

BREAKOUT

FALL ISSUE 2018

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on the inside

Hitachi is dedicated to delivering the efficiency, reliability and durability that you need day after day. In this issue of *BREAKOUT*, there is no shortage of examples supporting this commitment.

Jordan Zahlene, vice president of Miami-based Zahlene Enterprises, shares his inspirational story and experience with Hitachi on page 4. On the west coast, RAM Construction's Hitachi fleet is hard at work on an industrial restoration project at the Port of Bellingham in Washington. You'll read why owner Mike Hammes continues to choose Hitachi for all his jobs.

In 2019, Hitachi will be releasing new models of the EX1200 through EX8000 mining shovels. These EX-7 Series Mining Excavators will incorporate Fuel Consumption Optimization (FCO) savings to help lower your total cost of ownership. Get a preview of this technology on page 8.

Hitachi's newest construction model – the ZX345USLC-6 – is ready to work on your job sites. The largest of the ultrashort excavators, this model features a full-size cab, hefty undercarriage, an exclusive three-pump hydraulic system and more. Get details on page 14.

Did you know Hitachi has extended its standard full-machine warranty on compact excavators to two years/2,000 hours? This warranty applies to all six compact models offered in the Americas. Find out more information on page 15.

We look forward to hearing more about your Hitachi experiences. As always, thanks for trusting Hitachi for your jobs.



Dan Fitzpatrick

Dan Fitzpatrick
Director, Sales, Hitachi Division

Have an article idea or address change for *BREAKOUT*? Contact Kristin Stires at kstires@mindfirecomm.com or 855.646.3347.



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日本からのメッセージ

[message from japan]



"Reduction of environmental impact from our products and services is of great importance to us. Looking back on the advancements in construction machinery thus far and the history of developments in civil engineering and mining industries, the value we provide contributes to the sustainable development of society. In fact, as a corporate citizen, we exist to create technologies and services that contribute to the development of a sustainable society: It is our mission."

Kotaro Hirano

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

from the
cab

“ I like the height, shorter tail and power.
It's really smooth. ”

WALTER ANDRADE

Operating a ZX470LC-6
Goodfellow Bros., Inc.
Served by American Machinery, Kona, Hawaii







LIVING THE AMERICAN

DREAM

One person's trash is Zahlene Enterprises' treasure. The Miami-based civil contractor was started by a Cuban immigrant and – under the leadership of his son – has developed a reputation for its innovative approaches to aggregate recycling.



At 27, Jordan Zahlene, vice president of Miami-based Zahlene Enterprises, has more certifications and credentials to his name than many of his peers who are twice his age.

He became a Certified Building Contractor at 18, a Certified Utility Contractor at 21 and received his General Contractor license at 22. Three years later he obtained his General Engineering Contractor's license, becoming Miami's youngest General Engineering Contractor.

Zahlene attributes much of that professional drive to his parents, Beatriz and Miguel. The Cuban couple immigrated to the United States in 1982, with hopes for a better life for their growing family.

"I'M THE PRODUCT OF THE AMERICAN DREAM. WE LIVE IN THE ONLY COUNTRY IN THE WORLD WHERE YOU CAN ACHIEVE WHATEVER YOU WANT

AND MAKE A DIFFERENCE
IN THE WORLD AND YOUR
COMMUNITY."

Those dreams were realized. Today Zahlene Enterprises Inc. (ZEI) has a fleet of roughly 52 pieces of equipment – 16 of which are Hitachi machines – and the company is one of the major civil contractors in Miami, known for its creative and innovative approaches to recycling aggregates.

"I'm the product of the American dream. We live in the only country in the world where you can achieve whatever you want and make a difference in the world and your community," Zahlene said.

But this success has not come without its challenges and heartbreaks along the way.

TRAGIC LOSS

In 2006, Zahlene was a high school student at Miami Lakes Educational Center when he learned that his father, who had battled cancer, passed away in a tragic jobsite accident. Zahlene decided to attend college locally at Florida International University in order to take the helm of the family business.

"It was pretty scary," Zahlene said. "I was basically handed over a piece of property, four dump trucks, a makeshift screener and two very old loaders. It was also right when the market crashed. But we kept going and never gave up. At first it was just about keeping the aggregate hauling company afloat, but then I started getting a little creative."

Zahlene started buying the bigger rocks and pieces of concrete from beach excavations – material that would have typically been discarded – crushing and screening it and then reselling that material to other contractors. That led to his first excavator purchase.

"I think it was a Hitachi ZX350. After that it was just one after another after another after another. I haven't looked back since," Zahlene said.

One of the big challenges Zahlene faced during this time period was his age. Many of the people he was doing business with were twice as old as him and had children who were his age.

"It can be tough when you're signing a contract with someone who you feel could be your son," he said. "It boiled down to just sticking to my word. If I said I was going to do something, I was going to do it."

