

# MIDDLE EAST Earthmoving NORTH EAST AFRICA

Issue 6 | March 2021

The Hitachi Construction Machinery Middle East Corporation FZE Magazine



**FEATURED DEALER:** ATEC appointed as exclusive distributor in Saudi Arabia

**USED MACHINES:** Why choose Hitachi USED Machines?

**DELIVERY:** Remarkable HSC Crawler Crane delivery for Kenya

**REMANUFACTURED:** Hitachi's spotlight on remanufactured components

## HITACHI

Reliable solutions

# Genuine parts for a maximum uptime

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Reliable solutions



Hitachi offers a wide range of parts to suit every machine and budget, whether you have a new machine or are running an older model.

Recently, we've reviewed the cost of our product lines. This ensures you will continue high-quality parts a first-rate OEM at the most competitive prices.



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**PIET VAN BAKERGEM**

## General Manager-Marketing

Dear Valued Readers,

Welcome to the new edition of the Hitachi Earth Moving Magazine!

At Hitachi Construction Machinery Middle East Corp. FZE, we are constantly endeavouring to maximise our brand value and extend the awareness of our product/market combinations, including services and support. Apart from excavators, we are also offering an impressive range of wheel loaders to the market at competitive prices. These high-performance machines with low fuel consumption and low maintenance costs offer increased productivity.

We are also proud of our superior customer services that have a reputation for excellent customer satisfaction by providing the highest levels of support through an impressive coverage across our strong and professional dealer network.

Our target is to grow our business by boosting our genuine parts sales in combination with strong after-sales support programmes to keep the customer equipment at a maximum performance level at all times.

Remote fleet monitoring systems like 'Consite' are designed to improve and secure the overall leading performance and efficiency of all Hitachi Construction Machinery.

Our loyal HCM customers have confidence in the exceptionally high standards of performance of our machines that are designed to cope with the toughest working conditions, thereby enabling them to focus 100% on their business.

All our marketing support programmes are designed to align the global expertise and knowledge with the local language and culture of each customer.

Stay safe!



## Cairo Metro in Egypt

# The Cairo Metro in Egypt's capital is the first underground railway to operate on the African continent

The Cairo Metro in Egypt's capital is the first underground railway on the African continent, managed by the national authority of tunnel and supervised by the minister of transport. It currently includes three routes, numbered Cairo Metro Line 1-Line 3, and is being significantly expanded in order to relieve traffic congestion caused by population growth and higher vehicle numbers in recent years. Part of that expansion is the Cairo Metro Line 3 Phase 3 project, the focus of this article.

Line 3 Phase 3 involves constructing an

18 km extension including 15 stations, and is planned for completion in 2021. This large-scale project has been undertaken by an Egyptian-French joint venture comprising four companies - Vinci Construction Grands Projects, Arab Contractors, Bouygues Travaux Publics, and Orascom Construction. At its peak, the project will employ 3,960 people.

Hitachi's relationship with the joint venture began with the latter's founding in 2016. The JV has a total of 21 Hitachi machines, including nine 7-35t hydraulic excavators and 12 wheel loaders over three models,

which are all at work on the Metro Line 3 Phase 3 project. Among these, the two telescopic arm ZX330LC-5G 30m machines were introduced for this project, marking the first-ever usage in Egypt of Hitachi telescopic arm excavators.

Because the Metro is being dug deep underground, the resulting sand and mud needs to be conveyed back to the surface. This critical job has been entrusted to the telescopic arm ZX330LC-5G 30m machines. According to JV L3-Ph3 Workshop Manager Mr. Julien Sublet, increasing spoil removal efficiency is the key to project advancement. The



telescopic arm machines operate approximately 20 hours per day, and have already moved a total of approximately 75,000m<sup>3</sup> of spoil since the first unit was introduced in August 2018. Mr. Sublet commented, “We are very satisfied with the performance of the two telescopic excavators, especially their production output. They really outshine alternatives from other brands and the results are amazing.”

In addition, careful consideration has been given to site safety. The telescopic arm ZX330LC-5G 30m machines are fitted with hose rupture valves, which enhance safety. Hose rupture valves are fitted to the lifting cylinder, and are safety valves preventing boom from suddenly dropping, even in the unlikely event of a hose breakage. Mr. Sublet stresses that it is important to not only increase efficiency, but also to ensure site safety.

Finally, the operators are proud that they are the first in Egypt to use these machines. Hitachi Construction Machinery is also proud that its machines, having travelled halfway around the world, are making a strong contribution to the success of the Cairo Metro project.



“We are very satisfied about the performance of the two telescopic excavators and even more about the production they are making.”

They really outstand other brands alternatives and the results they are giving are amazing.”

Mr. Julien Sublet,  
 JV L3-Ph3 Workshop  
 Manager





**Turkey Distributor**

## Entek Elektrik İnşaat utilizes ConSite System to Increase Productivity

**Y**atağan Termik Enerji A.Ş., operated by Entek Elektrik İnşaat A.Ş. Tınaz Operation Open Coal Mine, is Turkey's 10th biggest Thermal Power Plant with annual power generation capacity of 4096 GWh. With an annual overburden capacity of approximately 20,000,000 m<sup>3</sup>, the plant produces 4,500,000 tonnes of coal per year.

Three units of ZX690LCH-5A and 13 units of ZX890LCH-5A Hitachi hydraulic excavators are operating in the open pit. In addition to Hitachi fleet, one unit of 90Z6, and two units of 95Z7 Kawasaki wheel loaders are also in operation here. The total work force of the mine is 631 people.

Overburden materials such as marl, sandstone, limestone, conglomerate, and plaque limestone have been excavated by Hitachi and Kawasaki fleet.

Operators working on the Hitachi fleet have

commended it for its easy-to-use, quick and comfortable functionality. Three different power mode options provides an ideal system for the operators. Based on current open pit conditions, customers comment that ZX890LCH-5A is an especially ideal machine for overburden application.

The ZX690LCH-5A, with its optimized size and engine power, is mostly preferred for multi-layer coal ground conditions. Hitachi fleet allows easy access to coal with reduced fuel consumption figures. The maintenance department of the customer has also reported high satisfaction with the after-sales support quality provided by Hitachi Construction Machinery Turkey distributor, Enka Marketing Export Import Co. In case of failure, Enka provides quick service and spare parts through their experienced mechanics, which is totally appreciated by the customer.

In a statement, the customer said: "The failure rate of Hitachi machines is low, the engine performance is very good and they meet our standards. Technical catalogues are easy to understand. Periodic maintenance is carried out with great care by Enka."

The company is also very satisfied with the ConSite system, which allows remote access to Hitachi machines.

