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GROUND CONTROL

Issue 29 Spring 2020 www.hitachicm.eu

HITACHI

Reliable solutions



Discover the new Zaxis-7 range

- Benefits of Hitachi Premium Used
- ConSite remote monitoring
- Mining in Montenegro



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Take **control** with Hitachi Zaxis-7

The next generation Zaxis-7 range of Hitachi medium excavators has arrived in Europe and has been designed to put owners and operators in complete control.

The new ZX250-7, ZX300-7 and ZX350-7 models offer an enhanced user experience in the cab with a refined design. They provide owners with opportunities to increase profits and reduce costs, thanks to their efficiency and versatility. And they are supported throughout the life cycle by the technological expertise and services that Hitachi provides.

Improve profit

The impressive fuel economy of these Stage V-compliant machines results in up to 10% less fuel consumption compared to previous models. Hitachi's industry-leading hydraulic system, TRIAS III, ensures that this performance is achieved across a variety of applications.

As well as reducing costs, better fuel economy has a positive impact on environmental performance. The fuel efficiency of Zaxis-7 excavators can be further controlled by using the new ECO gauge, clearly visible on the 8" multifunctional monitor.

The versatility of Hitachi Zaxis-7 excavators means they can be used on a wider range of projects, which will also boost profits. Attachments are quickly changed using the enhanced attachment support system on the monitor. And with a simple adjustment to suit operator preference and job site requirements, the machine can be fine-tuned for optimum productivity, while still reducing fuel consumption.

Boost uptime

Tested rigorously and continuously at dedicated facilities in Japan, Hitachi Zaxis-7 machines have been built to last and to significantly boost uptime. They have a wide range of durable new components. These include a high-performance hydraulic filter that captures dust in the hydraulic oil and helps to reduce running costs.

Downtime is minimised by easy maintenance and cleaning features, which save operators and owners both time and money. Peace of mind comes from such features as the two-way disconnect switch. This makes it possible to shut down power while still enabling the machine to transmit operation data for 72 hours. When the battery is completely disconnected, service or maintenance works can be carried out.





Feel the difference

The state-of-the-art, ultra-spacious cab of the new Zaxis-7 provides the perfect working environment. It offers the ultimate in comfort and quality, with some of the lowest noise levels in the market and 20% less vibration than the previous generation.

New features include the synchronised motion of the seat and console – to reduce operator fatigue – and the adjustable console height with three positions to choose from. Easy operation comes from the ergonomic design of the console and switches. The hi-res anti-glare screen is also easier to view.

Increase safety

Hitachi Zaxis-7 excavators provide a superior view of the job site to enhance safety. This is thanks to the 270-degree bird's eye view from the Aerial Angle camera system. Operators can choose from six image options to view the machine's immediate environment, enabling them to control the safety of themselves and those around them.

Visibility is also improved by new LED work lights, a windscreen wiper with an increased sweeping area, and large reflective strips on the counterweight. And as an example of the attention to detail paid to the safe working environment of the new Zaxis-7 machines, the pilot shutoff lever has been repositioned. It is now within easy reach to prevent any unintentional actions.

Fleet management

To enable owners to feel in total control of their fleet and workload, Hitachi has a wide range of after-sales services. These include remote monitoring systems Owner's Site and ConSite, which give access to vital data and tools to help manage the new Zaxis-7 machines.

Both systems send operational data daily via GPRS or satellite from the excavator to Global e-Service. This includes ratios of operating hours to enhance efficiency; fuel consumption to manage running costs; and machine location for planning purposes. ConSite summarises the information in a monthly email.

Owners can also use the ConSite Pocket app, which shows real-time alerts for any issues arising, as well as recommendations on what to do and self-help guides. The app also shows the location of machines.

The quality of engine and hydraulic oil in Zaxis-7 excavators is continuously monitored 24/7 by a unique innovation. Data is transmitted daily via two sensors to Global e-Service and they detect if the oil quality has deteriorated. This innovative feature provides customers with peace of mind on the condition of their excavators, and reduces maintenance and unscheduled downtime.

Create your vision

"We're proud to present the latest range of Hitachi excavators to our European customers," says Hitachi Construction Machinery (Europe) NV President Makoto Yamazawa. "We believe the next generation of machines will help our operators and owners to create their vision. Hitachi has the products, people, solutions and services to empower its customers to take control of their world."

Complete control



The expanded cab interior provides a more comfortable working environment.



Sensors monitor oil continuously and contribute to preventative maintenance, helping to reduce downtime.



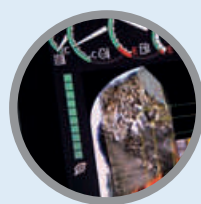
ConSite Pocket app allows you to manage and monitor your fleet remotely.



Integrated console and seat suspension gives a greater sense of control, and helps to reduce fatigue.



Visibility of the job site is excellent thanks to the Aerial Angle camera system and new LCD monitor.



The ECO gauge on the monitor indicates how to lower fuel consumption and reduce costs.



The improved TRIAS III hydraulic system reduces fuel consumption and increases efficiency.



Options such as Hitachi ground engaging tools enable you to enhance the performance of your excavator.



Improved access to components ensures maintenance is quick and easy.

NEWS



Reliability where it matters most

After more than two decades using Hitachi excavators in their contracting business, Finnish brothers Toivo and Markku Sund have invested in the latest addition to their fleet – a ZX135USL-6. It is used for remote forestry operations in the small town of Hirsjärvi, in the southwest of the country.

The Sund brothers have worked together since childhood and purchased their first ‘orange’ excavator in 1997. Their first forestry machine was a used Hitachi EX100M, which was eventually replaced by an EX110s. Their third purchase was a Hitachi short tail-swing model that still stands in their yard today.

Eldest brother Markku continues to put his faith in a 2005 ZX130LCN-1, which is approaching 20,000 working hours. Reliability is important to him, especially when far from home. “All the ZX130LCN-1 has required are some track repairs, nothing else,” he says. “When you are deep in the forest, miles away from proper roads, the last thing you need are major machine problems.”

Younger brother Toivo is lucky to be using the new Hitachi ZX135USL-6 for a variety of forestry projects. He also cites reliability, as well as a good service contract, valuable remote monitoring data and high levels of service as the main reasons for this latest acquisition.

French quarries rely on Hitachi

Two Hitachi Zaxis-6 large excavators have been delivered to quarrying customers in south-east and central France. Authorised Hitachi dealer Teramat, responsible for the region of Auvergne-Rhône-Alpes, supplied the 70- and 90-tonne machines with extended warranty and service contracts in autumn 2019.

The first, a ZX690LCR-6, is now excavating and loading materials in a basalt quarry in Ardèche. According to the operator, “The turning speed, power of the hydraulics and bucket capacity of the Hitachi are much better than the old excavator we had at this site. It’s working day and night!”

The second machine was delivered to Carrières de la Loire Delage in Bellegarde-en-Forez. CEO Mr Chaux invested in the ZX890LCR-6 to load the site’s fleet of dump trucks. The performance of the new arrival has impressed operator Quentin Marchand, who appreciates the fluidity of the hydraulic system as it allows for flexible loading and digging power.

