

# FOCUS

MARCH 10-14, 2020



ConSite  
Consolidated Solution for Construction Sites

REMOTE MONITORING

00015	00100	00125
00028	00169	00189
00074	00183	00120
00132	00123	78952
00089	00045	00569

- Hitachi's new wheel loaders, cutting-edge technology and support tools on display at CONEXPO-CON/AGG 2020
- Hitachi ZW370-6 wheel loader checks all the boxes for SC Rock
- R.J. Murray and All Island Equipment crush it with Hitachi ZW220-6 wheel loader

## HITACHI

Reliable solutions

# HITACHI

Reliable solutions

## GET READY TO BREAK NEW GROUND

Find out how a Hitachi wheel loader can add unparalleled quality, comfort and safety to your business.



**A FULL LINE OF  
WHEEL LOADERS**

• 14 Models  
• 25 HP - 512 HP

**REPUTATIONS ARE BUILT ON IT**

Hitachi Construction Machinery Loaders  
America Inc. | [hitachiwheelloaders.us](http://hitachiwheelloaders.us)

## Welcome to our special CONEXPO edition of *FOCUS*

Hitachi debuts its new wheel loader models, state-of-the-art technology and support tools at CONEXPO-CON/AGG 2020 in Las Vegas, Nevada, March 10-14. Start your CONEXPO journey with a visit to the Hitachi wheel loaders display at our booth (N11539), located in the heart of the North Hall. You will get a first-hand feel for the Hitachi Dash-6 wheel loaders featuring the ZW220-6 general-duty wheel loader and the ZW370-6 aggregates loader. Our ConSite host will be in our booth to demonstrate the advanced data reporting capabilities and our demo screens will deliver feeds of working machines as ConSite monitors and compiles data from actual jobsites.

Experience the power of Hitachi ConSite when you visit Hitachi wheel loaders. Read about the advanced data features that let fleet managers get the most from their wheel loaders on **page 3**.

For Bill Griste Sr., president of SC Rock, his competitive edge in the mining industry came from the business expertise he gained training in the family firm and having access to the only recrystallized limestone deposit in the region. As he broadens his reach into more applications, he knows he needs dependable equipment for a smooth operation. That's why he says the Hitachi ZW370-6 checks all the boxes he needs to achieve his goals. Read about his business success on **page 4**.

Introducing the powerful Hitachi ZW370-6 wheel loader, the latest in the most technologically advanced line of Dash-6 wheel loaders, developed for high production and quarry operations. Read about the robust features on **page 7**.

With the launch of the Hitachi ZW220-6 articulated loader, Hitachi delivers a mid-sized loader that gets it done. Read about this tough, agile addition on **page 8**.

R.J. Murray Enterprises relies on All Island Equipment and Hitachi for its crushing success in the excavation business. On **page 10**, you can read about how their brand-new Hitachi ZW220-6 has been proven to be a timely decision on Murray's part as they take their business in a more specialized direction.

Hitachi's commitment to maintaining its leadership position in technology, service and support is on display on **page 12**. On **page 15**, read about Hitachi Construction Machinery's investment in the new U.S. Corporate Headquarters, Parts Depot, Remanufacturing and Training facilities.

We are excited to meet with you at our CONEXPO booth!



**LAS VEGAS, NV**  
**MARCH 10-14**  
North Hall #11539

Not attending CONEXPO? Take a look at the technology being introduced by visiting **HitachiWheelLoaders.US/CONEXPO2020**.



## EXPERIENCE HITACHI CONSITE UP CLOSE, ON THE JOB, IN REAL-TIME

When you visit Hitachi wheel loaders, you will witness the power of ConSite and see how our unmatched experience in technology solutions can give your business the competitive edge in productivity, operational control and fleet management. You will step into the cab of the new ZW370-6 operator environment where you can customize the controls and determine what you'd like to see in real-time operational data with the ConSite Rescue Team.

Our ConSite telematic engineers will be in our booth to demo the advanced data reporting capabilities that let fleet managers get the best from their wheel loaders. Demo screens will deliver feeds of working machines as ConSite monitors and compiles operational data from actual jobsites.

ConSite links the customer and the construction site. It closely monitors the entire operation status of your machine to improve its overall performance and increase its efficiency.

ConSite is an automatic data report service that sends a monthly email summarizing the information from Global e-Service for each of your Hitachi wheel loaders. The monthly report is a detailed analysis of the operational data, ratios and hours.

- ConSite can detect the urgency of information being relayed by using its intelligent filtering system and then report to you immediately.
- Daily working hours and fuel consumption are provided in calendar format for easy analysis.
- Operating mode statistics provide insight into how productively and efficiently your machine is performing.
- Monthly hours are provided to reflect actual usage of your machine and to aid in maintenance planning.
- In the unlikely event of a fault, an emergency alarm report can be sent to you and your authorized Hitachi dealer for immediate action.
- The ConSite report is also available online in the Owner's Site.

### ConSite Pocket

The new ConSite Pocket app allows your service department to monitor current loaders remotely and digitally, using their smartphone and Google maps.