Briefly explained, the ConSite system is Hitachi's automatic reporting system. Thanks to this reporting system, detailed monthly operation data are sent to customers and authorized service personnel, via electronic mail in pdf format. In addition to the monthly data (such as fuel consumption, working hours, etc.), Instant alarm reports are also sent to customers and authorized service personnel via electronic mail. Due to these instant alarm reports, failures can be eliminated in a timely manner. ConSite



system allows the dealer to provide continuous preventive maintenance, a quick supply of spare parts and timely service actions.

Project Supervisor and mining engineer Selma Tosun Kasal explains how the team has increased productivity by using the ConSite system as follows: “First of all, we contacted Enka for assistance in evaluating the performance of our Hitachi fleet and operators. With the support from Enka, we could connect to the machines remotely via the ConSite system, easily access all the data for each machine, and create reports from the system for the periods we wanted.”

He continued: “By evaluating the data obtained from the ConSite system, and the production data from the field, we determined the action plans that will increase production efficiency, and provide fuel savings. Based on ConSite monthly reports and real data from the field, we had the opportunity to monitor

from ConSite reports, we measured the actual hourly fuel consumption, which varies according to the use of the mode. By this method, we determined how much saving we could achieve by using ECO or STD modes. Operators were made aware of this issue, and clearly instructed to avoid operating the machine in PWR mode, unless otherwise stated by the mine management,” he said.

Selma Kasal added that the ConSite monthly reports showed clearly how much each machine worked in which mode. Based on the ConSite reports, the team could easily monitor the real fuel saving figures for each machine. He concluded: “In summary; the ability to easily, remotely and quickly access the ConSite system via our mobile devices and desktop computers, to create detailed reports, to access all information such as location, fuel consumption, operating hours and working mode, and the ability to follow the preventive actions have provided us great benefits.”

how much we could save, by reducing idling time of the machines, and also by using the appropriate power mode options.”

He further stated: “For our productivity analysis, we made use of the data such as operating hours, fuel consumption, idle time, swing rates and power mode usage. ConSite reports revealed that our machines were mostly being operated in PWR mode. We observed that the operator factor is also very important in addition to the field/operating conditions and machine performance. We requested Hitachi and Enka to provide training sessions for our operators to enable them to make the most from the machine in terms of efficiency.”

Selma Tosun Kasal explained that Hitachi Istanbul office representatives had visited the site, observed their operation, and then provided a training to the operators based on their respective experience. “Industry standards, best practices, how to use power modes (ECO, STD, PWR), and many more were explained in detail,” he said.

“By utilizing the fuel consumption data

**“The failure rate of Hitachi machines is low, the engine performance is very good and they meet our standards.”**

**“Based on ConSite monthly reports and real data from the field, we had the opportunity to monitor how much we could save, by reducing idling time of the machines, and also by using the appropriate power mode options.”**





## New dealership announced

Left: Mike Fritz, SVP-ZMS; Ahmed Refaat, GM, ATEC; Taka Aoyagi, VMEC; Toshitaka Uchida, President, HMEC; Piet van Bakergem, GM, Marketing, HMEC; Koichi Mori, GM, Itouchu Middle East; and Tumiya Inoue, Manager, Sales, HMEC. Right: Ziad Sudairi, President, ZSM Group and Toshitaka Uchida, President, HMEC

# ATEC appointed as exclusive distributor in Saudi Arabia

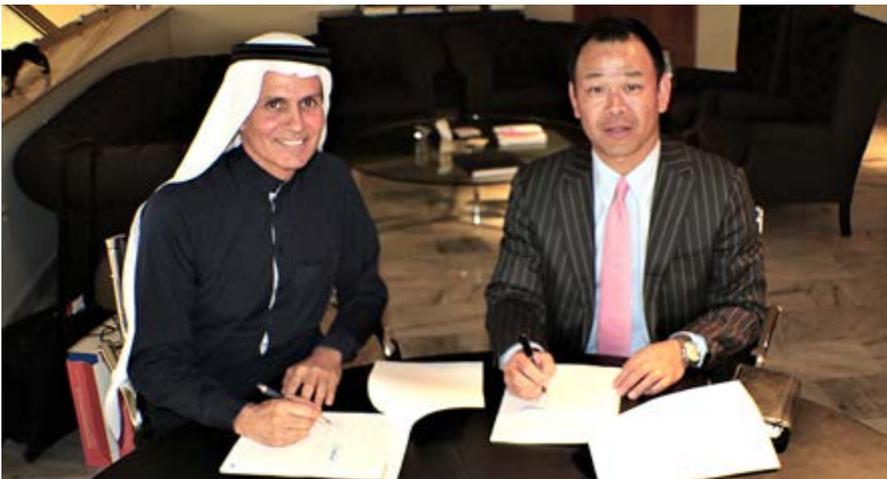
**A**rabian Truck and Equipment Company (ATEC), a business division of Saudi-Arabia-based ZMS Group, has been appointed as the exclusive distributor for Hitachi Construction Machinery Middle East

Corporation (HMEC) in Saudi Arabia, covering the full Hitachi machinery product line including mining equipment, heavy lifting and services. With an excellent coverage and footprint in the Kingdom's construction and mining market, ATEC

offers a nationwide coverage of service and parts centres and will start their Hitachi Construction Machinery operation with branches in Riyadh, Jeddah, and Damman.

Previously in January 2019, HMEC had appointed ATEC as the sole supplier for HSC cranes in Saudi Arabia, to cover the heavy lifting market in the country.

ATEC has a long track record in construction machinery and heavy equipment since its establishment in 1964.





**DARUMA Doll**

## HCM Japan gifts good luck charm to ATEC

**H**itachi Construction Machinery Japan (HCM Japan) has gifted Arabian Truck and Equipment Company (ATEC), a business division of Saudi-Arabia-based ZMS Group, with a Japanese wishing doll that is symbolic of the spirit of perseverance.

Traditionally considered a good luck charm in Japanese culture, the Daruma doll is usually red and round and made of a special type of Japanese paper. The eyes are left intentionally blank in the bodiless head, and the receiver must think of a goal, wish, or promise to fulfill and paint in one eye. After persevering towards this goal, when the dream is achieved, the other eye must be painted.

While gifting the Daruma doll to ATEC, Toshitaka Uchida, President, HMEC, urged the Saudi distributor to wish for a goal/target such as 1,000 units of delivery or No.1 market share, before painting the left eye.

HCM Japan specifically chose a black Daruma doll, he added, because black is the lucky color for the success of business ventures in traditional Japanese culture.



## Qatar Quest 2020

Mr. Sreeresh Ambat – ASC head of Sales Construction Machinery.

## Arabian Supply Center in “1 Country – 1 Day” ride

**M**r. Sreeresh Ambat – ASC head of Sales Construction Machinery of the Arabian Supply Center (ASC), the dealer in Qatar for Hitachi, participated in the 500km QATAR QUEST 2020 titled, “1 Country – 1 Day”, held on December 10.

