Andrew-san, provision of a monthly target list, sharing improvement recommendations during SPE meetings, inclusion of the HDPP 2nd lap within the SPE activity, and recognition of Al Fairuz's efforts through rewards from HCM.

Al Fairuz integrates several marketing initiatives to support the SPE activity. Among these are discounted service contracts for new machines (10% on labour, 5% on parts), the SPE Coverall Challenge to recognise the best-performing technicians, and free extended warranties with three-year service contracts.

Other strategies include social media campaigns, special pricing for major overhauls, the Insite Operator Training Program, email marketing campaigns, seasonal service campaigns with special offers, and training programmes for customer technicians. In addition, AI Fairuz offers a free labour charge for the 8th service for non-contract customers after the completion of 7 paid services

Earthmoving Middle East North East Africa



LCM Rota Maritime leverages Hitachi's technology to achieve excellence in seabed dredging and marine construction

stablished in 1991 as an infrastructure firm, LCM Rota Maritime strategically expanded into the maritime sector in 2005. Since then, the company has distinguished itself through the successful completion of numerous projects both domestically and internationally, solidifying its position as a leading and highly respected marine construction enterprise.

LCM Rota Maritime's evolution is a direct result of its involvement in significant and complex projects. From its inception, the company has maintained an unwavering commitment to continuous improvement to power its success.

Operating at the nexus of advanced technology and extensive industry experience, LCM Rota Maritime maintains a preeminent position in seabed dredging services. Headquartered in Tuzla, Istanbul, the company delivers effective and highquality dredging solutions, employing state-of-the-art monitoring and positioning technologies, and precision sensor systems.

LCM Rota Maritime's extensive portfolio encompasses a diverse range of successfully executed projects, including seabed dredging operations, dumping and filling operations, steel pile and sheet pile driving, and the construction of piers and

docks. With its strong technical infrastructure and strategic vision, LCM Rota Maritime consistently integrates technological advancements and innovations to deliver benchmark projects both at the national and international levels.

Demonstrating a commitment to environmental stewardship. LCM Rota Maritime embraces sustainability and environmentally friendly technologies. With its modern equipment and experienced team, the company meticulously executes each project, achieving reliable results through its unique and adaptable working models.



Hitachi & Kanoo Machinery empower Santy Excavation to boost productivity with new Hitachi ZX220LC-GI

itachi Construction Machinery Middle East Corporation FZE, in partnership with YBA Kanoo Machinery - Bahrain, recently delivered a Hitachi ZX220LC-GI excavator to Santy Excavation and Construction Company W.L.L., reinforcing Kanoo Machinery's position as the most trusted provider of high-quality equipment to meet the growing demands of the construction industry in Bahrain and the region.

The handover ceremony was attended by key figures including Manoj Kumar Tripathy, CEO of Kanoo Industrial & Energy; Kannan Chandrasekaran, General Manager (UAE, Oman & Bahrain), Kanoo Machinery LLC; Eng. Mahmoud Soliman, Sales Manager, Hitachi Construction Machinery Middle East Corporation FZE; and Renganathan Ramesh, Managing Director, Santy Excavations and Construction W.L.L.

Manoj Tripathy expressed pride in delivering the state-of-the-art excavator to Santy Excavations. He said: "This machine represents our commitment to providing the best equipment solutions in the region.







ZX220LC-GI's performance, comfort, and fuel efficiency, and said: "This excavator will significantly boost our productivity."

Kannan Chandrasekaran highlighted the ZX220LC-GI's combination of Hitachi expertise and cutting-edge technology. He added: "This excavator is designed to deliver top performance while keeping running costs low, making it an ideal choice for businesses like Santy Excavations."

The Hitachi ZX220LC-GI excavator features a powerful 125 KW (168 HP) engine, an efficient weight of 21,200 - 21,400 kg, and a large bucket capacity of 0.90 - 1.00 m³. The new ZAXIS-GI Series offers excellent fuel economy, quick and smooth movements, user-friendly operation, an advanced hydraulic system, high-quality build, low fuel consumption, and outstanding durability, making it an ideal choice for demanding construction projects.

This delivery further solidifies Kanoo Machinery's role as the go-to provider for premium construction equipment.



Hitachi in the spotlight at construction machinery fairs in Turkey

Izmir Marble Fair

key highlight at the 29thth Izmir Marble Fair edition held in April 2024, where the latest advancements in construction machinery were showcased, were the ENKA ZAXIS490 and the Remain Machine ZW370. The refurbished ZW370 machine attracted significant interest, as visitors were unable to distinguish it from a brand-new model until they saw its operation hours. Its affordable pricing in comparison to a new unit led to numerous inquiries about the refurbishing process.

Customers were updated on the overhaul and refurbishing processes, including details of the replacement of axles, pumps, coolers, electric lines, and hoses with new components.

Refurbished machines offer several advantages including: cost savings, quality assurance, environmental benefits, reduced downtime, easy availability, and customisation.

Komatek Fair, Istanbul

The Komatek Fair in Istanbul, held from May

29 - June 1, 2024, saw the participation of major manufacturers and dealers. HCM showcased a wide range of machines including ZAXIS 17U / 18U / 48U / 85USB; ZAXIS 210LCH / 350 / 890LCH; ZW180 / 310; MOROOKA MST800C; and OKADA TOP205J.

A standout exhibitor was EDM, a pioneer in converting diesel work machines to electric and which has converted around 200 units since 2011, including mid-size excavators such as the 20-30 tonne models. HCM has signed an international supplier agreement with EDM, and ZX890 is currently undergoing the conversion process.







