

GCC

GROUND CONTROL



AUTUMN 2023

ISSUE

31

ROCK STAR QUALITY



HITACHI

Reliable Solutions

CUSTOMISED FOR YOU

How to optimise your machines

DESIGNED FOR THE FUTURE

Meeting the need for zero emissions

PARTNERS IN TIME

Celebrating decades of
successful partnerships



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 Coordination, printing and circulation: Holzer Druck und Medien Druckerei und Zeitungsverlag GmbH + Co.KG, www.druckerei-holzer.de
 Please note that images may include modifications/attachments, which were provided by the local dealer.

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RELIABILITY, QUALITY AND SUSTAINABILITY

Welcome to this new look edition of *Ground Control* magazine, created for our European customers. As you flick through these pages, you'll see that the last 12 months have been extremely busy for everyone at Hitachi Construction Machinery (Europe) NV (HCME) and across our dealer network. After celebrating our 50th anniversary in Europe last year, this year we have celebrated decades of successful cooperation with several partners, some of which have promoted the Hitachi Construction Machinery (HCM) brand in their markets for 20, 30 and even 40 years.

We have also enjoyed meeting customers at numerous exhibitions, highlighting new models such as the **ZX55U-6EB** and **ZX85-6EB** electric excavators, **ZX95USB-7** and **ZX135US-7** short-tail swing excavators, **ZX95W-7** and **ZX135W-7** wheeled excavators, and **ZW160-7** wheel loader, and presenting our digital solutions. And we have heard from owners and operators in Belgium, France, the Netherlands, UK, Norway, Spain and Switzerland, on their experiences with Hitachi construction machinery.

With support from HCM in Japan, we will continue to meet the production demands for Europe, maintaining our position as

a key player. This is a highly advanced market with its machine emissions regulations and adoption of information communication technology solutions. Our aim is for HCME to be the number one reliable and high-quality equipment solutions supplier in Europe.

Sustainable solutions are still high on the agenda, and we are focusing on supplying more electric excavators to our customers in the short term. Our battery-powered machines represent our contribution to reducing our carbon footprint, and HCM is carrying out research into hydrogen engines for future developments.

We are also continuing to expand our parts and servicing, and rental businesses. They can lower machine life-cycle costs for owners, and hopefully lead to a long-term relationship with HCME.

I hope you enjoy this edition of *Ground Control* magazine and thank you for placing your trust in our equipment and solutions.

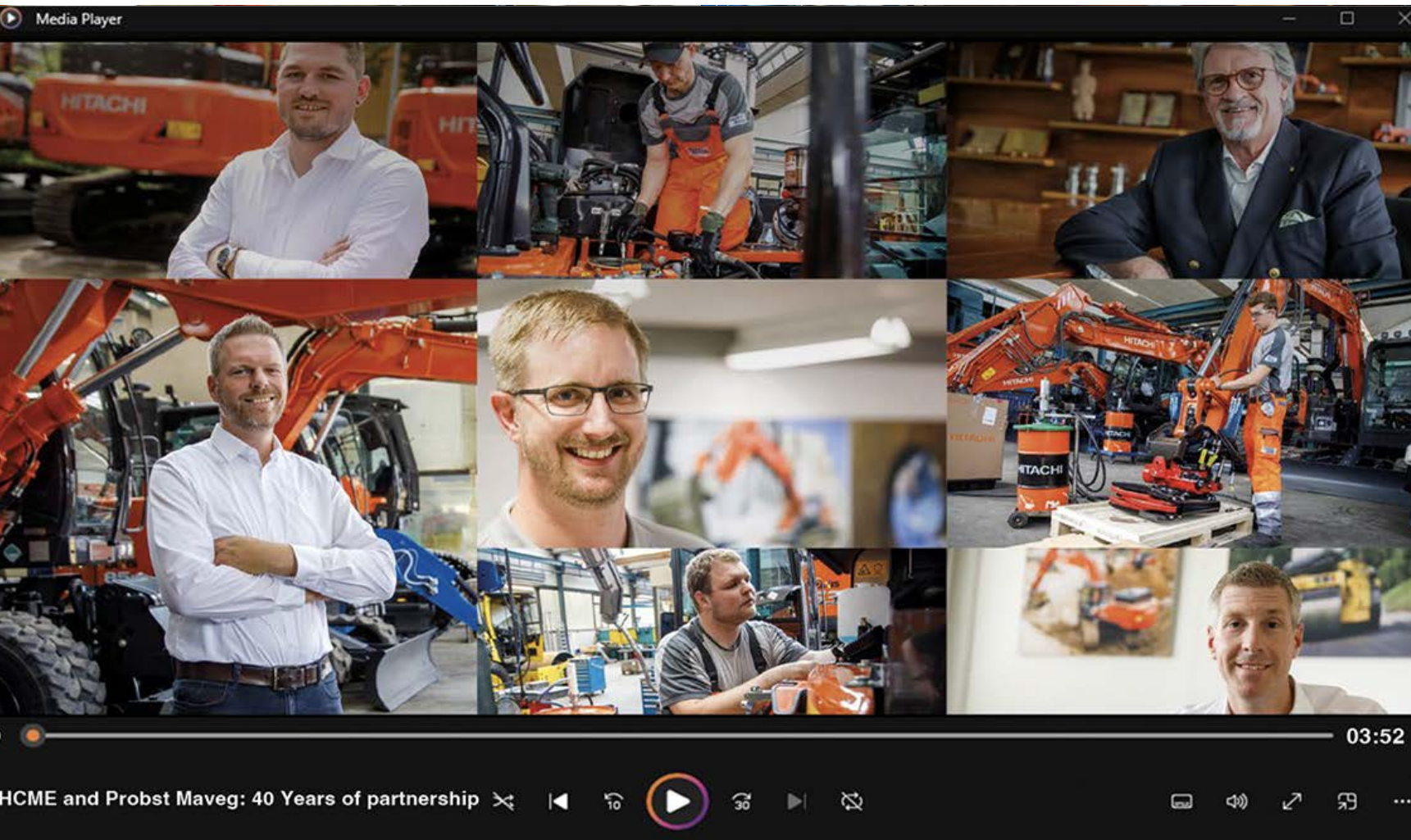
Takaharu Ikeda
President of Hitachi Construction Machinery (Europe) NV

“
Our aim is for HCME to be the number one reliable and high-quality equipment solutions supplier.



PERFECT PARTNERS

This year, we were delighted to commemorate special anniversaries with several dealers across Europe and share in the celebration of our long-term partnerships, which help to ensure lasting relationships with our customers.



40
years

**Probst Maveg,
Switzerland**

With origins dating back to 1945, Probst Maveg officially became a HCME dealer on 19 May 1983, following the delivery of a UH033 medium excavator.

Forty years later, the family-run business is led by President Jean-Marc Probst (top right) and son Nicola, who joined the company in 2012 and became CEO in 2022. It serves the French-, German- and Italian-speaking parts of the country from

its offices in Crissier (headquarters), Lyss (largest branch), Embrach and Osogna.

The dealer positions itself as a high-end market supplier and always ensures that the machines it provides are of the highest quality. This explains its synergy with Hitachi Construction Machinery, as Jean-Marc says: "The Hitachi name is synonymous with quality."



30
years

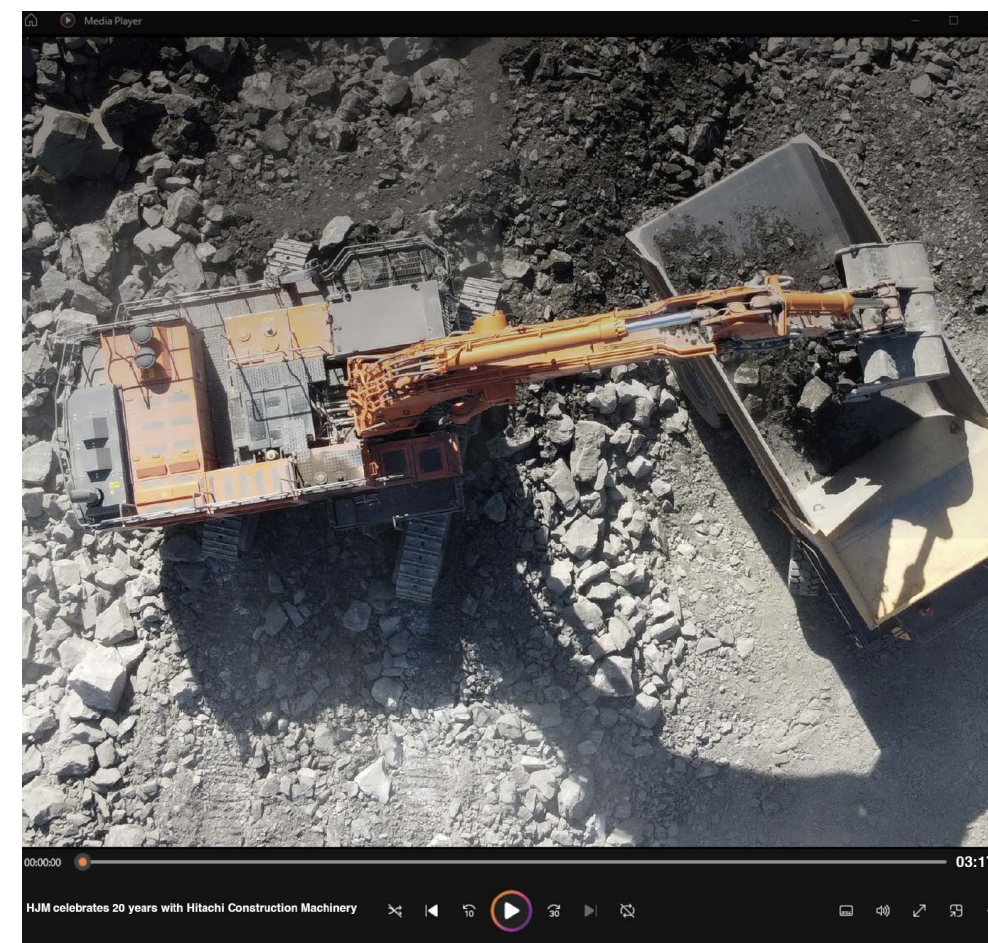
Moviter, Portugal

In May 2023, Moviter commemorated its 30th year of distribution for HCME with a special event at its headquarters in Leiria, Portugal. Since it was established in 1989 as part of the Movicortes group, the dealership has gone from strength to strength. It now has branches in Lisbon, Porto, Evora and Funchal (Madeira), as

well as international locations in Angola, Mozambique, and Morocco and Guinea Conakry.

Moviter is one of the market leaders in Portugal for the sale of construction machinery with a committed base of regular customers. It also enjoys a continued, strong relationship with HCME, which is one of the reasons behind its success.

"We really felt that the power of Moviter's organisation and the consistency of the Hitachi Construction Machinery brand could help the country's industry to believe in machine reliability," says Catarina Vieira, Movicortes CEO Board Member and exclusive shareholder.



