

# BREAKOUT



## Matcon Civil Constructors, Inc.

- ▲ Zaxis 225US LC-3 *page 3*
- ▲ TT Contractors, Ltd. *page 8*
- ▲ Reuben Johnson & Son, Inc. *page 11*



## Work where others can't.

The Hitachi Zaxis 17U-2 Compact Excavator features adjustable-width tracks and a backfill blade with foldable end sections. Using both features reduces the overall width to a mere 40 inches. When fully extended to over 50 inches, the undercarriage provides excellent stability for operations. The standard mechanical quick-coupler/hydraulic attachment package makes the jobsite possibilities almost endless.

Despite its small size, distinctive qualities such as sensitive and deft controls and a comfortable operator area are in place. Operators can easily execute simultaneous operations such as swinging and traveling. Maintenance is fast and simple.

For more information, check it out online at [www.hitachiconstruction.com](http://www.hitachiconstruction.com).

**HITACHI**  
ALWAYS | PRODUCTIVE

# On the INSIDE

## HITACHI ON THE GROW

by Tim Merrett



Big things are happening with Hitachi right now, and I would like to share the good news with you.

First, our new Dash-3 Excavators have recently won the prestigious IF Design award in Europe. The prize-winning products include the ZX200-3, ZX240-3, ZX270-3, and ZX330-3 (marketed here as the 350-3). Last year, other ZX-3 models won Japan's Best Design award for their class.

Second, Hitachi Construction Machinery recently reported profits were up 30 percent in their last fiscal year, which is due in large part to our loyal customers. Thank you! Financial success is critical to development of the next generation of cutting-edge products.

Third, this spring Hitachi announced our \$115-million commitment to building a 500,521-square-foot manufacturing facility near the Hitachinaka Port in eastern Japan, dedicated to building large construction excavators like the EX1200, hydraulic mining shovels, and mining trucks. Construction has already begun on what will be a state-of-the-industry plant, with the first products scheduled to be built in April 2008.

We are very excited and proud to be a part of Hitachi's success.

*Tim Merrett*

Tim Merrett,  
Director, Hitachi Mining & Construction

# Compact Your Operating Costs and Your Workspace with the New Zaxis 225US LC-3

We introduced the Zaxis 225US in 2003. Since then, reduced-tail-swing excavators of all sizes have continued to gain in popularity. Easily positioned to work closer to buildings and obstructions, they can handle the same jobs as their standard counterparts (since many of the specs are the same), but provide less risk of damage to the working environment as well as to the machine itself. They can even work within a single lane of traffic.

The new ZX225US LC-3 is a performance match for the ZX200LC-3 and shares the same general improvements, such as:

- *High-performance, fuel-efficient, 4-cylinder Tier-3-certified Isuzu engine*
- *3 engine modes*
- *Greater horsepower, torque, and drawbar pull*
- *Increased swing torque for faster cycle times*

- *Faster arm roll-in and boom lower/arm movement*
- *Larger CRES II cab with more room and 47-percent more glass*
- *Low-effort, short-throw levers*
- *Multilingual widescreen LCD color monitor which provides maintenance, attachment, and operational information*
- *Cab prepped for auxiliary hydraulics*
- *Optional air-suspension heated seat available*

But obviously, since the Hitachi ZX225US LC-3 is ultra-short, it is shaped differently than a standard excavator. On the ZX225US LC-3, the rear-end swing radius is shorter than the ZX200LC-3 by 3 feet 6 inches. The operating weight is heavier, and it has a greater lift capacity. And thanks to its ultra-short structure, the ZX225US LC-3 is 6-percent more stable than its standard-sized counterpart.