Hydraulic Breaker

TOP-205J / TOP-300J



Quick-coupler

for quickly and safely attach and detach attachments to heavy machinery, reducing setup time and increasing operational efficiency.







COKADA





Crusher

for crushing reinforced concrete structure, concrete building, concrete bridge, concrete foundation.



Grapple

for demolition of wooden structure, scrap handling, loading, sorting and other applications.





ATEC launches Hitachi BX100 Backhoe Loader in Riyadh, Jeddah, Dammam

TEC, Saudi Arabia's leading equipment and commercial vehicle distributor, hosted exclusive launch events across three major cities in Saudi Arabia to unveil the Hitachi BX100, a powerful and reliable addition to its construction machinery lineup.

The launch events in Riyadh, Jeddah, and Dammam, introduced stakeholders to the capabilities and robustness of the Backhoe Loader (Shinrai Power), designed to handle challenging projects and terrains.

The Open Day events in the three cities emphasised the following key features and benefits of the Hitachi BX100:

Powerful Performance: Equipped with a 99HP engine and an operating weight of 8,600 - 8,800 kg, the BX100 is designed to tackle a wide range of jobs with confidence.

Fuel Efficiency: The machine is optimised for low fuel consumption, providing cost savings while maintaining high performance.

Best-in-Class Dump Height: The BX100 offers superior dump height capabilities for easy loading operations.

Comfort and Safety: The machine features a wide-view cabin and easy-to-operate controls, ensuring operator comfort and safety.

Durability: The BX100 is built with durable structures designed for a long service life. The launch events highlighted the concept of 'Shinrai', a Japanese word meaning Trust, Capability, and Reliability. This concept is embodied in the BX100, which features an impressive engine-rated power of 99 HP. The backhoe loader is designed to handle various tasks, including digging, loading, and trenching, with high fuel efficiency and a low lifecycle cost.



Hitachi Select Parts is the new par line-up of Hitachi Construction Machinery for after-sales service support. It covers wide range of our machines. Parts warranty is same as Hitachi Genuine Parts but price is lower.

POINT 01



Excellent durability under the working environments of heavy equipment

- Designed based on Hitachi Construction
- ð Machinery Company's technology
 - The warranty program provides the equivalent term with Hitachi Genuine Parts (*)
- Global sales network

Parts will be replace before becoming an actual failure



(*) This warranty program would not apply to normal wear and tear of the product. Please contact to Hitachi authorized dealers for the details of warranty conditions.

litac Select Part Imitation or will-fit parts Low





Example of utilization of Hitachi Select Parts to lower the lifecycle cost of a machine

Since the bucket teeth was worn work efficiency had started to drop, the bucket teeth were replaced.

Delivery



It was found out that some undercarriage pa during a special



Since the machine had been engaged in heavy duty work for few days, few of the track links has cracked. They were replaced as individual parts as oppose to the track link assemble replacement



LIFECYCLE OF PARTS

POINT 02

the price of Hitachi Parts are lower rts, it is economically asible to replace parts

GET PARTS

POINT 03

arts or sub-asseml ou do not need to

Replacement of the machine



UNDERCAR **RIAGE PARS**



Hitachi unveils next-gen tech at MINExpo 2024

itachi Construction Machinery Middle East Corporation FZE (HMEC) led a high-profile delegation to the MINExpo International 2024 held at the Las Vegas Convention Center, USA, where Hitachi showcased its latest mining technology, reliable solutions, and capabilities in a 25.5k sq. ft. booth. Organised by Hitachi Construction Machinery Americas, the booth highlighted new technology with a focus on ZERO emissions.

Murat Danisman, Deputy General Manager, Mining & Product Support, Hitachi Construction, HMEC, and Piet Van Bakergem, General Manager – Marketing Department, HMEC, were joined by HMEC's exclusive dealers in the region at the prestigious event.

Attendees at the event were introduced to the next-generation EH4000AC-5 rigid dump truck that sets new performance benchmarks for mine site productivity. This truck boasts one of the industry's highest payloads - 242 t - and reaches a maximum speed of 65 km/h to redefine material handling efficiency.

Two models of EX-7 excavators that balance innovation with a proven design were also on display at the event. Hitachi's EX-7 series is known for its sheer engineering excellence, and the new industry-leading excavator EX5600-7 is a productive, durable solution for all mining operations, incorporating the latest technologies, systems, and safety features. The EX1200-7 is an environmentally conscious machine and features electronically controlled hydraulic pumps, an optimised cooling package, enhanced hydraulic circuits, and a choice of emission configurations to meet regulatory requirements.

Fleet Management System (FMS) provided by Wenco International Mining Systems Ltd., an HCM Group company was also showcased at the event This provides real-time monitoring of each dump truck to optimise vehicle operation and support efficient mining operation.

At a joint invite-only event for select media and investors, HCM presented how they plan to use the advanced technology of the Group to become a stronger partner to mine sites globally.









7th HCM Group Small **Group Activity Convention** celebrates teamwork, innovation, and excellence

he 7th HCM Group Small Group Activity Convention, held on November 6, 2024, showcased a powerful blend of innovation, teamwork, and unwavering dedication. Ten dynamic teams, representing the diverse landscape of the indirect division, gathered from the head office, both domestically and internationally, and group companies, to tackle critical themes ranging from Sustainable Development Goals (SDGs) to training and corporate communication. This highly anticipated event served as a platform to celebrate creative problemsolving and the relentless pursuit of continuous improvement within the organisation.