20
years

HJM, Spain

Hispano Japonesa de Maquinaria SL (HJM) celebrated 20 years of working with the Hitachi Construction Machinery (HCM) brand in June 2023. Based in Ponferrada, León, HJM was established in 2003 by Juan Rodríguez Alvarez as the dealer for the north of Spain. In 2014, it became responsible for the whole country and opened an additional 18,000m² branch office on the outskirts of Madrid.

Since then, HJM has continued to demonstrate its dedication to HCM customers across Spain, offering high-quality equipment and service excellence. Today, the company has over 150 employees and seven branches, serving a variety of sectors, including construction, public works, environment, forestry and mining.

Over two decades, HJM and HCME have developed a strong partnership based on empathy and loyalty. "We know that at Hitachi there is always someone willing to listen and help us find a solution to improve and grow together," explains Juan.



Kiesel, Germany

A HCME dealer since June 2003, Kiesel became the brand's authorised distributor for the whole of Germany two years later. The company has a huge network of sub-dealers across the country and holds a leading position in the German

market. It is now also the exclusive supplier of Hitachi construction machinery in Austria and Poland, and has 1,200 employees and 53 branches.

In 2018 Kiesel launched Coreum, a unique platform for innovation, in which Hitachi plays a vital role. The partners then joined

together again, with the development of the European Application Center for electric construction machinery. This was expanded to establish the Kenki Technology Group (KTEG) in 2022, a joint venture to develop zero-emissions construction equipment and technology for the European market.



SCAI, Italy

One of the longest-standing members in the HCME dealer network, SCAI first represented the brand in Umbria, Tuscany, Lazio, and Sardinia in 1983. In 2003, Hitachi Construction Machinery Co., Ltd made a 49% investment in the company, and SCAI expanded its sales territories throughout Italy. Further expansion in 2006 covered Malta, Albania, Slovenia, Croatia, Bosnia and

Herzegovina, Serbia, Macedonia, and Montenegro.

Today, SCAI is based in Perugia, with seven branches, 45 workshops, 27 rental points and 140 employees. Following an expansion of the Italian network in 2020, SCAI continues to provide high levels of service to customers in Lombardy, as well as central and southern regions.

"Our companies are two professionals, united in customer satisfaction: Hitachi for the product and SCAI for the organisation of local services," says Elisa Cesaretti, SCAI Marketing Communications Manager. "Together with Hitachi, we have managed over the years to become the leader of the Italian market."

Dealers

Rotator is proud to have worked with Hitachi Construction Machinery all these years.



Rotator, Finland

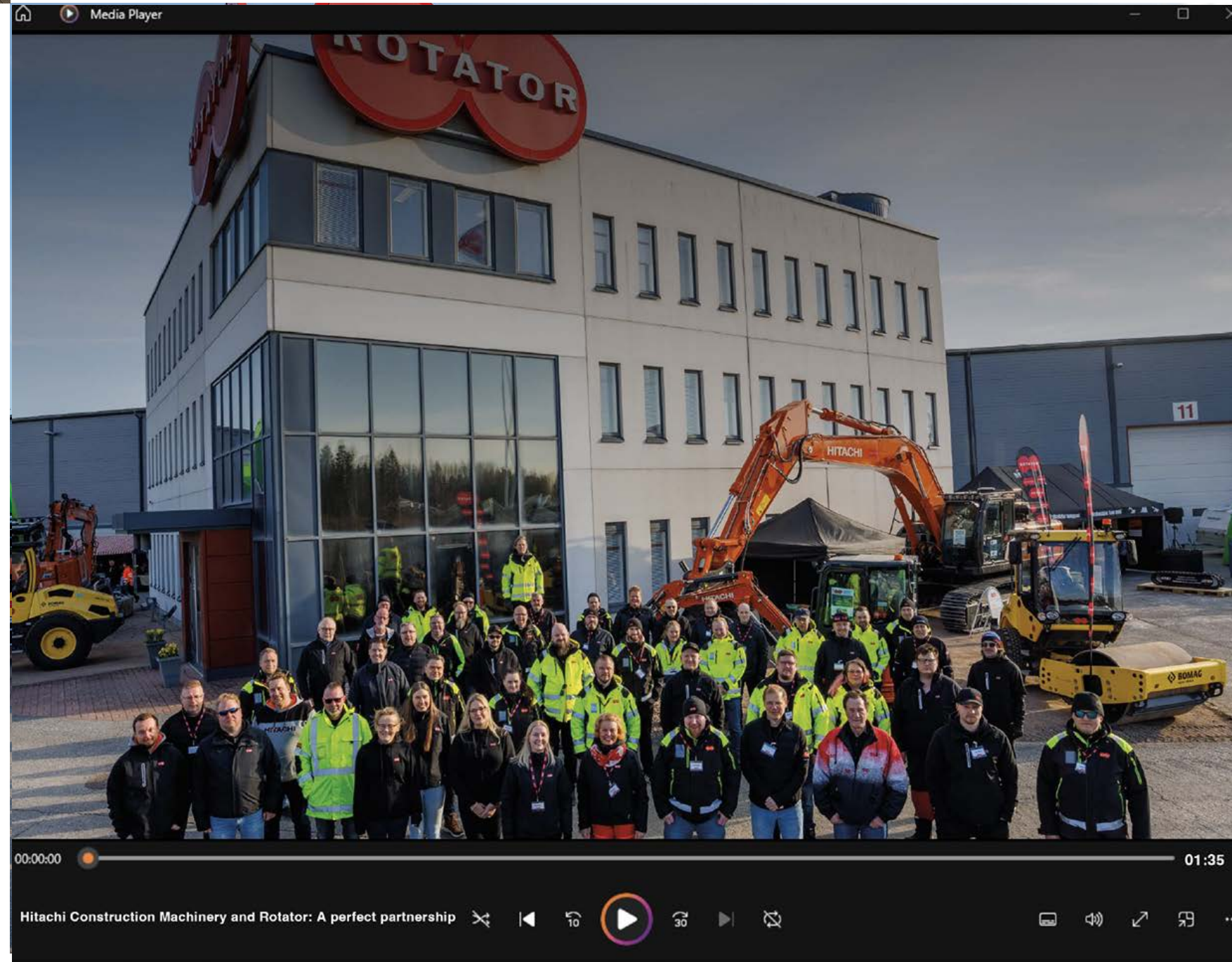
Rotator officially signed its dealership contract with Hitachi Construction Machinery Co., Ltd in 1983. The first model delivered to Finland was the UH081 in April 1983. During the first year, Rotator delivered a total of ten Hitachi excavators: nine UH081 models and one UH121.

Managing Director Janne Wartiovaara says: "Rotator is proud to have worked with Hitachi Construction Machinery all

these years. Its excavators and service are always top quality."

With winter conditions proving particularly challenging in Finland, Rotator's partnership with HCME has allowed it to supply reliable equipment that can endure the conditions of demanding job sites.

These include mines, for which Rotator is one of the country's leading machine suppliers. According to Janne: "Our relationship has allowed us to establish a reputation for high levels of performance and reliability."



SHOW TIME

It's been an eventful year – here are our highlights from Europe's biggest trade shows and exhibitions.

The Dig Tour, France

This major annual event for the public works industry took place in Rouen and Nantes in May. Created in 2021 by Hitachi Construction Machinery France, it places a strong emphasis on camaraderie, providing space for interactions among professionals, customers, partners, and suppliers.

One highlight was a challenge for visitors to reconstruct the word 'Hitachi' using a wheeled excavator. The winner accomplished this task in just one minute and 11 seconds, showcasing the precision of Hitachi equipment.

Testing the latest industry innovations was also at the core of the Dig Tour experience, with visitors having the opportunity to try out seven models. The event successfully blended conviviality, technical challenges, practical trials, and a spotlight on Hitachi Construction Machinery innovation.



TKD, The Netherlands

The largest outdoor construction machinery fair in western Europe, TKD (*Technische Kontakt Dagen*) was held for the first time in five years and attracted a record number of industry professionals in June. HCM Nederland exhibited at the three-day event, with 17 machines on show, including three electric excavators, the **ZW160-7** wheel loader, and the première of the new **ZX95US-7**.

TKD offers visitors an opportunity to test and compare their favourite brands. The Hitachi construction machines that were available for testing included the: **ZX55U-6EB**; **ZX85-6EB**; **ZX95W-7**; **ZX135W-7**; **ZX150W-7**; **ZX210-7**; **ZX300-7** with CoPilot; and the **ZW250-7**.



IRE, The Netherlands

IRE was held alongside the European Rental Association convention at Maastricht MECC in June. It was a fantastic opportunity for rental customers to see the latest battery-powered equipment, software and technology.

Alongside the new **ZX85-6EB** zero-emission excavator, HCME highlighted its successful Premium Rental programme at the exhibition. It offers a fleet of more than 1,000 machines, giving customers access to the latest models and technologies, including the full range of excavators from mini to mining, and **ZW-7** wheel loaders. Recently expanded to the Baltic countries, the successful rent-to-rent programme involves almost 40 of HCME's European dealers.

SaMoTer, Italy

Over 40,000 visitors from over 90 countries attended the 31st SaMoTer event, held in May. A wide range of Hitachi construction machinery and solutions were on display including the: **ZX95W-7** wheeled excavator; **ZX95USB-7** and **ZX135US-7** short-tail swing excavators; **ZW160-7** and **ZW250-7** wheel loaders; as well as ConSite, Leica Geosystems technology, and Premium Rental. The new eight-tonne zero-emission **ZX85-6EB** was another highlight.

"Together with our trusted Italian dealers – SCAI, Comac, Franco Clo, KMI, Massucco T, Salomoni, and WR57 – we would like to thank everyone who came to see us at SaMoTer," said HCME Italy Branch Managing Director Richard Egellie.



Plantworx, UK

Plantworx returned in June with a line-up of over 300 innovative exhibitors, including Hitachi Construction Machinery UK (HCMUK). Its stand focused on Hitachi Connected Technology, with some of the most advanced Zaxis-7 excavators on display.

These included: a **ZX225USR-7** installed with Engcon tilt rotator, Leica Geosystems base kit, X Watch 5 and Datatag; and a **ZX135W-7** with two-piece boom, equipped with Steelwrist X18 tilt rotator and Datatag. In addition, several other Hitachi Construction Machinery excavators were displayed on some of HCMUK's supplier stands for demonstration purposes.



WORLD OF HITACHI

Sharing news highlights from our approved dealers, their customers and job sites across Europe...

Coastal work, Denmark

A new **ZX490LCH-7** super long front excavator was delivered by H.P. Entreprenormaskiner to VG Entreprenør A/S to work at Køge Harbour, moving 3,000 tonnes of stone and approximately 6,000m³ of sand. The company specialises in coastal protection projects, as well as construction work on harbours. With decades of experience, VG is regularly trusted by Denmark's Coastal Directorate to conduct work on the country's coast. With this demanding job site, VG required a durable machine that could handle this heavy-lifting – often for more than 10 hours a day.