Zaxis 225US LC-3	
<b>Net Engine Peak Power</b>	159 hp (118.6 kW)
<b>Operating Weight</b>	53,440 lb. (24 240 kg)
<b>Swing Torque</b>	50,662 lbf-ft (7026 kgf-m)
<b>Drawbar Pull</b>	45,636 lb. (20 719 kg)
<b>Max. Cutting Height</b>	36 ft. (10.98 m)
<b>Max. Dumping Height</b>	26 ft. 5 in. (8.05 m)
<b>Max. Digging Depth</b>	22 ft. (6.7 m)
<b>Rear-End Swing Radius</b>	5 ft. 6 in. (1.68 m)
<b>Arm Force*</b>	22,924 lbf (10 400 kgf)
<b>Bucket Digging Force*</b>	29,099 lbf (13 0690 kgf)
<b>Max. Lifting Capacity*</b>	22,077 lb. (10 014 kg) (over front, at ground @ 15 ft. [4.57 m])

\*SAE: PCSA; at power boost.

### THE CHOICE IS YOURS

To learn if the ZX225US LC-3 is the solution to your jobsite needs, come by our dealership today or go online to [www.hitachiconstruction.com](http://www.hitachiconstruction.com).



# Leasing/Maintenance Contract Logical Fit for Vancouver Contractor



Hitachi takes prides in providing a level of performance and reliability so solid its equipment seems virtually maintenance-free. One contractor — Langley, British Columbia-based Matcon Civil Constructors, Inc. — has taken that concept to heart and raised it to the next level. They've relegated all of its excavator service and maintenance concerns to its Hitachi equipment supplier, Wajax Industries, Ltd. Their goal is to stabilize budgets for equipment operation and focus on



Matcon operates a fleet of 16 leased Hitachi machines. All excavator service and maintenance is handled by their Hitachi dealer.

their core business. Already one of the leading civil construction companies in the Lower Mainland and Fraser Valley, Matcon has seen their revenues increase 300 percent since 2002, so it's hard to argue with their logic.

## FOCUS ON CORE BUSINESS

Matcon Civil Constructors is one of those companies whose name belies their breadth of services. Besides traditional areas of expertise like site preparation, utility installation, and

road construction, the firm has become the largest constructor of parks and recreational facilities in western Canada. They're also actively involved in reclamation of industrial sites and gravel pits, and have launched a new venture to build and manage landfills.

"In the past, we were active in a number of niche markets such as golf-course development, environmental projects, and a host of other specialties," says General Manager Randy



Matcon Civil Constructors is busy capitalizing on the upswing of residential development in the Vancouver area.

Herber. "There is currently so much opportunity in what we do best — working with larger private developers — that we're trying to capitalize on that aspect of the business. The scale of development in this area is at an all-time high, with property values rising 40 percent in two years. Large residential developments are selling out in hours; people are camping out overnight just to get on a list for a unit in some developments. It's just crazy."



Matcon's Ron Prokop (left) and Randy Herber (right) are huge proponents of Hitachi and the headache-free maintenance program they have with the Langley, British Columbia, Wajax branch.

### SERVICE BREEDS LOYALTY

The logical approach Matcon takes to business is echoed in how it buys, uses, and maintains excavators. The group operates a fleet of 20 leased Hitachi excavators — units ranging in size from a Zaxis 270LC-3 to several Zaxis 450LCs (27- to 45-metric tons). Traditionally a Cat user, the company's decision to switch to Hitachi some six years ago was based on two factors: Herber's previous success with the brand, and Matcon's close relationship with the Hitachi salesman, Hugh Bruggen-Cate.

"Hugh was our Cat sales rep and had been calling on us for about 10

years," says Ron Prokop, Matcon's general superintendent. "In that time we developed a strong level of comfort and confidence working with him, so when he made the move to Hitachi, so did we. Looking back, it was one of the best things we could have done."

Prokop says his operators love the machines, and develop a strong sense of ownership and pride in the units they run — probably because they often stay in the same unit for its entire 7,000-hour career at Matcon. "The fact that they're well-maintained and always ready for work is a huge factor. Our guys have definitely become Hitachi believers."

### DEALER-DRIVEN PROGRAM

Matcon's rigorous maintenance program is the sole responsibility of Wajax's Langley branch.

"This is an ideal scenario for us," says Herber. "Every Hitachi unit in our fleet is kept in top running order without the expense or headache of building, maintaining, or staffing a maintenance facility when qualified professionals are in limited supply. Plus, we have peace of mind knowing our monthly operating costs. Most importantly, our fleet is kept in peak condition, which underscores our commitment to our projects and customers."