A standout presentation was delivered by the Hitachi Construction Machinery Middle East Corporation FZE (HMEC) CYBER ALLIANCE group, led by Alp Kolagasi and Maela Ranes, accompanied by Masato Inui. Their captivating theme, "Improvement of Productivity Using AI Tools." demonstrated the transformative potential of advanced artificial intelligence technologies in enhancing efficiency, streamlining processes, and redefining productivity within their field. The team's presentation not only showcased their profound understanding of AI but also inspired attendees to embrace similar

strategies to optimise their work practices. The CYBER ALLIANCE group navigated challenges inherent in cross-functional activities, including the inexperience of some members and the logistical hurdles posed by the time difference between Dubai and Istanbul, requiring extensive reliance on online meetings. The team strategically stratified their issues into three key categories: Digital Utilisation, Sales Promotion, and Enhanced Branding.

Their leveraging various AI tools to efficiently plan strategies and achieve superior outcomes. Notably, AI design was utilized to generate interest from new customers,





innovative approach involved

create compelling image songs, and enhance motivation during service training sessions. This demonstrated a practical and impactful application of AI to address real-world business challenges. In recognition of their exceptional efforts and groundbreaking approach, HMEC was honoured with the prestigious Certificate of Excellence, a testament to their unwavering commitment to innovation and excellence. This success is a shining example of how the strategic combination of cutting-edge technology and collaborative teamwork can lead to significant advancements and impactful results.

The convention reinforced the value of collaborative efforts within the HCM Group and the critical importance of fostering a culture of continuous improvement. It was a day filled with invaluable learning opportunities, inspiring presentations, and the celebration of the remarkable achievements of each participating team, marking yet another significant milestone in the ongoing pursuit of organisational growth and progress.



EX3600-6 touches 100,000 hours in Colombia

pen-pit mines rank among the most demanding environments on Earth, and only the toughest machines survive here. Hitachi Construction Machinery mining equipment has been rising to this challenge every day! Take the Hitachi Construction Machinery EX3600-6 excavator at Colombia's Carbones Del Cerrejón mine. Battling relentless heat and humidity, this machine has surpassed expectations, clocking over 100,000 hours of operation, a testament to its exceptional longevity and reliability even in extreme environments.

Cerrejón, a Glencore company, is supported by HCM's dealer, CHM Minería. The regional head office of Hitachi Construction Machinery Americas operates at the Carbones Del Cerrejón mine, located in La Guajira, one of the largest open-pit coal mining export operations globally.

Against this backdrop, the Cerrejón mine's accomplishment reflects a robust preventative maintenance strategy. Assembled in December 2008 at Cerrejón, the EX3600-6 was selected for a life extension trial. The mine's 'Annual Shutdown' strategy was pivotal. It focused on thorough monitoring and evaluation of key structural components, including the bases of all beds, the main frame, the track frame, and the side frames. Components with a 20% margin remaining on the



average life expectancy were scheduled for major shutdowns every 6,000 hours.

In addition, a set of robust predictive techniques was also implemented for the excavator. These include structural inspection of all principal components, ultrasonic testing at critical points based on historical data from the front attachments, finite element analysis simulations, vibration tests on power transmission components, and the application of thermography techniques as per the inspection strategy. To enhance this approach, new technologies such as drones are being integrated to observe the operational

EH4000AC-5

Powerful, reliable and efficient rigid dump trucks to ensure you'll load and haul more than ever before.*

The EH4000AC-5 delivers greater productivity, reliability and durability, achieving a maximum velocity of 65 km/h.

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- Higher reliability & productivity
- Eco-friendly & efficient operation
- ★ Robust & powerful performance
- Optimization for various haul conditions
- Ergonomic & intuitive operator experience
- Safer operation than ever before.

<image><text>





behavior of components. These drones generate data that help predict component failure by monitoring temperature trends in hydraulic systems.

Throughout its more than 100,000 hours of operation, the EX3600-6 has maintained an impressive availability rate, averaging between 84.7% and 86.5%, excluding the months designated for the Annual Shutdowns.

Additionally, over the last 36,000 hours of operation, the excavator demonstrated a reliability metric of 63.3 hours of Mid-Time Between Failures (MTBF), further highlighting the effectiveness of the maintenance strategies in place.

During the annual shutdowns, significant repairs were carried out in the excavator's internal workshop, including routine reconstruction and car body repairs. Nonstructural components were continuously monitored and replaced as needed, ensuring the EX3600-6 operated at peak performance throughout its extended life.

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Hitachi Construction Machinery Middle East showcases mining solutions at Egypt Mining Forum 2024

Wenco International Mining Systems and DBC System R&D Co. Ltd partner with HCM Middle East as Gold Sponsors of the event

itachi Construction Machinery Middle East Corporation FZE participated in the Egypt Mining Forum 2024 as a Gold Sponsor, highlighting its comprehensive range of mining products designed for diverse applications within the mining industry. Joining Hitachi as coexhibitors were Wenco International Mining Systems and DBC System R&D Co. Ltd.

The event provided a platform to showcase Hitachi's ultra-large hydraulic excavators, fleet management solutions, and its partnership with DBC Makina Turkey for core drilling technology. Hitachi's ultralarge hydraulic excavators are engineered for reliability and durability, ensuring stable operation in demanding open-cast mine environments worldwide. These versatile machines are also deployed on vessels for dredging, reclamation, and marine civil engineering projects.

Building on its legacy of innovation, Hitachi Construction Machinery developed

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hydraulic excavators with an operating weight of 159 to 173t in 1979. Responding to customer demands for an even greater size, HCM introduced the EX8000, boasting an operating weight of 800t and a bucket capacity of 40m3, making it one of the largest excavators in the world.

