

MIDDLE EAST Earthmoving

Issue 7 | February 2022

NORTH EAST AFRICA

The Hitachi Construction Machinery Middle East Corporation FZE Magazine



HITACHI-ABB TO DEVELOP ELECTRIC DUMP TRUCK

HSC LAUNCHES NEW CRAWLER CRANE "SCX1000HD-3"

THE MINING SHOW 2021

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5. Auto-lubrication system (option)

Okada Hydraulic Breaker



Breaker

TOP205J 18-26ton

Specifications

	Unit	TOP205J
Working Pressure	MPa	15~18
Oil flow Consumption	L/min	110~135
Frequency	b.p.m.	L 360~430
		H 500~560
Operating Weight	kg	1780
Overall Length	mm	2726
Working Steel Dia.	mm	135
Carrier Machine Weight Range	ton	18~26
Carrier Output Flow Range	L/min	140~210

The specifications of breaker are subject to change without notice. These numbers may be varied depending on the carrier machine condition and material.

OKADA AIYON CORP. Develops a variety of attachments, hydraulic breaker, concrete crusher, pulverizer, grapple and you name it, to be mounted on excavator, backhoe loader and skid steer loader and provides the solution in demolition industry, recycle industry, civil engineering, infrastructure construction and more.

We continue working to develop new technology and machine in demolition industry and are leading the industry worldwide.

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MANABU ARAMI

President's Message

As newly appointed President of Hitachi Construction Machinery Middle East Corporation FZE, I would like to take this opportunity to share a few words with you.

It has already been two years since the outbreak of Covid-19, and the end of the pandemic is still not in sight. In the global economy, the production and distribution networks are unable to keep up with rapidly expanding demand, due to labor force and raw materials shortage, increasing logistic costs, and rapid inflation. Commodity prices are stabilizing now after a temporary surge, but it will still be a while before the supply chains normalize, or it may never return to the pre-Covid standards.

Our lifestyles have also changed due to prolonged restrictions on people's behaviour and the widespread use of digital technology. The work environment has shifted to web meetings and online training. We are confident that our remote machine management system, "ConSite", is an effective solution for improving machine productivity but our HMEC staff members are slowly resuming customer and job site visits with sufficient safety protocols in place.

At the Mining Show in Dubai, we proposed optimal solutions for climate change risk and decarbonization, such as electrical excavator and trolley dump trucks and Full Battery dump truck with ABB, as we chase an ambitious ZERO emission targets.

In 2020, the Hitachi Construction Machinery Group celebrated its 70th anniversary, and we renewed our mission to work hard globally to solve customers' concerns and to improve safety and productivity, and reduce life cycle costs.

2022 is our final year of medium-term management. We will fully utilize our strengths of both products and after-sales support to solve issues with a customer-oriented approach and enhance social and customer value unitedly as one team with our business partners.

Many of our customers are companies in vital business product market sectors like construction, quarries, mining, and offshore. They have experienced the high added value and reliability that HITACHI offers, know the strengths of our experienced staff and extensive dealer network within the MENA region. We are now ready and prepared to maintain and support a sustainable society, well into the future. We are committed to remain a reliable partner and solutions provider. Hence, we look at the future with optimism and confidence!



New Agreement

From HMEC: Manabu Arami-President HMEC, Aycan Akalin-GM Product Support , JoJo Salazar-Dep. GM Parts dept., Kenichi Tachibana-Manager Parts dept.

From ILMEA: Shinji Otsubo-Managing Director, Takehito Matsuoka, Assistant Manager, Ganesan Mahadevan-General Manager, Mohamed Riyaz-Key Account Manager

HMEC signed a new agreement with IDEMITSU oil and Lubricant supplier for our territory

At the same time, there are two things our customers can do to use their machinery in good condition for a long time: 1) always perform periodic inspections based on the methods and periods for maintenance described in the operating manual; 2) use components recommended by Hitachi Construction Machinery.

Especially after a warranty term has expired, mishaps frequently occur due to the use of general-purpose parts/components that can be inexpensively procured on the market. This may not only impact the entire machinery and cause defects, but also result in expensive repair costs.

We therefore produce Hitachi Genuine Oil by collaborating with Idemitsu Lube Middle East & Africa FZE.