The quest was to ride across Qatar in a single day on a road bike in a group of approximately 65 professional and/or experienced riders.

The ride commenced at 12.01 am from Pearl Qatar in Lussail, the central part of Qatar, and the route took the cycling enthusiasts anti-clockwise around the whole country in one single day.

The 500km ride was undertaken entirely through the highway starting from Pearl Qatar and riding through Al Khor-Ras Laffan-Shamal-Zubara-Umm Bab-Dukhan-Salwa road and the Saudi border, all the way through Salwa road-Messaied-Al wakra and Doha before finally tracing the route back to Lussail-Pearl Qatar.

The 500km “1 Country – 1 Day” ride concluded at 9pm on Friday, December 10, 2020.

The journey by Mr. Sreeresh Ambat took approximately 20 hours, of which 16 hours were on the bike. There were an additional four hours of pit stops throughout the day-long ride.





**Dealership Agreement**

# CIHAN to provide HCM sales, service and product support for Kurdistan market

In September 2020, Hitachi Construction Machinery Middle East entered into a dealership agreement with the Heavy Equipment division of CIHAN Motors Automotive Trading.

Having their headquarters in Erbil, Kurdistan, CIHAN Motors Automotive Trading has become the authorized dealer to distribute HCM products and services across the Kurdistan region of Iraq. CIHAN has a dedicated showroom, spare parts, and service center in Erbil

and is one of the most respected and trusted machinery dealers in Kurdistan and Iraq.

Established in 2005, CIHAN was the first private company to bring back Hino Trucks to the Iraq market in 2010. Having available stock of Excavators and wheel loaders CIHAN is ready to serve and support the Kurdistan market by having a state-of-the-art service facility for back up and support in combination with mobile service TEAMS in the field.





## Manaseer Machinery Trading (MMT)

# Hitachi appoints new distributor for Jordan

**H**itachi Construction machinery Middle East Corp. FZE has appointed Manaseer Machinery Trading (MMT) to distribute and support its construction equipment in Jordan. An agreement signed by the two companies in January 2020 applies to Hitachi's mini and medium range of excavators, and ZW wheel loaders. Both companies are exploring the option of increasing the product range further in the future.

Manaseer Machinery Trading supplies equipment for the mining, quarrying and construction sectors in Jordan and offers sales, parts, and product support with its mobile workshops, providing 24/7 coverage throughout the country with a dedicated team of specialised staff members on board.

Headed by Mohammad Manaseer, CEO, the Group was founded in 1999 and is owned by Ziad Al Manaseer.

The company plans to expand with a new 55,000 sqm facility near Amman airport.

"We appreciate the strong and proactive support we received from Hitachi, which is reputed for its strong, durable and reliable machines. Our customers are expecting return on investment and with Hitachi, we are building strong relationships and securing customers for life, hand in hand with 24/7 technical support," said Mohammad Jaber, GM, MMT. "Although the construction industry in Jordan has been facing challenging times, the country is now in a phase of transition. With our fresh set up in combination with a strong customer base, we look to the future with confidence."





Crane seminar: Cairo, Egypt



The Big 5 Construct: East Africa





Project: Lebanon



SIMFE Exhibition: Khartoum Sudan



Hitachi Remanufactured

# Hitachi's spotlight on remanufactured components

A continually growing global population and the desire for increased prosperity among many emerging nations is putting enormous stress on the environment and natural resources. It is crucial to move away from the current 'take, make and waste' linear economic model that relies on large quantities of cheap, easily accessible materials and energy.

The alternative is a circular economy in which few materials are wasted, and products are not only designed and built for longevity, but also for multiple reuse and eventual recycling. As an important element of this economy, the process of remanufacturing has been growing in recent years.

Win-win situation

The construction industry is well positioned

to make a positive contribution in this areaby increasing the production and encouraging the use of remanufactured parts and components – rather than simply replacing used, or worn-out items, with new ones.

The potential benefits of manufacturers fully embracing and adopting these practices include the reduction of non-reusable waste products, helping address resource-scarcity issues, and contributing



## Demolition & Construction products



OKADA AIYON CORP. Develops a variety of attachments, hydraulic breaker, concrete crusher, pulverizer, grapple and you name it, to be mounted on excavator, backhoe loader and skid steer loader and provides the solution in demolition industry, recycle

industry, civil engineering, infrastructure construction and more.

We continue working to develop new technology and machine in demolition industry and are leading the industry worldwide.



Excavator



Mini Excavator



Backhoe Loader



Skid Steer



**Hitachi Construction Machinery**  
**REMANUFACTURED**



to reducing the environmental impacts of industrial activity around the world.

For equipment owners, deciding to use remanufactured parts offers an affordable and sustainable alternative (to buying new) without compromising on quality.

**Meeting the challenge**

The challenge for any manufacturing industry is how to extract the maximum value from machinery and parts while they are in use, while being able to recover and regenerate most of these products and materials at the end of their initial service life. Hitachi Construction Machinery's

response to this challenge is to offer an affordable, premium repair solution, known as Hitachi Remanufactured.

Just like new parts, remanufactured components will keep a Hitachi excavator, wheel loader or dump truck operating optimally, as they are tested and made to the same exacting specifications.

Remanufactured 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 good choice for preventative maintenance, or to get back up and running as soon as possible.

**Sustainably leading the way**

A used part can be easily and quickly exchanged for the corresponding remanufactured component at a local Hitachi dealership, which will return it to one of Hitachi's dedicated centres to be remanufactured to the same high standards as new components. Once finished, the part is then ready to go to another Hitachi customer, complete with a comprehensive warranty.

The remanufacturing process allows

Hitachi to lower waste and save resources by reducing the need for raw materials. It has the added benefit of being better for the environment as the 'core' product is rebuilt and then supplied back into the market.

**Here and now**

The global roll-out of parts remanufacturing in construction machinery will not only contribute to helping achieve a resource-efficient industry sector, but also offer owners an affordable and sustainable way of keeping their machines working. Furthermore, a machine's life can be extended without compromising on quality but with the peace of mind provided by a comprehensive Hitachi Remanufactured warranty.