### ConSite Shot

The ConSite Shot app allows your team to start a formal document or inspection report with images, caption and notes to be emailed to your Hitachi dealer.



### ConSite OIL ANALYSIS

Consolidated Solution for Construction Sites

The ConSite Oil Analysis Early Warning Program is a total oil analysis program designed to allow you to manage machine maintenance.



# GAINING GROUND

## Hitachi ZW370-6 checks all the boxes for SC Rock

**T**apping into a successful business formula isn't always easy, and many thriving contractors often train and gain insight by working in a family firm. For Bill Griste Sr., president of SC Rock, however, his competitive edge in the mining industry comes from years of experience at multiple jobs in his field combined with access to the only deposit of an aggregate in the region.

Based outside of Myrtle Beach, South Carolina, SC Rock is a small family-owned company with just under 20 employees. Griste, who discovered the recrystallized limestone deposit at the company's Goretown Mine location a quarter-century ago, says the unique deposit allows them an advantage.

"No one ever thought this material was here — it's an anomaly, and we're blessed to have a corner on the market since we're a local supplier," he says. Griste explains that, before the discovery of the deposit, the prevailing belief was that the only materials in the area were primarily limestone sand and coquina

deposits. The recrystallized limestone, unique in that it is a rock formed by a crystallization process, is formed by a 10-million-year-old intertidal basin.

"People looked all over this county for years and found nothing that could pass as an aggregate," Griste says. "Finding this deposit opened up a whole new market."

### Broadening the reach

SC Rock supplies more than a dozen products to a wide variety of customers for a range of applications, including roads, parking lots, bedding for water and sewer, and landscaping. They have a fine

base product they provide to customers for driveways and farms, and they supply Horry County material for use on unpaved roads. Though they've typically served the Grand Strand — a 50-mile radius around the mine — Griste says lately their geographical reach has been widening, and they've been serving a number of customers in southern North Carolina.

Of course, expanding their reach means maintaining a smoothly running operation to guarantee material availability. "Being a small company, we do everything here to fulfill our market, and we have to rely on extraction, production and processing," Griste says. "We have to have equipment available; if equipment is down, it affects the whole operation. No one wants to hear about your equipment being broken down. We want equipment that is reliable, dependable and available when we need it."



Left to right: Bill Griste Sr. and Josh Brookshire

“ Compared to the rest of the market, the ZW370-6 delivered the most uptime, low maintenance, and a competitive price, in a machine that will hold its value. That’s what we look for around here – a machine that’s going to perform for years to come. – Bill Griste Sr. ”

## Perfect partnerships

To make sure he achieves that goal, Griste has partnered with Josh Brookshire of May Heavy Equipment. Brookshire, SC Rock’s main contact for sales and service, views the company as highly productive, and appreciates their need to boost efficiency and, most importantly, minimize downtime.

“I call on them multiple times a month, just to check on them and make sure everything is OK and see if they need anything,” Brookshire says. “We keep a Conex box on site at the mine just to make sure we have the parts we need for their equipment.”

Brookshire says when Griste was in the market for a new wheel loader, he immediately recommended the Hitachi ZW370-6. The company had some older Kawasakis they were replacing, and he thought the ZW370-6 would be a great fit for their needs.

Griste said the machine checked all the boxes. “Compared to the rest of the market, the ZW370-6 delivered the

most uptime, low maintenance, and a competitive price, in a machine that will hold its value. That’s what we look for around here – a machine that’s going to perform for years to come.”

The decision to purchase the ZW370-6 was quickly validated by Gregory Griste, Bill’s son, who operates the loader on a daily basis. He liked the performance and comfort of the machine. “I’m 6-foot-3, and the Hitachi ZW370-6 has a lot of room for someone my size,” Greg says. “I spend 50 hours a week minimum in it, and I have no complaints. There is plenty of arm and leg room, as well as seat comfort.”

With respect to the machine’s performance, Greg finds the ZW370-6 is helpful there, as well. “The Hitachi is very good going into the piles,” he says. “You want to be as quick as possible, and get a good time for each truck throughout the day. We’re now able to cut out one extra full bucket for each truck, and do it in two scoops as opposed to three.”

Brookshire says he’s happy with how well

the ZW370-6 is working out for SC Rock. “SC Rock’s downtime has been basically zero, and they’ve upped production,” he says. “The fact that the machine is DPF-free is great for contractors concerned with downtime. DPF tends to have some issues overall, so the system this machine has will have zero issues with the DEF problems. With the Hitachi system, you don’t have as many breakdowns or as many issues, which can downgrade a machine over time.”

He’s also pleased Griste is finding some of the machine’s features useful — particularly ConSite, which provides so much more than a standard telematics system. “ConSite works great for him,” he says. “He typically will see what production they did for that day. Since you can view the travel patterns of the machine, it helps him work with his operator to save time. ConSite helps him tighten everything up on the production side. And everyone likes the power button feature; they use it a lot here. They can hit that button and it gets them to the top of the pile faster. It’s a nice feature that not everyone has.”

