

HITACHI

Reliable solutions

BREAKE OUT

SPRING 2020

MURPHY
TRACTOR & EQUIPMENT CO.

DIGGING IN:
27
YEARS
AND COUNTING

page 4

on the inside

Behind Hitachi's unmatched efficiency, reliability and durability is an unstoppable drive to keep improving, innovating and developing solutions. We call it an iron will.

Put simply, Hitachi's iron will is to advance machinery so that our customers' iron will deliver the reliability and toughness they need and so much more.

In this issue of *BREAKOUT*, you will see this brought to life through customer stories. You will read about why Usibelli Coal Mine relies on an EX1900-6 to output about 50 percent of its coal production. You will also learn why David Stalker Excavating continues to add Hitachi reduced-tail-swing excavators to its fleet.

Be even more productive on your jobs with Hitachi Solution Linkage Integrated Grade Control with Topcon. This new technology allows operators to minimize the number of passes and complete work quicker. Find out more on page 8.

Hitachi's mining excavators continue to maximize efficiency in the toughest mines – and the EX3600-7 is no exception. Get more details on page 14.

Thank you for your continued support and we look forward to hearing more about your Hitachi experiences.

Dan Fitzpatrick

Dan Fitzpatrick
Director, Sales, Hitachi Division



Have an address change for *BREAKOUT*?
Contact Murphy Tractor at 316.945.1015.

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from the cab

“The cab is so comfortable; it’s like sitting at home watching a Green Bay Packers game.”

BILL BARBER

Operating a ZX350LC-6
RL Causey Inc.
Served by Flint Equipment,
Charleston, South Carolina

message from japan

“2020 marks 70 years since the HCM Group began development, manufacturing and sales of construction machinery. And it marks 50 years since we became independent of Hitachi, Ltd. We are determined to look past 2020 and take on challenges that we have never encountered before. The Hitachi Construction Machinery Group is ready to work with all our stakeholders around the world to create the future together.”

Kotaro Hirano

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



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COVER STORY



DIGGING IN:

27



YEARS
AND COUNTING





rowing up as a child in Blairgowrie, Scotland, David Stalker was introduced to excavators at a young age. With an uncle who worked as a machine operator and a father who started his own

excavator hire company, it was only a matter of time before Stalker experienced what it took, firsthand, to excel in the construction industry.

Stalker's excitement for the industry followed him more than 4,000 miles from Scotland to Vancouver Island where he immigrated with his parents and siblings in 1988. And after a few years of working for a few different contractors, he and his wife decided it was time to start their own business, renting their first machine and officially starting David Stalker Excavating Ltd. in Ladysmith, British Columbia.

Initially, Stalker, who recently celebrated the 25-year-anniversary of David Stalker Excavating, didn't think much about the longevity of his business.

"I never knew how many years we'd be in business," he said. "I didn't look at that at the time. I just looked at buying a machine and trying to get myself a job. That was 1993, and thankfully, we're still at it 27 years later."

Proven quality, proven results

Stalker purchased his first Hitachi, a ZX200LC-3, in 2009. The machine had more than 9,000 hours on it when he sold it in 2017. It's been more than 10 years since this first purchase, but Stalker continues turning to Hitachi to get the job done right.

"Hitachi is a great machine," Stalker said. "Their reliability, fuel economy and resale value – we love them. I think with the Hitachi name, you get proven quality."

The newest addition to Stalker's fleet is a ZX345USLC-6 – the first of its kind to arrive on Vancouver Island. The machine is currently working on a road construction project to provide public access to a marina and mill site in Ladysmith.

"Ever since I knew the 345 was coming out, I wanted one," Stalker said. "I realized that the 345 would actually work in the same place that a conventional 250-size machine would work. After discussing it with Wajax, we decided to take the plunge."



2



Stalker's excitement for the industry followed him more than 4,000 miles from Scotland to Vancouver Island where he immigrated with his parents and siblings in 1988.

“I never knew how many years we’d be in business... I didn’t look at that at the time. I just looked at buying a machine and trying to get myself a job. That was 1993, and thankfully, we’re still at it 27 years later.”

David Stalker
Owner
David Stalker Excavating Ltd.