Zahlene's mother, Beatriz, was influential in her support throughout this period. As the president of the company, she supported him and stepped in when her son had to focus on college.

"My mom is more than just my mom. She's my business partner. She's the backbone. Without her, none of this would have been possible," Zahlene said.

UNIQUE SUPPLIER RELATIONSHIP

Aggregate recycling is a primary focus at ZEI. The company recently entered into a unique relationship with Titan Florida – a unit of Titan America LLC – to excavate and process a large volume of scrap and by-product material at its Pennsuco Quarry near Miami.

"We're essentially recycling non-usable limestone material inside their quarry," Zahlene said. "In its current state, this material is unsuitable for further processing into finished aggregates or for direct sale to the market, so it has been dormant for many years. With our expertise in handling this type of material, we're able to purchase the material as-is and then process it at our own cost into a product that's suitable for use on our large site work projects. Our relationship creates value for both Titan and ZEI, and it gives me an opportunity to compete on large-scale projects that I probably couldn't even bid on without Titan's support. Titan has been an excellent partner to work with. I've learned so much from them in the past year on so many issues, like safety and operations.



▶ WEBWATCH

Check out the video at
HitachiConstruction.com/Zahlene

Fuel economy, performance, quality and the right price. Zahlene said his ZX300LC-6, which is helping excavate 175,000 cubic yards of muck, has it all.

They've given me a chance to grow and succeed, and the best way I can repay them is by striving to become their largest customer year after year."

Working together with his Hitachi dealer Dobbs Equipment, Zahlene purchased a new ZX470LC-6 to tackle the project.

"There was really no other option. The fuel economy in its class is amazing. It's the only machine that met the production levels at the budget that I had set for the project," Zahlene said.

Much of the material processed at the quarry is transported to a 15-acre site between the Miami Turnpike and I-75 that will serve as a Park & Ride lot for a megamall that is being built. The company has excavated roughly 175,000 cubic yards of muck and is replacing it with more than 250,000 tons of processed material from the Titan quarry to backfill it.

A brand new ZX300LC-6 is helping with that process.

"What led me to Hitachi, honestly, was the fuel economy and the performance. And you get a very good, quality machine at the right price. It outperforms every machine in its class, especially in fuel economy and performance," Zahlene said.

BRIGHT FUTURE

When Zahlene thinks about his future, aggregate recycling will continue to play a big role. He plans to open the first soil remediation facility in southern Florida.

"That is where my true passion lies," he said. "There are only a finite amount of resources, so every load of material that I remediate and reuse is one load of virgin lime rock that can be used for cement or anything else."

Hitachi machines will continue to play a prominent role at ZEI.

"I've been able to prove myself because I have stuck to my word and have a strong vision for the future," Zahlene said. "Continuing to purchase Hitachi machines boils down to the same. You know you're buying five years of guaranteed work and performance, because it's not just the performance, it's also the reliability and dealer support that comes with it."

Zahlene Enterprises Inc. is serviced by Dobbs Equipment, Miami, Fla. ■

Improved Efficiency with EX-7 Series FCO Technologies

Did you know in 2019 Hitachi will introduce new models of the EX1200 through EX8000 mining shovels? And the EX-7 Series Mining Excavators will incorporate Fuel Consumption Optimization (FCO) savings while maintaining the same productivity levels customers have come to expect from the EX-6 Series Mining Excavators.

There are two areas that Hitachi focused on to improve the efficiency of the EX-7 Series – the engine and the hydraulic system.

1. IMPROVED ENGINE EFFICIENCY INCLUDES:

Final Tier 4 (FT4) technology for countries that are regulated by diesel exhaust emissions (U.S. & Canada), and Optimized Fuel Calibration settings on the engines for non-regulated countries. These technologies combined with the engine fan clutch (EX2600 & EX5600) make up the engine portion of the FCO technologies.



2. IMPROVED HYDRAULIC SYSTEM EFFICIENCY INCLUDES:

• Main pump electronic regulators

Control of the main pumps is now an electronic function and no longer controlled by the hydraulic pilot system, reducing the mechanical work load to power the hydraulic pilot system from the previous models.

• Boom lower operation with regeneration circuit

The boom lower regeneration circuit reduces the amount of oil needed to be supplied by the main pumps to lower the boom. During this function, the oil on the piston side of the cylinder during the lowering of the boom is used to make up the oil flow on the rod side of the cylinder, reducing the workload on the hydraulic system.

• Efficient cooling package

With the use of a larger hydraulic oil cooler and fan, the cooling efficiency of the hydraulic system is increased, requiring less power to maintain the proper hydraulic oil temperatures. The control of the hydraulic oil cooler fan is now a linear function versus a stepped function, eliminating the wasted energy in the various ranges of the steps and focusing on a linear correlation to temperature and fan speed.