Hitachi genuine oil range will keep the equipment very fit and in factory condition and thus enjoy better return in terms of its life longer or better Resale value. Your

little investment during its life cycle will yield big return through your machine performance.

Customer values

- Hitachi Engine oil DH1 15W40 is engineered specifically for Hitachi machine in order to give high protection and enduring performance at all times

- Hitachi Hydraulic oil 46 TP is a long life Hydraulic oil which prevents sludge generation and protect the machine parts against heat and wear by Non Zinc technology.

- Using Hitachi genuine oil range will make Hitachi equipment life longer and thus provide best resale value.

- [HITACHI CONSTRUCTION MACHINERY GENUINE Engine OIL DH1](#)
- [HITACHI CONSTRUCTION MACHINERY Genuine Hydraulic Oil 46 TP](#)
- [HITACHI CONSTRUCTION MACHINERY Genuine Gear Oil GL4 90](#)
- [HITACHI CONSTRUCTION MACHINERY Genuine Grease EP 2](#)



WENCO smart cap

Hitachi's Wenco acquires SmartCap to build on vision for mine safety

Wenco International Mining Systems, a wholly owned subsidiary of Hitachi Construction Machinery, has announced the purchase of all assets and intellectual property of SmartCap Technologies Pty Ltd, engineers of the world's leading fatigue monitoring wearables, globally used in mining, trucking, and other industries.

This acquisition adds a strategic, fatigue monitoring capability to Wenco's safety solution portfolio and is an important step for the continued growth of the SmartCap fatigue technology.

Based in Brisbane, Australia, SmartCap assesses real-time fatigue levels and monitors for oncoming microsleeps that create safety hazards. The SmartCap device has over 5,000 users globally and

is now set to increase the safety of even more industrial operations.

With this acquisition, the Vancouver, Canada-based Wenco aims to provide comprehensive safety solutions for all its clients. Safety is of paramount importance at mines and other industrial sites, where operators must perform long hours of repetitive work while paying close attention to their surrounding environment. SmartCap greatly enhances the ability of operators and other workers in proximity to the equipment to remain safe.

"Wenco has long been observing SmartCap's success in enhancing safety for their customers, and we have been in regular discussion on how we can integrate our technologies to provide a comprehensive, next-generation safety solution," says Andrew Pyne, president

Life by SmartCap is a wearable device for mining operators and vehicle drivers to monitor fatigue levels. The LifeBand can be worn as a headband or it can be integrated into headwear such as helmets. The device uses EEG technology to measure brain activity which is then analysed to determine levels of alertness. The SmartCap device observes fatigue in real-time and sends early warnings. The development of the technology was led by the research organisation Mining3 with support from industry partners and then commercialised by the spin-off SmartCap Technologies.



and CEO of Wenco.

"Ultimately, it was decided that bringing our technology, personnel, and business relationships together under Wenco offered the greatest opportunity for us to deliver on our mutual vision for mine safety."

In recent years, Wenco and HCM have invested heavily in solutions to streamline and optimize the end-to-end mining enterprise, with safety as a foundation. SmartCap adds an advanced, fatigue monitoring layer for operator protection to this digital mining initiative. It is intended to be included as part of HCM's Solution Linkage® family, the ICT/IoT solution platform for global mining and construction customers created in response to increased demands for improved safety, life cycle cost, and productivity.



Product Support

ENKA completes 2245 machine inspections in 2021

One of the longest-serving distributors of Hitachi Construction Machinery - Turkey distributor ENKA Pazarlama Import Export Co., has exceeded its overall 2021 machine inspections targets, with 2245 machine inspections completed in the market within 2021.

Having facilitated the healthy operation of machines through its outstanding number of inspections, Enka has not only outranked other distributors in the HMEC territory but has also taken a leading

position amongst worldwide distributors. With numerous branches and sub-dealers all over the country, ENKA has been able to reach all customers and fully support the machines in the Turkey market. According to ENKA Deputy GM Recep Timur: "Visiting all our customers, inspecting every machine and listening to the needs of our customers have been vital to our success in becoming an effective solutions partner. For 2022, our goals are even higher as we aim to work together to improve our after sales support and customer satisfaction."

