



“Blown Away”

by the New Hitachi's Performance

COLOR ME ORANGE.

Construction

Mark Pivetta is a committed Hitachi user. When he decided he needed another excavator, he assumed he would end up with a 300- or 450-class machine, both of which he already owned and liked. Good timing and Hitachi's introduction of its new Tier-3-compliant Dash-3 machines altered that decision — in a good way, he notes.

SOLID GROWTH AHEAD

In terms of economic climate, few regions of the U.S. share the robust growth that the Seattle-Tacoma region continues to enjoy. New communities are being built, while established ones expand. As a result, Pivetta Brothers, based in Sumner, Washington, has also prospered.

Pivetta's strong machinery background — 12 years as a heavy equipment manager, shop mechanic, and field mechanic for several dealers in the Seattle area — eventually led to starting his own business in 1979. "We have grown from a contractor handling mainly residential work to where we are today: a specialist in infrastructure-related projects. That obviously involves laying miles of pipe on a regular basis. But, for us, it's become more diverse. We've branched out to construction of pump stations, sewage and water pumping stations, water storage tanks, and more."

GROWING THE FLEET

In mid-2005, at the time Pivetta decided he needed another Hitachi, his fleet included a ZX50U-2 Compact Excavator, a pair of Zaxis 225US LC units, and an EX450. When he finally got together with his Hitachi dealer to talk about buying a new unit, a chain of events began to unfold which ultimately led to his attendance at a Hitachi Customer Advocate event. There he got to see the new Hitachi

Tier-3 machines in development and offer his feedback.

"It was a unique opportunity to see all that goes into the development and continued refinement of these machines," he says. "At this event, I was able to run Hitachi units as well as competitive brands. And I was encouraged to give input and evaluation of everything from speed to power to comfort and more. I felt better timing of the boom lift and crowd was essential, and said so. Over the years, I've found when an operator has to focus too much on that aspect of the machine's operation, he risks overlooking other things."



Mark Pivetta, President, CEO, Pivetta Brothers

Pivetta says nearly a year later he was invited back to see the end result of his and other users' input. He was sufficiently impressed to immediately place an order for a 350 model in the new Dash-3 line.

"From my perspective, the new machines are just amazing. We took delivery of the new ZX350LC-3, and we were just blown away with its performance."

ESPECIALLY IMPRESSIVE

Pivetta says he was impressed with the new 350's speed and responsiveness.

"I was expecting a machine that was bigger, but not as fast or responsive. When I got behind the controls I couldn't believe it. For a 35-metric-ton machine, the unit is exceptionally fast; I would almost compare it to a 20-ton machine for speed and agility. The smoothness of the controls — an important factor for us in moving and laying pipe — was also impressive, as was the overall power. It will handle all the 8 X 20 boxes, the gravel skiffs, and the plates, whatever. It does it all for us."

Other features Pivetta notes include the increased cab area and improved visibility for the operator, changes to the undercarriage, and a reduction in fuel consumption. "Though fuel prices have backed off a bit these past few months, there's no denying that we appreciate every advantage we can get in that area. The Isuzu engines are far quieter and more efficient than anything else on the market today."

NO COMPARISON

The advantages the new 350LC-3 brings to Pivetta's operation are particularly great when compared to its competitors.

"We have an older Komatsu PC300 that we still use, and our new 350 will run circles around it; there's just no comparison. There are so many things we like about this machine, right down to its transportability. We don't have to subcontract another truck just to haul it. It's powerful, it's fast, it's responsive, it's efficient. It's a lot more machine than I ever expected."

Pivetta Brothers Construction, Inc. is serviced by Papé Machinery, Seattle, Washington.