MAKING THE OLD NEW AGAIN

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The first thing you want in an excavator is confidence. The last thing? Problems. At Hitachi, we focus on excavators, so we know how to build them to give you what you need. More reliability. More productivity. More confidence. THAT’S ALL.
“We will continue to aim at higher and higher targets. We look forward to meeting these challenges and hope you will, too.”

“What I want to place renewed importance on is seeking the best products and services and providing them to our customers with care and thoroughness. And I want to execute this entire process as speedily as possible. Based on our ‘Go Together 2013’ management plan, I want to move forward with our efforts to build ‘people and an organization’ that can do what they must with commitment and speed. By doing so, I would like to grow the Hitachi Construction Machinery Group into a corporate group that will be trusted and depended upon by customers around the world 10 and 20 years from now.”

Yuichi Tsujimoto
President, Chief Executive Officer and Director
Hitachi Construction Machinery (HCM)

READ MORE ABOUT “GO TOGETHER 2013”, THE FIRST STEP OF REALIZING HCM’S “2020 VISION.”
www.hitachi-c-m.com/global/ir/strategy/index.html

“The speed is incredible. It’s fast, and that means productive. I feel like I am aging when I wait to pull the bucket in on other brands. The Hitachi also has easier controls.”

JAMIE VANHAASTER
Operating a ZX350-5 with bucket
TYBO Contracting
Surrey, British Columbia
Serviced by Wajax
MAKING THE OLD NEW AGAIN

85-YEAR-OLD MARYLAND CONTRACTOR HELPING PAVE THE WAY TO A GREENER FUTURE
The demand for crushed asphalt has skyrocketed as the use of recycled materials in the construction of new pavements has reached record-high levels. According to a survey conducted by the National Asphalt Pavement Association under contract to the Federal Highway Administration, about 66.7 million tons of reclaimed asphalt pavement (RAP) were collected in the United States during 2011 for use in new pavements. That represents a 7 percent increase from 2010 and a 19 percent increase from 2009.

Reliable, a commercial and residential contractor based in Gambrills, Md., has been an innovator in the use of recycled asphalt and has noticed this trend firsthand. “When the county and the state accepted the use of these recycled materials on its projects, it became much more popular,” Baldwin said. “These types of recycled materials not only drive down costs, but also address the issue of how to dispose of the mountains of roadbed material milled from highways each year.”

HOW IT WORKS

The process begins when asphalt is milled from roadways for the purpose of reconstruction, resurfacing or to obtain access to buried utilities. The milled material is loaded into haulers and transported to Reliable’s Waugh Chapel Plant where it is crushed into coarse and fine aggregate stockpiles. A Hitachi ZX470LC-5 Excavator then loads the crushed material into trucks, which transport it to the asphalt plant. When reclaimed asphalt pavement and shingles are processed into new pavement mixtures, the liquid asphalt binder in the recycled material is reactivated, reducing the need for virgin asphalt binders.

“The process essentially lets us use the old roads to create new ones,” Baldwin said. “Our recycled products can be used as a subgrade to pave on, and as much as 35 percent of the recycled asphalt can be used in the production of new asphalt. This makes it much more affordable for developers. It’s truly a win-win for everyone.”

Production and use of recycled materials at Reliable’s two hot-mix plants have seen significant increases over the last several years. In 2011, sales of recycled materials peaked at over 250,000 tons, making Reliable one of the largest recyclers in the area.

HITACHI PRODUCTIVITY

The increased demand for recycled materials has made it possible for Reliable to run an excavator such as the ZX470LC-5 at the plant. The machine is paired with a fleet of four 22-ton trucks and moves roughly 3,500 to 4,000 tons during an eight-hour shift. This has become a vital factor in Reliable’s ability to keep up with the demand for recycled asphalt.

“We really like the comfort and responsiveness of the Hitachi excavators,” Baldwin said. “Power and fuel consumption are also big factors. In fact, it was Hitachi’s fuel consumption that made my dad, Jack Baldwin, switch from another brand about 20 years ago.”

Reliable Contracting Company Inc. is serviced by Elliott & Frantz Inc., Jessup, Md.
“WE REALLY LIKE THE COMFORT AND RESPONSIVENESS OF THE HITACHI EXCAVATORS. POWER AND FUEL CONSUMPTION ARE ALSO BIG FACTORS. IN FACT, IT WAS HITACHI’S FUEL CONSUMPTION THAT MADE MY DAD, JACK BALDWIN, SWITCH FROM ANOTHER BRAND ABOUT 20 YEARS AGO.”

JOHN T. BALDWIN JR.
OPERATIONS MANAGER
AT RELIABLE CONTRACTING

RELIABLE’S FAMILY ROOTS

Since Bill and Frank Baldwin formed Reliable Contracting more than 85 years ago, it has become a leading commercial and residential contractor in Maryland’s Anne Arundel County. It is the county’s largest site-work contractor, boasting more than 470 employees and roughly 500 pieces of equipment.