To find out more about Hitachi Remanufactured, please contact your local dealer or visit

<https://www.hitachicm.eu/parts/remanufactured-components/>



Okada200	Okada400 AI40	Okada650 AI65	Okada800	Okada1300 Okada1500 AI150	Okada2600 TOP-205J AI200	Okada3600 TOP-300J
ZX17U-5A ZX19U-5A	ZX17U-5A ZX33U-5A ZX38U-5A	ZX33U-5A ZX38U-5A ZX48U-5A ZX55U-5A ZX65USB-5A	ZX48U-5A ZX55U-5A ZX65USB-5A	ZX130-3 ZX130-5A ZX135US-3 ZX135US-5A	ZX200-5G ZX220LC-GI ZX210-5G ZX240-5G ZX210-5A ZX250-5A	ZX280-5G ZX330-5G ZX350-5G ZX300-5A ZX350-5A



**A Good Match**



## Mombasa city JICA project

# Remarkable HSC Crawler Crane delivery for Kenya

infrastructural projects (road and bridge construction) in Mombasa city and were part of a Japan International Cooperation Agency (JICA) project.

In the summer of 2020, a remarkable Crawler Crane delivery took place in Mombasa Kenya.

SCX2800A-3 and one unit of SCX1500A-3 from Rock Plant, the Hitachi Construction Machinery Middle East (HMEC) dealer for Kenya.

Rock Plant, which is also responsible for the sales and aftersales support of HSC Cranes, surpassed expectations by doing an assembly of all cranes within the available time and planning as given by the contractor.

Fujita Corporation (Contracting), Kenya branch, took delivery of three units of

The Crawler Cranes were ordered for





## True satisfaction for all

Crawler cranes have excellent mobility on soft ground. These multi-purpose cranes can be used in a broad range of applications, ranging from construction to civil engineering and port cargo handling. HSC CRANES answer various demands and requirements and are always ready to work there with you.

Sumitomo Heavy Industries Construction Cranes Co., Ltd.





**GOOD  
DESIGN**

The Good Design Award has been granted to the "SCX-3 Series" for its superb operability, ease of transportation and assembly, safety, and eco-friendly performance as a new generation of crane.



# Further. Higher. **New 275t.**

Building a better society for all, helping to make tomorrow brighter. To achieve such objectives, HSC embarked on development of the 275 t class crawler crane by endowing it with performance to meet a new day and age.

## **Work efficiency**

- Delivers maximum 275 t lifting capacity
- Wide track shoes (optional) and reduction counter weight specification (optional) to suit various worksites

## **Environmentally friendly**

- Clean engine meets Stage IV / Tier 4 f emissions regulations
- Equipped with Urea SCR system for ease of maintenance
- Energy-efficient with eco-winch and auto-idle stop

**True satisfaction for all**

Sumitomo Heavy Industries Construction Cranes Co., Ltd.





## Expansion Activity

# New HQ for Rock Plant Uganda

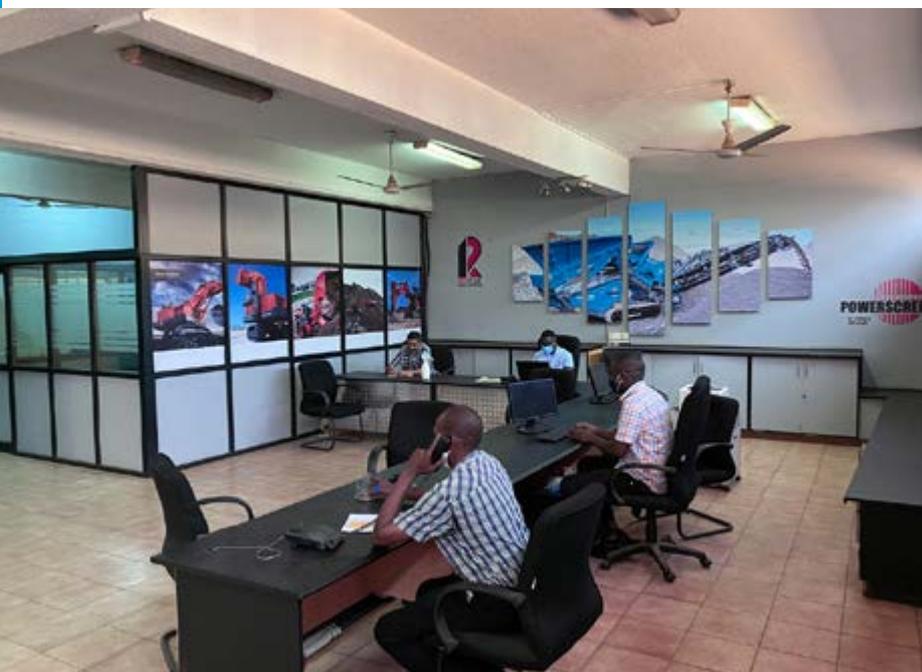
Appointed an official dealer for Hitachi in 2009 and representing Hitachi Construction Machinery in East Africa for more than a decade, Rock Plant has been successfully involved regionally in deployment of earth moving and construction machinery for three generations.

Today, Rock Plant is recognised as the top dealer representing quality brands in Kenya and East Africa, with Hitachi as the flagship supplier.

The company is headquartered in Nairobi, Kenya, and has a branch in Mombasa. In 2020, despite the tough economic conditions in the wake of the outbreak of the pandemic, Rock Plant added a new milestone by looking ahead to the future and opening a new headquarters in Kampala- Uganda staffed by a dedicated team of specialists and managers.

Rock Plant took over the former JCB premises and workshop and the new

headquarters has sufficient space for a spare parts centre along with commercial offices. The company is now located in a top-tier location in the capitol of the country and functions alongside similar companies active in the construction machinery business. With this new location, Rock Plant has taken an important step forward in creating greater awareness of their presence in the market.





## Remarkable deliveries

# MECET hands over powerful Hitachi machines across UAE

**M**iddle East Crane Equipment Trading (MECET), the Hitachi Construction Machinery Middle East (HMEC) dealer in the UAE, recently handed over some powerful machines in the Hitachi portfolio to its distributors across the country to perform a variety of tasks, including excavating, loading,

lifting, and hauling, on a wide range of job sites. Al Jazeeraah Contracting received some wheeled excavators while Aertssen Machines Services from Abu Dhabi received a super long front. Tecton Engineering & Contracting LLC enjoyed a one-stop-shop purchase to entertain their FEWA transmission pipelines project.

MECET, a wholly owned subsidiary of the Luyckx Group, has full responsibility for sales and after-sales of Hitachi construction machinery and Hitachi Sumitomo crawler cranes in the region. The delivery of high-end equipment attests to MECET's rising footprint and dominant market share in the UAE.



# Quality Solutions

Our reputation for high quality dependable products has been proven over decades of supplying to mining markets around the world.