Making mushrooms, The Netherlands

A ZX170W-5 has been put to work at the Efteling Theme Park, assisting with the reconstruction of a section of its Fairytale Forest. The Zaxis wheeled excavator helped with rebuilding three giant mushrooms from the park's Mushroom Village, which were removed to be upgraded. The ZX170W-5 was used to transport the heavy mushroom hats, which had a diameter of 3-5 metres, during the night. The hats then needed to be perfectly aligned for attachment to the correct stems.



New supermarkets, Portugal

Vitor Almeida e Filhos took delivery of a **ZX135US-7** short-tail swing excavator to join its existing fleet of five Hitachi Construction Machinery models. Based in Mamarrosa (Aveiro), the company specialises in road construction, infrastructure and urban developments. The new ZX135US-7 will improve productivity on its first assignment, a construction site for a new Mercadona supermarket in Figueira da Foz.



Quarrying, France

Specialist quarrying company CBA has taken delivery of a customised **ZX350LC-7** medium excavator, supplied by Prowimat. As per the customer's request, Prowimat's talented team has ensured the medium excavator is quarry ready. A subsidiary of Eurovia and the VINCI Group, CBA is responsible for the extraction of one million tonnes of aggregates per year. The new Zaxis-7 machine will be based in Hautes-Alpes, in the village of Montmaur.

Demolition, Italy

This **ZX135US-7** started an interesting demolition job in the Port of Imperia, according to Italian dealer Massucco T. It seems like the orange machines are multiplying in Liguria!



Dealer news

Steinexpo 2023, Germany

"Great weather, great people and interesting conversations" – the summer event in Germany, where our authorised dealer Kiesel showcased the latest Zaxis-7 and ZW-7 machinery, was a big success.



Tower construction, Austria

This ZX350-7 excavator with clamshell telescopic arm (CTA) appeared on a prestigious project in Vienna. Owned by PORR AG and supplied by Kiesel Austria, the special application excavator has been working on the construction of the new DC Tower 2. With an impressive depth range of up to 30 metres and a loading time of only 50-60 seconds, the durable model has already proven itself on this demanding contract.



For more stories like these, please visit **Onsite:**



GOLDEN YEAR



In 2022, HCME marked its 50th anniversary with special events in Amsterdam attended by customers, dealers, and employees both past and present.



A symbol of sustainable growth

Hitachi Construction Machinery President Kotaro Hirano was guest of honour and planted a cherry tree outside HCME's headquarters in Amsterdam. He was accompanied by HCME President Takaharu Ikeda, alongside members of the Management Board.



Anniversary

Award-winning support

An inaugural awards ceremony for the HCME dealer network celebrated their ongoing commitment to the Hitachi brand. The awards recognised success in the parts and rental areas of the business, the rapid adoption of digital and customised solutions, and a lifetime achievement award was presented to Jean-Marc Probst of Swiss dealer Probst Maveg.



Celebrating with customers

HCME's Amsterdam factory and headquarters hosted around 3,500 customers and employees and their families. Twelve new machines were presented in the demonstration area and a refurbished UH04 was on display. Visitors enjoyed factory tours, specially created movies, games and refreshments.



Thanking loyal employees

At a party for HCME and HCM Nederland staff members, gifts were given to 28 employees celebrating special anniversaries, and to the HCME Management Board. President Ikeda gave a speech, highlighting the history of the company, thanking employees for their efforts, and working together in the *Kenjin* spirit.

Alfredo Polti SA is typical of the family businesses working in the natural stone industry in the south of Switzerland. For more than 100 years it has been following the tradition of craftsmanship in the Calanca Valley. Yet its way of working and philosophy are anything but outdated, including its choice of quarrying machinery.

After owning some used 20- and 30-tonne Hitachi machines in the early Nineties, the Arvigo-based gneiss quarry has been home to: two ZX500LCHs, purchased in 2003; two ZX520LCR-3s delivered in 2010; and the latest acquisition of a new ZX530LCH-7 in 2022.

“We have used Hitachi machines for excavating, preparing the benches and digging loose materials for many years,” says Managing Director Giovanni Polti. His grandfather started the quarry in 1920 before Alfredo Polti SA was established in 1950 by his father, Alfredo.

The latest ZX530LCH-7 has accumulated 870 working hours and was supplied with a five-year, 5,000-hour full-service contract by Swiss HCME dealer, Probst Maveg. “It’s a very strong and powerful machine, but we also benefit from low fuel consumption,” adds Giovanni. “In our opinion, it’s very reliable for the tough jobs and working conditions in the quarry.”

Best technical support

Alfredo Polti has enjoyed a 30-year working relationship with Probst Maveg and Giovanni confirms that they are satisfied with the service provided: “One of the most important factors in our loyalty to Hitachi is what we consider to be the best technical support available in the region from Probst Maveg. The closest branch is nearby in Ticino, and the engineer can be with us within 30 minutes if there’s any issues with the machine.



Lorenzo Savoia, operator.

“I have found the Hitachi to be very fast, even though it is a massive machine. So, this makes it quite easy to operate.”



Alfredo Polti SA employs 40 staff across the offices, production facility and quarrying site.

ROCK-SOLID RELIABILITY

How Zaxis-7 large excavators are winning over quarrying customers in Switzerland, including those with decades of experience as well as those new to the brand.





Every year, between 400,000 and 500,000 tonnes of materials are processed in the site's crushing and screening plant into various sizes of products for a wide range of applications.

Job site

“**Hitachi was the robust machine that we needed for the tough job site conditions.**”

this is more important than saving some money elsewhere. We are very happy, and because of this we would not consider buying another brand of excavator.”

Lorenzo Savoia has 13 years' experience as an operator and has worked exclusively with the ZX530LCH-7 since it was delivered 12 months previously: “I have found the Hitachi to be very fast, even though it is a massive machine. So, this makes it quite easy to operate.

“It has so much strength, and yet it's very precise in moving and handling the blocks – so much so that we don't damage them. The comfortable cab is very spacious. The seat is also of the highest quality, the controls are all within easy reach and you can easily see the new colour monitor.”

A landmark investment

After 30 years of service, Steinbruch Mellikon AG is complementing its two long-standing production machines, which are slowly becoming redundant after more than 20,000 hours, with a new Hitachi Construction Machinery ZX890LCR-7.

This landmark investment in the latest technology is of historic significance, especially for a limestone quarry that was established in 1912 to the north-west of Zurich in the Aargau Jura mountains.

Managing Director André Schärer has worked for Steinbruch Mellikon AG for 16 years. His recommendation led to the purchase of the biggest model in the Zaxis-7 large excavator range.

“We considered three leading brands of quarrying equipment, and I quickly formed a good relationship with Probst Maveg, who were very professional throughout the negotiations,” he explains.

For the decision-making process, André involved his main operator, Giuseppe Lavorato. They travelled to Germany, where Giuseppe was able to try out the same model. For André, it was important to involve the appropriate operator in the purchase decision.

“Our first impressions were that it was not a complicated excavator to use, with no



Giuseppe Lavorato, operator.

unnecessary buttons or features. It quickly became apparent that the Hitachi was the robust machine that we needed for the tough job site conditions at the Mellikon quarry.”

Reliable and fuel efficient

Steinbruch Mellikon AG ordered the BER version (shorter, reinforced boom and arm) of the ZX890LCR-7 with a 5m³ bucket. It also was delivered with a 6,000-hour service contract, with the first 4,000 hours on full service for the duration of the warranty period, and a subsequent maintenance-only contract.

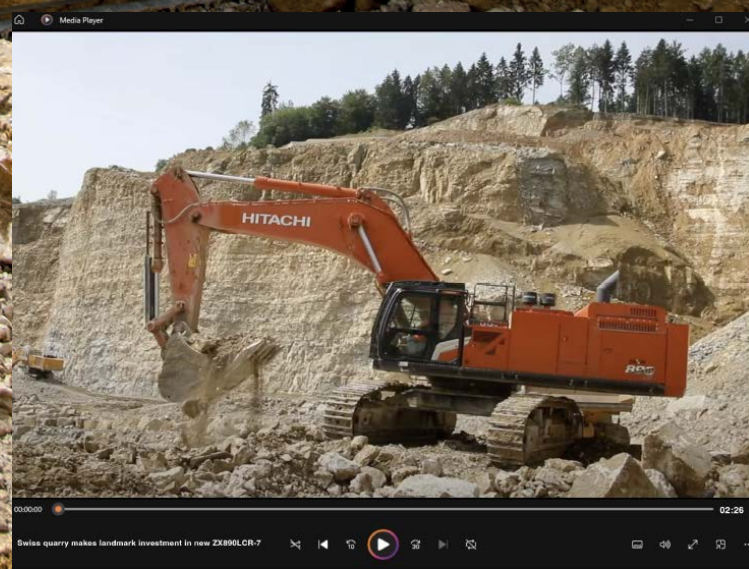
With 1,500 working hours on the site, the ZX890LCR-7 has made a strong impression on André and his team: “The main benefits of the new machine after one year are reliability and fuel economy! The fuel consumption is impressive and is approximately half of the previous machine. The limestone materials are relatively soft and make life easier for excavators, for example there is little wear on the bucket.”

André is equally impressed with the after-sales support from Probst Maveg: “The service that comes with the machine is vital, because if it stops then the whole production process stops too. So, I am happy with the fast response time, which is only 20 minutes from the dealer's Embrach branch.”

Excellent ECO performance

Giuseppe Lavorato has worked at the company for 13 years and is the sole operator of the ZX890LCR-7: “Even in ECO mode, the performance of the machine is impressive. I always work with this setting as the power for digging, grading and loading is the same – and fun to work with.

“The joysticks and seat can be adjusted separately, which makes my job very comfortable. And on-site safety speaks for itself with the excellent stability, and clear visibility from the mirrors on the right and left sides. I can also see everything around the machine from the bird's-eye view camera.”





Customised solutions



CUSTOMISED WITH CONFIDENCE

“With the system installed directly by Hitachi, we are allowing for a higher level of reliability over time.”



About Hitachi Construction Machinery France

After French dealer Cobemat SAS was acquired by HCME in April 2023, it was later rebranded as Hitachi Construction Machinery France (HCMF). It now operates as a wholly owned subsidiary of HCME, from six locations in north-west France, including the headquarters in Rennes, and is led by Managing Director David Rodier.

HCME is now expanding its sales and rental network in France, increasing the presence of the Hitachi Construction Machinery brand, and capitalising on sales, service and rental equipment opportunities in the third largest market in Europe.

This ZX250LC-7 purchased by Kerleroux was the first to be supplied through the HCME Customised Solutions facility in Amsterdam.

Increased reliability, improved efficiency and reduced costs – some of the many benefits of Hitachi Customised Solutions, as this owner and operator in France can attest...

French contractor Kerleroux is delighted with the performance of its customised ZX250LCN-7 medium excavator. The Zaxis-7 model is fitted with a Leica Geosystems' 3D machine control solution, which was installed at HCME's factory in Amsterdam before delivery. Kerleroux chose this specific machine guidance system following a recommendation by its approved HCME dealer, Cobemat

(rebranded as HCMF in April 2023, see box-out opposite).