## Consistency is key

Griste notes that his company faces daily pressures from unpredictable demand, and production can be impacted by a variety of factors such as the elements. To survive and thrive, he says, his company and employees must be dependable and reliable.

“You must be consistent day in and day out, and maintain a high level of production,” he says. “Anyone in the mining business must persevere and have people and equipment around you that can help you do that.”

With respect to the future, expansion is in the works. The mine sits on 900 acres, and they plan to begin work on a new section, which will require hiring new employees. “We have proven reserves that will take us decades into the future, so we see ourselves as a major part of this market for years to come. My boys and I will be able to continue doing what we’re doing – but even more so.” ■



# ZW370

Introducing the powerful Hitachi ZW370-6 wheel loader — delivering durable, dependable and efficient performance for high production and quarry operations. Hitachi Construction Machinery Loaders America Inc. (HCMA) continues to expand its most technologically advanced line of Dash-6 wheel loaders with the large and powerful ZW370-6 developed for high volume production operations and quarries. The large Hitachi ZW370-6 wheel loader features an impressive 48,780 pounds of breakout force, a bucket capacity range of 7.3 to 8.1 cubic yards, and is powered by a 389 horsepower Isuzu Tier 4F (DPF-free) engine. A spacious cab with 360-degree visibility, ride control and onboard technology provides quick and efficient cycle time even when working with tough materials.

“The ZW370-6 wheel loader is the newest model in our Dash-6 wheel loader line, and it is specifically designed around the needs of North American contractors,” explains Nathan Little, North American product specialist for HCMA. “Over the past several months, we’ve been rolling out the Dash-6 line, which will include 13 new models in total. Each come equipped with a diesel aftertreatment system that eliminates the hassle and costs associated with DPF systems and onboard technology to help contractors better manage their fleet and operating expenses. An incredible amount of effort has gone into engineering and developing the Hitachi Dash-6 loader line, and customers in every size category have told us how impressed they are with the results. We’re confident large machinery fleet

managers will feel the same way about the ZW370-6.”

## Durable performance

Designed with a full box rear frame for heavy applications and dual Z-Bar linkage that puts less torque on boom arms and gives the machine better balance, the rugged ZW370-6 can handle heavy loads day-after-day, year-after-year. Its reliable performance is complemented by a fuel-efficient Tier 4 engine with a high-volume cooled exhaust gas recirculation system, a common rail-type fuel injection system and diesel oxidation catalyst instead of a diesel particulate filter. Since the ZW370-6 does not have a DPF filter, there is no DPF regeneration cycle, no expensive DPF filter, no DPF maintenance or regen related downtime,



and more space for better access within the engine compartment.

Also, the loader has a lock-up transmission that provides 30% more tractive force than its predecessor, the Kawasaki Z7, and reduces fuel consumption.

### **Cab environment**

The Hitachi ZW370-6 wheel loader's cabin provides optimum comfort and control with a multifunctional monitor, roomy cab with plenty of storage and superior visibility. A smooth ride control minimizes machine pitching on the roughest of terrain, and extra engine output for going uphill can be achieved with a flick of the quick power switch. The low-noise engine and sound insulated cab provide a quiet operating

environment. There is also an optional Joystick Steering System available for the ZW370-6 to give operators the option of choosing their preference —steering wheel or fingertip operation.

### **Onboard technology**

In addition to featuring the latest in diesel engine and aftertreatment technology, the ZW370-6 also incorporates industry-leading telematics to give fleet managers real-time accurate information at their fingertips. Hitachi Owner's Site and ConSite provide ongoing maintenance and operation data and help alert service technicians when service is required. Using this information, fleet managers can improve the efficiencies of their overall operation and help maximize the performance of their equipment.

The Hitachi ZW370-6 wheel loader delivers impressive performance with a low overall cost of ownership.

**For more information about this unit or any other wheel loaders in the new Hitachi Dash-6 series, stop by HCMA booth #N11539 at CONEXPO-CON/AGG in Las Vegas, Nevada, March 10-14, 2020, or visit [hitachiwheelloaders.us/CONEXPO2020](http://hitachiwheelloaders.us/CONEXPO2020). ■**

Watch the Hitachi ZW370-6 in Action





# NEW HITACHI ZW220-6 PUTS POWER AND AGILITY INTO THE HANDS OF LOADER OPERATORS

**D**esigners of the new Dash-6 Hitachi wheel loaders understand that, for equipment owners to get more out of their machines, the machines have to let them get more from their operators. With the launch of the ZW220-6 articulated loader, Hitachi delivers a machine that's built to get the best from today's best operators.

The ZW220-6 is Hitachi's mid-sized "do-it-all" loader in the new generation Dash-6 series. A tough, agile machine designed to thrive in demanding work environments, the ZW220-6 tips the scale at 38,910 pounds, with a highly efficient

200 horsepower Cummins power plant generating 34,170 pounds of breakout force. The heaped bucket capacity of 4.2-4.7 cubic yards can reach loading heights up to 13.5 feet. Dash-6 models offer a range of advanced features that target the needs of premium operators for responsive power and control.