“It’s true that, despite its tonnage, the Hitachi excavator is extremely versatile and responsive,” he says. “It feels like a 35-tonne excavator to operate, but when it is extracting materials, there’s no doubt that it’s a 90-tonne machine!”





Trust in Hitachi rental

The Alcanede municipality in Portugal is an important region for limestone and mineral extraction. Authorised Hitachi dealer Moviter has been providing machines to the quarries and mines located there for several years, including Pedramoca (Mocapor Group), which recently reinforced its fleet of equipment with the rental of a new ZX490LCH-6 – the company’s fifth 50-tonne Hitachi excavator.

“We usually buy the machines, but this time we decided in favour of a 36-month ‘rent-to-rent’ solution with a full maintenance contract,” said Pedramoca Manager José Luis. “Moviter presented us with that option and we liked the conditions.”

“Over the years, Moviter has always supported our business and presented us with good solutions to meet our needs. The products are top quality, and the after-sales services are quick and efficient. There is complete and absolute trust in the company – with Hitachi and Moviter, everything is easier.”

The ZX490LCH-6 only arrived at Pedramoca’s quarry a short time ago, but José Luis has already formed an opinion: “We have been Hitachi customers for many years, but we are pleasantly surprised by the performance and the fuel consumption of the ZX490LCH-6. Compared to the previous series, the Zaxis-6 excavators are a substantial improvement.”

Improving Copenhagen’s infrastructure

Copenhagen’s northern port, Nordhavn, is seeing significant developments to its infrastructure in a bid to attract more businesses to the area and people looking for a home close to the sea. The upgrade will also reduce congestion and includes the widening of the Sundkrogsgade – one of the busiest roads in the country.

Construction company MJ Eriksson A/S is carrying out the work with a Hitachi ZX135US-6 for development company By & Havn I/S. “Making Sundkrogsgade wider, from two to four lanes, is key since it is one of the most congested roads in the country,” says MJ Eriksson A/S Project Manager Jan Bach Nielsen. “The traffic has to continue during our work and all existing supply lines and piping in the area must stay in use while we establish new ones.”

The project in the Sundkrogsgade area includes the installation of district heating and cooling lines, plus gas pipelines and power cables – all special demands that influence the choice of machines, according to Jan.

“With the Hitachi ZX135US-6, we have a compact and versatile machine that is ideal for many tasks. The compact size is important, because of the limited space due to traffic, and the machine must be able to deftly manoeuvre between the many different pipes and cables.”



NEWS



Machine **lifetime** matters to Swiss customers

The favourable total cost of ownership of Hitachi construction equipment is evident in Switzerland. It was the key consideration of Anliker AG and Weibel AG, which both decided to invest in several Zaxis excavators last autumn.

Anliker AG in Emmenbrücke is one of the leading companies in the Swiss construction sector, with approximately 1,500 employees. It carries out building and civil engineering projects for large companies, the federal government and cantons, and various other customers.

Its procurement of ten new Hitachi Zaxis-6 mini excavators was based on the total operating costs. The package delivered by Swiss Hitachi dealer Probst Maveg included: three ZX19U-6s, four ZX26U-6s and three ZX55U-6s, as well as a 30-tonne ZX300LC-6 for its Zurich-based subsidiary, Terratech AG.

Road construction company Weibel AG prioritises quality and efficiency over price when it invests in construction equipment. The family business has been building roads, motorways and squares throughout the country since 1895. It took delivery of eight new Hitachi Zaxis-6 wheeled excavators from Probst Maveg, comprising six ZX145W-6 short-tail models and two ZX170W-6s.

Coreum puts Hitachi to the **test**

In October 2019, operators from across Germany were invited to the second Praxistage (demo days) event at Coreum. Over the course of three days, visitors attended the impressive 200,000m² facility close to Frankfurt, and had the opportunity to put a wide variety of construction machines and equipment to the test.

The motto for Coreum is 'Experience the practice live', and several Hitachi models were on site for the demonstrations. These included Zaxis-6 mini, medium and wheeled excavators, and ZW-6 wheel loaders.

Representatives from the authorised Hitachi dealer in Germany, Kiesel, were available to answer questions and offer advice to attendees on the various Zaxis and ZW models. The programme for the event also incorporated lively and informative lectures, such as the Hitachi presentation on digitalisation, smart construction and the connected job site.

Since opening its doors in autumn 2018, Coreum has established itself as a centre for construction equipment, a forum for technology and innovation, and a contact point for education and training. As a meeting place for operators, manufacturers, traders and industry associations, it plays a key role in the European construction industry.





Hitachi proves **reliable** for recycling

One of the world's largest public service recycling and waste management companies, Remondis, has invested in a Hitachi wheel loader for its new facility in Tyne and Wear, north-east England. Remondis uses highly efficient, cutting-edge technology to ensure the maximum amount of material is recycled or recovered.

The company decided to purchase the new ZW180-6 for loading and carrying operations at the plant following the completion of a successful demonstration. The Hitachi wheel loader proved to be reliable, robust and more than fit for purpose within the waste application sector.

"We decided to invest in the ZW180-6 following the provision of a demonstration machine and the excellent feedback from our experienced operators," said Operations Director Kevin Hawkes. "Having previous experience of Hitachi wheel loaders, I am sure this latest addition to our mobile fleet will complement our new state-of-the-art construction and demolition processing plant."

Built bespoke for its intended application, the ZW180-6 has special guards on lights and screens, and has been painted in the company's corporate colours.

Quality and support for Tuscan quarry

A Hitachi ZX890LCH-6 large excavator is the latest addition to the fleet at the Cava Lazzareschi white marble quarry in Tuscany, Italy. The company has been loyal to the Hitachi brand for many years, thanks to the quality of its machinery and the impeccable assistance provided by the nearest branch of its authorised Italian dealer, SCAI.

Cava Lazzareschi now has four Hitachi crawler excavators of different sizes on site, ranging from the ZX450 to the latest arrival. The ZX890LCH-6 has proved itself to be a worthy addition to the fleet, working productively with low fuel consumption right from the start, which is of vital importance to quarrying companies.

The machines at Cava Lazzareschi accumulate an average of 1,000 working hours per year in extremely demanding conditions. Despite this, the maintenance costs are relatively low, thanks to the scheduled service contract signed between Cava Lazzareschi and SCAI.