**Mining Buckets ▪ Ground Engaging Tools ▪ Cast Lip and Plate Lips Wear Resistant Plates ▪ Crawler Shoes/Track Pads Load Roller/Return Rollers ▪ Idlers/Drive Tumblers ▪ Sliders and Pins**

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 [facebook.com/bradkenofficial/](https://facebook.com/bradkenofficial/)

 [bradken@bradken.com](mailto:bradken@bradken.com)

 <https://www.linkedin.com/company/bradkenofficial/>

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Scale 1:50



**Wheel Loader**  
Scale 1:50



**Wheeled Excavator**  
Scale 1:50



## Medevco inhouse training

# Market-based Construction Skills Training in Collaboration with Medevco

**M**iddle East Development Co. (MEDEVCO) has imparted training skills on Hitachi construction machinery to a group of young people to enhance their opportunities for employment in the future by improving on their professional working skills.

The training was organized by United Nations Industrial Development Organization (UNIDO) in collaboration with MEDEVCO and funded by the Japanese headquarters of Hitachi.

Two training sessions were held at the MEDEVCO office in Lebanon for two groups of 10 people each. The training module in each session covered fundamental aspects about the daily inspection, safety, and operation standards. Every participant was given the opportunity to practice their newly learnt skills on a Hitachi machine.

The training content was prepared and imparted by MEDEVCO technical trainer,

Eng. Elie Waked and see correction with the help of a team of technicians. At the end of each session every

participant received a certificate of participation in the training in addition to exciting giveaways from Hitachi.





## SPE Training

# Hitachi provides personnel training to improve service

The Hitachi headquarters in Japan supports SPE (Service and Parts Engineer) activities around the globe where training is provided to the service staff and technicians who are active in the field.

As part of this ongoing SPE programme, Hitachi held SPE trainings at the Dubai head office of the Hitachi Construction Machinery Middle East Corporation FZE (HMEC). On this occasion, the dealer service representatives of HMEC gained the opportunity to learn both theoretical and practical sides of SPE activity through

classroom and hands-on training.

SPE activity is undertaken by a Hitachi field staff member who inspects the machines from A to Z and generates an FOC report to the customer/owner. The training is undertaken without impacting the customer's daily job routine.

The FOC report gives information on the general machine performance, as well as inputs based on visual inspection. Other activities covered in the report include inner parts health checks, undercarriage wear checks, and recommended replacement





intervals. Based on the report, a list of actions and recommendations are given to the customer by explaining technical background in detail. Having machines inspected and checked regularly, gives chance to do preventive maintenance, which is a crucial step to keep the machine fleet up and running at a minimum cost.

the work of service staff in ensuring the healthy operation of machines in the field. At HMEC, the regional HQ in Dubai, plans are underway to continue to hold similar trainings, alongside field trainings with dealers. Due to the unprecedented circumstances imposed by the ongoing pandemic, HMEC dealers are maintaining all domestic support by themselves in the best possible manner.

For SPE purpose, the Hitachi headquarters in Japan developed state-of-the-art smart phone applications such as ConSite SHOT and ConSite Health Check, to facilitate

**To enjoy similar personnel training, please get in touch with your dealer.**





## Easy-to-use Wheel Loaders

# Improving operability and work rate

**W**heel loaders are wide-ranging in their usage and operable even in dust and sand conditions and under the broiling sun of deserts. Wheel loaders work hard at every site with powerful digging force and can be relied on for operating consistently in any ambient temperature, while being subjected to some of the most unforgiving job-site conditions - shocks, impacts and outside temperature -prevalent across the globe.

Hitachi Wheel Loader enjoys the rich heritage of successful innovations for decades and is a reliable solution that meets the twin expectations of durability and dependability. The highly efficient product has a well-established reputation and high rating from the market.

ZW220-G (2.6-4.5m<sup>3</sup> bucket capacity, 17,615 – 17,850 kg, Operating Weight), which has started to sell in the Middle East market, is a rebranded model of 80Z5 from Kawasaki-KCM which has a long history in the Middle East and Asia markets since 2010. Ever since KCM Corporation was integrated into Hitachi Construction Machinery in 2019, it has

been rebranded as ZW220-G under the Hitachi banner.

ZW220-G features a simple design that offers high reliability, durability, and easy maintenance with minimum down time which is suitable for harsh conditions.

In terms of operability, the ROP/FOPS cabin with viscous mount is equipped with an easy-to-read monitor and gauge with a multi-adjustable functioning operator seat for optimum comfort and safety. Easy maintenance and simplified servicing are amongst its other most important

key features. ZW220-G has a wide-open engine hood where regular replacement filters are conveniently located for easy change to reduce the maintenance time.

- Simple design with high reliability and durability
- Easy maintenance with minimum down time
- Japanese made “HINO” J08C-TI diesel engine
- Comfort operability and safety cab space



# HITACHI

Hitachi has introduced a three-year extended warranty scheme specifically for its range of new ZW-G Series wheel loaders. The package is available to customers with attractive price.

- ▶ Applicable Models - ZW220-G
- ▶ Period - 36 months or 6,000 hours from delivery date (whichever come first)
- ▶ Coverage - Powertrain only \*



# WHEEL LOADERS

**POWERFUL | DURABLE | PROFITABLE**

\*Terms and conditions apply



**| Industry-leading hydraulic technology**

# Hitachi ZAXIS GI series raises the game for hydraulic excavators

**T**he new ZAXIS GI series from HCM offers a high-performing, powerful, reliable, and cutting-edge product that meets the needs of even the most demanding excavation jobs. With a clear focus on ergonomics, safety and operator comfort, the new GI series is loaded with features to ensure comfortable operating conditions.

The new GI Series ZAXIS 220LC is powered by a reliable Japanese engine that delivers impressive 170 PS power and is built to achieve higher production efficiency in tight job schedules. Another highlight in the new ZAXIS-GI series is the advanced hydraulic system HIOS III (Human & Intelligent Operation System) which is the result of Hitachi's technological prowess and expertise. HIOS III assures agile operation at operator's will, smooth simultaneous operations, and fingertip control with less operator fatigue. With HIOS III hydraulic system and high-powered ISUZU engine, the machine smartly combines high power delivery while improving the fuel efficiency.

The ZAXIS GI series features an on board

ICX (Data Controller) and Global e-service, enable data downloads, machine location identification and machine maintenance and performance monitoring by the customer. Features such as Auto Idle, Power Modes, Work Modes and longer change intervals of consumables enable the customers in achieving significant savings in operating costs.

ZAXIS 220LC also goes green, by its environment-friendly ISUZU engine conforming to US EPA Tier 2 and European EC Tier 2 standards and consumes optimum fuel as per the work

requirement. Hitachi recognizes the need to offer speedier, more efficient and cost-effective solutions to the construction needs of nations on the cusp of rapid growth. This product is focused on quicker completion of work cycles through its increased productivity so that projects can be completed speedily.

Service and support are never far away. HCM's service support and dealer network provides top-class service for its customers in the region. With this complete package ZAXIS 220LC packs a punch in performance.