As a company that specializes in residential and municipal excavation work, David Stalker Excavating often works on road projects where traffic flow must be maintained. With its reduced-tail-swing design, the 345 brings efficiency to those projects by allowing for a single lane of traffic.

“With a conventional excavator, it’s quite hard to maintain single lane traffic,” Stalker said. “With the reduced-tail-swing of the 345, you’ve got no worries. It works very well for that application. Our operators love them.”

In addition to the ZX345USLC-6, Stalker’s fleet consists of five more reduced-tail-swing models and a ZX50U-5 compact excavator – all of which he purchased through Wajax, Canada’s exclusive Hitachi construction dealer. And while his fondness for Hitachi continues to grow, so does his relationship with Wajax.

“We started with Wajax in 2009 and we’ve had a very good relationship with them ever since,” Stalker said. “I don’t think we’ve ever had to question a bill or had any type of heated discussion with them. Wajax has always been straight upfront with us. We’ve never had an issue.”

Still going strong

It’s this partnership that allows Stalker to travel back to Scotland at least once a year, as he knows that if something happens with a machine, Wajax has him – and his company – covered. Most recently, Stalker traveled home to celebrate the 97th birthday of his grandmother, fondly known as Granny.

“My granny...she’s a tough one,” he said. “She’s big, strong and just doesn’t know when to quit. She’s got her own place, fixes her own meals, does her own laundry. She just keeps going. I admire her a lot.”

And although Stalker moved away from Granny more than 30 years ago, he’s still got her to thank when it comes to his daily mentality at work.

“Granny makes you look at things a lot differently – with having a business, employees, issues and everything else,” he said. “Here she is, 97 and still going. She just makes you look at things in a whole different perspective.”

While Stalker’s perspective may have been unsure about the longevity of David Stalker Excavating at the start, it’s clear that he has paved the way for even more success. As someone who would rather be on a jobsite than in the office, Stalker knows there’s nothing else he’d rather do. And with 27 years under his belt at the company, he’s excited for what’s to come.

“I’ve always enjoyed this type of work,” Stalker said. “I can’t imagine myself doing anything else. I can’t wait to get up in the morning and go to work. It’s in my blood and it’s what I want to keep doing.”

David Stalker Excavating Ltd. is serviced by Wajax, Nanaimo, British Columbia. ■



▶ WEBWATCH

Check out the video at HitachiConstruction.com/davidstalker

COMING SOON:

INTEGRATED GRADE CONTROL

Precision excavation tasks will soon get easier thanks to Hitachi Solution Linkage Integrated Grade Control with Topcon.

This new technology, previewed in the Hitachi booth at CONEXPO/CON-AGG, allows an operator to set a grade and hold it. The new integrated technology increases efficiency while also lowering daily operating costs.

“With Solution Linkage Integrated Grade Control with Topcon, our customers will combine the smooth hydraulics and fast cycle times of Hitachi excavators with advanced grade technology in one package,” said Jonny Spendlove, product marketing manager, excavators, Hitachi Construction Machinery – Americas. “This technology is all about saving time and making good operators great.”

This technology will be available on select Dash-6 construction excavators and arrives ready to work thanks to installation and calibration at the factory. Contact your local Hitachi dealer today for more information. ■



MANAGE GRADES IN REAL-TIME: a real-time grade indicator allows you to manage the grade without leaving the cab. The machine controls the boom and bucket as the operator handles the arm.



SYSTEM ANALYSIS: system data can be sent to ZXLink™ for analysis. ZXLink's machine monitoring and health alerts help keep you up and running.



2D & 3D OPTIONS: 2D Grade Control displays the elevation of the cutting edge in relation to a benchmark while 3D Grade Control with Global Navigation Satellite System (GNSS) displays position and elevation with respect to a global reference.

FULL INTEGRATION: integration into the machine's cab and structures helps shield key components such as wire harnesses and sensors from damage.



TOPCON TECHNOLOGY: the need for grade stakes is reduced and grade-checkers can be re-assigned to contribute elsewhere on site.