Enhancing product support services with SPE activities



At Hitachi, SPE (Service and Parts Engineer) activities where training is provided to the service staff and technicians who are active in the field, form a key pillar of its value chain. SPE activity is followed by all HITACHI dealers around the globe to boost customer satisfaction and improve the quality of its product support services.

One of the key actions is to perform customer machine inspections on a continuous basis. Machine inspections reveal all field data including customer needs, areas for improvement, spare parts and service necessities as well as machine health monitoring. Machine inspections via HITACHI's state-of-the-art smart phone applications such as ConSite SHOT is much easier than before and helps service personnel complete a full inspection in less than 30 minutes per machine.



Grid Box

ENKA opens Mining Machinery Component Remanufacturing Center

ENKA opens Mining Machinery Component Revision Center

In an interview, Mr. Barbaros Esin, Mining Machinery After Sales Manager at Enka, outlined details of the Mining Machinery Component Remanufacturing Center Project that was set up to meet the rising component rebuilding needs of mining customers in a faster and safer way. Using Hitachi's Rebuild Manuals as a guide, the team are constantly improving business in line with the feedback and new demands of clients, he added. He thanked HMEC Istanbul Office staff for sharing their technical knowledge and experience in all remanufacturing processes, and for the support extended in obtaining required information from HMEC Dubai and HCM Japan head offices.

Could you elaborate (explain?) on the Mining Machinery Component Revision Center Project?

The project started with the ENKA/Istanbul facilities as the center. Depending on the component to be overhauled, our ENKA/Ankara and Izmir branches also provide rebuilding service. Test equipment investment studies continue for our remanufacturing centers. Previously, remanufacturing processes of customers were carried out at the mine sites. In 2021,

component remanufacturing processes started to be carried out at the newly created remanufacturing centers at Enka facilities.

Which parts have you revised so far?

We have made rebuilt on all components of all machines working in mine sites. These include, amongst others, grid boxes, alternators, travel motors, travel devices, suspension cylinder, dump body hoist cylinder, hydraulic pump, air blowers, automatic lubrication pump, and control valve for EH4000 trucks. Rebuild Components of EX3600 and EX56000 include cylinders, center joint, Travel device transmission, swing gearbox, PTO, hydraulic pump, and hydraulic motor.

How does the operation of the Remanufacturing centers work?

Customers share their annual revision plans with us, and required parts are ordered according to overhaul schedule. Cross-checking the working hours of the replacement parts and the replacement intervals list recommended by Hitachi, information is shared with the customer about when parts that are due or approaching replacement should be replaced. In cases where we do not detect wear, cracks, or damage, there may be a

need for replacement. An appraisal list is then prepared and required revisions or changes are shared with the customer. Spare components and parts are provided to the customer so that the machines are not idle during the remanufacturing process.

What are the advantages of the Remanufacturing process?

Firstly, it enables the customer to reduce the employment of remanufacturing personnel (staff?) provided in-house. The 1-year warranty on parts, rebuild in accordance with the Hitachi Rebuild Manuals, provides more than 50% cost advantage. Component overhaul plans are procured from the customer in advance, and spare parts are stored, thus increasing the spare component revision turnover rate, and preventing delays for the recommended times in part replacement intervals. The rebuilding process is essential to ensure that the machines availability will be kept as highest.

Can you give an example of the remanufacturing process of a component?

We received a revision request for the EH4000 Grid Box from one of the biggest mining customers. There are 5 Grid Boxes in a truck. We disassemble them completely according to Hitachi's rebuild manual. These are cleaned and worn parts are replaced with new ones. Then, the Thermo Switches, Pressure Switches, Traction Cable Installations on them are replaced. The bearings of the electric motors inside the box are also replaced. Measurements of electric motors are done, and windings are checked. Pattern of damages vary, and repairs are made to all Grid Boxes at more than 50% less cost than purchasing a new component.



Travel Device

FULL BATTERY RIGID DUMP TRUCK:



Joint zero emission development with ABB



Hitachi-ABB to develop electric dump truck

Hitachi Construction Machinery and ABB are collaborating to develop an engineless, full battery rigid frame dump truck with a customized on-board energy storage system, reducing greenhouse gas emissions and offering a solution towards a net zero emission pathway.