# ZAXIS220LC-GI

# HITACHI

Powerful | Durable | Affordable

Reliable solutions



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Tel. 00 971 (4) 883 3352, [www.hitachicm.ae](http://www.hitachicm.ae)



Machine data reporting services



# ConSite: Consolidated solutions for construction sites



ConSite is a remote fleet monitoring system offered by Hitachi Construction Machinery to dealers and end users. The service is integrated with Global e-Service, Hitachi’s fleet monitoring system which monitors machines remotely and provides information such as operating hours, utilisation, fuel level, temperature, pressure, and emissions.

ConSite provides two types of machine data reporting services – instant machine alarm notifications and detailed monthly reports via mobile apps and emails. Hitachi provides two mobile apps – ConSite Shot and ConSite Pocket – for its dealers and end users.

ConSite Shot enables service engineers, operators, and mechanics to conduct machine inspections on the go by enabling them to click photos and add captions to document machine status and location, generate reports in minutes, and share them instantly.

A spokesman of Hitachi Construction Machinery Middle East Corp. FZE, says: “ConSite Shot has been developed

exclusively to support our dealers in offering high-quality, fast inspection services to their customers. The app also provides a new opportunity to boost Hitachi genuine parts and service sales. One of our dealers in Turkey has reported a significant improvement in operations efficiency by using ConSite Shot, which has helped them reduce their inspection time and report creation time from half a day to only a couple of minutes.”

He added: “Inspections could either report existing faults, potential faults, or even highlight best practices. In any case, the visual inspection reports generated via ConSite Shot eliminates the tedious process of written or verbal communication among dealer staff, technicians and end users via multiple emails and phone calls. Furthermore, documenting the status of machines with photos can help dealers take a proactive approach to maintenance and repair services.”

ConSite Pocket enables end users to track the locations and statuses of all machines in their fleets. End users can search reports by machine serial number,

model and territory. When a machine fault occurs, end users and dealers receive emergency alarm notifications on their smart phones for them to communicate further and tackle the issue. The app also includes a diagnosis manual for dealers to troubleshoot any fault or failure in the shortest possible time.

ConSite also includes features such as the ConSite intelligent service parts finder (ConSite ISF) which contains illustrations of all parts and enables users to search for an item by machine model code, model name and part number, and generate a selected parts list for procurement that can be exported and printed, or sent via email.

“The combination of ConSite Shot and ConSite Pocket provides the following benefits: Dealers and end-users have access to more machine data and communication between them is simplified; failures are predicted with high accuracy, which enables maintenance and repair before failures occur; and dealers can recommend and sell parts based on statuses of machines,” added the HCME spokesperson.



ConSite

HITACHI

Reliable solutions

# Preventative reporting technology



## Share daily inspection reports

with *ConSite Shot*

*the smartphone app!*



Create



Upload



Deliver



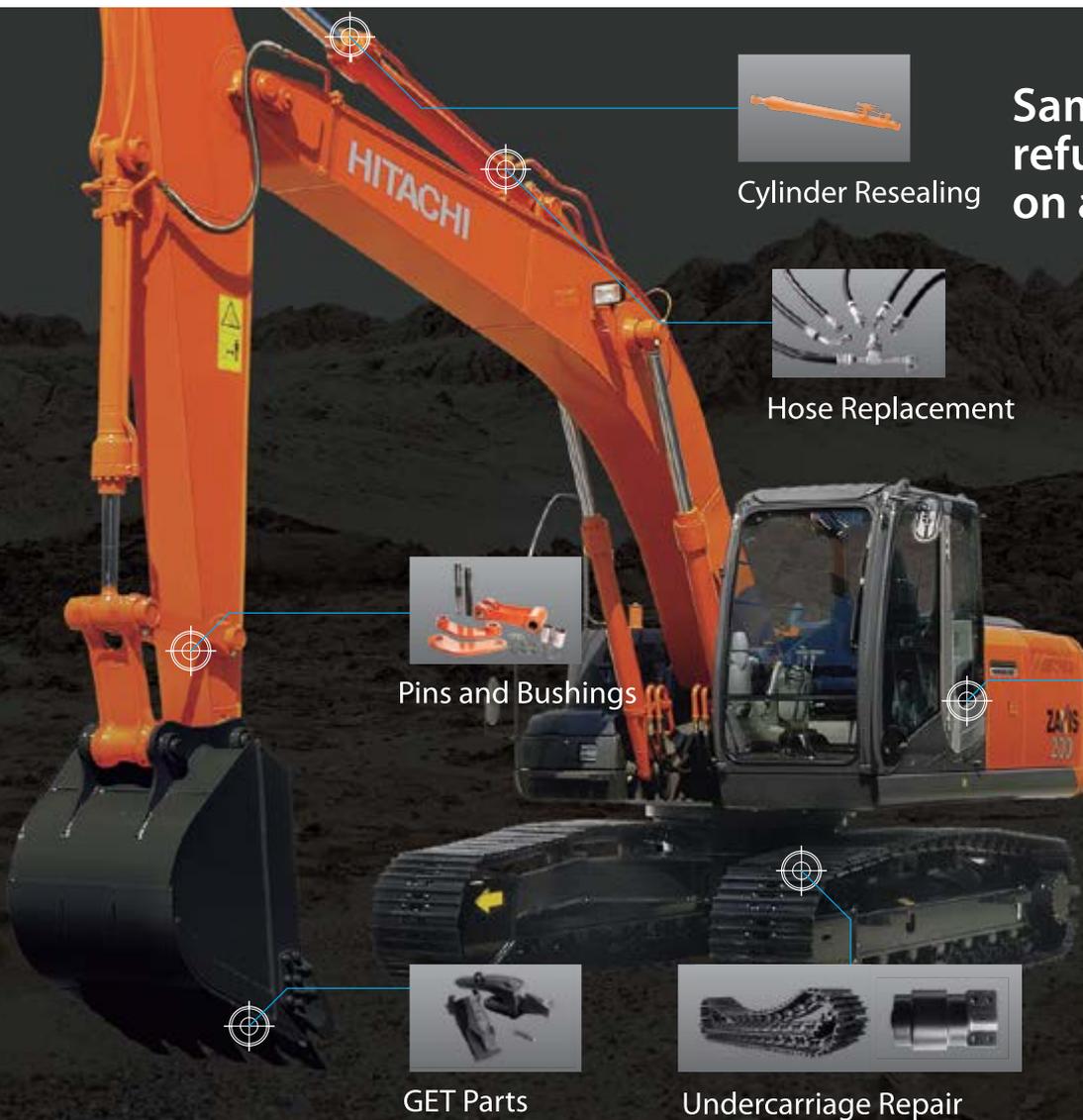
Download the *ConSite Shot* app today.