▶ WEBWATCH

Check out the video at HitachiConstruction.com/solutionlinkage

| | | | |
|---|--|--|---|
|  | <h1>TOMMY CHAPPELL</h1> |  |  |
| | <p>Owner, Chappell & Associates Construction LLC</p> | | |
| <p>EST. 1992</p> | <p>Headquartered in Newberry, South Carolina Served by Flint Equipment</p> | | |

Tommy Chappell recently bought his first Hitachi excavator, and he is already a massive fan. Together with his brother Lee Chappell, he owns Chappell & Associates Construction LLC. We recently caught up with Tommy to hear more about why he chose Hitachi.

Tell us about your company.

“We handle site development for hospitals, schools and churches. That work includes grading and excavation, stone-based work and land clearing.”

What Hitachi machines do you run?

“In May 2019, we bought our first Hitachi excavator. It’s a ZXI60LC-6. While we’ve owned other brands of excavators, we were excited to get our first Hitachi. We’re loving it. It’s a great machine. I wanted an orange machine.”

What made you excited about buying your first Hitachi?

“Growing up, I was always impressed. I saw a Hitachi run before I was even in the grading and excavation business. Hitachi was the first excavator I ever saw running, and I was amazed at the machine’s force and agility. It was pure magic watching the EX400 get put through its paces. The ZXI60 is what I have, and I love it.”

What do you love about your Hitachi ZXI60LC-6?

“The fuel efficiency is really good, and it’s easy to transport. It’s a good price – a very economical purchase compared to other machines. We also get wonderful support from our dealer, Flint Equipment. The machine is very strong. We use it for a bit of everything, from loading trucks to clearing; it’s just a very versatile machine.”



Now that you have a Hitachi machine, will you purchase another Hitachi in the future?

“Absolutely! You go with what’s working, and it certainly works. We get great serviceability from the dealer, and it’s just a really nice, comfortable machine to run.” ■

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HITACHI BRINGS THE HEAT TO FAIRBANKS

Winters in Healy, Alaska, aren't for the fainthearted. Located just outside Denali National Park and Preserve, the daylight is short and the cold lingers into spring. Sometimes, temperatures plummet to as low as -60°F. Amidst these harsh temperatures, the work must go on at Usibelli Coal Mine.





“The work in extreme conditions,” said Alex Legrismith, Usibelli mining engineer. “Steel can shatter in these low temperatures.”

Not only does the work continue through the winter, but for Usibelli, it’s peak season.

“The middle of the winter is our largest production time,” Legrismith said. “Fairbanks is just up the road, and it’s the coldest city in the United States. Our coal keeps Fairbanks warm.”

Usibelli is a family-owned mine started in 1943 by Emil Usibelli. Not only does the mine singlehandedly heat Fairbanks, but its production has increased steadily through the years. Today, the mine outputs 1.2-2 million tons of coal per year.

“We’re all about production,” Legrismith said. “And we’ve worked to make our operation as efficient as possible to output more high-quality coal.”

PRODUCTIVITY THROUGH RELIABILITY

Usibelli utilizes one powerful Hitachi excavator – an EX1900-6 – to output about 50 percent of the mine’s production. The machine was purchased in 2012 and has been a workhorse ever since.



“It’s just so reliable,” said Robert Bohanon, Usibelli operator. “I’ve run plenty of other machines. The Hitachi is smoother and has more power.”

Legrismith echoed the machine’s reliability.

“Our EX1900 excavator is one of the most reliable pieces of equipment we have on the mine,” he said. “It’s had almost no mechanical issues. It’s always running. Its motto should really be, ‘Productivity through reliability.’”

With a customized 19.5 cubic-yard bucket, it not only boasts big productivity, but also a comfortable working environment.

“With our operators spending so much time in the cab, it’s important that the cab is comfortable,” Legrismith said. “With the EX1900, the ergonomics and visibility from the cab are much better than other pieces of equipment.”

The comfort of this machine’s cab has become a bit legendary on the site.

“As the story goes, our primary coal loading operator, who has been here for over 30 years now, says the EX1900 is the only machine that doesn’t leave him with a stiff neck at the end of the day,” Legrismith said. “I think the visibility is so much better than other machines, and it runs smoother, which leaves our operators feeling way better.”

THINKING OF TOMORROW, TODAY

Working in conjunction with the EX1900-6, drone surveying has recently revolutionized Usibelli’s mining process, streamlining it for efficiency and quality. Legrismith spearheaded the efforts to bring drone surveying to the mine and has experienced positive results since.