Utilising ABB's innovative battery technology, Hitachi Construction Machinery trucks can be transformed from diesel to full electric battery operation. The dump trucks will operate by utilising a new onboard electrification system – drawing its energy requirements from an energy supply system with dynamic charging, allowing simultaneous charging of the on-board energy storage system while providing energy to power the truck. The system will provide extended battery longevity by reducing the load and discharge during each haul cycle, offering a cost-efficient industry solution that allows continuous operation to maintain high productivity.

Under the new agreement, ABB will develop the on-board energy storage systems by customising an existing product and Hitachi Construction Machinery will lead the overall design

“Hitachi Construction Machinery and ABB understand there is a growing interest in the electrification of mining operations and machinery, as environmental awareness grows within the industry and community. Technology continues to be further developed to reduce greenhouse gas emissions, while taking into consideration the demands of mining operations,” the companies said in a statement.

“By utilising Hitachi Construction Machinery's dynamic charging battery dump truck systems and

Exciting features of the dynamic charging battery dump truck

Controls initial and lifecycle costs: A sustainable solution is achieved by drawing the electrical power from the dynamic charging system required during operation. This will limit the volume of batteries on the trucks. The system also aims to reduce lifecycle costs by drawing electrical power from the overhead system while connected.

Reduces vehicle weight and maximizes the load capacity: Limiting the battery volume lessens the weight of the battery solution on the vehicle, maximizing the battery dump truck's payload capacity.

Higher rate of operation over static charging: The solution draws electrical power from the dynamic charging system during operation while simultaneously charging the battery, removing the need to stop the vehicle for recharging. Therefore, achieving a higher rate of continuous operation to maintain productivity at site.

and development of the dynamic charging battery dump truck utilising the technology of its existing rigid dump truck with trolley as its base, effectively allowing the accelerated development of this solution.

The collaboration follows from a Memorandum of Understanding (MoU)

ABB's battery technology, the joint collaboration will not only help tackle the challenge of solving the issues involved in dump truck electrification, but also provide a real-world climate change solution.”

Sonosuke Ishii, senior vice president and executive officer at Hitachi Construction Machinery, said: “This collaboration will enable the two companies to more effectively work towards our shared vision for mining. We are delighted to be collaborating with ABB as we continue to invest our efforts in introducing eco-friendly

signed between the two companies previously to explore opportunities for mine operators to target net-zero emissions from mining machinery. Under the MoU, HCM and ABB had agreed to share their expertise and collaborate in bringing solutions to market that will reduce the greenhouse gas (GHG) emissions associated with heavy machinery in mining.

technologies and systems for the mining industry.”

Joachim Braun, division president, Process Industries, ABB, said: “ABB is calling for more collaboration between OEMs and technology companies to fast-track the development of new emissions-reducing systems with electrification and automation of the whole mining operation the goal. New emissions-reducing technologies can transform the energy-intensive mining industry to achieve an even more productive yet sustainable future.”



Event: The mining show

Hitachi Construction Machinery Middle East participates in 2021 Mining Show

Hitachi Construction Machinery Middle East (HMEC) joined thousands of professionals from the regional mining, quarrying and mineral exploration communities at The Mining Show on November 16-17, 2021, held in Dubai, UAE. Amongst prominent

participants at the two-day event was ABB, Hitachi's new collaboration partner.

43 exhibitors, 50 speakers, and 3,928 visitors from across 97 countries attended The Mining Show to explore opportunities and capitalise on the development and

change in mining across the Middle East, Africa and South Asian region.

During the event, HMEC delivered presentations on the new engineless, full battery rigid frame dump truck and electric shovels that have become the logical



choice for mining companies today. HMEC's Customer Support Division-General Manager Aycan Akalin spoke at a panel session titled, 'Collaborating to decarbonize mine operations worldwide and achieve net-zero emissions'.

Around 100 leads were generated by HMEC during the trade fair which also offered amazing conferences, information about unique capabilities and longstanding experience in the future of mining.



HSC launches new crawler crane "SCX1000HD-3"

SCX 1000HD-3



SPECIFICATIONS		SCX1000HD-3
Max lifting capacity		100 t x 3.8 m
Boom length		12.0 m to 60.0 m
Rope line speed	Front/Rear main drum	110 m/min
	3rd winch drum	95 m/min
	Boom hoist drum	44 m/min
Swing speed		2.4 min-1
Engine make/model		Cummins QSL9 (Stage A/Tier 3)
Engine rated output		280 kw/2,000 min-1

January 2022 witnessed the launch by Sumitomo Heavy Industries Construction Cranes Co., Ltd. (HSC) of a new 100-tonne capacity HSC crawler model - the SCX1000HD-3 - which features the immensely capable performance of the HD series and aims to elevate worksites with movement like no other!