The EX8000 is currently in operation at mines globally. HCM also prioritises operator comfort and safety, incorporating features like short-stroke electronic levers to reduce fatigue during long operating hours. To enhance fleet management capabilities, Hitachi has partnered with Wenco, a leading provider of mining fleet management solutions. Wenco's tools empower endusers with greater control over their existing fleets, enabling them to manage hauling and loading operations, track progress via real-time dashboards, and extract unrealised value from their operations. Wenco's solutions can deliver double-digit improvements in productivity and efficiency for any surface mine, regardless of fleet size or the presence of a dedicated dispatcher. Further expanding its offerings, HCM has collaborated with Turkey-based DBC Makina for the best core drilling technology.

DBC develops, produces, and markets drilling equipment for mining exploration, site investigation, and ground engineering purposes.

As one of only three companies worldwide offering the 'Total Core Drilling Technology', DBC provides a complete range of machinery and equipment, from diamond bits to drill rigs. DBC utilises computer-aided design and manufacturing (CAD-CAM) technologies in its design and production processes. Its core drills are CE-certified, and its FASTDRILL brand diamond drill bits are manufactured in computerised and atmospherically controlled furnaces. DBC is also a pioneer in introducing plastic core boxes to the drilling industry. In addition to its core drilling equipment, DBC produces special PCD bits and advanced chain saw machines for use in marble quarries. The company's various R&D projects, supported by Tübitak (The Scientific and Technological Research Council of Turkey), have many pending patent applications. DBC currently operates from its 12,500 m² factory in Dilovası, Kocaeli.

Egypt's rich gold mining history dates back to the Pharaonic period, yet the Sukari mine remains its only commercial gold mine in modern times.

Recognising the potential of its Eastern Desert, abundant with untapped minerals and precious metals, the Egyptian government is actively promoting exploration by global mining companies. To stimulate growth, the government has







The EX8000 is Hitachi's largest standard backhoe excavator, guaranteeing the utmost power and force for incredibly demanding and challenging jobs

Hitachi's EX8000 brings advanced fuel optimisation technologies, state-of-the-art safety features, and a focus on easy maintenance and operation

launched a series of bid rounds, awarding licenses to domestic and international businesses for gold and metal mining exploration projects.

With ambitions to establish itself as a worldclass trading hub for minerals and metals by 2040, Egypt aims to develop a green mining value chain by prioritising sustainable and environmentally responsible mining practices.

Held under the theme 'Advancing Exploration for Future Commercial Discoveries', the 2024 edition of the Egypt Mining Forum facilitated conversations on investment, policies and licensing, exploration, technology adoption, and infrastructure development across the entire mining and minerals value chain to advance the industry's commitment to a sustainable future.





Bridging Japanese culture and engineering: The art behind the ZX490LCH-7 excavator design

Interview with Mert Fırat -Enka Marketing Manager

What inspired you to create this impressive design?

The main reason I created the design was to combine engineering and cultural aesthetics to create a work that celebrates both technology and art. I have always been fascinated by the deep historical roots and rich forms of artistic expression of Japanese culture. The simplicity of traditional Japanese art, its harmony with nature, and its aesthetic understanding were in perfect harmony with the features of the ZX490LCH-7 excavator, which is a marvel of engineering.

In this design, I associated the power and durability of the excavator with the painting "The Great Wave", the reliability and performance of our machine with the Samurai symbol, and the innovative design and continuous improvement of the machine with the sakura trees. The traditional Japanese house, on the other hand, reflects the deep-rooted history of Japanese culture, aesthetic understanding, and simplicity.

By bringing technology and art together,

my goal was to create a bridge between Japanese engineering and art, offering our customers a technical and artistic perspective.

What does "The Great Wave" in the design symbolise and what feature of the machine do you associate it with?

"The Great Wave off Kanagawa" is an iconic Japanese woodblock print created by Katsushika Hokusai in 1831. This work represents the dynamism and beauty of nature. The size and strength of the waves symbolise the smallness and resilience of man in the face of nature. Here, the force of the waves is similar to the high power and durability of the ZX490LCH-7 excavator.

However, this machine also features ecofriendly technology that minimises its environmental impact. For example, the AdBlue system in the machine minimises carbon emissions, while other features significantly reduce fuel consumption. In this way, it showcases both power and environmental sensitivity.

What is the significance of the samurai symbol in your design and what feature of the machine is it associated with?

The samurai symbol embodies values of courage, honour, and discipline. The ZX490LCH-7 excavator demonstrates these values with its operational performance and reliability. Each component is manufactured to the highest quality standards and offers reliable performance in all conditions, like the dignified posture of a samurai.

What does the Hitachi brand and the traditional Japanese home image convey in your design?

The Hitachi brand represents excellence in engineering and technology, while the traditional Japanese house reflects Japan's rich history and aesthetic understanding. This design intertwines Hitachi's innovative technology with Japan's cultural depth, symbolising the perfect blend of modern engineering and traditional aesthetics.

What is the importance of sakura trees in your design and what feature of the machine is it associated with?

Sakura trees symbolise renewal and transformation in Japanese culture, emphasising nature's constant renewal and the transience of life. Reflecting these values, the ZX490LCH-7 is a machine that continually develops, offering stateof-the-art features that enhance work efficiency, reduce downtime, and minimise environmental impacts.

The beauty and elegance of sakura trees mirror the excavator's aesthetic design and ergonomic handling. Just as the blooming sakura creates a magnificent spectacle, this machine delivers exceptional performance in the field. The symbolic meaning of sakura trees highlights both the innovative technology and environmental responsibility of the ZX490LCH-7.