The new machine brings numerous benefits to the company that was established in Brittany 60 years ago and specialises in a wide range of contracts (from demolition to infrastructure). Managing Director Matthieu Leon says: “With the system installed directly by

Hitachi, we are allowing for a higher level of reliability over time. This means we are avoiding any potential issues with the location of the cabling and antennae, as well as any damage to the sensors.”

The ZX250LCN-7's initial assignment was on a project to prepare a new 6,949m² housing development, including the utilities for 16 plots, in the village of Plouguin near Brest. The Leica Geosystems technology has helped to reduce the personnel needed on the job site, as Matthieu explains: “We are more independent. Even if the topography of the project changes, we can simply amend this in the GPS system – without having to change the layout of rods.”

Perfectly integrated

Operator Thierry Le Brun has used machine control at Kerleroux for seven years – and even has experience of the previous system from Leica Geosystems. “3D machine control is advantageous as I can work alone – without the need for a site manager and/or surveyor,” he explains. “This means that I can complete tasks faster and am therefore more productive.”

When Thierry arrived on site, a surveyor gave him a USB stick for one of the machine's first assignments. After he had downloaded a file to prepare the utilities for 16 plots, he was able to keep track of his position in real time, and closely follow the correct plan for the excavation and levelling work.

“The best things about the Leica Geosystems system are the ease of use for placing the monitor into position at the start of every day and the clarity of the screen graphics, with more and better views and aspects of the site. The precision of my work with the machine is also excellent, in that I can operate it with confidence to the nearest centimetre.

“I also prefer the larger and more user-friendly monitor that comes with the new Leica machine control system. And finally, I can tell that it has been factory fitted by Hitachi, because it looks like part of the machine and all the cables have been well integrated within the cab.”

The ZX155W-7 is Otto Scerri SA's latest acquisition and living up to expectations in the Swiss Alps.

THE IDEAL ROAD CONSTRUCTION MACHINE

Opened in 1955, the A2 is one of the busiest motorways in Switzerland, crossing the Alps and forming the main north-south axis from Basel to Chiasso. On a 3km stretch near the village of Rodi in Ticino, a ZX155W-7 owned by Otto Scerri SA has been employed on a project to replace the central reservation with asphalt, as well as renew the drainage between the two lanes of the highway.

Otto Scerri's Ticino Director Fabrizio Bellini has invaluable experience with Hitachi Construction Machinery. "We have worked with around 20 Hitachi excavators over the past three decades and have never had any issues," he says. "As well as being reliable, they have a strong resale value and Hitachi has proved to be a quality brand in the construction industry."

The company's fleet has included: the ZX17U-2 and ZX65USB-5 – and a wide range of other mini excavators; as well as the ZX225USLC-3 and -6, the ZX280LCN-3 and ZX300LCN-6; and ZX350LCN-7 medium excavators. The ZX155W-7 wheeled excavator was delivered by the Swiss dealer Probst Maveg in January 2023. The new model was purchased with a one-year, 2,000-hour, full-service contract, which will start after the 12-month manufacturer warranty has expired.

Best hydraulic system

"In my opinion, the biggest benefit to our company is the precision of Zaxis

excavators – and the ZX155W-7 is no exception," adds Fabrizio. "The speed and power are excellent, and the hydraulic system is the best that we have experienced. This new wheeled excavator is perfect for projects such as this due to its low fuel consumption and emissions, compact size, comfortable cab and manoeuvrability."

Otto Scerri's plan for the ZX155W-7 is to work for up to 10,000 hours with the invaluable assistance of Probst Maveg. "We enjoy brilliant relations and excellent support from our Hitachi dealer, for example with the convenience of the monthly ConSite reports and efficiency of the next-day parts delivery service when required. We can speak openly and together we can always find a solution."

Safe and stable

Operator Massimo Valenzisi is impressed by the new wheeled excavator: "I feel good working with this machine, especially as the cab is so spacious and the seat is very comfortable. The monitor and control panel are also user-friendly."

"This machine is ideal for road construction sites. It is very safe and stable, either while travelling – with a heavy load – or operating with the boom at short or long reach and a full bucket. I am very happy with how it moves, as well as its speed and strength – it's all good."

The Bellinzona-based company offers a wide range of services, including aggregates, the management of materials and landfills, excavation and demolition work, transport and civil engineering.



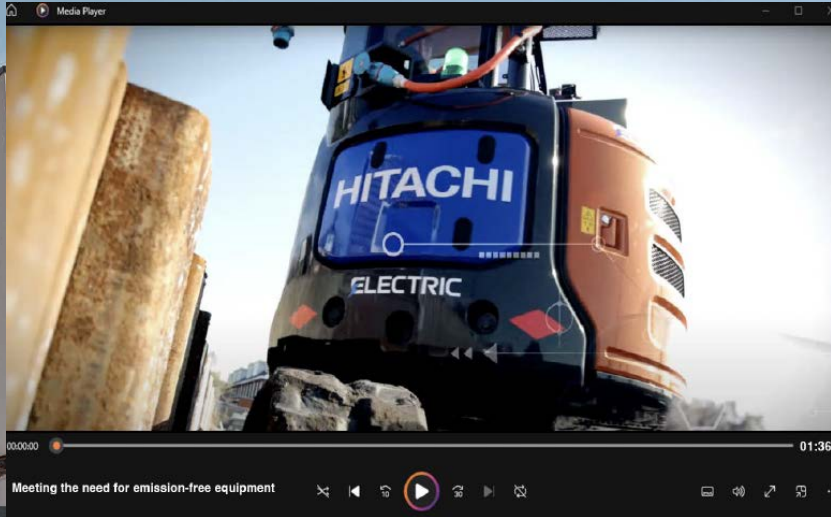
Otto Scerri's Ticino Director Fabrizio Bellini.

Job site

“Hitachi has proven to be a quality brand in the construction industry.”



GROUND CONTROL



The new range of electric excavators from Hitachi Construction Machinery takes us one step further on the road to zero emissions – and underlines our commitment to minimising the environmental impact of our equipment and creating a sustainable future for all.

Electric construction machinery has an important part to play in today's construction industry to help reduce greenhouse gas emissions and work towards a more sustainable future. Rising to the challenge of higher environmental standards, particularly on urban projects, Hitachi Construction Machinery has introduced two zero-emission, battery-powered excavators, the **ZX55U-6EB** and **ZX85-6EB**. With customer needs in mind, these compact Zaxis models have been designed to operate with lower noise levels, enhanced efficiency, and reduced maintenance requirements.

Sustainable solutions

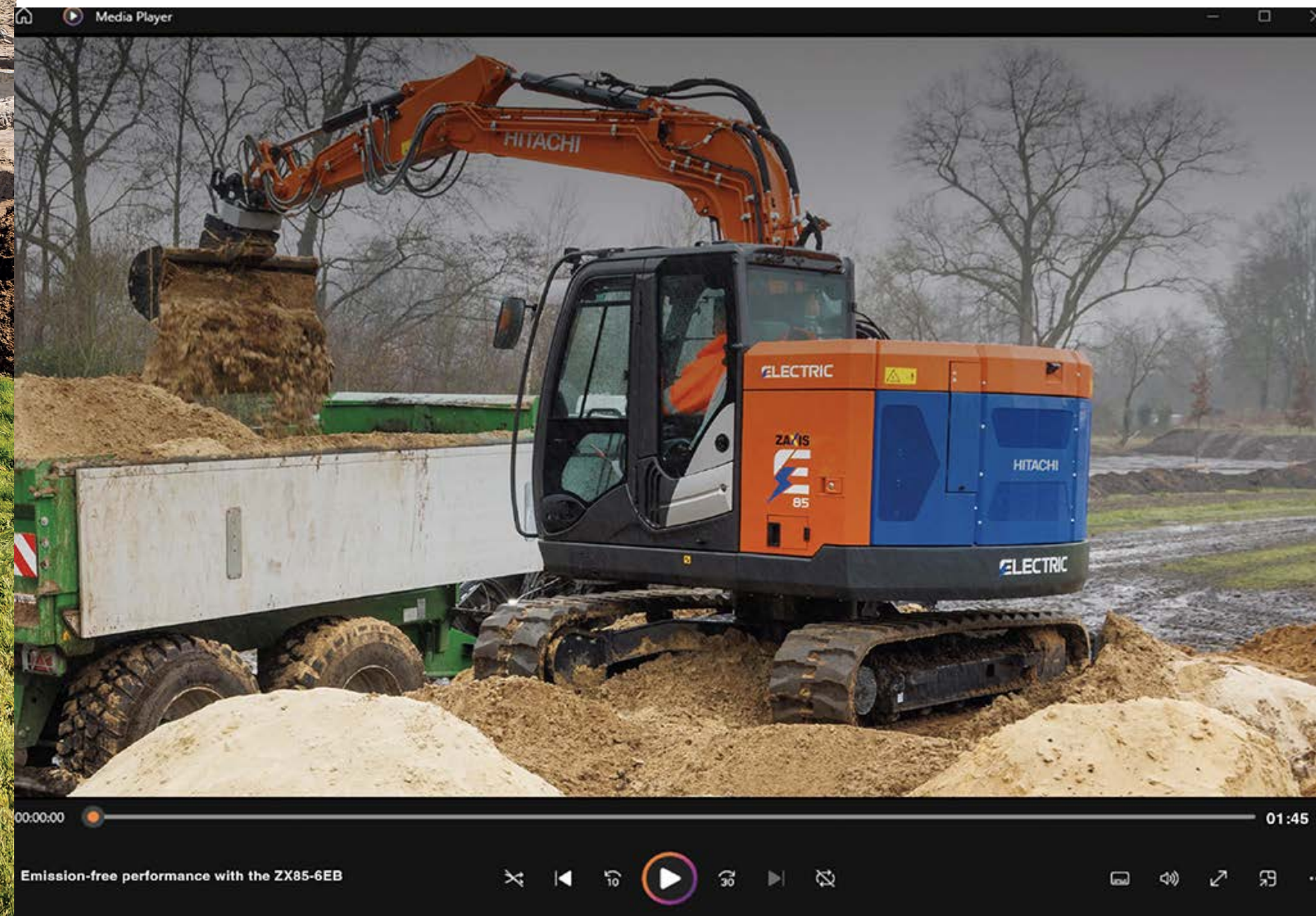
Both machines can work continuously throughout the day, operating via battery or while charging from a CEE 400V AC 3-phase power source. The ZX55U-6EB has a lithium-ion battery capacity of 39.4 kWh, while the ZX85-6EB has 100kWh with an optional increased capacity (133kWh).

Reduced external sound levels enable operators to work extensively in residential urban areas with minimal noise disturbance to surrounding homes and businesses. The noise within the cab of both models is also reduced, providing a comfortable environment for operators. Air conditioning is also included as standard.

The two battery-powered excavators have lower service and maintenance costs than diesel-powered alternatives, helping to reduce running costs for owners and minimise downtime. Electric batteries have fewer consumable parts requiring regular replacement than diesel engines.

Growing demand

HCME remains committed to delivering sustainable solutions for the European market, as the company's President Takaharu Ikeda confirms: "We are working hard to meet the growing demand for zero-emission equipment and listening carefully to our customers' requirements for improved safety, increased productivity and reduced life-cycle costs."