## Cab comfort and control

The first thing operators will notice is the fully updated comfort and convenience features of the Dash-6 pressurized cab (virtually airtight to keep out dust and dirt), along with the tilt/telescoping steering

pedestal, fully automatic air conditioning, excellent ventilation, and a new sound system with roof-mounted speakers. A pop-up pedal returns the steering pedestal to its start position in a snap.

The ZW220-6 operator really gets down to business with the new range of controls for power, steering and loading functions. The Dash-6 transmission comes standard with two auto modes and one manual mode to adapt to the day's applications. At the flick of a switch, conveniently mounted at your fingertip, you get an instant power boost with a 10% burst in engine rpm. This new Power Mode is



available in both auto and manual ranges, providing immediate access to extra rim-pull and breakout force for digging into heavy piles or for climbing grades with a full load onboard. Power Mode also provides a faster hydraulic speed to allow quicker bucket lifts, and does it all without limiting the loader's top speed. Power Mode lets you dig deeper, faster, and deliver more payload in every cycle.

A shift-to-hold switch overrides automatic settings to hold the transmission in its current gear until the operator presses it again or changes direction, giving it the extra traction or torque required at that time.

Hitachi's parallel/tandem hydraulic circuit makes load lifting and dumping even more efficient. The parallel tilt and lift movement smooths out digging operations while the tandem function prioritizes the bucket while dumping, as an automatic return-to-dig function resets the bucket for the next load.

### Fingertip steering with EStick

Offered as an option, Hitachi's new EStick steering system is an electric control over hydraulic steering system. Steering is operated by a fingertip lever that's mounted just in front of the armrest. The EStick lever takes over from the steering

wheel to give the operator effortless fine control of the machine's movements. The electric drive does the work, while the operator can focus comfortably on positioning and moving the machine while maximizing productivity.

### The best visibility in the business

A seamless front window, rounded engine cowl and redesigned ROPS frames allows Hitachi to claim the best visibility in the business. The clean 360-degree lines-of-sight highlighted in Dash-6 models are especially welcome on mid-size machines like this that often spend a lot of time in traffic. The exhaust and intake stacks of the ZW220-6 are relocated to the far rear end of the engine cover, minimizing their profile in the operator's view. The rear pillars of the ROPS frame struts are mounted forward, away from the rounded corners of the cab. An optional proximity detection system provides audible and visual alerts for stationary and moving objects up to 20 feet from the loader.

### A solid producer all day, every day

The ZW220-6 is all about working hard for long shifts. Hitachi has given due attention to its expected working conditions with a beefed-up structure, high ground clearance and a resilient cooling package. Standard equipment includes a reversible hydraulic on-demand cooling

fan, which can be activated automatically or manually. Optional aluminum wide-fin cooling cores ensure high cooling efficiency as well as extended service life free of corrosion.

A new rear grill prevents raw material from entering the radiator compartment and protects it from debris. An exhaust-aspirated air cleaner and integrated pre-cleaner removes large particulate matter from the air inlet, eliminating the need for turbine-type pre-cleaner.

The loading arm on the ZW220-6 features a more robust cross-tube design to resist torsional stresses. A belly guard is also available to prevent damage to the powertrain and driveshaft in the most rugged terrain.

### Goodbye DPF – hello SCR

By eliminating DPF and its attendant regen cycles from the ZW220-6 power system, Hitachi now takes the industry lead in Tier 4 Final solutions for wheel loaders. Hitachi Dash-6 machines introduce a clean SCR system using a simple DEF system, designed to run efficiently without high engine temperatures and removing any concerns about idle times. Fleet managers can look forward to less downtime for engine maintenance and extended engine life to overhaul. The SCR opens up space in the engine compartment, too, to make life a little easier for service techs.

An auto shutdown feature provides further savings on fuel and emissions, adding up to nearly 7% reduction in fuel cost during load-and-carry operations.

Telematics with Hitachi's Global e-Service allows ZW220-6 owners to monitor their loaders remotely for machine performance, daily operational reports, and remote diagnosis, as well as schedule maintenance dates. The results are also provided automatically in monthly email summaries, with Hitachi's ConSite program.

If this is what you are looking for from your next machine, talk to your local Hitachi dealer. ■



# CRUSHING IT!

## R.J. Murray Enterprises relies on All Island Equipment and Hitachi for its excavation business

**A**t only 18 years old, Ryan Murray started an excavation business with one Bobcat, a pickup truck and a motivation to work hard. That desire to succeed still inspires and has paid off quite nicely for both him and his local environment.

R.J. Murray Enterprises, located on Long Island in Kings Park, New York, is the leading provider of concrete recycling services, as well as organic materials and

products, in Nassau and Suffolk counties. From its five-acre yard, the 10-person company reprocesses hundreds of thousands of tons of concrete, brick, asphalt and dirt for future use, at the same time keeping what would otherwise be waste materials out of local landfills.