### BIGGER PROJECTS, SHORTER TIMELINES

Matcon's approach has worked well for them. According to Herber, they're looking at the most productive and profitable year in the firm's history. Their excavators' performance and reliability are going to be key as the year progresses.

"The timelines for projects today are becoming increasingly compressed," notes Herber. "Four-hundred-unit residential developments used to be phased in over several years. Today phasing is out the window, and these developments are being constructed in full. One local development had 4,000 people on the waiting list to buy, so developers were pushing to be the first to the finish line with their projects. We need dependable, productive machines to help make those deadlines a reality. We feel we have that with Hitachi and Wajax."

*Matcon is serviced by Wajax Industries, Ltd., Langley, British Columbia.*

**"We need dependable, productive machines to help make those deadlines a reality. We feel we have that with Hitachi."  
— Randy Herber**



# British Columbia Contractor

# SHRUGS OFF OGOGOGO



Not one to be scared off by legendary water monsters, TT Contractors, Ltd., has made a name for itself in the burgeoning construction market of Kelowna, British Columbia. The 50-foot “Nessie-esque” Ogo-pogo pretty much keeps to the azure blue waters of Okanagan Lake, so it’s not much of a threat to their 27 metric-ton Hitachi excavator, but still...

Located about 180 miles (290 kilometers) northeast of Vancouver, Kelowna has long been a popular vacation destination for generations of Canadians. Its temperate climate, lush orchards, internationally acclaimed vineyards and wineries, world-class golf courses, and the 90-plus-mile (145-plus-kilometer) long Okanagan Lake have propelled this agricultural hub onto the fast track of residential development.

“In this part of Canada, Vancouver is usually considered the high-growth area,” says Tom Tobin, owner and president of TT Contractors. “Yet Kelowna’s growth rate in the last five years or so has been twice that of Vancouver’s. We’ve been extremely busy for some time now specializing in subdivision work — doing everything from clearing land, to roadwork, to pipe installation.”

With 25 full-time employees, Tobin’s firm has played a prominent role in projects like Tallus Ridge, The Highlands, Kirschner Mountain Estates — a 74-lot subdivision moving 119,019

cubic yards (91,000 m<sup>3</sup>) of rock, and Sonoma Pines — a 750-lot golf course community overlooking Okanagan Lake. “At Sonoma Pines we laid more than 0.6 miles (1 kilometer) of pipe to depths ranging from 6.5 to 11.5 feet (2 to 3.5 meters). We used our Zaxis 330LC fitted with a V-bucket,” says Tobin. “That bucket digs to a legal 2:1 slope, so the operator doesn’t need to

make repeated cuts into the side or install a cage. The power of the Hitachi and the efficiency of that bucket really kept things moving along.”



Tom Tobin, Owner and President, TT Contractors, Ltd.

## BUILDING A FLEET

Tobin started in 1999 with a used Kobelco excavator and several other small pieces of equipment. When the Kobelco wore out, he

purchased a used Hitachi EX25 and has never looked back.

“That EX25 was such a good machine for me. Eventually, I traded it in and bought a used EX60-5. Then I bought a used EX120. I’ve since moved up to some new models, but those older machines are still in my fleet and still on the job.”

Today, Tobin’s fleet of “new” Hitachi excavators consists of a Zaxis 50U-2, Zaxis 200, EX270, Zaxis 330LC, Zaxis 450LC, and Zaxis 270LC-3. Tobin is quick to sing the praises of his Dash-3 unit.

“My first exposure to Dash-3 was at ‘Experience Hitachi’ in Phoenix, Arizona. I was impressed then, but having



This V-bucket digs to a legal 2:1 slope, eliminating the need for the operator to make repeated cuts into the side or install a cage.

it here and seeing what it can do on the jobsite really makes you appreciate the improvements. The undercarriage on my new 270LC-3 is heavier than the 330, and it has more power. It's also quite a bit faster. I recently moved my son out of the Dash-3 to make him a supervisor, and I'm not sure he wanted to go."