Hitachi expands footprint in East Africa, signs new dealership MoU with WABCO

itachi Construction Machinery Middle East solidified its commitment to East Africa on November 30, 2023, signing a Memorandum of Understanding with WABCO General Trading Company, a part of Daldhis Holding, based in Somaliland/ Somalia.

This partnership marks HMEC's first official dealership in the region, demonstrating its long-term commitment to expanding its footprint in East Africa.

The agreement, signed by HMEC President Manabu Arami and Daldhis Group CEO Mohamed Waberi, leverages WABCO's strong local presence, operating out of Hargeisa and benefiting from excellent access to the DP Worldowned Berbera Port and modern domestic

Chairman Kotaro Hirano's **Visit: Inspires Our Team**

n February 1st, Hitachi Construction Machinery Middle East (HMEC) received a surprise visit from Chairman Kotaro Hirano. His brief but impactful visit began with a warehouse tour, where he observed operations and engaged in conversation with employees.

Chairman Hirano then addressed the staff, delivering an inspiring message that resonated deeply. He emphasised the vast opportunities within the region, urging everyone to "strive for more," both individually and as a team. His words were a powerful motivator, reminding



infrastructure.WABCO is finalising its state-of-the-art premises, which will also house Isuzu, with an inauguration planned before summer. The facility will offer a full suite of services, including readily available stock machines and



growth and collective success.

Despite the visit's brevity, Chairman



comprehensive after-sales parts support, ensuring optimal uptime for Hitachi customers in the region. This partnership promises to revolutionize mining equipment accessibility and support in Somaliland/Somalia.



the team of their potential for continuous

Hirano's message left a lasting reinforcina Hitachi's impression. commitment to excellence and inspiring the team to reach new heights.



Hitachi's new 7G Series Model ZX490LC-7G impresses Galfar company in Oman

The Hitachi ZX490LC-7G is a powerful, fuel-efficient hydraulic excavator designed for large-scale construction and excavation projects, offering advanced features like a robust engine, smooth operation, and enhanced hydraulic performance. With its exceptional digging reach, high productivity, and operator comfort, it is built to tackle heavy-duty tasks while ensuring cost-effective performance and durability in tough working conditions.

n August 7, 2024, Hitachi's latest 7G series model, the ZX490LC-7G, was officially handed over to Galfar Engineering and Contracting SAOG in a key handover ceremony. This event marked the culmination of a successful demonstration that showcased the machine's exceptional performance, fuel efficiency, productivity, higher safety, and operator comfortability, eventually leading to a significant tender award. generation of hydraulic excavators, was put through its paces in a live demo at Galfar's facilities. The machine's advanced features, including its robust engine and enhanced hydraulic system, were on full display. Attendees noted the excavator's smooth operation and high productivity, which are crucial for large-scale construction projects

Fuel Efficiency and Productivity

One of the standout features of the ZX490LC-7G is its fuel efficiency. The machine is designed to reduce fuel



The ZX490LC-7G, part of Hitachi's new



consumption without compromising on power or performance. This is achieved through Hitachi's innovative HIOS V hydraulic system and a proven, durable engine. The combination of these technologies ensures that the ZX490LC-7G can operate efficiently, making it a costeffective choice for contractors.

Tender Award

Impressed by the machine's capabilities, Galfar Engineering and Contracting SAOG awarded Hitachi a tender for 22 units of the ZX490LC-7G. The key handover ceremony on August 7, 2024, symbolised the continuation of the partnership and the integration of these advanced excavators into Galfar's fleet.

This decision underscores Galfar's confidence in Hitachi's machinery to meet their demanding project requirements With its advanced technology, fuel efficiency, and robust performance, the ZX490LC-7G is set to become a valuable asset for Galfar and revolutionise construction operations in the region.





Arabian Supply Center and Hitachi launch cuttingedge BX100 Backhoe Loader in Qatar

n February 12th, 2025, Arabian Supply Center W.L.L. hosted an insightful seminar at the Century Marina Hotel in Lusail, Qatar, to unveil the state-of-the-art BX100 Backhoe Loader. The event commenced with a welcome address by Piet Van Bakergem, General Manager – Marketing Department, and Arami Manabu, President of Hitachi Construction Machinery Middle East Corporation FZE (HMEC), underscoring the company's dedication to strengthening its partnership with Arabian Supply Center and the Qatari market.

The seminar was informative and engaging, designed to showcase the advanced features and capabilities of the BX100 Backhoe Loader. Ahmed Choudhary, Sales Manager, HMEC, delivered an insightful presentation on the BX100, emphasising its cutting-edge technology, superior performance, and enhanced operator comfort.

A significant highlight was the presence of Sultan Al Jaber, Chairman of Al Jaber Group, who recognised and awarded the first customers of the BX100, acknowledging their trust in the new machine. His participation underscored a

ASC .

shared commitment to excellence within the industry.

The seminar provided ample opportunities for attendees to network with industry peers, discuss the latest trends in construction machinery, and explore potential collaborations. The interactive sessions with the HMEC representative provided deeper insights into the BX100's capabilities.

The BX100 seminar, organised by Arabian Supply Center, was a resounding success, leaving attendees impressed with the backhoe loader's innovative features and the company's commitment to customer satisfaction. The event positions the BX100 as a potential game-changer in the construction industry in Qatar and beyond.