“As one of the biggest concrete recyclers on Long Island, we mostly supply to municipalities and landscapers, at wholesale and retail,” says Murray, the

now-35-year-old CEO of the company. “We are a concrete-crushing facility, too, meaning we handle concrete, asphalt and brick. Beyond that, we have sand and stone on hand and supply topsoil for landscapers.”

R.J. Murray’s biggest suppliers of material are asphalt paving companies that bring in old concrete and asphalt, among other rubble. Landscapers and masonry contractors that dig up old material such

as brick or concrete from a patio project, for instance, deposit it in Murray's yard, where his employees crush the waste and make a special recycled concrete aggregate base that those contractors can then use to rebuild the patio.

"All of my customers pick up the same materials that they dump in one way or another," he said. "They drop off what they can no longer use and pick up what they need on the way out."

Murray added that his business also produces New York State-spec materials for road projects in the area.

"When we do big commercial projects, we will bring in a couple thousand yards of custom-made materials," he says. "Believe me, when we do that, we maximize every square foot of our facility."

### New Hitachi wheel loader joins the fleet

To put those materials where they are needed around Murray's business, he employs 15 pieces of equipment, including wheel loaders, excavators and dump trucks.

The most recent addition to his fleet is a brand-new Hitachi ZW220-6 wheel loader purchased through All Island Equipment in West Babylon, New York. Murray's crew employs it as an everyday-use machine for stockpiling and screening materials, like topsoil, and for loading trucks and depositing rubble onto conveyor belts.

Coincidentally, Murray had been thinking of getting rid of a loader when Gary Wade, owner of All Island Equipment, approached him about buying the Hitachi ZW220-6. Murray has bought several other machines from Wade over the years and has come to rely on his expertise.

"All Island Equipment is a small, family-owned company, and their commitment to customer service and satisfaction is over and above everybody else," Murray says. "Gary just dropped off the new Hitachi and said, 'Use it.'"

"My guys fell in love with the loader because of its great visibility and power. The price was right, and it was a big savings for a better machine. Now, I'm in talks with Gary to buy another two pieces of equipment. It's all about the business and going with an equipment company that offers great service and a quick turnaround on getting parts. Gary hasn't let me down yet."

### A pivot toward recycling

In the first several years of its operation, R.J. Murray Enterprises was known primarily for its many excavating services for residential developers, industrial customers and large commercial contractors. The company had become expert in a range of duties, including site clearing, foundation excavations, drainage and sanitary work and grading.

But in recent years, Murray says, the business has taken a different direction, one that has made the operation much more specialized.

"I started excavating, but within the past six years we have decided to concentrate heavily on recycling. So, I don't do very much excavation work or onsite work now, like demolition — everything is performed here in my yard, unless it's a big project and someone orders, say, 6,000 yards of topsoil and needs machines there to spread it."

It has proven to be a timely decision on Murray's part.

Over the past several years, concrete recycling has become an increasingly popular way to use aggregate that is left behind when structures or roadways are demolished. In the past, this rubble was simply disposed into landfills, but with more attention being paid to environmental concerns, concrete recycling allows reuse of the rubble while also keeping construction costs down.

R.J. Murray also plays a critical role in developing organic, earth-friendly solutions to the region's environmental challenges. At the Kings Park facility,



Ryan Murray, left, and Gary Wade, owner of All Island Equipment

“ My guys fell in love with the loader because of its great visibility and power. ”  
 — Ryan Murray

organic materials are mixed together to create compost and compost blends that are then available for retail and wholesale.

Murray's onsite transfer station also saves unwanted waste materials from going into landfills and provides an environmentally sound answer to Long Island's debris problem.

"We feel good about our commitment in turning this waste into product of exceptional quality, as well as the customer service we offer," he said. "Using only our best materials, we directly control each step of production, which makes the difference between adequate results and exceptional performance." ■

**R.J. Murray Enterprises is located at 131 Old Northport Road in Kings Park, New York. For more information, call 631-544-4400 or visit [www.rjmurrayenterprises.com](http://www.rjmurrayenterprises.com).**



# REDUCING THE TOTAL COST OF OWNERSHIP

Through our long-term commitment to maintaining a leadership position in technology, service and support, Hitachi Construction Machinery Loaders America supports an extensive network of independent, local dealers focused on providing you with knowledgeable and experienced sales, service and parts personnel. All backed by dedicated HCMA support teams.

Your HCMA dealer has the resources, knowledge and personnel to work with you to ensure that you receive the most benefit from your wheel loader investment by using carefully designed programs and services in conjunction with extensive hands-on training and digital resources.

HCMA provides a totally focused approach to supporting you, your business, and your Hitachi wheel loaders.