A NEW ERA

As Spain moves away from fossil fuels to cleaner energy sources, its largest open-pit coal mine is facing a bright new future thanks to a vital restoration project. And its fleet of Hitachi construction equipment makes way for new recruits to restore the land to its former glory.



Sustainability

The number of Hitachi construction machines to be owned by the mining customer is truly impressive:

- 12** EX5500 – the largest Hitachi machines ever to work in Europe
- 18** EX3600 **65** ZX890
- 150** ZX350 **250** LX290
- 150** EH1100

La Gran Corta Fabero fleet over the years, supplied by HJM:

- 14** EX1200
- 34** ZX850/ZX870/ZX890
- 39** ZX670/ZX690
- 21** ZX470/ZX490/ZX530



The first coal seams were discovered in the town of Fabero in 1843.

La Gran Corta Fabero was the largest open-pit coal mine in Spain until its closure in 2018. For two decades, it was home to the country's largest Hitachi construction machinery fleet, with a wide range of models, from the ZX470 to the EX1200 large excavators.

As the country is transitioning to cleaner energy sources, however, coal mines such as this one are closing. As of March 2023, there was only one working coal mine in Spain and the industry employs less than 300 in the country, compared to 100,000 in the 1950s. In 2018, the Spanish government reached a deal with mining unions to enable miners as young as 48 to claim early retirement, and younger workers to be retrained for jobs in clean energy industries.

“
We are delighted to supply such a varied fleet of Hitachi construction equipment.



Today, La Gran Corta Fabero – covering an area of more than 700 hectares in the north-west between the Leon and Orense provinces – is being restored with an investment of 38 million euros. The project began in 2022 and is expected to last three years.

The work involves earthmoving a total volume of 10,696,200m³ to remodel the land, vegetation restoration, herbaceous revegetation, forest plantation and drainage network. The recovery and reconstruction of fossils, and the creation of educational tours are also part of the project.

TRAGSA is responsible for carrying out the restoration work and is utilising a wide range of Hitachi construction machinery

to complete it. Supplied by the Spanish HCME dealer, HJM, these include two EX1200-7s, and a ZX890-6, ZX690-6 and ZX300 excavators, as well as ZW180, ZW220 and ZW370 wheel loaders, and EH1100 dump trucks.

“We are delighted to supply such a varied fleet of Hitachi construction equipment for use on this important project,” says HJM CEO Juan Rodriguez Alvarez. “It represents a winning combination of the best machines and the finest service from HJM, which is key for our customers.”

A specialist earthmoving project to increase the capacity of a Belgian reservoir was successfully completed by Jan de Nul Group's fleet of Hitachi excavators, and fully supported by HCME dealer Luyckx.

HARNESSING HYDROELECTRIC POWER

At the Hydroelectric Power Station at Coo-Trois-Ponts in the province of Liège, Belgium, turbines are used to pump water to the upper reservoirs when there is a power surplus. When demand is high, hydro power from the upper reservoirs is used to power the same turbines.

The dykes at the upper reservoirs had to be raised and widened to increase capacity on the one hand and, by widening, to meet the highest seismic standards on the other. The project was executed by the civil division of Jan De Nul Group on behalf of ENGIE, the Belgian market leader for electricity, natural gas and energy services.

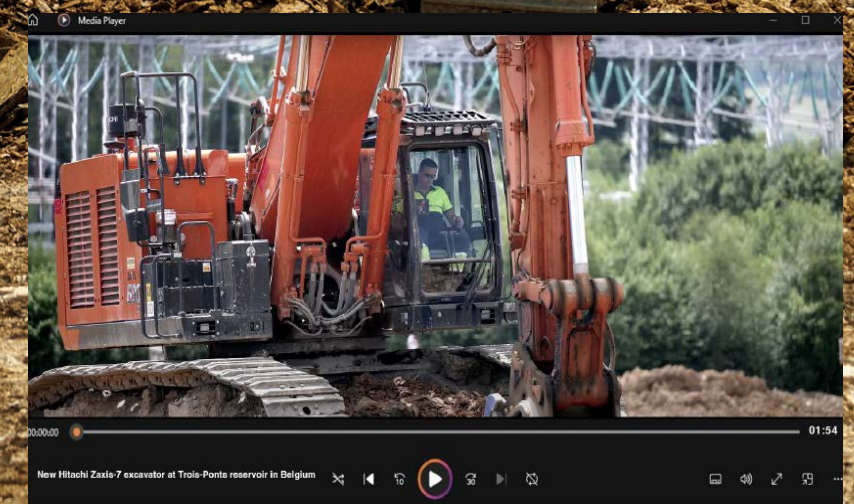
To carry out this specialist earthmoving task, Jan De Nul Group utilised four Hitachi Construction Machinery large excavators, including: a ZX690LCH-7, EX1200-6, ZX870LCR-5 and ZX490LCH-6; and four medium models (three ZX350LC-6s and a ZX225USLC-6).

Working together, they excavated one million m³ of materials over a nine-month period at the lower end of the site. These were hauled a short distance uphill, where they were used to: raise the height of the reservoir by 3m; stabilise the surrounding dykes by reducing the gradient from 66.67% to 50%; and ultimately increase the capacity of the reservoir by 7.5%.

Strong and reliable

As Jan De Nul Group's Site Manager at Trois-Ponts, Bert Dierick had some freedom to choose the machines deployed on the project. "This is a great job for Jan De Nul, as it is quite specialist and not many other companies can do this type of work within the strict timescale.

"The construction machinery is kept on the fleet indefinitely and some machines have 10-12,000 hours before they are moved on. However, this will depend on several factors, such as their condition, resale value and if they are needed for a specific job. For example, a 14,000-hour ZX670LCH-3 was replaced by the ZX690LCH-7, which we needed with a ripper attachment for this project.





The Hitachi excavators are the key to the production on this site and they are working well. They are strong, reliable and the level of availability is very high.



Sustainability

Once the earthmoving was completed at the site, located 500m above sea level, the medium excavators were due to finish the landscaping by February 2023.



Jan De Nul Group's Site Manager at Trois-Ponts, Bert Dierick.

"When my colleagues consider a new machine for purchase, I give them my opinion. The Hitachi excavators are the key to the production on this site and they are working well. They are strong, reliable and the level of availability is very high."

High level of service

Kris De Backer, Technical Supervisor at Jan De Nul Group, is the main point of contact for the Belgian Hitachi dealer, Luyckx – a partner he holds in high regard: "The biggest benefit of running a Hitachi fleet is the excellent service provided by our dealer – thanks to Luyckx, we will always buy more Hitachi machines."

"If there's an issue with any of the large excavators, it costs us money because the dump trucks – and the whole process – will come to a stop. Therefore, reliability is the key."

To keep the project on track, the site operated from 7am until 6pm, Monday to Thursday, allowing any service and repair work on the equipment to be carried out on Fridays. This is when Luyckx's dedicated team of field service engineers could provide any routine maintenance, scheduled servicing and Hitachi Genuine Parts.

"We have a very good relationship with Luyckx, due to the high level of service and short lines of communication," says Kris. "In addition, the quality of the service from Hitachi's European Parts Centre in Oosterhout is excellent. We insist on the supply of Hitachi Genuine Parts for the durability, reliability and the resale value of the machines."

User-friendly data

Jan De Nul also utilises the ConSite data report service that summaries the

information on the Global e-Service fleet management platform for each of the Hitachi excavators. Kris explains: "We like using ConSite because you don't have to be a specialist to read and understand the data to gain an overview of the machines. In particular, we check the availability and fuel consumption, which is important due to increased fuel prices."

"ConSite can also help us to optimise the performance of the hydraulic system – and the operators, by showing them for example how to improve the swing motion of their machine."

Improved comfort and safety

The operators of the HCM fleet are equally complimentary about the performance of the machines on site. Andy Moreels, who has 24 years' experience within Jan De Nul Group, has operated all of the Zaxis series machines (from the -1 to -7 range). His

favourite model is the ZX350LC-6 for its "versatility and comfort".

Of the ZX690LCH-7, Andy says: "Overall, this is an excellent machine. The comfort is much better than previous versions, such as the seat and the way in which it moves as one with the console. I also like the adjustable joysticks, and the monitor and camera have been improved, such as the bird's-eye view with everything now visible on screen."

"The digging power and strength of the machine are excellent. I can load trucks relatively quickly and the response is good thanks to the hydraulics. It's also easy to manoeuvre, even with the heavy ripper attachment I'm using now. There is even less noise in the cab, due to the distance from the engine compartment behind me."

FIRST LINE OF DEFENCE

Loyal customer Ceulemans Fr & Co explains how two of its Hitachi large excavators are playing their part in reinforcing flood defences in The Netherlands.

“All of our Hitachi machines have proved to be equally reliable and had a strong resale value.”

As a low-lying country, The Netherlands is prone to flooding from its many lakes, rivers and canals. The risk of flooding is significantly reduced by legal safety standards, which are satisfied by the Dutch Flood Protection Programme. This covers two-thirds of all primary flood defences that have to be reinforced at an increased pace and decreased cost, compared to previous projects.

Contractors involved in reinforcing dikes as part of the programme require high-quality raw materials, and this is where Belgian contractor Ceulemans Fr & Co comes in. The Berlaar-based company owns and operates a 30-hectare pit at Schelle, which produces some of the finest quality clay products in the region (“erosion class 1”). To extract the material, Ceulemans utilises two large ZX490LCH-6 excavators, which dig under licence up to 2,700 tonnes per day to a depth of 15m.

“We dig exclusively with Hitachi excavators and our current two ZX490LCH-6s are very productive in the clay pit,” says Wim Ceulemans, the third generation of the family to run the company. It was founded by his grandfather, Frans Ceulemans, in 1953 and run by his father, Herman, from the early 1970s. The fourth generation, Wim’s son Herman, operates one of the large Zaxis excavators in the pit.



Sustainability

“We are satisfied with these machines because of their low fuel consumption, very smooth operation and precise finishing thanks to the hydraulics,” adds Wim. “All of our Hitachi machines have proved to be equally reliable and had a strong resale value. My preference is for the ZX490LCH-6 because it has many benefits over the previous generations. It is more modern and sophisticated, as well as being more user-friendly and fuel efficient.”

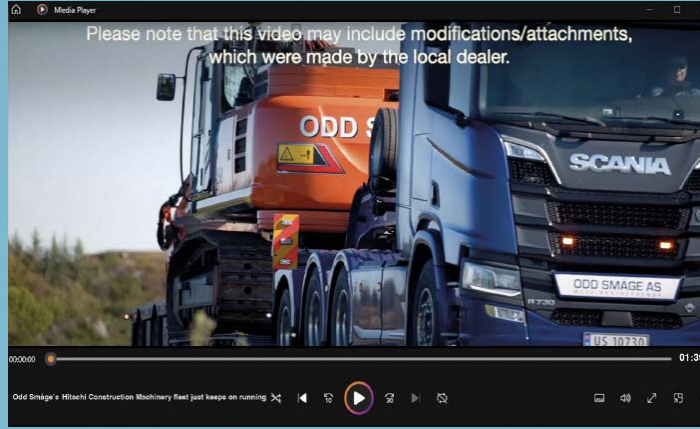
Quality products and service
Ceulemans Fr & Co has bought over 30 excavators from Luyckx since it ordered the first four UH-series machines from the then newly appointed Belgian

Hitachi dealer in 1982. As well as the two ZX490LCH-6s (2018 and 2019), the current fleet includes a ZX300LCH-6 (2017) and a ZX135US-3 (2005). The three larger machines are covered by a five-year, 7,000-hour repair and maintenance contract.