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- ▶ max. boom length + max. crane jib length 75 m + 31 m
- Auxiliary sheave (2 sheaves) available as an option
- ► High functionality of the SCX-3 series





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DBC unveils DMatic, an automated drilling system for enhanced performance

urkey-based DBC Makina Sanayi ve Ticaret AS, a global leader in drilling solutions renowned for its quality and innovation and with products ranging from core drilling equipment to diamond drills, continues to push boundaries with the introduction of DMatic, a cuttingedge, computer-controlled drillina machine. Driven by customer demand

and the increasing integration of computer technology DBC invested over four years in rigorous research and development to create the DMatic core drilling computer control system that elevates drilling efficiency and safety.

Successfully tested on the ESD-9 drilling rig, the DMatic system earned high

praise from Turkish and Swedish drillers. This positive feedback paved the way for its official launch to the wider drilling community. DMatic significantly extends the lifespan of drills and drill pipes while boosting overall drilling productivity.

The system's intuitive design also simplifies the learning curve for new, techsavvy drillers, allowing them to operate with greater confidence and minimising errors.

This results in a safer, more ergonomic, and less physically demanding work environment.

Redesigned for durability and efficiency

The DMatic system incorporates a redesigned drilling machine with enhanced features:

• Increased Durability: New features like a chainless telescopic cylinder and a longlasting rod holder enhance reliability.

• More Power: A load-sensing piston hydraulic pump and an advanced hydraulic system deliver increased power, resulting in higher turnover and feed rates.

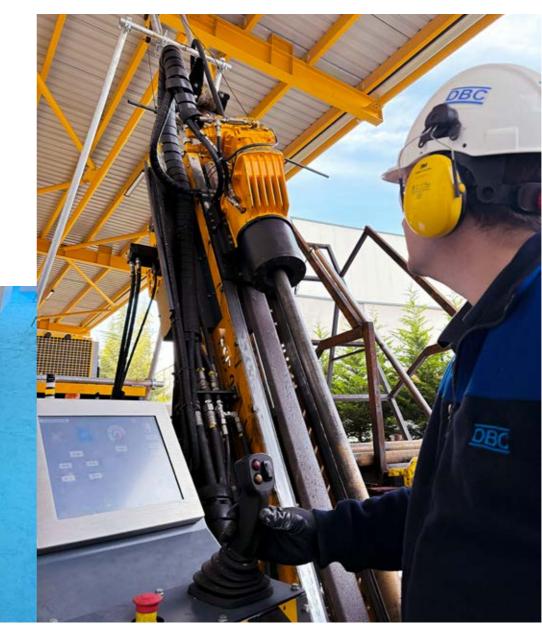
• Single Operator Efficiency: Equipped with a hydraulic worm gear group and a

turning table on the chassis, the machine can now be efficiently operated by a single operator. The DMatic control system also enables fully automated drilling processes.

· Adaptive Work Flexibility: The machine adapts to changing drilling conditions automatically adjusting to achieve the desired feed rate and proactively addressing potential drilling problems.

· Safety and Ergonomics: Safety and ergonomics are paramount, with features like an emergency stop system and an intuitive touch screen.

Looking ahead, DBC is actively working on integrating the DRobot robot arm, enabling 'hands-free' operations on the DMatic drill rig, further revolutionising the drilling industry.



Key features of DMatic

• Advanced Control System: The Canbus and Profinet Control System streamlines operations by minimising hydraulic hoses and electrical cables. Its advanced diagnostics simplify troubleshooting, and its flexible architecture allows for seamless integration of future upgrades and accessories.

• Intuitive Touch-Screen Interface: The touch-screen control panel, combined with a joystick and rotary encoder, provides effortless control parameter adjustments. The panel displays comprehensive drilling information, facilitating easy monitoring of both automatic and manual drilling operations.

• Windows-Based Flexibility: The Windows-based environment offers a versatile platform for optional features, including remote troubleshooting via the internet, recording and reporting information about connections, and drilling.

• Enhanced Safety Features: PLC valve control, supported by a separate battery backup, ensures controlled drill pipe retraction and shutdown during power failures. The console's sturdy construction protects the electronic system from shocks and vibrations, while highquality connectors help withstand harsh environmental conditions.



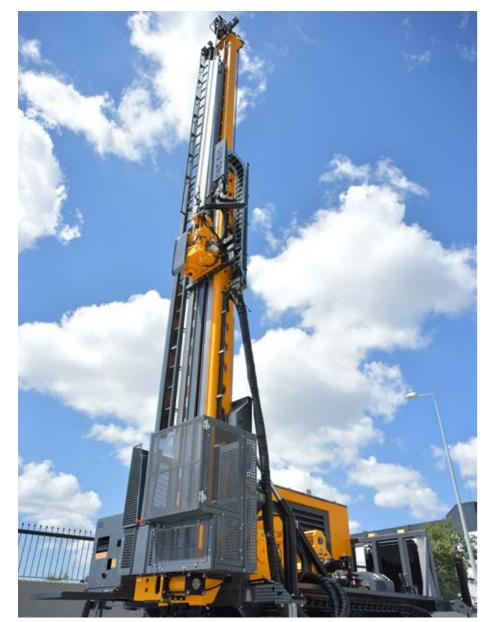


D Matic

DBC Makina earns global recognition for drilling excellence and innovation

urkey-based DBC Makina Sanayi ve Ticaret AS, a leading provider of innovative drilling technology solutions, continues to solidify its global reputation for quality and innovation. Recently, DBC's S-25 drilling machine set a record-breaking drilling depth of 2000 metres in England while at the same location, the largest machines of popular brands could drill only up to 1550 metres. This achievement was also highlighted in a BBC documentary.