**Note:** Information will be shared with and monitored by your dealer.

# Quality that you are used to

Hitachi Construction Machinery

**REFURBISHED USED**



Cylinder Resealing



Hose Replacement



Pins and Bushings



Filters



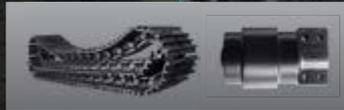
Hydraulics Reconditioning



Engine Reconditioning



GET Parts



Undercarriage Repair

Sample case of refurbishment done on an Excavator...



A wide variety of Hitachi machines are available: any ZX excavator (mini, medium, large or wheeled) and ZW wheel loaders

Every model undergoes a rigorous inspection and refurbishment process when necessary, using only Hitachi Genuine parts and according to Hitachi specifications, This ensures the same high level of quality as our new machines, at an attractive price.

## Want to know more?

For more information on Hitachi Used machines, please contact your local authorized Hitachi dealer or visit Used equipment currently available can be viewed at

<https://www.hitachicmused.com/middleeast>

# We deliver selected local parts to customers.

**HITACHI**

Reliable solutions

## Wheel Loader Teeth



### Key features

- Availability: Ready to order from stock
- Durability: Proven design
- Price: Competitive with your local market

Part No	Description	Machine Model	Quantity/ Machine
5660051382EN	TOOTH;CENTER	ZW180/ZW220 ZW180-5A ZW220-5A	6
5660051482EN	TOOTH;RH		1
5660051492EN	TOOTH;LH		1
5670050661EN	BOLT		16
5660051351EN	NUT		16
5670050372EN	TOOTH;CENTER	ZW250/ZW310	6
5670050382EN	TOOTH;RH		1
5670050392EN	TOOTH;LH		1
5660051361EN	BOLT		16
5660051351EN	NUT		16
3680020340EN	TOOTH	ZW310-5A	6
3681520190EN	TOOTH,CORNER		1
3681520200EN	TOOTH,CORNER		1
4392520540EN	KIT BOLT		16
4392520550EN	KIT BOLT		6



## Excavator Buckets



### Key features

- Reliable local buckets
- Attractive and competitive prices
- With/Without GET Options

### Specifications

No	Applicable Models	Bucket Capacity [m3]
Mini Excavators (1.7 to 8.5 tons)	HMEC Buckets	Refer to the table on the following page
Mid-size Excavators (16 to 30 tons)		
Large-size Excavators (40 to 80 tons)		

### Mid – Large Size Excavators Buckets

No	Applicable Models	Bucket Capacity[m3]	Bucket Type
1	ZX130	0.60	GP
2	ZX135US	0.60	GP
3	ZX160LC	0.70	GP
4	ZX210H	1.10	HD
5	ZX225USLC	1.10	HD
6	ZX250LCH	1.40	HD
7	ZX300LCH	1.60	HD
8	ZX300LCH	1.40	HD
9	ZX350LCH	2.00	HD
10	ZX350LCH	1.70	HD
11	ZX400LCH	2.20	HD
12	ZX490H	2.50	RB

13	ZX490LCH	3.00	RB
14	ZX530LCH	3.30	RB
15	ZX690LCH	5.00	HD
16	ZX890LCH	6.00	HD
17	ZX85USB	0.33	GP
18	ZX170W	0.70	GP
19	ZX190W	0.80	GP

### Mini Excavator Buckets

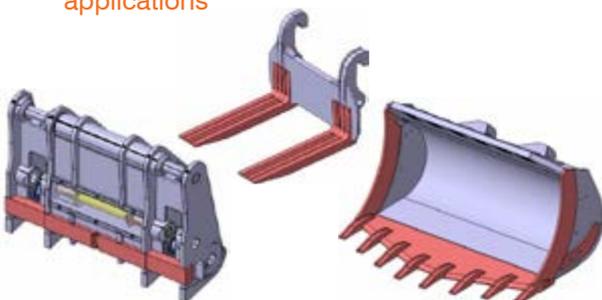
No	Applicable Models	Bucket Capacity[m3]	Bucket Type
1	ZX17U-5A	0.044	GP
2	ZX33U-5A	0.09	GP
3	ZX48U-5A	0.14	GP
4	ZX65USB-5A	0.24	GP

GP: General Purpose Bucket, RB: Rock Bucket, HD: Heavy Duty Bucket

## Wheel Loader Attachments

### Key features

- Reliable local products
- Attractive and competitive prices
- Custom made design attachments for specific applications



Applicable Machines	Part Chain
ZW180-ZW220	Forks
	Quick Coupler
	Buckets

### Precaution

Before ordering Parts, Tire Chains please contact the authorized Hitachi dealer for details. X16 is the model type applicable for L3 tires with 48mm tread depth. Information in this document is subject to change due to product improvement without notice. The actual products may show variance with the illustrations shown here.

## Wheel Loader Tire Chains



### Key features

- Durable tire chains
- Attractive and competitive prices
- Having for every size for every type of tire from 12 to 24mm models

Applicable Machines	Part Name	Tire Chain Specs
ZW180	HMEC Tire Chains	20.5 X 25 X 16
ZW220		23.5 X 25X 16
ZW310		26.5 X 25 X 16
ZW370		29.5 X 25 X 16
ZW550		35.5 X 33 X 18