“We have been working with Luyckx for over 40 years, because of the good understanding and the friendly business relationship we have built together,” says Wim. “We are convinced of the quality of the products and service we receive, so we hope to continue working with Luyckx and Hitachi for many years to come.”



Left to right: Herman Ceulemans, Jos Luyckx and Wim Ceulemans.



It's so important to have reliable machinery, as everyone depends on each other, and if it doesn't work, everything stops!



Kjell Arne Småge, owner

BUILT ON RELIABILITY AND TRUST

Two loyal Hitachi customers in Norway explain why the reliability of Hitachi construction machinery and their relationship with local dealer Nasta is key to their operations.

Norwegian contractors such as Odd Småge, operating in remote rural locations, need construction equipment that is both versatile and reliable. Based on the 46.5km² island of Gossa in the municipality of Aukra, Odd Småge has an unusual geographical spread in terms of customers and projects. "We work as far north as Frøya and as far south as Molde – and on all of the islands in between," says owner Kjell Arne Småge.

With around 40 employees – mostly machine operators – the company completes a wide range of earthmoving, landscaping, dredging and transportation projects. And the remote job site locations mean that the choice of construction machinery is vital to their success.

Since 2013, Odd Småge has chosen to work with Hitachi Construction Machinery (HCM) excavators, supported by the authorised Norwegian dealer, Nasta. Initially, the contractor purchased five Zaxis-5 medium excavators: a ZX135US-5, ZX210LC-5, ZX225USR-5, ZX290LC-5 and ZX350LC-5. They were all delivered around the same time – and are still operated by Odd Småge today – with a ZW310-5 wheel loader arriving a year later.

"We've had no trouble from any of our HCM machines – they are all really good," adds Kjell Arne. "What I like most about them is that they are unbelievably reliable. They just keep on running – so much so that we rarely need any help from Nasta's service technicians. It's so important to have reliable machinery, as everyone depends on each other, and if it doesn't work, everything stops!"

The fleet has been expanded with the delivery of a **ZX135US-7** and a ZX350LC-7 super long front that was supplied with a five-year/6,000-hour service contract. While the special application machine has been working on smaller dredging and harbour maintenance projects, it has also been engaged at Shell's natural gas field of Ormen Lange. "The **ZX350LC-7 super long front** has proved to be invaluable as it can reach ten metres into the sea," says Kjell Arne.

"It's much quicker and easier to use the super long front in such locations, because we can dig deeper into the water from the quayside – and it means that we don't need to use our other machines on barges anymore."

Odd Småge can also change the boom and arm back to a conventional set-up on the versatile machine for other jobs. "My favourite machine is the ZX350," adds Kjell Arne. "It is so precise and quick to operate, as well as being very comfortable and unbelievably good to work with."

It just works

Owning both Zaxis-5 and Zaxis-7 models has given Kjell Arne a perspective on the improvements made to the latest generation models. "I really like the new cab in the Zaxis-7 series excavators – it's the best for comfort and I see the value of investing in the new machines. However, I still like to keep the older Zaxis-5 models, because I know them so well and I don't want to sell them yet.

"In addition, I'm really pleased with the relationship I have with Nasta, especially our points of contact in this region for sales, Ola Vik, and service, Nils Åge Grøtta. We have a really good rapport. They are good to talk to and it just works. If I call them with a request, they just get on with it and we get help when we need it."

“
**We rely on having
 high-quality
 machines working
 on our projects.**



Hole Maskiner A/S has been a Hitachi customer since 1983, when it purchased an UH081 excavator.



Norman Hole, owner (left) and Ola Vik, responsible for sales at Nasta.

A strong relationship

A successful partnership with Nasta is also valued by another Norwegian customer, Hole Maskiner A/S. The Velledalen-based contractor has a team of around 40 employees and is engaged in general and road construction, as well as utility and groundworks projects. Local municipal and county government projects account for 80% of the company’s work.

Owner Norman Hole, whose father Olav started the company in 1947, says: “If we have a problem on a project and need an extra machine, Nasta will either rent or loan a used machine to us. This is a typical example of the strength of our relationship. “Nasta sees things from our point of view and you know that it is always there, and that’s so important. The level of service

and maintenance is also excellent from its dedicated service team, as well as the quality of the repair jobs.”

Quality and comfort

The company’s current fleet includes a variety of Zaxis-5, Zaxis-6 and two of the latest Zaxis-7 machines (**ZX135W-7** and ZX145W-6 wheeled excavators, a ZX85US-5, ZX135US-5, **ZX135US-7**, ZX160LC-6, ZX210-6, two ZX225USLC-6s and ZX350-5 medium crawler models).

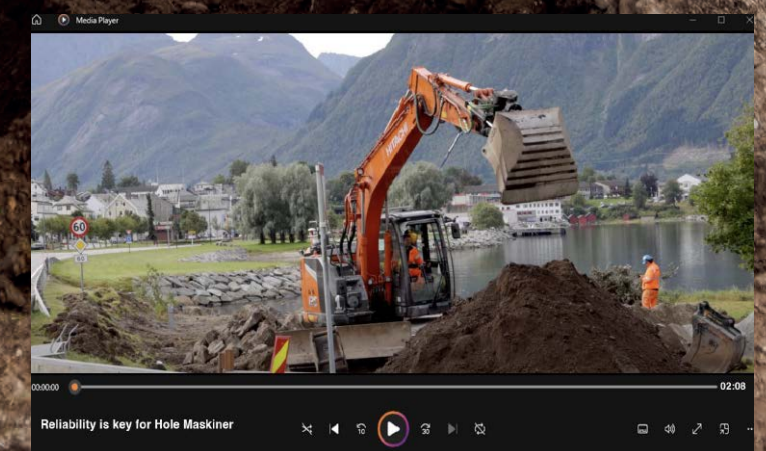
Norman is positive about the different Hitachi machines that have been delivered by Nasta over the years: “As an owner, it is important that our machines are stable, trustworthy and I know that they will keep on going. We rely on having high-quality machines working on our projects, and

our Zaxis excavators certainly have been reliable.”

“However, for our operators the attention switches to them having excellent all-round visibility, a good seat and enough space in the cab to do their work comfortably. The machines are also easy to clean, for example around the radiator, and operate with the joystick. It seems that the operators are really pleased with their Hitachi machines.”



Customer



GROUND CONTROL



ITALIAN SUCCESS STORY

The most popular rental models for SCAI's customers are 20-tonne excavators and special application machines.

Hitachi Construction Machinery

PREMIUM RENTAL

The HCM Premium Rental scheme has proved a hit with Italian customers, providing equipment quickly, easily, and often tailored to specific applications. Dealer SCAI explains the reasons behind its successful roll-out of the programme.

Thanks to an increased demand for rental products in Italy, the Premium Rental scheme is thriving, according to the country's largest HCME dealer, SCAI. The company has established a huge rental fleet of 500 machines since it started providing this option to customers in 2018.

With headquarters located in Perugia, SCAI has eight branches, 45 workshops, 27 rental points and 140 employees, serving the region of Lombardy, as well as central and southern regions in Italy. Part of the reason for its progress in the rental market is its customer-focussed approach. Reliability is a constant priority within the company and all staff ensure that customers can access much-needed rental equipment quickly and easily, reacting to all requests within a few hours.

Increased digitalisation has also proven popular with customers. Priding itself on modern solutions, SCAI has digitalised 80% of its rental process. This allows contractors to make more urgent requests, and improves the speed and accuracy of delivery, inspection, contracts and invoicing. SCAI can track its entire rental fleet remotely, including any attachments supplied with the machines.

Delivering tailor-made solutions

The proactive dealer remains a pioneer for renting tailor-made solutions in Italy, including Hitachi special application machines. "We listen and understand the needs of our customers," says Alessandro



SCAI earned the HCME Rent2Rent Award in 2022.

Cesaretti, Rental Division Manager for SCAI. "We are able to meet those needs, thanks to our engineers, support and excellent availability of machines suited to challenging applications, such as tunnelling and demolition."

Additionally, customers appreciate SCAI's ability to provide both sales and rental solutions, and the company believes there is a synergy between the two. "We offer a variety of contracts – from short-, mid- and long-term, to seasonal – and we work closely with key accounts located across the country and overseas.

"The HCM Premium Rental programme been a big success in Italy," concludes Alessandro. "It didn't take us long to realise the potential of this scheme to diversify our activities, find new opportunities and grow along with our rental solutions."

Two used excavators have been donated to help with humanitarian aid and infrastructure restoration in Ukraine.

SPECIAL DELIVERY



Used equipment

Hitachi Construction Machinery (Europe) NV and its dealer in The Netherlands have supported Hitachi Construction Machinery Co., Ltd. in the donation of two used excavators to Ukrainian dealer Mobile Heavy Machinery (MHM).

The ZX470LCH-5 large excavator and ZX210W wheeled excavator were specifically modified to make them more suited to the needs of the Ukrainian market, and given servicing and maintenance to ensure their reliable performance. Both machines were

repainted, supplied with suitable buckets and delivered job-site ready.

Reliable machinery

Hitachi Construction Machinery is known for its reliability and durability, making it highly sought after on the used equipment market. The ZX210W wheeled excavator with monoboom is easy to manoeuvre and extremely versatile for a variety of tasks. The ZX470 has previously been used for demolition work in The Netherlands, but is also suitable for earthmoving and other heavy-duty applications.

“Thanks to the support and collaboration of HCM in Japan, HCME’s used equipment team in Amsterdam, and its domestic dealer based in Oosterhout, MHM was happy with the arrival of the two used machines,” says HCME President Takaharu Ikeda.

The two machines will be used to assist in humanitarian aid and infrastructure restoration projects in the regions of Kharkiv and Kherson.



For more information on used equipment from HCME, please visit:



GROUND CONTROL

Higher levels, lower costs



Find out more about Hitachi undercarriages:



Hitachi Construction Machinery
SELECTED PARTS

Hitachi parts extend the performance of a machine and avoid the associated risks of using imitation parts. Several different types are available and all are covered by the manufacturer's warranty. **Hitachi Genuine Parts** allow machines to work for longer, with lower running and maintenance costs. Selected Parts are high-quality and cost-effective alternatives to Hitachi Genuine Parts.

HITACHI

Reliable Solutions

AWARD-WINNING AFTER-SALES



HCME President Takaharu Ikeda and HJM CEO Juan Rodriguez Alvarez.

“Our philosophy is to provide the best after-sales service to our customers.”

Spanish dealer HJM explains why parts and service are essential to the development of their business.