Established in 1991, DBC has evolved into one of only three companies worldwide capable of providing 'Total Core Drilling Technology'. The company develops, manufactures, and markets a comprehensive range of drilling equipment for mineral exploration and geotechnical engineering, encompassing everything from diamond bits to complete drilling rigs. Previously reliant on imports, DBC



now exports its high-quality products to developed nations across the globe.

DBC offers a diverse portfolio of drilling machines for both underground and surface applications, catering to a wide range of project requirements. Through collaborations with leading international drilling companies, DBC has developed specialised solutions, including:

- Drilling machines suitable for helicopter transport
- Drilling machines compliant with ATEX Group 1 M2 standards for explosive environments
- · Specialised machines capable of operating in extreme polar conditions

The quality and performance of DBC's equipment have garnered significant recognition in international markets.

This success led to a landmark distributorship agreement with Hitachi Construction Machinery Middle East FZE. a world-renowned construction machinery manufacturer, and is now DBC's main distributor in numerous key markets.

DBC's commitment to innovation is reflected in its advanced manufacturing processes. All design and production activities are conducted using stateof-the-art computer-aided design and manufacturing (CAM-CAD) technologies. The company operates a highly sophisticated materials laboratory and a precision measurement laboratory, ensuring the highest standards of quality control. Critical materials are processed using CNC machines within DBC's facilities.

DBC's drilling machines are CE-certified, and the company's FASTDRILL brand diamond drill bits are manufactured in computer-controlled and atmospherically controlled furnaces.

DBC has also pioneered the use of matrix-bodied 8 1/2" PCD drill bits for oil and gas drilling in Turkey, developed for TPAO. Furthermore, DBC is a leader in introducing durable and environmentally friendly plastic core boxes as an alternative to traditional wooden or other materials. In addition to its core drilling equipment, DBC produces special PCD bits and advanced chain saw machines for use in marble quarries. The company's various R&D projects, supported by Tübitak (The Scientific and Technological Research Council of Turkey), has earned numerous patents and utility models.

DBC operates from its 12,500 m² factory in Dilovası, Kocaeli. A new 12,500 m² factory dedicated to the production of drilling pipes is nearing completion, further expanding DBC's manufacturing capacity. S-25: A testament to performance and



innovation. The S-25 drilling machine exemplifies DBC's commitment to performance and innovation. This fully hydraulic surface core drilling rig combines proven DBC design principles with new and powerful components. Mounted on a steel-tracked carrier, the S-25 can be easily positioned for drilling using hydraulic leveling legs, a mast sliding cylinder, a telescopic mast extension, and intuitive control levers.

The S-25's superior performance is attributed to several key features:

- Powerful main winch for core drilling applications.
- Robust power transmission system with a 4-speed funk gearbox, specialised gears, and a variable displacement hydraulic motor.
- Direct-acting pressure cylinder eliminating the need for chains.
- · Heavy-duty diesel engine developed for construction machinery, with a Stage5 diesel engine option.
- · Load-sensitive piston pumps resistant to high pressure and an advanced hydraulic system.
- Quiet engine canopy.
- Long mast option for 9 m maneuvering, constructed from high-quality steel for 100-ton pull force and featuring machined moving surfaces.
- DDP (Digital Drilling Package) for monitoring all drilling parameters and diesel engine information.
- Automatic coiled wireline winch.
- Triplex mud pump with a capacity of 250 litres/min and 140 bar.
- · Patented rod lifting system that facilitates maneuvering operations and enhances safety by eliminating the need for an assistant on the mast
- · Ergonomic control panel that allows the operator to continuously monitor all control levers and indicators.

The S-25 achieves deeper drilling capacities compared to previous models, delivering high core percentages and significantly lower drilling costs through its high feed rate and vibration-free operation. DBC emphasizes the importance of using the correct type and quality of drilling rods, core barrels, and core bits, ensuring that the equipment is suitable for the specific rock conditions encountered

Introducing the New Concept



introduce a new concept "LANDCROS" to all TEAM MEMBERS of the Hitachi Construction Machinery Group. This document explains the background of its establishment, desire behind it, and future plans. Let's unite as one group and aim for the direction we should move forward

In July 2024, we established the new concept "LANDCROS" as proof of our desire to deliver innovative solutions. The logo design features the keywords of "LANDCROS" with the Hitachi Construction Machinery Group, Japanese-rooted latest technology, and reliable solutions. From now on, under the Hitachi brand, we will utilize "LANDCROS" in a variety of internal and external occasions to spread a new image of Hitachi Construction Machinery to all stakeholders.





machinery.





LANDCROS was born from the desires of HCM employees.

In the 2022 survey for employees and staff members, we received nearly 5,000 proposals, including desires behind those words.

The most common desires can be summarized as the following five.

- We want to cross with our **customer**s on their journey.
- We want to be a **reliable** presence for our customers.
- We want to **open**ly co-create new businesses and value with our customers and partners and develop together.
- We want to propose innovative solutions to our customers and various stakeholders.
- We want to connect with land through machines and contribute to ensure a prosperous land and society for the future.

LANDCROS is a unified symbolic word that embodies the five desires. The LAND symbolizes our vision "Ensure a prosperous land and society for the future" which is defined in the Group Identity. The CROS represents "Customer, Reliable, Open, and Solutions", and reflects our direction toward becoming a solution provider.

Please note that LANDCROS must be used as a single word for trademark reasons.

We will broadly communicate our desire by placing stickers around the operator cabs of our

We will increase the recognition of the new concept through catalogs and stickers.