- Global e-Service with Owner's Site, predictive maintenance programs
- ConSite, a full suite of tools designed to manage your wheel loader maintenance
- Full manufacturer's warranty
- HELP, Hitachi Extended Life Program
- Local Parts Depot backed by the Hitachi Global Parts Network
- Genuine Hitachi parts
- Fully equipped, in-house remanufacturing facility

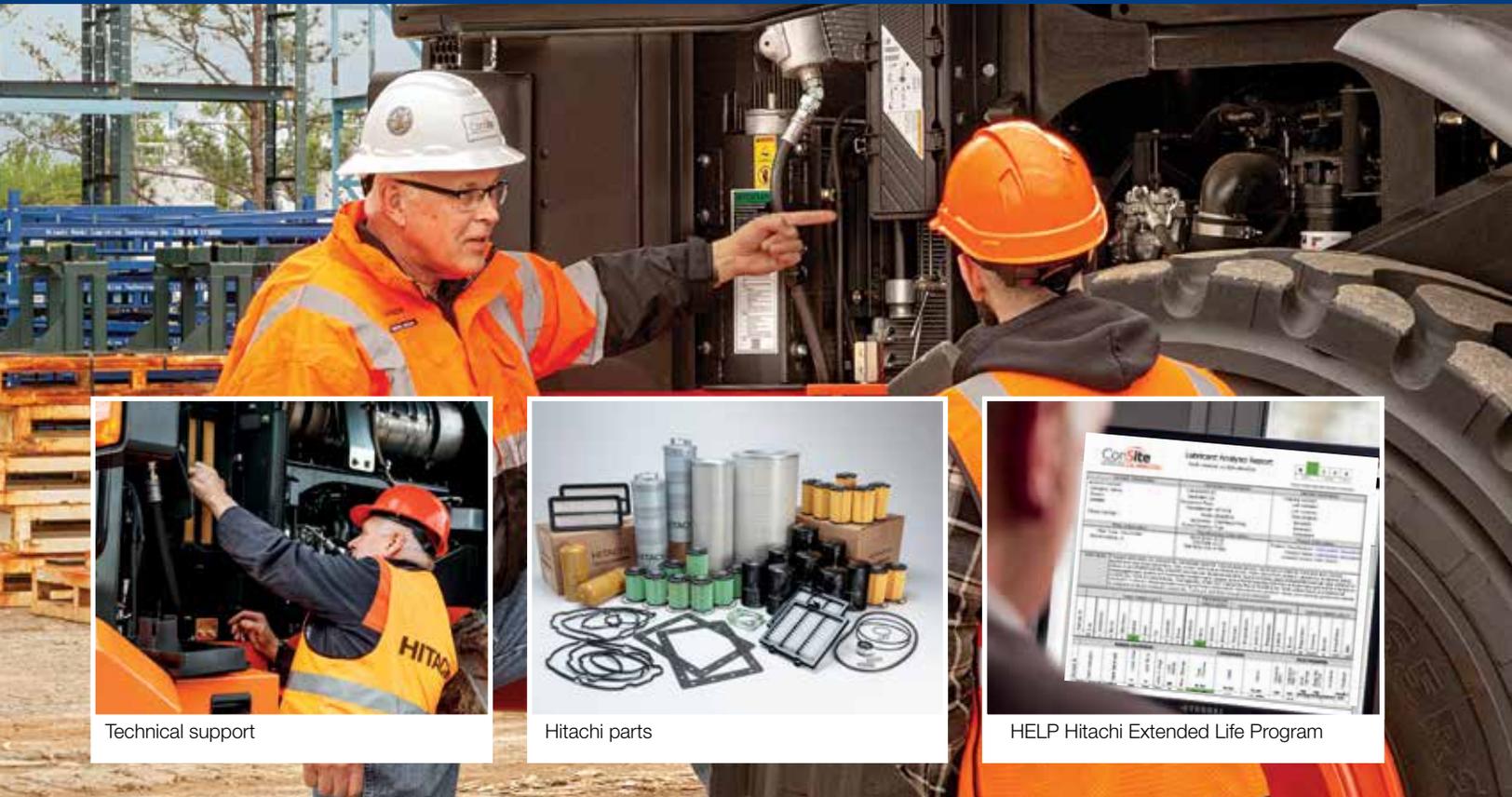
## Global e-Service

- Customize your Global e-Service dashboard with widgets, views, and reports based on the information you need, when you need it.
- Available in U.S. and metric measurements, and several languages, reports can be customized for local, regional, national and international levels.
- Alarm notifications can be sent to email addresses on site, regionally, nationally or internationally, allowing personnel in different positions within an organization to be notified at once.
- Email and website reports provide real-time or daily recaps to analyze data at a glance.

## Owner's Site

- Comparing the ratio of operating and non-operating hours helps to enhance efficiency.
- Effective management of maintenance programs helps to maximize availability.
- Location and machine movement are clearly displayed.
- Running costs can be managed by analyzing fuel consumption.





Technical support



Hitachi parts



HELP Hitachi Extended Life Program

## Technical support

Your Hitachi service technician receives full technical training from Hitachi Construction Machinery Loaders America Inc. (HCMA) in the USA.

- Hands' on training sessions provide access to the same technical knowledge available within the Hitachi quality assurance departments and design centers. Located in Newnan, Georgia, the Hitachi training center provides in-depth technical training classes.
- Hitachi Construction Academy provides online training and technical updates.
- Technicians combine this global expertise to provide the highest level of after-sales support.