Today, Reliable Contracting is managed by a new generation of the Baldwin family: Tom Baldwin led the company until 2002, when his son Jay took over as company president. Bill Baldwin’s sons Jack and Meade serve as divisional vice presidents, and many of the company’s employees represent the family’s third generation.
You can’t improve what you don’t measure. By combining factory- or field-installed hardware and ZXLink network services, you can wirelessly monitor machine locations, functions, hours, fuel consumption, alerts and other essential data from your fleet. ZXLink fits your needs with two levels of service.

Add ZXLink Select to any brand of machine in your fleet. It includes:

- Machine hours
- Location via GPS
- Geo-fencing and curfew data
- Alerts sent to cell phone or email with escalation options
- Maintenance tracking
- Dual-mode satellite option
- Mobile app for Apple iOS and Android*

You’re already a step ahead with owning Dash-5 series excavators, most of which come standard with three years of ZXLink Ultimate free service. You get everything ZXLink Select provides, plus:

- Diagnostic trouble-code alerts
- Equipment utilization and engine-load levels
- Fuel-consumption data
- Operator-productivity indicators
- Service ADVISOR™ Remote dealer diagnostics and software updates**

Contact your Hitachi dealer to find out how ZXLink can help you become an efficiency expert.

Don’t just talk about increasing productivity and uptime while reducing daily operating costs. Harness the power of Hitachi’s ZXLink machine monitoring system and maximize fleet performance 24/7 from your computer or mobile device.

Boost your bottom line with ZXLink:

- Reduce idle time and fuel consumption
- Track time spent on jobsites
- Use GPS location feature to prevent machine theft
- Track maintenance to extend machine life and increase trade value
- Optimize utilization by reassigning machines to other jobsites
- Monitor rental fleet machine locations and engine hours

http://hitachiconstruction.com/zxlink-faq.html

*Your Hitachi dealer can help with app installation on your iOS or Android device.
**On machines manufactured after January 2011
In 1988, Hitachi Construction Machinery Co. Ltd. and John Deere formed Deere-Hitachi Construction Machinery Corporation, a 50/50 joint venture company based in Kernersville, N.C. From steel plates to finished products, the company manufactures Hitachi and John Deere mid-size excavators and its campus is undergoing an impressive expansion. Here’s the breakdown.

- **60%** increased capacity for production after expansion
- **25 years of Kernersville facility production**
- **750** current plant employees
- **340** plant jobs added over next several years
- **120,774 m²** total operational space after expansion completion (1.3 million ft²)
- **97 million** investment for plant expansion
- **27,215,540 kg** (6 million lbs.) steel cut each month
- **8** models of Hitachi machines produced at the plant
- **4** Deere-Hitachi core values:
  - Safety
  - Integrity
  - Quality
  - Kaizen

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Against the Odds

As one of three Hitachi Construction Machinery plants in the Americas, Hitachi Construction Truck Manufacturing Ltd. in Guelph, Ontario, has accomplished a feat almost unheard of recently in the manufacturing sector of Canada – it has expanded.
The facility was originally a Euclid plant established in the early 1970s. Hitachi purchased Euclid, and Euclid-Hitachi became Hitachi Construction Truck Manufacturing (HTM) in 2004. In May 2013, HTM officially opened its $32 million, 15,504-square-meter (166,884-square-foot) plant expansion.

“The vision for this expansion was founded on three cornerstones: flexible operations, a visual factory and ownership,” said Piyush Agarwal, general manager of manufacturing. “Flexible operations allow for manufacturing different products simultaneously in response to changing demand patterns. A visual factory includes a layout where each part has a spot on the floor. Ownership refers to building a team environment involving vast experience and knowledge of our workforce to manage activities on the floor autonomously.

With the expansion, Hideo Kitawaki, CEO and director, said HTM is poised to significantly contribute to its parent company Hitachi Construction Machinery’s (HCM) vision.

“HCM has an aggressive goal to gain 30 percent of the world market share for mining trucks by 2018,” Kitawaki said. With a global customer base – including Columbia, South Africa, Bulgaria and Indonesia, to name a few – HTM will be a major player in achieving this goal.

CAPITALIZING ON THE EXPANSION
The facility now totals 35,100 square meters (377,813 square feet) and produces Hitachi construction, quarry and mining trucks including the EH1100-5, EH1700-3, EH4000ACII and EH5000ACII. This new space is needed because these trucks are huge – the EH5000ACII, the largest model manufactured at Guelph, must be disassembled and shipped to customers on eight-to-nine highway trucks. Two new welding robots were added for efficient production time and ceiling heights soar more than 15 meters (51 feet) to accommodate these massive machines.

Unlike traditional line assembly, HTM now utilizes cell production within four major areas of the operation: structural processing (frame, rear axle housing and cab support); sub-assembly processing (fuel and hydraulic tanks, front axles, gearing and brake assemblies); stall processing (final assembly); and testing.

“The expansion has provided many benefits for our facility, such as an increased production capacity, reduced lead times, flexible manufacturing and a better environment for employees,” Kitawaki said.

When customers make a financial investment in a Hitachi truck, they expect a quality product. And HTM is determined to deliver value.