These combined FCO technologies of the engine and hydraulic system result in a 7 to 10 percent FCO versus the previous models while maintaining the same productivity levels.

For more information, contact your local Hitachi dealer. ■



PRODUCT:**ZX345USLC-6****DEALER:****WAJAX EQUIPMENT****CUSTOMER:****METRIC CIVIL CONTRACTORS LTD.**

Metric Civil Contractors takes delivery of new ZX345USLC-6

Vancouver-based Metric Civil Contractors recently took delivery of a new Hitachi ZX345USLC-6.

The reduced-tail-swing excavator is helping the civil contractor remove roughly 22,000 cubic meters (28,775 cu. yds.) of overburden from a job site in the Maple Ridge neighborhood of Vancouver that is the future home of an elementary school.

"We're kind of putting the machine through its paces to see its capabilities and how it measures up to the other equipment, being the first one," said Marlon Hall, co-owner of Metric Civil Contractors. "So far the operators love it. One of my guys who's been operating machines for 17 years just sent me a message that said the machine was the nicest machine he's ever run."

For Metric, one of the big draws of the new ZX345USLC-6 was its ultrashort counterweight and power.

"I keep referring to it as the big brother of the ZX245USLC-5. It's got the undercarriage of the ZX350, so it's very stable, and has power that's similar to a ZX300-sized machine," Hall said.

"Having the new ZX345 in our fleet will enable us to be much more efficient in one-lane roadway jobs when we really need that extra power."

Metric Civil Contractors Ltd. is serviced by Wajax Equipment, Vancouver, B.C. ■

BE SAFE. WORK HARD. HAVE FUN.

If you flip over Mike Hammes' business card, you'll see three phrases: **BE SAFE. WORK HARD. HAVE FUN.** These phrases describe the heart of Hammes' company, RAM Construction General Contractors. And they're a formula for success that's working out nicely with the help of some Hitachi equipment.



M

ike Hammes, owner of RAM Construction General Contractors, first caught the construction bug at an early age – he was 12 years old and working for his uncle's company.

"I worked for my uncle when I was younger and decided construction was where I wanted to spend my career," he said. "I started RAM Construction in 1992, following a passion that I'd had my whole life."

Based in Bellingham, Wash., RAM Construction is primarily a heavy civil contractor completing underground, environmental and concrete structures. The company also engages in some commercial above-ground construction with commercial tenant improvements and small building projects.

Hammes experienced Hitachi equipment while working for his uncle. So, when buying his company's first excavator, he decided to stick with what he knew.

"We're still running the first machine we ever bought; it's a Hitachi I20-2," he said. "It's passing by 12,000 hours and all we've had to do with that machine is change the oil. We have a handful of machines that are in that range, and all we've done is change the oil."



“THE COMFORT AND OVERALL
HAPPINESS OF OUR EMPLOYEES
IS WHAT'S DRIVING OUR
PRODUCTIVITY. **HITACHI** LENDS
ITSELF TO THAT.”

WATERFRONT REDEVELOPMENT

These days, RAM Construction's Hitachi fleet stays busy. One of the company's high-profile undertakings is work on the Port and City of Bellingham's Waterfront District project.

The project covers 237 acres of the city's downtown waterfront, most of which is the former site of a Georgia-Pacific Corp. chemical plant, and pulp and tissue mill. This industrial redevelopment will include a mixed-use neighborhood with new parks and trails, as well as public access to the waterfront.

RAM Construction will help provide that public access by completing the \$8.6 million Granary Avenue and Laurel Street project. Along with two new streets, the project also includes new public and franchise utilities, bicycle and pedestrian facilities, parking, landscaping and street lighting. RAM Construction began work in October 2017 and anticipates completion in late 2018.

"It's the City of Bellingham's first investment into a large waterfront redevelopment, and we're proud to be part of it," Hammes said. "We're bringing the main line roadway and utilities in for future development."

This isn't just any jobsite. It's classified as a "brownfield" site, which the U.S. Environmental Protection Agency (EPA) defines as "real property, the expansion, redevelopment, or reuse of which may be complicated by the presence or potential presence of a hazardous substance, pollutant or contaminant." But Hammes isn't intimidated – it just means his excavators are doing a little bit of everything.

"Our Hitachis are doing demolition work, crushing concrete; a lot of mainline digging for sewer, water, storm infrastructure; and power infrastructure," Hammes said. "Since this is a brownfield site, they're also doing some environmental remediation."

CHOOSING HITACHI

In addition to the waterfront project, RAM Construction's fleet can be spotted working on new subdivisions and completing commercial work in and around Bellingham.

"We're currently running about 30 or 35 Hitachi excavators where they range in size from a ZX50 up to a 670 and everywhere in between," Hammes said.

With an ever-expanding project list and his Hitachis in high demand, Hammes continues to partner with his local dealer, Papé Machinery, to grow his fleet.