## Parts

Hitachi offers a wide range and a high availability of parts provided by HCMA's U.S. parts warehouse.

- Hitachi Genuine Parts allow machines to work longer, with lower running and maintenance costs.
- Hitachi Genuine Parts are of proven quality and come with the manufacturer's warranty.
- Performance Parts cope with highly demanding conditions. They are engineered for greater durability, better performance or longer life.
- Genuine Hitachi remanufactured components are available from HCMA's in-house remanufacturing center and are offered with a standard warranty.

Whatever the choice, the renowned quality of Hitachi construction machinery parts is assured.

## HELP Hitachi Extended Life Program

All new Hitachi loaders have our comprehensive manufacturer's warranty. Hitachi offers several extended warranty programs to minimize unpredictable equipment repair costs.

- Extended Powertrain Coverage (EPTC)
- Extended Powertrain with Hydraulics Coverage (EPHC)
- Extended Base Machine Coverage (EBMC)

The Benefits of HELP:

- Repairs are done by an authorized Hitachi dealer using Hitachi genuine parts.
- Problems can be found and prevented from developing at an early stage through periodical inspections.
- Machine downtime can be reduced.
- Specific maintenance, repair and oil analysis records are kept for individual machines. These records can be used to evaluate and increase the machine's resale value.

The Hitachi HELP brochure is available for additional program details.



## Your Hitachi Experience comes to life at CONEXPO 2020!

Meet us March 10-14 at CONEXPO, where Hitachi will show you how a proven technology leader comes through with a new generation of smart, tough wheel loaders that can keep pace with today's generation of demanding, tech-savvy equipment users.

### ZW220 Production machine



<b>200 hp</b> 149 kW Engine Output, Max, Gross Tier 4 Final Certified	<b>194 hp</b> 145 kW Engine Output, Max, Net	<b>4.2 yd<sup>3</sup></b> 3.2 m <sup>3</sup> Bucket Capacity	<b>38,912 lbs</b> 17,650 kg Operating Weight
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### ZW220-6 and ZW370-6

- Telematics: Global eService standard equipment
- Consite: A full suite of tools designed to manage your wheel loader maintenance, efficiency and productivity
- Patented HN bushings have a lubrication reserve that allows up to 500 hours of lubrication
- Emission system: DOC & SCR
- No DPF
  - No DPF regen
  - No DPF cleaning
  - No DPF replacement
- Our 360 visibility is the best in the industry, front pillarless windshield, rear — no corner posts, contoured hood, dual exterior mirrors, relocated stack and air bonnet for better visibility, and a rear camera.
- Power Switch mode
- Ride Control, standard
- Declutch (allows for braking when at full engine RPM)
- Easy open, swing out engine cover with easy to reach filters, grouped grease fittings — ease of access for cleaning
- Quiet cooling fan, maximum air flow — on demand fan: knows when it needs max flow, when it can reserve energy

### ZW370-6

- Dual Z-Linkage — strong, good visibility, good breakout force
- Base mounted boom cylinders
- Box section frames
- Lock-up converter — direct drive efficiency, faster acceleration, better hill climbing, lower fuel consumption
- Optional joystick steering
- Boom-height kickout, return-to-carry kickout

### ZW370 Flagship machine — quarry, sand, gravel



<b>389 hp</b> 290 kW Engine Output, Max, Gross Tier 4 Final Certified	<b>386 hp</b> 288 kW Engine Output, Max, Net	<b>7.3 yd<sup>3</sup></b> 5.6 m <sup>3</sup> Bucket Capacity	<b>73,789 lbs</b> 33,470 kg Operating Weight
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## Hitachi Construction Machinery Loaders America Inc. celebrates new U.S. corporate campus

**H**itachi Construction Machinery Loaders America Inc. (HCMA) celebrated the grand opening of their new U.S. corporate headquarters in Newnan, Georgia, with employees, local dignitaries, business partners and members of the media on June 1, 2018.

The new facility represents a \$4 million investment by HCM to HCMA. The initial phase consists of the new 12,291-square-foot headquarters, a new 3,600-square-foot training

facility, training facility offices and administration spanning 5,084 square feet, and a future storage building that will span 21,421 square feet. This investment represents the foundation to support the anticipated market expansion of Hitachi Wheel Loaders in the North American market. The investment also represents the confidence HCM has in the HCMA organization and the distribution network. Anticipating future growth HCMA expects to triple their market share in the next five years. ■



Hitachi celebrated its first anniversary of the move from Kawasaki, headquartered in Kennesaw, Ga to Hitachi's Corporate Office located in Newnan, Ga on August 12, 2019



The HCMA executive team presents Masaaki Hirose, president, HCMA, with the original commissioned painting "Hitachi – Coming to America." From left, Masaaki Hirose, president, HCMA; Kotaro Hirano, president, HCM Japan; Al Quinn, VP – operations, HCMA; David Agan, VP – corporate, HCMA.