Hispano Japonesa de Maquinaria (HJM) has been the Spanish dealer for HCME since 2003. Based in Ponferrada, it has six branches across the country, including La Coruna, Oviedo, Malaga, Madrid and Barcelona. In 2022, it was the winner of HCME's Parts Excellence Award, honoured for showing outstanding service and successfully promoting quality genuine parts.

More than a third of the company's workforce are active in parts and service, which currently accounts for 16% of its Hitachi Construction Machinery business. In recent years, HJM has made an enormous effort to increase stock and encourage its sales team to be more

proactive, which has resulted in a 7.5% growth of parts and service.

CEO Juan Rodriguez Alvarez says: "Parts and service are of utmost importance – our philosophy is to provide the best after-sales service to our customers. So it's vital to have the most competitive prices and shortest delivery times for parts.

"Something we are really proud of is from our remanufacturing centre – by giving components a second life, we can give greater value to old and polluting machines that must be withdrawn. This also facilitates access to new and low-emission equipment, and significantly reduces our global impact."



Giovanna Barreiro, mechanic.

GROUND CONTROL

After-sales

Experienced technicians

HJM's employees are also vital to the company's commitment to selling Hitachi construction machinery and providing the best after-sales service to customers. "Our experienced technicians are our most effective sales tool," says Juan.

Jorge Marx, manager for spare parts and used equipment, has worked with the company for 29 years. "It's fascinating to work with a brand like Hitachi," he says. "The most satisfying part of my job is the relationship with customers and providing solutions to all their needs. Giving the best after-sales service is the most important part of our work. We want to be our customers' first-choice solution provider."

According to Victor Costero, Head of Service, Hitachi construction machinery has changed considerably over the years, which has implications for the service they provide, and the expertise required. "During the last 20 years, Hitachi machines have improved significantly in energy consumption. They require less fuel, are more respectful towards the environment, and have incorporated more technology. To me, Hitachi means innovation, quality and efficiency."



Jorge Marx, spare parts manager.

Hitachi Parts – available from HCME via your local dealer

- Buckets
- Ground engaging tools
- Filters
- Lubricants
- Paint
- Performance Parts
- Remanufactured Parts
- Undercarriage

For more information, visit: www.hitachicm.com/eu/en/parts



Victor Costero, head of service.

Advertorial

Find out how ConSite can help you to manage your fleet more effectively.

ALWAYS IN CONTROL



Bert Dierick, Job Site Manager, Jan De Nul

"We analyse the reports, it gets us useful information, such as swing ratio, fuel consumption and operating hours."

ConSite is a remote monitoring and reporting solution designed to help you feel in total control of your Hitachi construction equipment. It gives you access to vital data, so you can get a better understanding of your machines and manage your fleet effectively. Ultimately, it gives you peace of mind that your Hitachi equipment is operating with utmost efficiency and maximum uptime, and a lower total cost of ownership.

A multi-platform application, ConSite provides: a monthly data report, emergency alarm reports, live oil monitoring, and remote software updates. You and your dealer have easy access to ConSite data and features via ConSite Pocket and ConSite Shot apps.

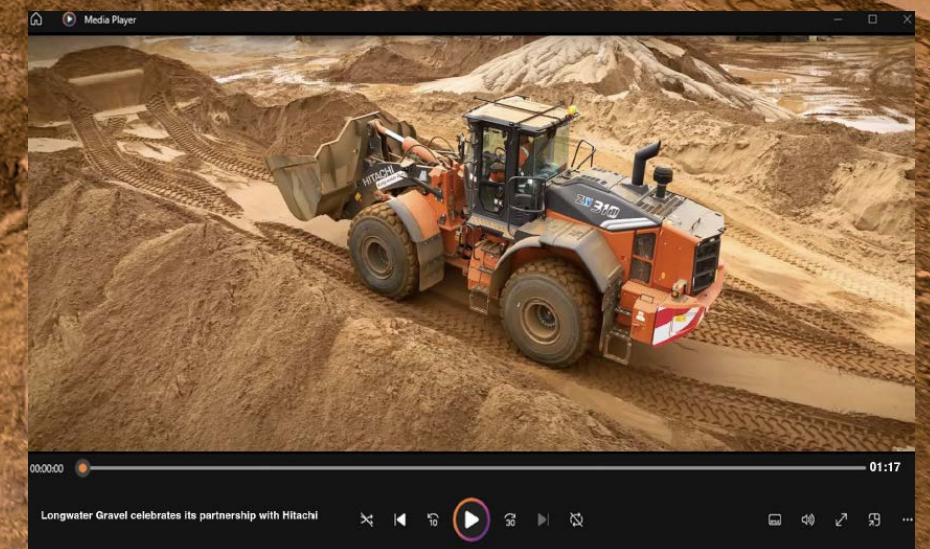
For more information about ConSite, please contact your dealer or visit our website:



“
Our Hitachi machines
have been reliable
since we bought
our first ZW180
wheel loader in
2014. They work
well and there’s
minimal downtime,
plus the support we
receive from HCMUK
is also excellent.”

CONQUERING THE QUARRYING MARKET

After expanding their fleet with the UK’s first ZW310-7 wheel loaders last year, the team at Longwater Gravel explain why the machines and the support they receive from HCMUK are second to none.



As producers of quality aggregates in the UK, Longwater Gravel has invested in an expanding fleet of Hitachi construction equipment to work across its three quarries in Norfolk. The two latest additions were the UK's first **ZW310-7** wheel loaders, supplied by Hitachi Construction Machinery UK (HCMUK), for the Coxford Abbey site near Fakenham.

The two ZW310-7s and a ZX210LC-6 medium excavator help to achieve an annual production of 120,000 tonnes of sand and shingle, type 1 sub-base, natural shingle, and recycled, decorative and specialist aggregates. Once excavated and loaded on to an articulated dump truck, the raw materials are hauled to the production plant.

I like Hitachi wheel loaders as they have high levels of availability and productivity.



Operations Director Simon Smith.

"We are constantly evaluating the performance of our machines and the relationship with our suppliers," says Simon Smith, Longwater Gravel's Operations Director. "These factors were equally important when deciding for the two new wheel loaders. Our Hitachis have been reliable since we bought our first ZW180 wheel loader in 2014. They work well and there's minimal downtime, plus the support we receive from HCMUK is also excellent."

"As a relatively small business, we can't afford for our machines to stop working. So, we must have an immediate response from an engineer or the urgent delivery of a spare part when required. The feeling we have is that Hitachi really cares, and as a result it is more of a partner than a supplier to Longwater Gravel."

Reliable and robust

Quarries Manager Rupert Jarvis has spent 14 of his 39 working years with Longwater Gravel: "As a manager, I like Hitachi wheel loaders as they have high levels of availability and productivity. And as an operator, they are reliable and robust – none of the other brands work as well as Hitachi machines."

"The ZW310-7 is a natural progression and a step up from the ZW310-6, with some notable improvements. It glides better, the suspension has been upgraded and the comfort in the cab has been enhanced. In addition, it is smooth, the controls and seat move together, and some of the components (such as the battery) are more accessible."

Similarly, operator Trevor Minns has been working with Longwater Gravel for 16 years. He has operated all of the company's wheel loaders, with a preference for the larger ZW310-6.

"Having driven the old and new models back to back, my first impressions of the ZW310-7 are that there are quite a few changes in the cab," says Trevor. "Hitachi has spent time and effort on changing some of the features that really matter to operators. For example, climbing the steps at an angle and opening the door to the left allow better access in and out of the cab."



Longwater Gravel celebrated its platinum anniversary in 2022.

Customer

"The new model also offers a more comfortable workspace with the synchronised movement of the controls and seat. There is excellent visibility, as I can see all round the machine, with any blind spots eliminated due to the positioning of the (heated) mirrors and multi-angle cameras."

"Everything's fully adjustable, so I can set everything to my liking, and my favourite features are the ZW310-7's more comfortable seat and larger armrest. Even though I'm frequently in and out of the cab

on a typical working day, I can still spend two or three hours at any one time driving the machine – and never feel tired.

"There's even better access for routine maintenance tasks, such as cleaning the exterior of the windows, and checking the engine and hydraulic oils at the same time – it's the small details that make such a difference. The overall performance of the machine is impressive, as it's faster, more powerful and has greater capacity for my routine tasks around the yard."

Longwater Gravel's Hitachi fleet

- 2** ZW310-7s, two ZW310-6s, a ZW220-5 and a ZW220-6 at Coxford Abbey
- 1** ZW310-6 and a ZW220-6 at Wymondham
- 2** ZW220-6s at Horstead
- 2** ZW180s servicing the stockyard at its Costessey headquarters
- 1** A ZX210LC-6 medium excavator is the main production machine at each of the quarries listed above.

Advertorial

A PERFECT FIT

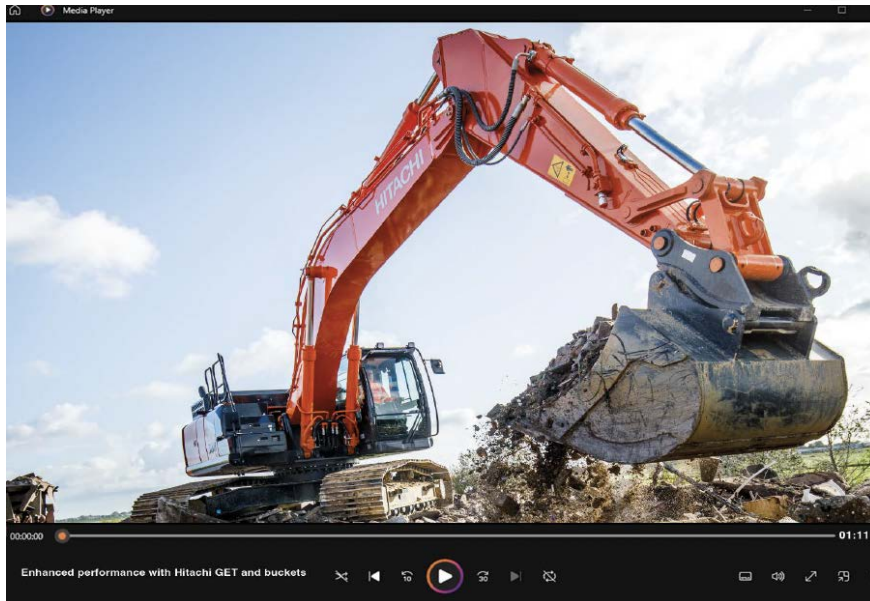
How Hitachi Construction Machinery buckets and ground engaging tools optimise the performance of your equipment.

The bucket of a Hitachi Construction Machinery excavator or wheel loader is essential to its performance. Designed to work in harmony with your machine, Hitachi Construction Machinery attachments are manufactured to the highest quality and deliver exceptional reliability to maximise productivity and uptime. They are designed

for high fill factors and optimised efficiency. This means increased profitability for your business and peace of mind that you're getting the most from your machine.