[Photo credit: Macchine Edili, Tecniche Nuove SpA]

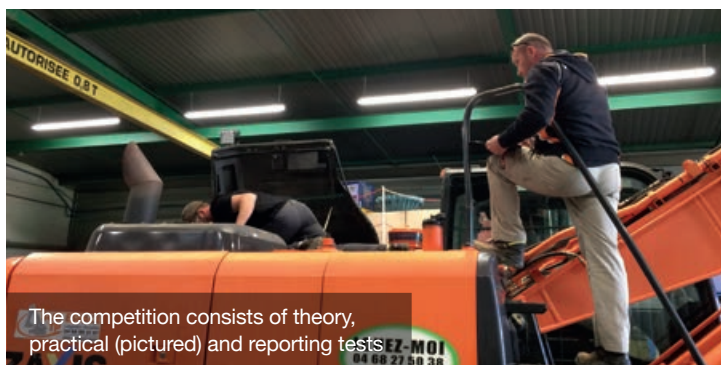


NEWS

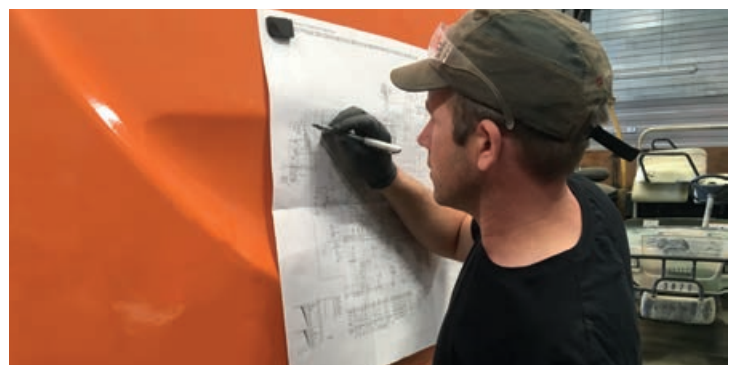
French technician finishes third in **global** service technician competition



Technicians from around the world met in October for the event in Japan



The competition consists of theory, practical (pictured) and reporting tests



Hitachi Construction Machinery Co., Ltd. (HCM) hosted the annual global service technician competition in October in Japan to find the finest mechanic in the Hitachi network. Bringing together contestants from all around the world, the event also highlights the results achieved by training and ultimately improves troubleshooting performance in the field.

The competition consists of three tests, including: a theory test on electrics, hydraulics, diesel engines and mechanics; a practical skills test troubleshooting several issues on a machine; and a reporting test.

William Boudeau from French dealer ESM TP – Bordeaux branch (X Matériels TP) qualified for the final in Japan after winning the French version of the competition, held by Hitachi Construction Machinery Sales and Service France (HCSF) in May.

After his initial success, William progressed to the next level of the competition held at the HCME Training Centre in Amsterdam in September. To prepare for this, he spent eight weeks on theory-based training at weekends, and completed practical training organised by HCSF.

Road to Tsuchiura, Japan

“It was a great opportunity to evaluate the skills I have learnt during my career to date,” he says. “I really appreciated the confidence shown in me by ESM TP and X Matériels TP. It wasn’t that easy, as I had to remember things I had learnt in school 20 years ago. However, I stayed motivated, because I wanted to go to Japan.”

In Amsterdam, William competed against several technicians from other European dealers by completing theory and practical tests, and



William Boudeau is the first French representative of HCME to qualify for the final and was presented with his medal by Mr Takaharu Ikeda, HCM Vice President and Executive Officer (General Manager, Lifecycle Support Operation Division)



a 15-minute technical interview. With a score of 97% in the theory test, he was the first French technician to win the HCME final and represented HCME at the global service technician competition one month later.

William travelled to HCM in Japan with ESM TP Bordeaux Workshop Leader Gilles Faure and HCSF Product Support Manager Takayuki Hisaki. He joined eight other participants representing Japan, New Zealand, Indonesia, China, Russia, India, Turkey and South Africa. After completing the three tests, he was awarded third place in the ZX-5B category, and was presented with a medal and prize for his outstanding achievement.

“It’s been a huge learning experience,” says William, “not only the preparation and training for the event, but also the multicultural exchange during the whole adventure. I would like to thank the training centres at HCME and HCSF for their help and support during this competition.”

His experience has highlighted the importance of hosting such events for dealer technicians and representatives. “It allows us to be recognised and awarded for our skills and expertise,” he adds. HCSF Technical Inspector/Product Support and Trainer Patrice Chambareau is proud of William’s achievements, and of his fellow technicians in France.

“We were delighted to hold the first French service technician competition last year, and thank the participants from Payen, Cobemat, Teramat and ESM TP for their enthusiasm and high spirits throughout the event,” he says. “Based on their feedback, we have decided to start troubleshooting training in 2020, so that we can improve the skills of all our Hitachi technicians. This will help them to deliver an even better level of service to our customers.”



(From left) William with ESM TP Workshop Leader Gilles Faure

Technical expertise from the HCME Training Centre, Amsterdam

HCME Academy provides technical courses for training representatives of authorised dealers, in line with the ‘train the trainer’ concept. The dealer representatives are then responsible for sharing their expertise with colleagues at their dealership.

The training includes subjects such as: the working principle of the machine, the electrical and hydraulic system, component and engine knowledge, diagnostic tools, maintenance and troubleshooting. “The goal for HCME technical training is to

prepare our dealer staff and enable them to carry out effective maintenance and troubleshooting activities,” say HCME Product Trainers Pieter van der Veen and Marcus Erasmus. “This in turn contributes to a higher level of customer satisfaction.”

The annual service technician competition builds upon the regular technical training activities undertaken by HCME and its dealers, and aims to further improve the troubleshooting skills of technicians, such as William and his colleagues.



The benefits of buy-back

Offering strong residual values and fixed monthly costs, the buy-back scheme was an important factor in this UK customer's decision to invest in Hitachi wheel loaders for the first time.

Hitachi Construction Machinery (Europe) NV (HCME) introduced a buy-back option across Europe for ZW-6 wheel loaders in 2018. It brings numerous benefits to customers, such as a reduced total cost of ownership thanks to an increased and guaranteed resale value. It also offers peace of mind, with fixed monthly costs, comprehensive warranty, and the knowledge that Hitachi stands by the reliability of its equipment.

These were some of the important considerations for MJ Hickey Plant Hire and Contracts Ltd, which has taken delivery of two Hitachi ZW310-6 wheel loaders since 2018. From its location in the north-east

of England, and additional offices and depots in the Yorkshire and Humber area, it provides operational contract management and plant hire services (with or without operator) to customers across the UK.

It specialises in quarrying, bulk earthmoving, landfill, site restoration and environmental projects. To carry out such a wide variety of activities, MJ Hickey currently has a fleet of more than 120 units, including articulated dump trucks, excavators, wheel loaders, bulldozers and compaction rollers. "Historically, we purchased everything," says Managing Director Anthony Hickey, whose father, Maurice, founded the company in 1972.



“The buy-back was important in our decision to invest in the two wheel loaders”

Anthony Hickey,
Managing Director, MJ Hickey Plant Hire
and Contracts Ltd



To qualify for the Hitachi buy-back scheme for ZW150 to ZW550 wheel loaders, the machine must be in good working order, less than five years old and have worked a maximum of 2,000 hours per year. Other conditions apply. For more information, please contact your local dealer or visit: www.hitachicm.eu/buy-back-hitachi-wheel-loader

“However, the costs of machines have increased by a third in the last ten years, whereas the rates we can charge to our customers have remained the same. We don’t want to lease equipment, as then you have no value in the business. So to make it work commercially, and to ensure we can provide the most modern, environmentally friendly and cost-effective machines available, we have a variety of equipment purchased as assets and on lease.”

The two Hitachi wheel loaders were supplied by Hitachi Construction Machinery (UK) Ltd. (HCMUK). The first ZW310-6, fitted with 4.5m³ general purpose bucket, was delivered in 2018 and is working in

one of the country’s largest limestone quarries, located in Leicester. The second model was delivered in October 2019 with a 6m³ high-tip bucket and is used for bulk handling at a site in Wales.