The SCX1000HD-3 has been developed based on the concept of "SCX-3" series and is designed for outstanding work capabilities suited to heavy-duty work as the genuine successor of SCX900HD-2.

Lifting capacity has been increased to 100 tonnes to make easy work of trenching for continuous diaphragm walls, and with high-precision operations designed for foundation work, performance is outstanding in every regard. Unrivaled work efficiency and ease-of-use have been engineered to meet the most demanding needs to elevate any worksite. The crane's engine meets EU Stage A/

Tier 3 exhaust emission regulations.

Superior capabilities

It offers an extra 10 tonnes of lifting performance compared to the SCX900HD-2 model it succeeds. A 13.5 tonne rated line pull winch with free-fall function is included as standard. This can be upgraded to a 15.5 tonne rated line pull winch (with free-fall function) if required.

In addition to the standard hydraulic oil cooler an optional additional hydraulic oil cooler, with improved heat balance performance, is also available. Improving heat balance makes the crane even more suitable for high-load work such as trenching for continuous diaphragm walls.

Enhanced safety

In order to enhance safety, the crane comes with a swing restriction device and swing brake pedal. A warning alarm and an auto drum lock remain installed as standard. A large display panel includes all required information at a glance via an easy-to-view layout without disturbing operator's forward visibility. Catwalk and upper house handrails (folding type) are also installed as standard.

Clean and economical

A new greener engine delivers clean power, and fuel consumption has been fine-tuned for more economic operation. ECO winch mode has been newly installed, offering high-speed lifting and lowering of light loads without having to increase the engine speed. This delivers excellent efficiency on high-elevation construction sites or multiple rope hanging operations, as well as limiting fuel consumption and noise as engine speed can be kept at a minimum.

Remote sensing

The crane's operating condition can be monitored via remote sensors which are installed as standard. Equipped with HSC's proprietary preventive maintenance system, precise monitoring of the crane's operating condition helps minimize downtime and ensures accurate maintenance.



HMEC offers long-term care for valued customers with Machine Touch Program

The dedication to excellence of Hitachi Construction Machinery Middle East is evident in the long-term care it provides for HSC cranes through a comprehensive Machine Touch Program. This inspection program performed by HMEC technical engineers for manufactured equipment provides technical reports on the condition of the cranes and offers professional advice of any action or repairs required to help the fleet customers.

HMEC's technical engineers help in monitoring the required action in line with the manufacturer's guidelines to ensure that cranes are always safe and ready to work whilst also improving productivity of

operations.

Under the Machine Touch Program, engineers offer a quick response to clients' needs and provide a range of technical services including changing the engine oil, replacing parts, offering instructions and recommendations for dealers, and more.

The effective preventive maintenance program helps address potential maintenance issues before it impacts production and revenue or compromise employee safety. The timely service minimizes unplanned downtime and increases reliability and ensures a longer lifetime for the equipment.

Hitachi service - No matter where you are 24/7!

Our prestigious dealer, Arabian Truck and Equipment Company (ATEC), a business division of Saudi-Arabia-based ZMS Group, has taken delivery of three excavators in Riyadh region in February 2022.

ATEC has a long track record in construction machinery and heavy equipment since its establishment in 1964.



HMEC will participate at CATME event **22-23 MARCH 2022, SWISSHOTEL AL- MURROJ, DUBAI, UAE**

Women's power takes Alpay Marble one step ahead

Founded in 1996 by the late Gokhan Alpay, Alpay Marble Mining started as a small quarry operation in the Kavaklıdere region of Mugla and is today one of the most valuable muğla white marble quarries in the world.

Possessing a 125-hectare quarry area in Mugla, an 80-hectare quarry license that is not yet active in Manisa, and two factories, the company produces Mugla White Marble, Mugla Gray Marble, and Manisa Beige Marble and has various products including block, slab and cut-to-size marble. Since 2002, the company

has been exporting 95 percent of the products processed in the factory.