#### ROCK-SOLID DECISION

Like the moves he made to grow his line of excavating equipment, Tobin's recent acquisition of a gravel pit and quarry is intended to broaden his ability to tackle different projects.

"The pit is 160 acres (64.8 hectares) and only about 15 minutes out of town. It's a nice fit for us in light of all the work in this area. Initially, I was undecided whether to put down the money for the property. I took a look at the first project I had on the books, saw that it called for \$100,000 worth of gravel, and had my answer. Even if I don't win the bid to do a project in the area, I still stand a good chance of winning the bid to provide the gravel."

With a solid aggregate source, a dependable workforce, and a broad range of Hitachi equipment, Tobin feels his company has access to more projects in the area.

"We have the iron now that will allow us to bid both larger and smaller projects. I always say we have no plans to get any bigger, then look back at the year that's passed and see we've grown. In fact, I'm currently talking with our Hitachi dealer about another machine. The performance and reliability of the Hitachi equipment — as well as the excellent support I've gotten from my dealer over the years — have made a huge difference in our business."

With the help of their orange fleet, one might say things are going monstrously well for the good folks at TT Contractors. Let's just hope their growth doesn't offend Ogoopogo. After all, there is the story about two horses that mysteriously disappeared while swimming behind a boat on Okanagan Lake...

*TT Contractors, Ltd. is serviced by Wajax Industries, Kamloops, British Columbia.*



# Flexing Some Muscle

Wisconsin firm upsizes fleet with Hitachi's largest Dash-3

After 50 years in business, Reuben Johnson & Son, Inc. (RJS) has seen its size — and the size of its projects — grow dramatically. Projects that once were out of their realm of expertise are now commonplace. To meet these challenges, RJS bulked-up their Hitachi fleet with the largest model in the Dash-3 line — the 85-metric-ton ZX850LC-3. They say it fits their forward-thinking philosophy.

#### BIG-TIME CONVERSION

RJS usually works within a couple hundred miles of their Superior, Wisconsin, headquarters, but they've been known to "take it on the road" when the right project comes along. Specialists in commercial, heavy highway, utility, marine, design/build, and construction management, RJS "went orange" in 1991 when they started to convert their fleet to Hitachi. Since then, they

have owned more than two dozen Hitachi units that now range from a Zaxis 120 to their new ZX850LC-3.

According to VP of Operations Lance Lindahl, recent circumstances prompted the move to even bigger iron.

"We have been heading up installation of about 12,000 feet of 15-inch sewer interceptor for the city of Hermantown, Minnesota. We're replacing lift stations with a deeper system that's

RJS has been laying pipe and boxes as deep as 35 feet in an area that is equal parts swamp and bedrock. The ZX650LC-3 and ZX850LC-3 with its extended boom complement each other nicely.



Doing a Superior job are (from left): Nortrax Midwest's Jim Hedrick along with the RJS team of Dave Lemke, Lance Lindahl, Chuck Jerome, and (top) operator Eric Kirkwood.

more conducive to future development. We're laying pipe and boxes as deep as 35 feet in an area that is equal parts swamp and bedrock. The rock — and the fact that we're blasting right on the flow line of the pipe — has made it extremely challenging.”

#### GETTING BIGGER ALL THE TIME

About the time the Hermantown project was getting underway, RJS President and CEO Todd Johnson was talking to their Hitachi sales rep. Johnson was convinced adding a ZX850-3 was a smart move.

“We felt the ZX850-3 could be a major player in Hermantown, and we were right,” says Johnson. “It has complemented our ZX650LC-3 nicely by moving massive volumes of bog material, replacement sand, and especially the huge rocks that are displaced after blasting.”

The firm's other large unit, the ZX650LC-3, is equipped with a 17.5-foot extended boom for additional reach. Dave Lemke, RJS Vice President, Heavy/Highway Division, says its reach and power have provided a valuable one-two punch in keeping production up in that area of the project.

“This is the toughest segment of the overall project,” notes Lemke. “The 850 has made a real difference. We've encountered some boulders that were easily in the five- to six-cubic-yard range, and it has shown the power and stability to make it look easy.”