Earthmoving Middle East North East Africa

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Oman technician wins Hitachi's 2024 Service Technician Competition, 2025 edition announced for Dubai

he Hitachi Construction Machinery Group's Service Technician Competition, designed to elevate technical skills and proposal abilities, and drive motivation among service personnel, culminated in October 2024 at the Technical Training Center in Tsuchiura, Ibaraki Prefecture, Japan.

The competition aims to improve service quality, ensure stable machinery operation, and boost customer satisfaction.

The Hitachi Construction Machinery Middle East Dubai qualifying round, held in June 2024, saw selected service staff from five dealers (UAE, Kenya, Hagbes, and Qatar) compete in a practical excavator component inspection test using the ConSite Shot app.

An additional knowledge test covered hydraulics, electricity, mechanics, and more. Participants were also evaluated on their customer reporting skills.

At the final competition in October 2024 in Japan, top participants from various regions demonstrated their skills and knowledge and learned from their peers,























fostering valuable knowledge exchange.

Sabu S. of Al Fairuz Trading & Contracting Company LLC – Oman, was recognised for his outstanding achievement at an awarding ceremony held in Al Fairuz Head Office, Oman, in the presence of representatives from Hitachi Construction Machinery Middle East and Hitachi Construction Machinery.

HMEC has also announced details of the 2025 annual Service Technician Competition, which will be held in Dubai, UAE, in June. The 2025 edition will include both ZX-5G and ZX-7G models. Furthermore, Hi-TEP Service Technician course certification will be a requirement for participation from this year onwards.

As the competition level continues to rise, participants will have even greater opportunities to enhance their knowledge and skills.

Interested participants are encouraged to contact the HMEC Product Support Team for inquiries and further details regarding the competition.



Hagbes PLC launches Hitachi ZX350H-7G Excavator and BX100 Backhoe Loader in Ethiopia

n January 28, 2025, the Sky Light Hotel in Addis Ababa, Ethiopia, played host to an exhilarating event organised by Hagbes PLC, marking the official launch of Hitachi's latest construction machinery: the Excavator Model ZX350H-7G and the Backhoe Loader Model BX100. The launch event drew an impressive gathering of 157 attendees from diverse sectors, including construction companies, the mining industry, equipment importers, rental companies, and key government institutions, as well as the President and representatives of the Ethiopian Contractors Association and numerous enthusiasts eager to witness the unveiling of these groundbreaking machines.

The event was graced by the presence esteemed management and of representatives from Hitachi Construction Machinery Middle East Corporation FZE (HMEC), Hitachi Construction Machinery Indonesia (HCMI), and Hitachi Construction Machinery Japan (HCM). Hagbes PLC was represented by its Directors and Management, underscoring the significance of the occasion.

Event Highlights

The event commenced with an engaging opening address by Piet Van Bakergem, General Manager - Marketing, who then invited the first speaker, Manabu Arami, President of Hitachi Construction Machinery Middle East Corporation FZE (HMEC), to address the audience. Following Arami's insightful remarks, Vighen Behesnilian, Managing Director of Hagbes PLC, took the stage, accompanied by other high-ranking directors and managers who also delivered compelling remarks during the opening ceremony.

The highlight of the event was a captivating presentation by Hitachi Engineers and Sales Managers, which provided an in-depth overview of the new models'

innovative features and capabilities. The ZX350H-7G Excavator is designed to offer superior performance, durability, and efficiency across a wide range of construction and excavation tasks. Its advanced hydraulics system and fuelefficient engine position it as a true gamechanger in the heavy machinery market. Similarly, the BX100 Backhoe Loader boasts remarkable versatility and power, making it an indispensable tool for any construction project. Equipped with state-of-the-art technology and an ergonomic design, the BX100 promises to significantly enhance productivity while reducing operational costs.

Attendees were provided with ample opportunities to engage with HMEC representatives, pose questions, and examine the machinery up close. The event also featured dynamic live demonstrations, showcasing the impressive capabilities of the new models in real-world scenarios. In addition to the technical presentations and demonstrations, the event fostered valuable networking opportunities, allowing participants to connect with industry peers, discuss emerging trends, and explore potential collaborations.

Overall, the product launch event for the Hitachi ZX350H-7G Excavator and BX100 Backhoe Loader was a resounding success, generating considerable excitement and anticipation for these innovative additions to the construction machinery market.



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9	EQUATORIAL GUINEA	22	NIGERIA
10	GABON	23	REPUBLIC OF C
1	GAMBIA	25	SENEGAL
12	GHANA	26	SIERRA LEONE
13	GUINEA	27	TOGO

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Hitachi Construction Machinery Middle East Corporation FZE

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	62 AZERBAIJAN
44 KENYA	63 IRAN
45 LIBYA	64 PAKISTAN
46 SUDAN	66 SOMALI LAND / SOI
47 SOUTH SUDAN	67 ERITREA
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ETHIOPIA - Hagbes Pvt. Ltd. Co. (HCM Products) Tel: 00251 11 663 8647 / 9191, http://www.hagbes.com

IRAQ - SAVANNA Group Tel: 00964 7400 215 577, http://savanna.com

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- Arabian Trucks & Construction uipment Co. (ATEC), I: +966 114477748, Mob: +966 506620348, https://www.atec.com.sa

SUDAN - TARA International Co., Ltd. Tel: 00249 185 339524 / 00249 155 154408 http://www.tara.sd

SOMALIA - Wabco General Trading Company Burj Omaar Building ,5Th Floor Office 506 Main Road, Hargeisa, E: ayub@daldhisgroup.com

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