Commercially viable

“We ordered these models specifically for these projects and to meet our customers’ requirements,” says Anthony. “There is a good residual value on Hitachi machines, so therefore it’s commercially viable for us. If the work dries up, and you’ve purchased an asset, then you have to consider what to do with it. However, this kind of agreement lends a degree of flexibility and is suitable for short-term contracts.”

As part of the buy-back arrangement, both models are covered by a full package 6,000 hour/three-year warranty and maintained by HCMUK. “So far, the machines have proved reliable and any minor points that have arisen have been sorted quickly by HCMUK,” he adds.

“The buy-back was important in our decision to invest in the two wheel loaders, and it enables us to work out our costs over three years. It’s a good overall package, with a strong residual, and it proves to us that Hitachi has confidence in the reliability of its products.

“Our customers at both sites are happy with the performance of the Hitachi wheel loaders, as are the operators – thanks to the user-friendly cab. And if our customers are happy, then we’re happy.”



To see a movie of the Hitachi ZW310-6 wheel loader, please visit www.youtube.com/user/HitachiConstruction. To receive a digital version of *Ground Control* with new movies, please register online at www.hitachicm.eu/iground-control



True reliability and high productivity

Built for the most challenging of conditions, Hitachi large excavators have been engineered to enhance efficiency and lower running costs. *Ground Control* visits the only coal mine in Montenegro to see how two EX-6 machines are helping to optimise productivity.

“We chose the Hitachi excavators, because we were satisfied by the balance of technical quality, performance and cost-effectiveness”

Dane Čamdžić, Director of Development and Investment, Rudnik Uglja



Situated in the northernmost region of Montenegro, and approximately ten kilometres south of neighbouring Serbia, the town of Pljevlja has long played a part in the region's history. It is an important crossroads between different nations in terms of commerce and culture, and today it remains as relevant as ever.

One of the main reasons is that the town is home to the only thermal power plant in Montenegro (the Pljevlja Power Station), supplying 45% of electric power to the country. Pljevlja is also the site of the country's only coal mine (Rudnik Uglja AD). This feeds the power station and draws water for its activities from the nearby Čehotini river.

A historic location

While the Montenegrin Government only has a 55% stake in the power plant, it has full control over Rudnik Uglja, as the coal mine's CEO Slavoljub Popadić explains: “We commenced operations in 1952, and for many years Rudnik Uglja was privatised, until the Government took over the operation in August 2018. We are now owned solely by the Electrical Power Company MNE (EPCG).

“Back in the early 1950s, our work was very different. We only had 37 employees, used horse and cart, and produced around 16,200 tonnes of coal per year. Now, we have a much more sophisticated operation that employs 900 people and produces up to two million tonnes of coal annually. This is more than 40% of Montenegro's annual energy production.”

Today, 92% of Rudnik Uglja's output of ‘brown-lignite’ coal is used at the thermal power plant, with a stripping ratio of 2.9-4.2m³. The remaining 8% is earmarked for other industrial and private use.

The perfect machine

At Rudnik Uglja, parallel mining is taking place of the coal and overburden across two deposits: the Potrljica open-pit mine and the Ljuće-Šumani basin. Blasting is carried out at 10.30am daily and once completed, the excavation, loading and transportation of materials from the coal seams begins.

At almost every tier of the mine, excavators load a fleet of 37 rigid dump trucks, which then transport the materials to either an external landfill, or for further processing. For the latter, a specialist separation technique is used for crushing, separating and classifying the coal in various sizes at the Maljevac plant on site.

Rudnik Uglja relies on an immense pool of equipment to support its operations, including 12 excavators and wheel loaders, 16 auxiliary machines (such as bulldozers), and a wide range of crushers,



“I am used to operating larger machinery, but the EX2600E-6 always delivers the power I need and is ideally suited to the task”

Milorad Terzić,
Operator, Rudnik Uglja



drills and breakers. Any new machinery at Rudnik Uglja must pass a rigorous assessment process, and be entirely compatible with the existing production process.

With this in mind, the company issued a tender for two new mining excavators in 2018, before a decision was taken to invest in Hitachi machinery. “We were looking for two hydraulic excavators and had exacting criteria,” confirms Slavoljub. “In addition, we conducted extensive research at other mines to understand what type of equipment would best match our needs.”

Strong relationships

Although the competition was strong, Rudnik Uglja ultimately selected two Hitachi large excavators – an EX1200-6 (delivered in April 2019) and an EX2600E-6 (delivered in December 2018). “We chose the Hitachi excavators, because we were satisfied by the balance of technical quality, performance and cost-effectiveness,” explains Rudnik Uglja’s Director of Development and Investment Dane Čamdžić.

Both machines were supplied by Hitachi’s local authorised dealer, West Balkans Machinery d.o.o. (WBM), which distributes and services equipment in both Serbia and Montenegro. Although its head office is in Serbia’s capital Belgrade, WBM remained on site throughout winter to help build the EX2600E-6 in close cooperation with Rudnik Uglja, occasionally in temperatures as cold as -10°C.

The two machines are covered under an 8,000-hour/two-year service programme, and a WBM technician is on call 24/7 at Rudnik Uglja. This commitment has not gone unnoticed by Dane: “We are delighted with the support from WBM. From the beginning, the after-sales service we receive has been excellent and we are more than happy for the relationship to continue.”

Secure and safe

The Hitachi EX1200-6 removes coal and overburden, loads the trucks and is also used for general earthworks when required.



“Over the past 35 years, I have operated many different brands of excavator, but nothing has ever been as stable as the EX1200-6”

Sead Junuz,
Operator, Rudnik Uglja

Designed to support large-scale production yields and reduce fuel consumption, it has an enhanced boom lifting force that makes it easy to lift large rocks and other materials.

The machine has a better swing performance, increased digging force and improved mobility over previous models. In addition, it has been fitted with a standard Hitachi bucket, which has been specifically strengthened to resist wear and impact at the demanding site.

However, the machine’s stability is the stand-out feature according to its operator, Sead Junuz. This is thanks in part to the EX1200-6’s track links, which have been enlarged to increase the machine’s strength and offer higher durability on rugged ground. “Over the past 35 years, I have operated many different brands of excavator, but nothing has ever been as stable as the EX1200-6,” he says.

“The stability is upheld by the wide tracks, and due to its power, durability and reliability, the EX1200-6 is ideal for the type of work we do here. The whole excavator has been cleverly designed in terms of its dimensions and layout, and the fill rates of the bucket are fantastic.

“The view is also impressive from the cab and I can clearly see all round the machine. The controls are user-friendly and any external noise is isolated. The team from WBM was helpful during the handover, and thanks to their efforts, I can enjoy working without having to worry.”



The right equipment

Deeper in the mine, the larger EX2600E-6 is predominantly removing overburden. Although the EX1200-6 has a standard diesel engine, the EX2600E-6 has an external cable power supply and a three-phase induction electric motor. This eliminates exhaust emissions and CO₂ from the excavator, as well as other waste such as engine oil.

Drawing its power from a small substation located behind the machine, a cable reel located under the rear of the EX2600E-6





(Left to right): Golub Djondović (Director of 'Potrica' Open Pit), Stjepan Gazdić (Director of Production), Radenko Ostojić (Maintenance Manager), Slavoljub Popadić (CEO), Dane Čamdžić (Director of Development and Investment), Miroslav Stojanović (Aftersales Manager, WBM)

maintenance is easier and there is less likelihood of the machine having a failure. I am used to operating larger machinery, but the EX2600E-6 always delivers the power I need and is ideally suited to the task.