"We have a long history with Papé Machinery, and they have supported us over the years, been great partners in our business and in getting equipment for us, and providing us with the latest technology and updates," he said.

“IT'S A GREAT HONOR TO BE AT THE HELM OF THIS OPERATION AND IT'S GOTTEN TO A POINT NOW WHERE IT'S BIGGER THAN ME, IT'S SELF-PERPETUATING.”

Mike Hammes, owner
RAM Construction

Hammes also empowers his team to choose the right equipment for the company's projects.

"The comfort and overall happiness of our employees is what's driving our productivity," he said. "Hitachi lends itself to that. The operators are comfortable, they don't go home beat up and tired at the end of the day. We do give them the opportunity to change brands, if they think that's what they want to do. And when we demo other machines, they keep coming back to Hitachi. So, it's really an organic decision that's made with the men and women in the company, and they keep us coming back."

BUILDING A LEGACY

While Hammes enjoys his equipment and the work, his greatest passion and pride is his team.

"Our goal, when I first started the company, was to create a place that the cream would rise to the top; the best of the best from the area would come to our front door and say 'Hey, I want to be part of what you're doing here'," he said. "And so far, it's been successful. We have two metrics that we measure: safety and kindness. And if they can work on those two and do a good job, we feel that the bottom line takes care of itself."

Hammes, who was named 2015 CEO of the Year by the Bellingham Regional Chamber of Commerce, looks toward his company's promising future by appreciating and taking care of those who matter most.

"It's a great honor to be at the helm of this operation and it's gotten to a point now where it's bigger than me, it's self-perpetuating," he said. "I have the good fortune of leading a great group of individuals. I take their personal well-being to heart and to bed every night, and that's what gets me up in the morning. I know that they don't want to let me down; I don't want to let them down; and at the end of the day that's what keeps me going."





RAM Construction General Contractors LLC is serviced by Papé Machinery, Mount Vernon, Wash. ■



Check out the video at
HitachiConstruction.com/RAM



NOTHING'S STOPPING YOU WITH THE NEW **ZX345USLC-6**

-  **REDUCED TAIL SWING**
NOTHING stops the flow of traffic. Confined job sites just met their match. Get the increased reach, dig forces, bucket capacity and lift capacity you need for the job, without any bulky overhang.
-  **NO DPF**
NOTHING to regenerate. The powerful FT4 Isuzu engine offers integrated engine technologies without a diesel particulate filter (DPF) to slow you down with regenerations and maintenance.
-  **FULL-SIZED CAB**
NOTHING but comfort. Because your comfort on the job is non-negotiable, the ZX345USLC-6 provides you with the comfort of a full-sized cab.
-  **FASTER CYCLE TIMES**
NOTHING stops your productivity. The TRIAS II three-pump hydraulic system delivers multi-function power for attachments, which leads to faster cycle times and improved fuel economy.

Find out more at HitachiConstruction.com/Products/ZX345USLC-6.

NEW COMPACT MACHINE WARRANTY: 2 YEARS/2,000 HOURS

ZX17U-5
ZX26U-5
ZX30U-5
ZX35U-5
ZX50U-5
ZX60USB-5

Hitachi is committed to manufacturing the industry's most efficient, reliable and durable equipment. And now Hitachi has extended its standard full-machine warranty on all six compact excavators to two years/2,000 hours.*

"We're very confident in the durability of our compact excavator models, and this warranty extension reinforces that," said Graham Hinch, division manager, John Deere-Hitachi Commercial Worksite Products. "The added protection of this two-year warranty, along with our dealer network support, provides customers with peace of mind so they can focus on their business."

The standard warranty now promises that Hitachi will fix any defects in materials or workmanship for two years after delivery or 2,000 hours – whichever comes first. The previous standard warranty covered one year.

Hitachi's compact excavator line offered in the Americas includes the ZX17U-5, ZX26U-5, ZX30U-5, ZX35U-5, ZX50U-5 and ZX60USB-5. For complete warranty information, contact your local Hitachi dealer or visit HitachiConstruction.com. ■



*As of June 1, 2018, applies to purchases of new Hitachi compact excavators from Hitachi or authorized Hitachi dealers. Warranty expires two years after the delivery receipt date or after 2,000 machine hours, whichever occurs first. Offer valid at participating dealers only. Some restrictions may apply. See your dealer for complete details.

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HITACHI

THE NEW ZX345USLC-6 **IT'S ALL *AND* NOTHING.**

With a single-lane footprint, nothing stops the flow of traffic. The 3-pump hydraulic system delivers multi-function power for faster cycle times so nothing stops your productivity. With no DPF, nothing slows you down with regenerations. Did we mention the roomy comfort of its full-sized cab? This machine really is all *and* nothing.

HitachiConstruction.com