"Drone surveying is safer and more efficient," Legrismith said. "Before, we used GPS and had to walk around, getting to the crests by foot. Now, we just set out some control points and fly the drone. The result is a perfect survey of the area in very little time."

One of the biggest advantages to drone surveying is to pinpoint where the "good coal" is located so operators can dig in more precisely. This is especially important in Usibelli's challenging environment.

"We're mining coal that has a parting or 'seam' about halfway through it," Legrismith said. "The drone survey allows us to have great elevation control and hone-in on where this parting is, and where it will be projected in the future. All of this quality variation occurs within 30 feet. We've got our Hitachi excavator in these pits, and it's been doing great because we've been able to selectively mine the coal."

While this drone surveying push is a great advancement, Legrismith is always looking ahead, eager to utilize technology and keep the mine moving forward.

"Next, I would love to see machine control, or have an autonomous truck," Legrismith said.

So far, Legrismith has only noticed one downside.

"I used to get some exercise surveying and getting outside," Legrismith smiled. "But then I got the drone and need to get to the gym."

EXCAVATORS FOR THE LAST FRONTIER

As Legrismith anticipates the future of mining, there's one piece of equipment he wants to see stick around for years to come.

"With the performance we've seen from the Hitachi, we trust the brand," Legrismith said. "The next piece of equipment I would love to see here at Usibelli Coal Mine is another Hitachi shovel. I think for the mining we have coming up in the next five to ten years, it would be perfect for us."

When Usibelli decides to purchase equipment, they turn to their dealer, Construction Machinery Industrial (CMI).

"Our relationship with CMI has been wonderful," Legrismith said. "They've done nothing but stick by us. They are always extremely fast in getting us what we need to keep us running, and they know the community and mining industry."

Working with a company that values the community connection is no surprise, as Usibelli has gained brand recognition locally by giving back through sponsoring scholarships and grants to more than 80 organizations annually.

"Growing up in Alaska, you learn to love it and its community," Legrismith said. "It's the last frontier, and it takes a special type of person to love the lifestyle."

Luckily for Legrismith, he's found the right fit at a company with more than 115 employees who live for the community and outdoor atmosphere like him.

"We've been family-owned and run for going on 76 years now," he said. "Working here is like working for a giant family."

Usibelli Coal Mine is serviced by Construction Machinery Industrial, LLC, Fairbanks, Alaska. ■

▶ WEBWATCH

Check out the video at HitachiConstruction.com/usibelli

"WITH THE PERFORMANCE WE'VE SEEN FROM THE HITACHI, WE TRUST THE BRAND."



Alex Legrismith
Usibelli mining engineer

Uncompromised Productivity with the **EX3600-7**

As part of Hitachi's new EX-7 Series line, the EX3600-7 makes no performance excuses. It delivers efficiency, reliability and durability in the toughest mines – day after day.



SPECS

NET POWER

Cummins: 1450 kW (1,944 hp)
MTU: 1500 kW (1,944 hp)

OPERATING WEIGHT

Backhoe: 370 000 kg (815,710 lb.)
Shovel: 369 000 kg (813,506 lb.)

BUCKET CAPACITY (ISO HEAPED)

Backhoe: 22 m³ (28.8 cu. yd)
Shovel: 22 m³ (28.8 cu. yd)



Find out more at
[HitachiConstruction.com/
products/EX3600-7](https://www.HitachiConstruction.com/products/EX3600-7)

- + **Fuel Consumption Optimization (FCO)** technologies reduce fuel consumption by 4 percent versus the previous model (EX3600-6).
- + **Individually controlled hydraulic pumps** utilize an electric regulator on each main pump, optimizing engine power and lowering fuel consumption.
- + **Cylinder stroke end control** helps ensure structural longevity and operator comfort by using angle sensors to help reduce the cylinder pump flow rate for smoother movement.
- + **The underslung low bend configuration** of the front attachment hoses removes the need for clamping, helping reduce chafing and increasing reliability.
- + **A larger hydraulic oil cooler** with variable speed fan reduces energy demand and creates a more reliable hydraulic system.
- + **A pressurizer system in the cab riser** reduces dust infiltration, extending service life of the electronic components within.
- + **Optional Aerial Angle™ system** provides a real-time bird's-eye view around the machine.

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