“Inside the cab, the monitor is informative and the controls are intuitive. The weather can vary dramatically, but the EX2600E-6 keeps me warm in winter and cool in summer, as well as preventing any dust from getting inside. In addition, the view is excellent when I’m working close to the coal seam and the fill rates are perfect.”

Reliable and respected

Since their arrival, the demands on both machines have been tough. For example, in the first nine months of operation, the EX2600E-6 worked over 4,000 hours. However, the two Hitachis have quickly become an important part of production on site and offer Rudnik Uglja high availability rates of up to 98%.

With one team of experienced operators working exclusively with the Hitachi excavators, Dane is proud to know that Rudnik Uglja’s investment has proved the correct one: “Our guys really enjoy working with Hitachi, are highly trained and have tremendous respect for these machines. They like to take care of the excavators, and I can remember when they were built, one of them insisted on taking his dirty boots off before entering the cab.”

In terms of output, Rudnik Uglja uses its own data to analyse how the machines are performing: “We have seen some excellent results owing to the Hitachi machines. They are helping us to achieve our quota and the data speaks for itself – in the first nine months of operation, the two machines have been involved in 30% of our overall production.

“In short, the Hitachi large excavators are flexible and mobile, and are helping us to achieve all our requirements. They also have fast operating cycles when loading, provide a high capacity, are easy to maintain, and are user-friendly. They are truly reliable machines and highly productive.”

allows it to operate freely at distance from the power source, spooling the electric cable as necessary. The excavator is also fitted with a 16.5m³ face shovel bucket, which was a specific request from Rudnik Uglja during the tender process.

“We requested the face shovel bucket configuration, because the EX2600E-6 is digging for height not depth,” confirms Dane. “The machine is removing material from wall faces measuring up to 15 metres, so we knew that this bucket type would be safer and more productive.” In this way, the bucket is providing high fill rates, improved efficiency, and helping Rudnik Uglja to reach its production quota.

The EX2600E-6’s operator Milorad Terzić has been particularly impressed by the electric excavator: “In some ways, the electric machine has certain advantages over diesel models: the overall



To see a movie of the Hitachi EX2600E-6 and EX1200-6, please visit www.youtube.com/user/HitachiConstruction. To receive a digital version of *Ground Control* with new movies, please register online at www.hitachicm.eu/iground-control



Premium quality guaranteed

Brabec & Brabec Stavební s.r.o.'s strategic approach to its business in the Czech Republic includes a plan to upgrade its fleet of construction machinery. This started with the purchase of a Hitachi Premium Used ZX130LCN-5 from local dealer NET spol. s.r.o. (NET) after a trip to Bauma 2019 in Munich.



Situated on the outskirts of the town of Cheb, only a few kilometres from the German border, a DHL parcel depot is being expanded to keep up with the demand of the e-commerce boom. The shell of the extension is complete, and sub-contractor Brabec & Brabec has moved in to install the utilities on the site with its newly acquired Hitachi medium excavator.

The six-week project at Cheb is the second assignment for the machine, which was delivered in July with 5,800 working hours. It is being used for digging trenches, laying and covering up to 1km of pipes, and then levelling the ground.

Despite its immaculate condition – inside and out – the ZX130LCN-5 was actually manufactured in 2014 before being refurbished five years later. In fact, such is the quality of the machine that it was the prime exhibit to promote the benefits of the Hitachi Premium Used programme [see page 24] on the manufacturer’s stand at Bauma.

There it was spotted by Petr Brabec, co-founder of Brabec & Brabec, which was established in 2004. He attended the exhibition with long-standing business associate, NET salesman Zdeněk Pašek.

Positive feedback

“Over the past five years, I had talked with one of our customers in Germany and a friend of mine who runs a quarry in the Czech Republic,” says Petr. “They both gave me positive feedback about the reliability of Hitachi machines from an owner’s and operator’s point of view. So, I had already been thinking about potentially buying a Zaxis excavator and wasn’t surprised by the quality Hitachi exhibited on its stand at Bauma.”

Petr started working in the construction sector in 1999. He cooperated with three other self-employed workers and they joined forces to buy their first machine in 2000. Four years later, they set up Brabec & Brabec with three excavators and a truck in their fleet.

They were already engaged in civil engineering projects that included road construction and utilities. Since then, they have grown steadily, survived the recession following the financial crisis of 2008 and then re-established themselves at a faster rate than before.

Based in Mnišek, approximately 250km from the site in Cheb, Brabec & Brabec now has 50 employees, with a fleet of 11 excavators, five wheel loaders, four trucks and some compaction equipment. They have started to work further afield to follow the demand for their services as a sub-contractor.

To remain competitive, they have also established a branch at Plzen (near Cheb) to reduce the time to transport their equipment between sites. The scale of the projects has also increased in line with their business. They currently work regularly with three main contractors, who account for around 80% of the company’s turnover, supplemented by some smaller projects of their own.

“It was an ideal opportunity to test a Hitachi excavator before buying a new one”

Petr Brabec,
Owner, Brabec & Brabec Stavební s.r.o.





Hitachi Construction Machinery

PREMIUM USED

The Hitachi Premium Used programme applies to: Hitachi medium and large excavators with less than 7,500 hours or less than five years old; and mini excavators with less than 3,500 hours. It also applies to all ZW-series wheel loaders above 125HP. They are covered by Hitachi's six-month/1,500-hour powertrain warranty.

Every Hitachi Premium Used machine undergoes a rigorous inspection and refurbishment process. This is carried out by

an authorised Hitachi dealer using only Hitachi Genuine parts and lubricants, according to Hitachi specifications.

Scheduled oil sampling is completed and maintenance records are available via Global e-Service, Hitachi's remote machine monitoring website. The machines are painted if required to provide an immaculate appearance, and the undercarriage and tyres are guaranteed to have less than 50% wear.

"You can be assured of a reliable performance and complete peace of mind from our Hitachi Premium Used excavators and wheel loaders," says HCME Re-marketing Manager Martijn Kruithof. "The refurb process that every model undergoes ensures the same high level of quality as our new machines, at a fraction of the price."

“The control panel and cab layout are also perfect, it’s like sitting in a new machine!”

Jakub Matějček,
Operator, Brabec & Brabec Stavební s.r.o.



“Our overall aim is to make the company stronger through a strategy of consolidation, including the upgrading of our older equipment,” says Petr. “We decided to purchase the Premium Used ZX130LCN-5 because of its price, the one-year warranty provided and its availability. In addition, it was an ideal opportunity to test a Hitachi excavator before buying a new one.”

A good solution

“Technically, this size of machine is a good solution for what is needed on jobs such as this,” explains Petr. “We tend to use 8- to 15-tonne excavators for the work that we do, as the bucket capacity, digging depth and reach are all good in meeting our specific requirements.

“I like the ZX130LCN-5 and consider it to be future-proof, in that the controls are similar across all generations of Zaxis excavators. So, from the -3 to the -5 and -6 series, an operator knows what to expect, and therefore finds Hitachi machines to be user-friendly.”