## Grand Opening of the HCMA Parts Depot and Remanufacturing facility

**C**ommemorating the grand opening of the new Parts Depot and the new Remanufacturing Facility, employees were joined by corporate representatives from Hitachi Construction Machinery in Japan and held an official ribbon cutting on October 30, 2019. Newly constructed within the growing corporate campus, which includes the new expanded parts and remanufacturing facilities, the Hitachi wheel loader assembly plant has been running strong for more than 32 years at this location in Newnan, GA and is seeing their most robust years for new product introductions.

The previous parts warehousing in Kennesaw occupied a total of 480,000 cu. ft. The new warehousing space in Newnan has a total of 672,000 cu. ft. This relocation represents a 40 percent increase in parts warehousing space.

"We are extremely pleased to have all HCMA operations consolidated and located on our campus in Newnan, Ga.," stated Al Quinn, Managing Director. "Since moving the sales operation about 1 year ago, we have seen significant



Gregg French, Manager - Service Operations giving a tour to HCM VIPs and from right to left (Al Quinn, Managing Director, Ozzy Ozawa, Assistant Manager – Product Support, Mr. Jun Shibuya, Manager HCM Remanufacturing Center, Mr. Michio Sugawara, General Manger, HCM Central Remanufacturing Center, and Mr. Ken Murakami, General Manager, HCM Customer Service Division.)

improvements in internal communications and teamwork. I'm sure we will see more of the same with the parts and rebuild joining us. It's great to implement this next step in the development of HCMA in North America. Seeing all the operations work together helps to demonstrate our commitment and investment in the North American Market." ■

# HITACHI

## Reliable solutions

Hitachi Construction Machinery Loaders America Inc.  
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Newnan, GA 30265

# HITACHI A Legacy in Technology

**70<sup>th</sup>**  
Anniversary

**2020** Marks the 70th anniversary of full-scale production of Hitachi Construction Machinery. It also marks the 50th anniversary of Hitachi Construction Machinery Co. Ltd.

**March 2020**  
HCMA introduces the final two models in the ZW T4F line of wheel loaders, the ZW220-6 and ZW370-6, along with the public launch of ConSite.

**October 2019**  
Grand opening of the Parts Depot and the Remanufacturing facility in Newnan, Georgia.

**June 2019**  
Headquarters grand opening in Newnan, Georgia.

**2018** Hitachi Construction Machinery (HCM) begins operations as Hitachi Construction Machinery Loaders America Inc.

and introduces a new executive management team. HCM announces the relocation of the Kennesaw Corporate Office, administrative and support services to Newnan, Georgia, alongside the Newnan manufacturing facility. HCM announces the intent to sell and service Hitachi brand wheel loaders, transitioning the product brand from KCM to Hitachi. HCM wheel loaders will be manufactured in Banshu, Japan, RyuGasaki, Japan, and Newnan, Ga.



**April-December 2018**  
HCMA introduces the Hitachi ZW T4F line of wheel loaders to the U.S. market.

**2017** KCMA introduces Hitachi wheel loaders to the Canadian market being sold and

supported through Wajax Equipment.

KCMA rebrands their Kawasaki-KCM Wheel Loader line to KCM brand.



KCMA introduces two new compact loaders, the 30ZV-2 and 40ZV-2.

**2015** Hitachi Construction Machinery buys 100% of KCM Corporation stock.

**2012-2015**  
Z7 Tier 4 Model Introduction

**2009** Kawasaki Heavy Industries Ltd. announces a new independent division, KCM Corporation, headquartered in the former Kawasaki Banshu Works,

Kobe, Japan. KCMJ Corporation, the Japanese domestic sales company, and KCMA Corporation, the American sales and manufacturing company, are 100% owned subsidiary companies.

**2006-2008**  
ZV-2 Tier III model introduction

**2002-2004**  
ZV Tier II model introduction

**2001** Kawasaki introduces the 112.8-cubic-yard machine (135ZIV-2).

**2000** Kennesaw, Georgia, corporate office, parts distribution and rebuild center completes expansion.

**1998** Newnan, Ga., facility completes expansion.

**1997** Kawasaki Loaders Inc. and Kawasaki Loaders Manufacturing USA merge, creating Kawasaki Construction Machinery Corp. of America. New ZIV-2 model introduction (Tier I Emission Compliant).

**1996** Kawasaki introduces their first integrated tool carrier (65TM).

**1995** ZIV model introduction

**1993** Kawasaki Loaders Inc. corporate office moves to Kennesaw, Ga. The new facility includes a training center and a component rebuild center.

**1991** Kawasaki Loaders Inc. moves to a larger facility in Marietta, Ga.

**1990** ZIII model introduction — total redesign of loaders.

**1988** Kawasaki builds a manufacturing plant in Newnan, Ga.

**1987** Kawasaki Loaders Manufacturing Corporation is established.

**1982** Kawasaki builds first parts depot with 24 hour shipping.

**1981** Kawasaki Loaders Inc. is established to market loaders in North America.