Melike Alpay Ozmen, who completed Law School at Koç University and took an Economics Law master's degree in Galatasaray University, is Chairman of the Executive Board of Alpay Marble Mining. She was actively working in the field of international arbitration and corporate law for about three years when, following the death of her father in February 2017, she assumed the chairmanship of the board of directors of the family company as the eldest member of the family.



Melike Alpay Ozmen, Chairman of the Executive Board

Excerpts from an interview:

Alpay Marble is one of Turkey's largest marble producers and exporters. You are one of our most important customers, with 14 Hitachi construction machines operating in the field. What is your experience in running such a large mining company as a female manager?

Although mining is generally seen as a male-dominated sector, there is actually no area in this industry that cannot be successfully handled by a woman. Alpay Marble Mining is the only company in our industry, where 80 percent of the board of directors are composed of women.

The number of female personnel we employ corresponds to approximately 30 percent of our total 257 employees. Our aim is to provide equal opportunities for women and to destroy the "male-dominated" perception in the sector with our successful work and awareness projects.

In addition, I became one of the two female board members of the Aegean Mineral Exporters' Association and met with the most important names of the industry. I took an active role in platforms such as the Turkish Exporters Assembly and the Women Entrepreneurs Association (KAGIDER) and had the opportunity to introduce myself to the business world and to get to know the business world closely.

What are some of the main challenges you have faced while working in this sector?

There have been many times when my voice as a woman has been tried to be muted. In fact, it has been presented as if women are highly valued, but my ideas have been ignored and not listened to.

However, the best answer to these is the work you do and the successes you achieve. What your customers, companies you work with, associates in the business from every sector say about you - is what you achieve. The reliability, quality and vision of your company are also the result of your success.

What innovations have you

brought to your company in your management process? Can you tell us about the Minval brand?

As a company that is familiar with the thousands of years of history and value of marble, we carry out our works to ensure that marble has the place it deserves in art, architecture, and design, both in terms of aesthetics and durability, and that its value is known. We held the second Amor Natural Stone Project and Design competition this year. It is a competition which aims to introduce Turkish natural stones to designers and architects to increase usage of natural stone in daily life, to contribute to the design of original and producible products. This project is fed by our interest in natural stone and design as well as our sectorial and individual passion.

Since our 25th year, we have started to cooperate with more than one sculpture artist to produce works of art from marble every year. We are currently working with two valuable sculptors of our country on two iconic sculptures emphasizing the importance of our 25th anniversary, using blocks produced by our own quarry. We are also one of the co-sponsors and corporate participants of Alem Art Weekend, which is held every year at the Mandarin Oriental Hotel in Bodrum.

Minval is a brand that produces design and decorative products from waste marble. Minval, a decoration brand we established with my partner, architect Nazlı Ant, consists of value-added products that are created by combining marble waste with different materials. This brand is very valuable for me as it intersects design and architecture.

What are your vision and mission as a company, and what are your plans for the future?

At Alpay Marble, our vision is to be the first company that comes to mind in the marble industry in the eyes of an employee or customer and in terms of supplier satisfaction, social responsibility and sustainability principles and values.

Knowing the value of the stone that comes from nature, we continue to work with the goal of "zero waste" with calcites, from the pharmaceutical industry to the

rubble used in art, in order to evaluate every piece of stone extracted from nature. While following the developments in the sector closely, we aim to offer value-added products with an innovative perspective.

We strongly advocate for women's

employment and equal opportunity in the workplace, we implement environmental policies, especially employee safety. At the same time, we believe in the creativity and power of art, and we make it our mission to contribute to sustainability at every step.

IlknurÖncü graduated from DokuzEylul University Mining Engineering Department in 2005, and worked as a Mining Engineer and Manager in various provinces of Turkey. In 2015, she commenced work as Assistant General

Manager at Alpay Marble. In 2017, she was appointed as the General Manager and has been working as a Member of the Board of Directors - General Manager at Alpay Marble since 2021.



IlknurÖncü, Member of Board/ General Manager

Excerpts from an interview:

As a woman, what is your experience working as a General Manager of such a large company in the mining industry? Can you tell us about the difficulties you have faced, the difficulties you

have overcome, and what they have brought you?