#### STABLE OPERATION

Besides improved productivity, Lindahl says the ZX850LC-3 is also making a positive impact on a number of other areas.

“Our operators say the ergonomics of the ZX850LC-3 are like night and day compared to any other machines. And that's as important to us as it is to them, because ease of operation generally translates to better performance. We're also seeing a stability advantage with the 850. A Cat 245 and our 850 weigh about the same. Yet when pulling rock or handling a double box, a 245 bounces so badly it worried us. There's virtually no movement with the 850; hands down it is a far more stable machine.”

#### A BROADENING FUTURE

By adding the ZX850LC-3, Todd Johnson feels RJS is better poised to tackle even larger projects.

“I see a real opportunity to bid large earthmoving projects, deep utility projects, big lift stations, and so on. That 850 coupled with a few large trucks could move some serious dirt. There aren't a lot of large projects in the immediate area, but we aren't afraid to travel to get the jobs we want. Now we have the equipment along with an unbeatable level of support from our Hitachi dealer. That's a nice advantage to have.”

*Reuben Johnson & Son, Inc. is serviced by Nortrax Midwest, Ashland, Wisconsin.*

# Turn Orange Into Green

*How the Zaxis 200LC-3 can save you money*

Aside from the obvious money-saving benefits of higher productivity due to enhanced specs, better fuel efficiency, and greater operator comfort, the Zaxis 200LC-3 can save you money in other ways, too — like lower daily operating costs.

## **500-HOUR INTERVALS**

A lot of Hitachi preventive maintenance (PM) intervals are at 500 hours, instead of 250 as found on many competitive models. Talk about reducing downtime, maintenance costs, and consumables!

First up, thanks to an increased oil capacity, an improved filtration system, and the use of high-quality engine oils, the Zaxis 200LC-3 engine oil-change interval is every 500 hours.

The greasing interval on the boom and arm pivot joints is also at 500 hours. Hitachi uses powdered-metal oil-impregnated HN bushings. The special metal coating has micro-pockets that act as tiny oil reservoirs. As the front components move, lubrication is

released from the bushings to lubricate the joint. This prolongs the wear life of both the bushings and the pins while it reduces future maintenance costs.

The grease zerks in the bucket linkage are seated in the boss, which protects them from debris that could clog or damage the grease fitting. The bucket linkage also feature solid pins for longer wear life. Grease intervals for all of the front joints, except the bucket, are 500 hours under normal operating conditions.

## **EASY SERVICE PROCEDURES = MORE UPTIME**

The 200LC-3 is designed to be service-friendly with easier weekly and monthly PM checks. For example, the remote-mounted engine filter and dual remote-mounted fuel filters are located near each other for fast, one-stop servicing.

And, of course, there's the Machine Information Center (MIC) data logger as well as all the great information that can be called up on the operator's color



**The Isuzu Tier-3-certified engines are cleaner, more powerful, and more fuel efficient.**

LCD monitor. Vital machine performance data such as engine speeds, hydraulic and coolant temperatures, pump pressures, alarms and faults, hours of operation, and swing/travel/front operation time are stored for your review. By accessing this wealth of stored knowledge, technicians can get a clear picture of the 200LC-3's utilization and performance history.

The Zaxis 200LC-3: Designed to help you improve productivity and profits by reducing your daily operating costs.

# Momma is a coal miner.



Why are Hitachi Zaxis Excavators so productive and durable? Heredity. Heading the Hitachi family are massive excavators that move tons of rocky overburden, even precious ore, 24 hours a day, day after day. Their reputation for productivity and uptime has made them the leader in the toughest excavation environment in the world. The same engineering expertise behind these colossal machines is in every Zaxis excavator, from 1.7 to 90 metric tons.

Hitachi Zaxis Excavators. Extreme productivity runs in the family. Learn more at [www.hitachiconstruction.com](http://www.hitachiconstruction.com).



# HITACHI

ALWAYS | ORANGE

# ZAXIS DASH 3

HITACHI

ZAXIS  
200LC

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# HITACHI

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