www.hitachicm.ae

# Wheeled Excavators

Quick, Strong & Economical

Wheeled Excavators  
ZX170W-5A, 190W-5A, 210W-5A

- ▶ Low running cost
- ▶ Powerful performance
- ▶ Comfortable working space

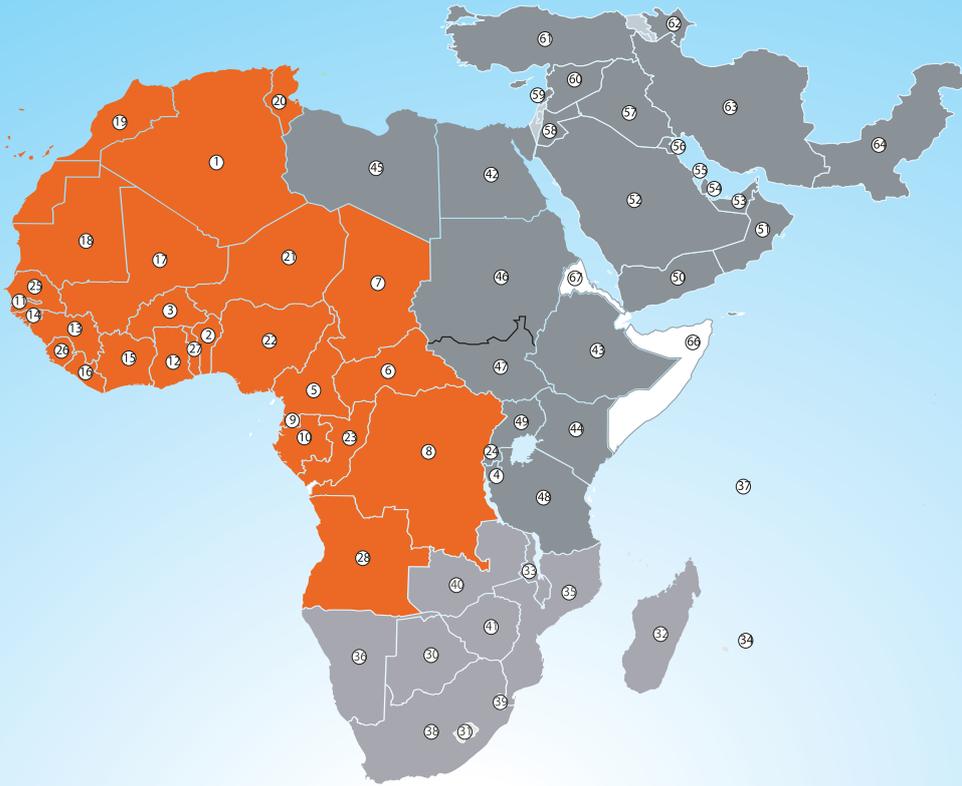


# Middle East and Africa Distribution Network

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# Dealer Locator



## Hitachi Construction Machinery Middle East Corporation FZE

- 42 EGYPT
- 43 ETHIOPIA
- 44 KENYA
- 45 LIBYA
- 46 SUDAN
- 47 SOUTH SUDAN
- 48 TANZANIA
- 49 UGANDA
- 4 BURUNDI
- 24 RWANDA
- 50 YEMEN
- 51 OMAN
- 52 SAUDI ARABIA
- 53 UNITED ARAB EMIRATES
- 54 QATAR
- 55 BAHRAIN
- 56 KUWAIT
- 57 IRAQ
- 58 JORDAN
- 59 LEBANON
- 60 SYRIA

- 61 TURKEY
- 62 AZERBAIJAN
- 63 IRAN
- 64 PAKISTAN
- 66 SOMALIA
- 67 ERITREA

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- 30 BOTSWANA
- 31 LESOTHO
- 32 MADAGASCAR
- 33 MALAWI
- 34 MAURITIUS
- 35 MOZAMBIQUE
- 36 NAMIBIA
- 37 SEYCHELLES
- 38 SOUTH AFRICA
- 39 SWAZILAND
- 40 ZAMBIA
- 41 ZIMBABWE

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- 2 BENIN
- 3 BURKINA FASO
- 5 CAMEROON
- 6 CENTRAL AFRICAN REPUBLIC
- 7 CHAD
- 8 DEMOCRATIC REPUBLIC OF CONGO
- 9 EQUATORIAL GUINEA
- 10 GABON
- 11 GAMBIA
- 12 GHANA
- 13 GUINEA
- 14 GUINEA-BISSAU
- 15 IVORY COAST
- 16 LIBERIA
- 17 MALI
- 18 MAURITANIA
- 19 MOROCCO
- 20 TUNISIA
- 21 NIGER
- 22 NIGERIA
- 23 REPUBLIC OF CONGO
- 25 SENEGAL
- 26 SIERRA LEONE
- 27 TOGO
- 28 ANGOLA

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**AZERBAIJAN** - ENKA Pazarlama Ihracat Ithalat A.S.  
Tel: 0090 216 446 64 64 / 0090216 446 72 19  
<http://www.enka.com.tr>

**BAHRAIN** - Yusuf Bin Ahmed Kanoo WLL  
Tel: 00973 177 38200  
<http://www.ybakanoo.com>

**EGYPT** - Orascom Trading  
Tel: 0020233452510  
<http://orascom-trading.com>

**ETHIOPIA** - Hagbes Pvt. Ltd. Co. (HCM Products)  
Tel: 00251 11 663 8647 / 9191  
<http://www.hagbes.com>

**IRAQ** - CIHAN Motors Automotive Trading Co., Ltd., Kurdistan  
Tel: +964750 587 1212  
<https://cihanmotors.com/>

**IRAQ** - NTAC- Al Nuwaira Trading Agencies Company, The Republic of Iraq.  
Tel: +9647901190032, <https://al-nuwaira.com/>

**IRAQ** - Savanna Group  
Tel: 00964 7400 215 577, <http://savanna.com>

**JORDAN** - Manaseer Machinery Trading  
Tel: + 962 6 5633 566  
<http://www.mgc-machinery.com/>

**KENYA, TANZANIA, UGANDA** - Rock Plant Ltd.  
Tel: +254713544319, +254716900900  
<https://rock-plant.com>

**KUWAIT** - Boodai Trading Company Ltd. WLL  
Tel: 00965 248 43986 / 00965 248 41314  
<http://www.boodaitrading.com>

**LEBANON** - Middle East Development Co SAL (MEDEVCO), Medevco Bldg  
Jeita Main Road, Jeita, Keserwan  
Tel: +961 9 233550/1/2

**LIBYA** - Al Qima Heavy Machinery  
Tel: 00218 21 481 4831, <http://www.qima.ly>

**OMAN** - Al Fairuz Trading & Contracting Company LLC  
Tel: 00968 2 461 48 62 / 00968 2 461 48 50  
<http://www.alfairuzoman.com>

**PAKISTAN** - EEC-Electronic Engineering Company  
Tel: +92 320 550 2444, <http://www.eecpl.com/>

**PAKISTAN** - Modern Motors (Pvt) Ltd.  
Beaumont Road, Karachi  
Tel +92 21 35680347, 35680544  
<http://www.mml.com.pk>

**QATAR** - Arabian Supply Center (ASC)  
Tel: 00974 44580623 / 00974 44580635  
<http://www.asc.com.qa>

**SAUDI ARABIA** - Arabian Trucks & Construction Equipment Co. (ATEC)  
Tel: +966 114477748, Mob: +966 506620348  
<https://www.atec.com.sa>

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

**TURKEY** - ENKA Pazarlama Ihracat Ithalat A.S.  
Tel: 0090 216 446 64 64 / 0090216 446 72 19  
<http://www.enka.com.tr>

**YEMEN** - Elhussaini Motors Agencies  
Tel: 00967 1 208 846 / 7, 537897

**UNITED ARAB EMIRATES** - Middle East Crane Equipment Trading LLC  
Tel: 00971 2 681 5555  
<http://www.mecetrading.com>

**UNITED ARAB EMIRATES** - Hitachi Construction Machinery Middle East Corporation FZE  
Tel: 00971 4 883 3352  
<https://www.hitachicm.ae/>

# Small but extremely Powerful.



Hitachi Construction Machinery Middle East Corporation FZE

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