Jakub Matějček has five years’ experience as an operator, and had recently joined Brabec & Brabec to operate the Hitachi Premium Used excavator: “I had only previously operated larger excavators of at least 25 tonnes before the ZX130LCN-5, but I have found it to be a good machine due to its power and reach, as well as its stability. The control panel and cab layout are also perfect, it’s like sitting in a new machine!”



To see a movie of the Hitachi Premium Used excavator, please visit www.youtube.com/user/HitachiConstruction. To receive a digital version of *Ground Control* with new movies, please register online at www.hitachicm.eu/iground-control



Mighty minis

Following positive experiences with their Hitachi medium excavators, two UK contractors have invested in new Hitachi Zaxis-6 minis to work on groundworks and civil engineering projects. The compact machines share many similarities with larger models, proving equally versatile and reliable.

The latest range of Zaxis-6 mini excavators are fitted with Stage V-compliant engines, and offer high levels of productivity, greater fuel efficiency and reduced emissions. Made in the state-of-the-art Hitachi facility in Japan, they are completed to an exceptionally high standard at the HCME factory in The Netherlands.

The one- to six-tonne models share the same highly responsive hydraulics and controls for which all Hitachi excavators are renowned. They are also now linked to Global e-Service via an easily installed ABAX unit which gives owners instant access to data including operating hours and location, and the ability to plan required maintenance in advance (see page 33 for more information on ABAX).

Although similar to larger Hitachi models, the mini excavator range offers a greater degree of versatility thanks to its ability to work precisely and efficiently in small spaces. This was an important factor in the purchasing decisions of Jim Dorrick Construction Ltd and JLG Groundworks, who recently decided to invest in two of the latest models, a ZX26U-6 and ZX55U-6.

Powerful and efficient

Established in 2007, JLG Groundworks operates in the Worcester area on groundworks and civil engineering projects. The company added a Hitachi ZX55U-6 mini excavator to its fleet of machinery (that includes a ZX210-5 and ZX130LCN-5) during the summer of 2019. It was recommended by authorised dealer, Hitachi Construction Machinery (UK), for work on housing developments, which requires precision in confined areas.

“This is the first Zaxis-6 mini excavator we have purchased,” says owner Jason Griffiths. “We thought we’d try out the latest model, because the operators love using Hitachi machines already. It’s very fuel-efficient, and compact for working in confined spaces.”

The ZX55U-6 was being utilised on a housing development for Seddon Construction in Powick on the outskirts of Worcester. It was excavating the area around the properties for internal and external drainage, and backfilling after the work had been completed.

“It’s a versatile machine and very responsive,” says Ben Bryan, who supervises the site and also operates the mini excavator. “That’s the beauty of the new machine, it’s powerful for a five-tonne excavator.”

“Of all the machines I’ve driven over the years, there’s no comparison with Hitachi”

Ben Bryan,
Supervisor, JLG Groundworks



He’s also assured of the reliability of the ZX55U-6, based on his previous experience of working with Hitachi construction equipment: “Of all the machines I’ve driven over the years, there’s no comparison with Hitachi. They’re reliable and never age.”

Reliable and comfortable

Based 40 miles (64 kilometres) from JLG Groundworks, Jim Dorricott Construction Ltd has been operating as a civil engineering firm around the town of Shrewsbury since 1990. It took delivery of a Hitachi ZX26U-6 mini excavator in early 2019 to work on the groundworks for a commercial/retail development on the outskirts of Telford.

The ZX26U-6 was excavating parts of the two-hectare site so that operators could investigate and remove the existing services. After this, a Hitachi ZX225USLC-5 was utilised to dig deeper in order to lay sewage pipes connecting the site to the main local sewer.

The company added the mini to its fleet due to the positive experiences it had with its four Zaxis medium excavators. “Hitachi machines are reliable, and we’ve never had a problem with them,” says Director Russell Buckley.

“We needed a smaller machine that wouldn’t damage the pipes, so the ZX26U-6 was ideal. The new Hitachi Zaxis-6 mini excavator has excellent all-round visibility, and is noticeably more economical.”

Operator comfort is another key consideration, not only for the happiness of operators, but also for efficiency on the job site. Operator Derek Jones says: “I’ve been working in the construction industry for 38 years, operating machines from two to 70 tonnes. The ZX26U-6 is comfortable, and easy to get in and out of to change attachments. This is really important as it saves time on this type of project.”



To see a movie of the Hitachi excavators, please visit www.youtube.com/user/HitachiConstruction. To receive a digital version of *Ground Control* with new movies, please register online at www.hitachicm.eu/iground-control



Improving the bottom line

H&K Sandnes is an active user of Hitachi's remote monitoring system for a wide range of its Zaxis excavators. *Ground Control* visits the Norwegian contractor to find out how Global e-Service is most beneficial.



Larvik is a town in Vestfold county with a stable climate and one of the highest median temperatures in Norway. It is famous for the discovery of various remains from the Stone Age and its reputation as a summer community with over 4,000 holiday homes in the area.

Consequently, Larvik experiences significant tourism and this contributes to a buoyant local construction industry. The headquarters of the authorised Norwegian dealer of Hitachi Construction Machinery (Europe) NV, Nasta, is located in the town, along with a host of long-established construction companies, such as H&K Sandnes, which was founded in 1972 by Harald Sandnes and his son Kåre.



(From left) Nils Arve Norendal (Nasta), Rune Sandnes (H&K Sandnes) and Torstein Strømmen (Nasta)

Gradual development

They started working on groundworks and drainage projects for new houses and other buildings, which they have continued with to this day. Kåre and his son Rune currently own 60% of the business, with the other two owners, Klaus Øyen and Halvard Eikas, sharing the remaining 40%.

When Rune joined in 2000, the company employed 14 members of staff, and after two decades of what he refers to as “gradual development”, the team now numbers 44 personnel. Up to 70% of H&K Sandnes’ annual contracts are for the local government, with the remainder being for privately owned enterprises.

Nasta supplied the company’s first new Hitachi excavators, a UH083 and UH063, in the mid-Eighties. More than 30 years later and the current Hitachi fleet ranges from a ZW65 compact wheel loader, ZX65USB-5 mini and three wheeled excavators (a ZX140W-5, ZX145W-6 and ZX170W-5), to eight medium excavators (a ZX85US-5, ZX135US-3, ZX135US-5, ZX225US-3, ZX225USLC-5, two ZX225USLC-6s and ZX290LC-5).

Rune is now Nasta’s main point of contact: “The main reasons for continuing to buy Hitachi machines are that the dealer’s service is nearby, they are reliable and have minimal downtime. In addition, the handling is excellent, they are very precise, especially for combined operations, and the hydraulics are incredibly fast.

“We particularly like the 14 to 25-tonne Zaxis models, and therefore our main machines are the ZX135US and ZX225USLC. These can carry out everything from our smallest jobs worth €10,000 to our largest jobs at €6,000,000.

“If there is ever an issue with a machine, Nasta takes responsibility and the technicians come to our aid as quickly as possible. They are attentive to our needs and respond with a high level of priority. We even have the flexibility to borrow another excavator if required.