“We are highly focused on customer service and attention to detail,” said Rob Hall, senior manager of production control. “Hitachi is reliable, has advanced technology and stands the test of time. We are proud of our brand, its history and all it represents.”
INTRODUCING THE NEW EH1100-5

Although it’s the smallest of the rigid-frame haul trucks, the new EH1100-5 still dwarfs any person within sight. This massive truck will make its debut in the Hitachi booth at CONEXPO/CONAGG® 2014 held in Las Vegas, Nev., March 4-8, 2014. And the EH1100-5 is bringing new accessibility, serviceability and design updates with it.

While its traditional application is for quarry and mine use, the EH1100-5 can be a workhorse for construction projects as well.

“As a 70-ton class truck, the EH1100-5 can be more efficient and cost-effective than a 50-ton articulated dump truck for large, earth-moving projects,” said Brian Mace, product marketing manager for Hitachi’s Mining Division. “The EH1100-5 should be considered for construction projects that may be long-term.”

HTM is looking forward to the production of the EH1100-5, which is estimated to begin in spring 2014.

“The design, serviceability and accessibility improvements of the EH1100-5 are based on analysis and customer feedback,” said Ken Lesko, general manager of marketing support for Hitachi Construction Machinery’s Global Mining Division. “We’re looking forward to production of the EH1100-5, and I think we’ll have a big market for it.”

FORGING INTO THE FUTURE

Although the mining sector has been sluggish, HTM does not flinch as it faces the future and has plans to produce six truck models in 2014.

“Commodity pricing in the mining sector has had a major effect on production and capital equipment sales,” Hall said. “However, as the market improves, this expansion will provide increased capacity to serve customers with reduced lead times.”

Robin Dudley, president of Unifor Local 1917 and HTM union chairperson, said the plant has been and will continue to be a leading manufacturing employer in Guelph.

“HTM is a staple company in our area,” Dudley said. “The expansion has been good for the community and will bring more employment.”

Just how does HTM continue to beat the odds in a tough mining and manufacturing sector? It all comes down to processes and people, according to Vito Anello, deputy general manager of process engineering/maintenance manufacturing.

“We have implemented many continuous improvement projects that have reduced cycle time in our factory; this in turn will allow us to build more trucks per month,” Anello said. “Our knowledgeable and skilled employees have made the plant successful. Our staff have a large knowledge of our trucks and they have a great sense of pride and loyalty within the company.”

WEBWATCH

CHECK OUT THE VIDEO AT: www.hitachiconstruction.com/HTM
BIG PERFORMANCE FOR THE BIGGEST JOBS

At Hitachi, we don’t get sidetracked building every kind of construction equipment. Instead, we build excavators and trucks. It’s that kind of engineering and manufacturing focus that results in our reputation for highly reliable machines that deliver smooth, powerful performance. Built with the power of focus, the ZX470LC-5, ZX670LC-5 and ZX870LC-5 are excellent choices.

With greater horsepower and optimized hydraulics for bigger arm- and bucket-digging forces, these top-of-the-line excavators get more work done in a day. Their powerful EPA Interim Tier 4 (IT4)/EU Stage IIIIB Isuzu diesel engines quietly go about their business, getting the most out of every drop of precious fuel while meeting rigid emissions standards – so you can put them to work anywhere, including nonattainment areas.

“To compete in today’s construction market, contractors need efficient and powerful products like these that they can count on,” said Mark Wall, product marketing manager for excavators at Hitachi. “These models are highly reliable and feature many customer-driven enhancements that increase uptime.”

The greater horsepower of the ZX470LC-5, combined with optimized hydraulics for bigger arm- and bucket-digging forces lets you get more work done every day. Loaded with numerous new features and Isuzu IT4-engine technology, the ZX470LC-5 delivers superior productivity.

With the ZX670LC-5, you get pumped up performance that delivers more buckets of earthmoving power each day, even under the harshest conditions. Loaded with new features, the ZX670LC-5 gives you superior productivity and durability, while keeping operating costs low.

When you need to move some serious dirt or tackle rugged quarry jobs, the ZX870LC-5 is the perfect solution. Both brawny and smart, this powerful model is the largest of Hitachi’s production-class excavators and can handle every challenging job you have. It’s also efficient, giving you heavy-duty excavating that’s light on fuel.

Our ZX Dash-5 Excavators come standard with three years of ZXLink™ Ultimate, providing 24/7 online access to machine locations, health, utilization, fuel consumption and other valuable information. It all leads to better cost control and higher jobsite performance.

When you choose Hitachi, you get production-class excavators that are always out front, never behind.
You’ve probably heard all kinds of excuses about poor reliability with some excavators. But not from Hitachi. We focus on building excavators—not every other kind of machine. The results? More reliability. Higher productivity. No excuses. THAT’S ALL.
A “jack-of-all-trades” is good at some things, but great at nothing. That’s why at Hitachi, we stay on course specializing in excavators. By not getting sidetracked, we make exactly what you want. Great, reliable excavators. THAT’S ALL.