Want to find out more? Please contact your local dealer or visit our website:

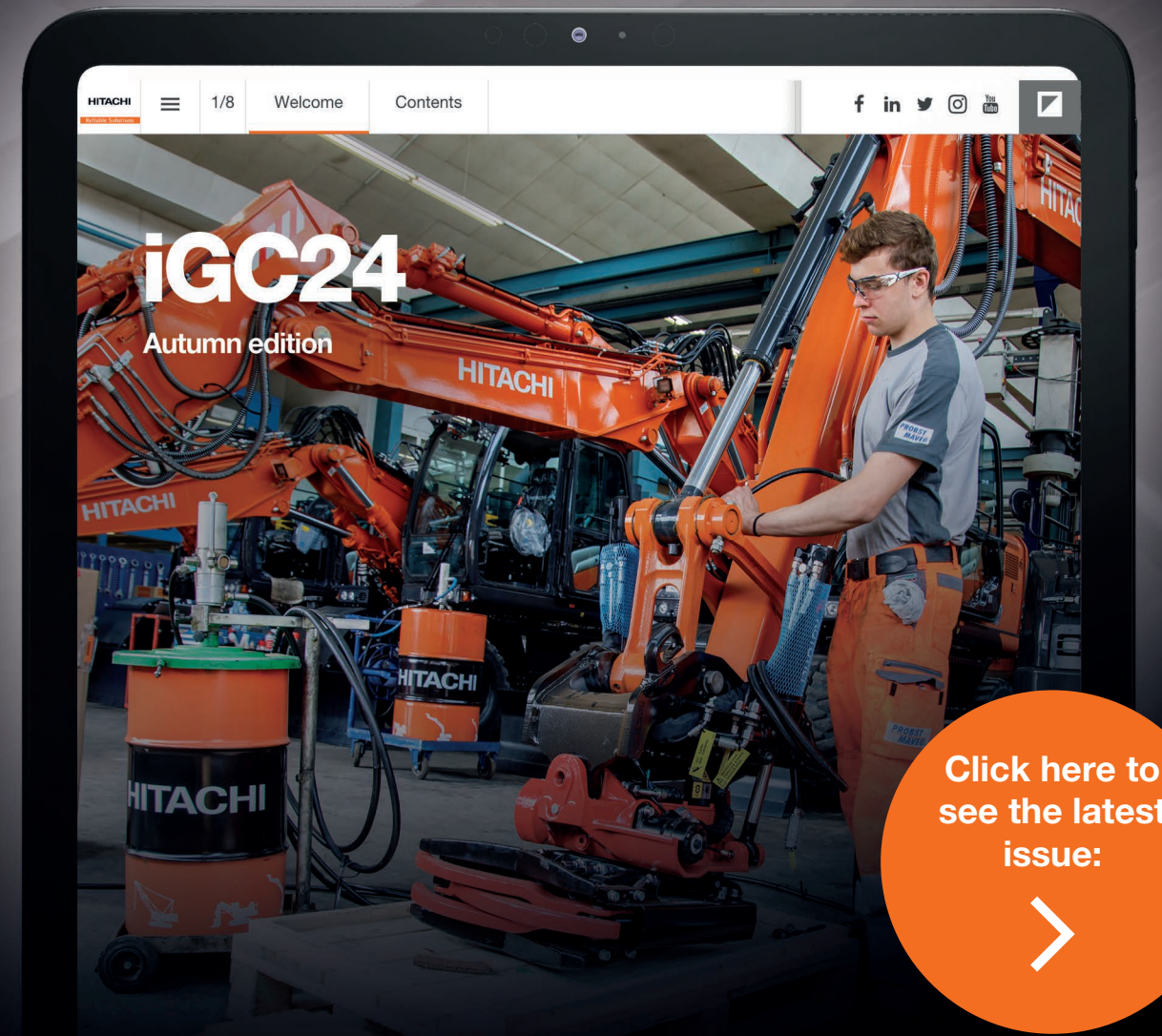


For even greater levels of productivity and durability, particularly in tough working environments, Zaxis medium crawler and wheeled excavators, and ZW wheel loaders, can be fitted with high-quality ground engaging tools (GET).

The teeth and adapters improve the penetration and overall digging power of Hitachi machines. They are easy to install and remove, safe and robust, and designed to lower maintenance costs. Manufactured in Sweden using steel castings of the highest quality and advanced technology, they are also produced solely using renewable energy.

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PEOPLE POWER

Hitachi Construction Machinery equipment and digital solutions are brought to you by a dedicated and talented team – here’s what some of them think about working for our company...



I’ve been with HCME for about six years now and I love that this role allows me the flexibility to talk about the thing I love most – machines!

Frank van Neste
Product Demonstrator, HCME



I love the atmosphere and camaraderie at HCME. We have a diverse culture – with colleagues from all over the world – so it’s fascinating to hear many different perspectives on a topic, and this diversity helps us to come up with innovative solutions for our clients.

Arthur Geremia
Product Manager, HCME



What is most important about Hitachi is that we listen to our customers and that we have the *Kenkijin* spirit within our company – we pass this on to the dealers but more importantly, to our customers.

Joep van den Maagdenberg,
Sales Operations Coordinator, HCME



Hitachi means everything to me; I don’t know anything else other than Hitachi. And I still enjoy working for Hitachi every day.

Esther Navest,
Account Manager,
HCM Nederland



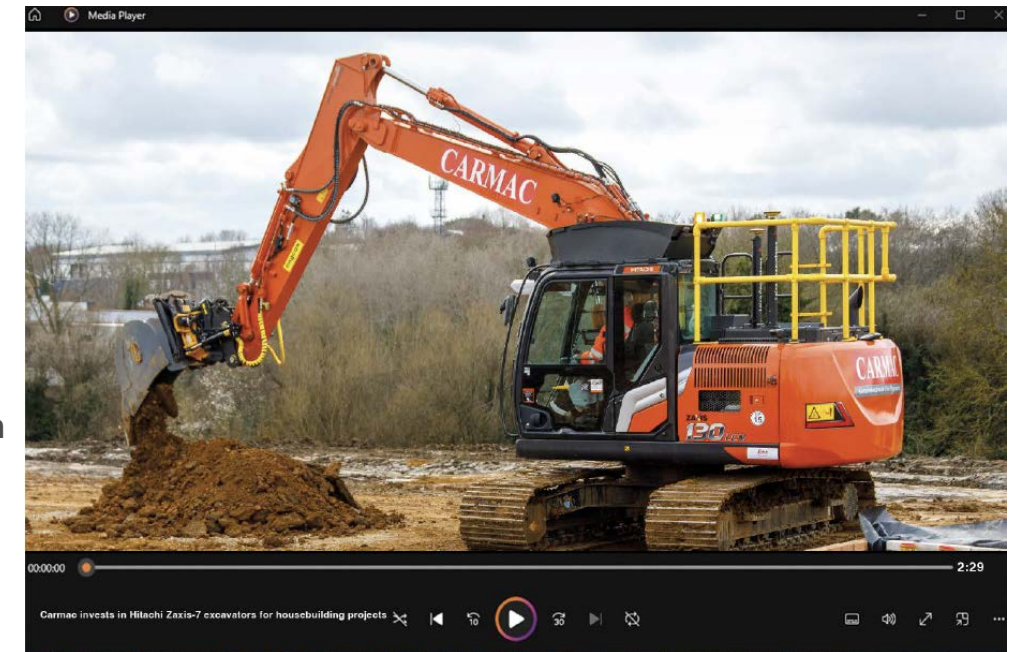
Several of our colleagues have worked here for a long time. It feels a bit like family.

Judith Bax,
Sales Administration,
HCM Nederland

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FIT FOR THE DIGITAL AGE

The HCME dealer network is embracing the construction industry’s shift to digitalisation. This is especially true of Hitachi Construction Machinery UK (HCMUK), which is helping customers enhance efficiency and lower costs through its digital solutions. Here, two companies explain how they’ve benefited from these new technologies.



Through its dedicated Hitachi Connected Technology (HCT) department, HCMUK offers market-leading solutions to machinery owners across the UK. These include award-winning mixed-telematics solution CT Fleet Link®, 3D machine control systems, tiltrotators, and height and slew monitoring, and rated capacity indicators.

The technology is fitted by HCMUK’s manufacturer-trained engineers to ensure that the installations are of the highest standard, as well as supported by both HCT and the manufacturer.

An early adopter

When Carmac Building and Civil Engineering Ltd expanded its existing fleet with seven **Zaxis-7 excavators**, it opted to have them fitted with Leica Geosystems’ 3D machine control and an Engcon tiltrotator, provided by HCT.

“As a supplier to the housebuilding market, we’ve always aimed to be an early adopter in the use of technology to make us more efficient, productive and safe,” explains Carmac Director Colm



Improvements in efficiency

The Northamptonshire contractor had Leica Geosystems’ 3D machine control fitted on a trial basis to two Zaxis-7 excavators that were working on a large housebuilding site in January 2022. “We found massive productivity benefits, as well as improvements to efficiency and safety,” explains Colm.

Operator Jim Lonergan was equally impressed with the technology: “The Leica Geosystems machine control is sheer genius and the technology speeds up the process so much,” says Jim. “It saves me time, because I can check all the levels and angles, and I don’t have to rely on anyone with a laser.”

Similarly, Carmac tested Engcon tiltrotators on three Hitachi models on various activities across the whole site. “We immediately saw how beneficial these were around the plots and on piling jobs, as well as for the ponds and roads,” says Colm. “In addition, they reduce the need for people to work near the machine and therefore are well worth the investment.”

Kilroy. “HCT has made it easy for us to implement this across the business, due to its in-depth knowledge, expertise and range of products.

“It’s an all-encompassing service – a one-stop shop for all our needs. When a new machine arrives on site, it is fully kitted out and ready to go. And we also benefit from HCMUK’s great service – we just pick up the phone and they can resolve any issues.”



An ideal solution

Bridgwater-based BCL Groundworks (BCL) also purchased a new Hitachi ZX225USLC-7 excavator equipped with Leica Geosystems' 3D machine control and the Engcon tiltrotator through HCT after working with another Hitachi construction machinery owner using the technology.

"You could tell it was an ideal solution," says Operations Director Gary Caddick. "We decided to hire a similar system to try it out. Then when it came to replacing our ZX225USLC-6 with the new Zaxis-7 model,

we decided to add 3D machine control so that we could undertake all work to fine tolerances and with safety in mind. "In addition, the tiltrotator allows the operator to follow the contours of a site," says Gary. "HCT is brilliant, because it enables us to operate a larger machine – than we would otherwise be able to do – for deep drainage and heavy lifting work, even in confined spaces."

Outstanding service

HCMUK's HCT Operations Manager Jake Walley managed the installation and after-sales process for the latest

addition to BCL's fleet. His role has been invaluable as Gary and the machine's operator, Rich Matthews, have become accustomed to the hi-tech ZX225USLC-7 on its first housing development project at Westonzoyleland in Somerset.

"It has been 100% to our advantage that we opted for HCT's one-stop shop approach rather than using a third party," adds Gary. "Jake and the HCMUK team have been so impressive, and the whole process – from specification to installation and training – has been outstanding."

HITACHI

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- Improve safety
- Increase productivity
- Reduce life-cycle costs



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GROUND CONTROL