“We have been receiving ConSite reports every month for the past two years and it’s excellent for monitoring emissions, fuel consumption and availability”

Rune Sandnes,
Owner, H&K Sandnes



“Nasta looks at everything from our point of view, and we are extremely satisfied. We have had a strong relationship with them for many years. There is also excellent communication between the operators and the service team – which is most important.”

Increased efficiency

H&K Sandnes has taken out a full service contract and extended warranty with all of its Hitachi machines, which entitles the company to make use of the manufacturer’s wide range of after-sales services. These include easy access to Owner’s Site and ConSite – two remote monitoring systems – which send operational data daily via GPRS or satellite from its excavators to www.globaleservice.com.

“The service contracts and extended warranties enable us to keep the Hitachi machines for between five and seven years. It is also beneficial to us, because we know what the fixed costs will be and this enables us to make an accurate forecast.”

ConSite is an automatic service report that summarises the information from Global e-Service in a monthly email, such as the operating mode and CO₂ emissions. In addition, the ConSite Pocket App shows alerts in real-time for issues arising with machines. These incorporate recommendations on what course of action to take and step-by-step help guides. The app also enables H&K Sandnes to see the location of its fleet.

“We have been receiving ConSite reports every month for the past two years and it’s excellent for monitoring emissions, fuel consumption and availability,” explains Rune. “We will certainly continue to increase our usage of this tool in the future, for example to help our operators to use the machines more efficiently.

“We monitor the CO₂ emission statistics for our local government projects and share these with the operators so that they can take effective action if required. And ConSite can also assist us in analysing the productivity of the operators and machines,



although we take the different types of jobs – and how busy they will be – into account.

“Finally, the reports are also a useful indicator of the improvements in fuel economy. For example, we can see that there has been a saving of up to one third in fuel costs between the ZX225USLC-3 and ZX225USLC-6. The new machine is excellent and the TRIAS II hydraulic system has certainly helped in this respect – which is so important for the bottom line.”



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Saving time and money

Simen Berge is a remarkable young man with an entrepreneurial spirit. The 23-year-old Norwegian contractor has a high level of expertise beyond his years, driven by the latest technology available from ABAX through his fleet of Hitachi construction machinery.

ConSite
Consolidated Solution for Construction Sites

How many teenagers would use the money they receive from friends and family to celebrate their confirmation (to the church) to buy their first tractor? Simen did just that, but then he wasn't your average teenager.

He started working "in a small way" at the age of 16 and was still studying to become a technician when he bought his first excavator in 2014. Initially, he developed his new-found operating skills in his spare time, but after a few trade-ins, he bought a second machine and started his own company – Berge Bygdeservice – all before he had completed his studies!

Capacity counts

"Initially, my main jobs were snow ploughing in the winter months

and excavation work at the other times of year," says Simen, "and this is still the case today. However, I now have two employees and our services have expanded to include road sweeping, landscaping and transportation. I really like the size of my company, because I can still be an operator and manage a relatively small company at the same time!"

Based in Lillestrøm, Akershus county, only 18 kilometres to the north east of Oslo, Berge Bygdeservice's fleet consists of four Hitachi excavators and one wheel loader supplied by Nasta, the authorised Hitachi dealer in Norway. The company also has three tractors and a truck.

Simen bought a new ZX85US-5 medium excavator in April 2018 and a ZX17U-5 mini five months later. These machines have now

been supplemented by: a used ZX145W-3 wheeled excavator in July 2019; the delivery of Norway's first new ZX65USB-6 mini in October; and (following *Ground Control's* visit) a new ZW150-6 wheel loader in December.

Four machines were purchased with full service contracts and extended warranty: three years/6,000 hours for the ZW150-6; five years/6,000 hours for the ZX85US-5, 2,000 hours for the ZX65USB-6 and 2,000 hours with the ZX17U-5; while the ZX145W-5 was supplied with a service contract for used machinery.

"The different sizes of machines are determined by the work that we do," explains Simen. "They are all involved with utility and groundworks projects, but to different extents according to their capacity and level of versatility.

"The ZX17U-5 is excellent for working in confined spaces and I refer to it as 'an alternative to a shovel'. The ZX65USB-6 is our latest machine for digging trenches, and laying pipes and cables, as well as drainage for new-build houses and other buildings, along with the ZX85US-5. The additional capacity and mobility of ZX145W-3 means that it is easier to lift and move materials.

"I enjoy operating all of the machines. The ZX85US-5 is my favourite, because it is stable, smooth and relatively quick. However, this could soon be overtaken by the new ZX65USB-6, which I've only been operating for a few hours since its arrival."

Maximum availability

One of Simen's colleagues knows Nasta salesman Tom Ola Bjerkestuen, who started working with the dealer in 2017. This introduction saw the start of the relationship with Nasta, whose new office in Oslo is only ten minutes' drive from Berge Bygdeservice's base.

"I was always aware of Nasta and Hitachi in the area before we started working together, and now we have an excellent relationship," adds Simen. "We get help when we need it and the technical support team is always available with the correct parts at short notice. This saves us time, and means that Nasta and Hitachi's after-sales services help us to achieve maximum availability."

When buying the first of a new generation of Zaxis-6 mini excavators, Simen was made aware of the latest technology available in remote monitoring systems (now available for Hitachi mini and compact excavators thanks to the ABAX system, see below for more details). "I have downloaded the user-friendly ConSite Pocket app on to my phone and already receive the monthly ConSite report from Hitachi for the two medium excavators.

ABAX makes the connection to Global e-Service

It was announced at Bauma in March 2019 that the latest Zaxis-6 range of Hitachi mini excavators can now be connected to Hitachi Construction Machinery's remote monitoring system, Global e-Service. This allows owners access to operational data on their machines, which in turn helps to increase productivity, enhance efficiency, maximise availability and reduce running costs.

Hitachi Construction Machinery (Europe) NV (HCME) has teamed up with European telematics company ABAX – based in Larvik, Norway – for this new development. Its market-leading software platform enables Hitachi mini excavators to communicate with Global e-Service, simplifying fleet management and maintenance



"We have used ConSite successfully to reduce the idling time and fuel consumption"

Simen Berge,
Owner, Berge Bygdeservice

"I look at the idling time data, as this is something that we are aiming to improve and it's topical in Norway at present. It's also interesting to see how far the ZX145W-3 has travelled and the figure for fuel consumption. As a result, we are turning the engines off as much as possible and trying not to use the full power of the machines unless it's absolutely necessary.

"So, we have used ConSite successfully to reduce the idling time and fuel consumption. With this cost reduction, the reliability of the machines and the excellent working relationship with Tom, I am still as happy as I was when I bought the first Hitachi!"

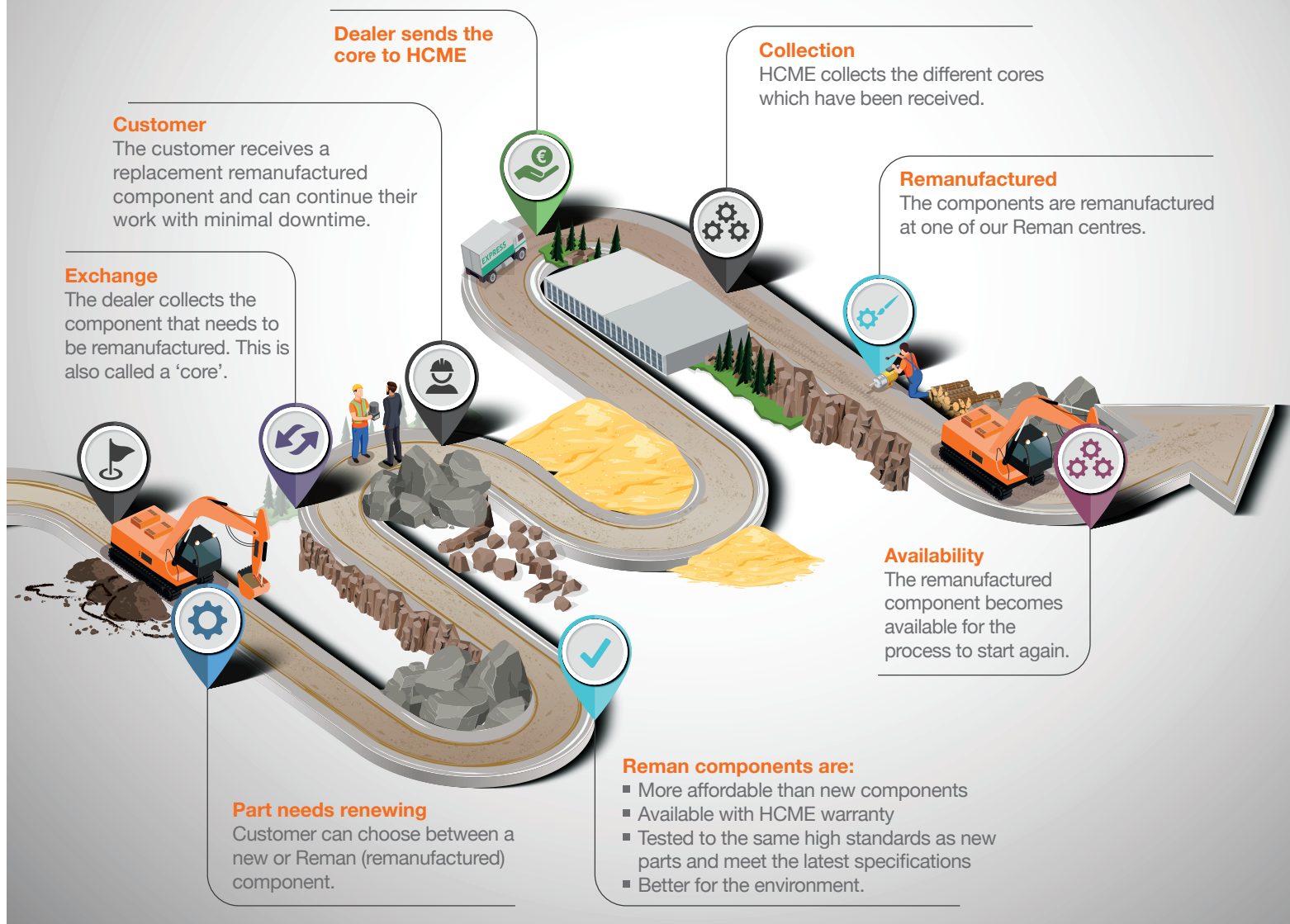
for machine owners.

The software is available for all current Hitachi mini and compact machinery. It can also be retrofitted to previous generation models by the authorised Hitachi European dealer network.



To see a movie of the Hitachi ZX65USB-6, please visit www.youtube.com/user/HitachiConstruction. To receive a digital version of *Ground Control* with new movies, please register online at www.hitachicm.eu/iground-control

Hitachi Reman – affordable, available and sustainable



Keeping your machines in optimum condition is paramount in today's competitive marketplace. Due to the tough environments they work in, it's a fact that parts will need replacing. But there is an affordable and sustainable alternative to new ones – Hitachi Reman (remanufactured) components.

Like new parts, Reman components will keep your Hitachi excavator or wheel loader operating exactly as expected, as they are tested and made to the same exacting specifications.

Reman components also come with a Hitachi warranty but are more affordable than new parts. They are designed to lower operating costs and minimise unscheduled downtime, so they are a perfect choice for preventative maintenance, or to get back up and running as soon as possible.

To purchase, simply exchange your used part for the corresponding Reman component at your local Hitachi dealership, which will return it to one of our dedicated Reman centres to be remanufactured

to the same high standards as new components. It's then ready to go to another Hitachi customer, complete with a comprehensive warranty.

Just like new Hitachi parts, Reman components will keep your machine operating in top condition. Furthermore, you can feel good about purchasing Reman components because the remanufacturing process allows us to lower waste and save resources by reducing our need for raw materials. Because the 'core' product is rebuilt and supplied back into the market, it has the added benefit of being better for the environment.

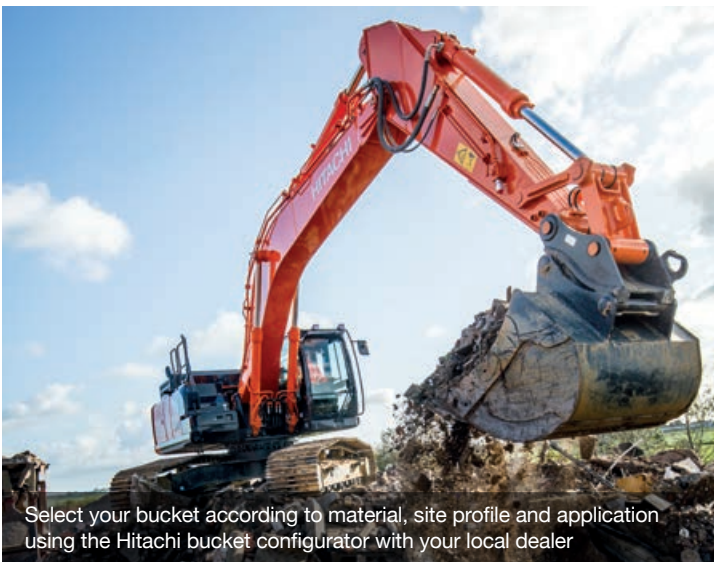
Win-win situation

If you don't want to compromise on quality but are looking for an affordable and sustainable way to keeping your machines working, contact your local Hitachi dealer and find out how Hitachi Reman components can benefit your business operations.

Hitachi buckets – maximum capacity, durability and productivity



Using Hitachi buckets boosts performance and increases resale value



Select your bucket according to material, site profile and application using the Hitachi bucket configurator with your local dealer

Designed to work in harmony with your excavator or wheel loader, Hitachi buckets can increase profit by maximising productivity and uptime. They are manufactured to the same high standards as all Hitachi construction equipment to offer unrivalled durability and exceptional performance.

Selecting the right bucket for the task at hand will increase the versatility of your machine. From loading light materials to carrying out heavy-duty work, Hitachi buckets can be customised to meet the needs of various operating conditions.

Choose from a wide range that includes GD, HD and XHD buckets with different capacities and widths for excavators, and general purpose, rock and high dump buckets for wheel loaders. You can also select options such as floor types, spill guards and side wear plates. Quick coupler connections such as CW, Pin-grabber and S-coupling are also available.

For more information on Hitachi buckets, contact your local Hitachi dealer or visit www.hitachicm.eu

Model performance



Buy Hitachi scale models at
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