I am very proud to be working as the General Manager at Alpay Marble. Women now take an active role in many engineering disciplines that were once commonly associated with men. Women

who successfully perform professions that are generally seen as male-dominated make a difference with their success in business life.

Today, being a woman in the business world requires dealing with many difficulties. There is a perception that women cannot do every job in business life. Society places limits on what women can do. Of course, gender roles also have an impact based on this situation. Women come to certain positions, such as the General Manager and board of directors, through very difficult ways.

However, despite the perception of mining being a male-dominated sector, I worked hard as a woman, always tried to improve myself, focused on creating value, and followed my dreams. All this has made me who I am today.

Can you tell us about any activity or social responsibility projects that have been carried out so far that will contribute to the people of the region and the country?

The most important characteristic of Alpay Marble Mining company is its openness to innovations and the right

projects. We see our company not only as one that produces and sells marble, but also as an organisation that embraces different kinds of new projects. We have largely established a corporate structure which is absent in the majority of marble and mining companies, and we continue to work on it.

We want to see our future more clearly, to make our risk analyses more carefully, and to make our company grow forward over generations, building on the steps we have taken regarding family constitution, company law regulations, and occupational health and safety.

At Alpay Marble Mining, we were entitled to take part in the corporate membership of the Sustainable Development Association (SKD) with the projects we realized in 2021 with greater awareness of its environmental responsibilities. We continue our efforts to minimize the sustainability and carbon footprint in every area it touches, from the quarry to the factory.

In addition, Alpay Marble Mining upholds ethical values in every field and works with the Animal Rights Federation (HAYTAP) to

protect and secure animal rights.

GokalpOguzturk, Mining Engineer, has been working as a supervisor and mining engineer at Alpay Marble since October 2013.

She says: "Our company has its own business facility where it processes block marbles on the side. Open pit mining has many challenges. Since marble mining is a hard and dangerous job, the factors that push people into hardship also push the machines to work harder.

"In this sense, for people working in the marble industry, especially engineers and administrative staff like myself, solid and durable construction machines are vital to carry out the job without incurring losses due to possible malfunctioning. Therefore, the machines should be as durable and resistant to harsh conditions as possible. "In addition, the machines should be fuel-efficient and provide full service in case of possible breakdowns. On the technical front, maintenance and after sales services are really the most important factors."

Sabahattin Bulu, who has overseen the machinery at Alpay Marble for about 10 years now, says: "In our machine fleet, we have 1 unit of ZX350LCH-3, 1 unit of ZX400LCH-3, 4 units of ZX400LCH-5A and 1 unit of ZX350LCH-5A, 6 units of KCM 95Z7."

"In my opinion, Hitachi excavators are number one in terms of fuel-efficiency and power. We did not have any problems with durability either. Hitachi is one the best machines I would recommend. I would highly recommend KCM 95Z since they are much more powerful and fast machines when compared to others in its class.

ENKA Pazarlama and its after sales services in our region provide all the necessary spare parts at any time. The malfunctions are taken care of quickly and the machines are back to work on time. We are very much pleased with after sales services of ENKA Pazarlama. I would very much like to thank ENKA Pazarlama family for their utmost support and service."



Meliike Alpay Ozmen

available at
WWW.HCMEWEBSHOP.COM

Hydraulic Excavator
Scale 1:50

Wheel Loader
Scale 1:50

Wheeled Excavator
Scale 1:50



Delivery of Hitachi Hydraulic Excavators

Hassan Allam Holding is one of the largest privately owned corporations in Egypt and the MENA region, with over 80 years of experience in the fields of engineering, procurement and construction, building materials, and utilities.

considered one of the largest private sector companies in Egypt. happy to handover Hitachi Key for 6 Units Hitachi Hydraulic Excavators Model ZX70-5G and preparing service and maintenance training in our facility in Dubai.

We, Hitachi Construction Machinery Middle East Corporation FZE. and Orascom Trading S.A.E which is

Hitachi Hydraulic Excavator has been a flagship product of Hitachi Construction Machinery, which has continued to pursue high reliability and superior operability.



Mr. ManabuArami (HMEC President), Eng. Mohamed Sherif (Hassan Allam), Eng. Mahmoud Helmy (Orascom Trading S.A.E), Eng. Abanoub Haleem (Hassan Allam), Mr. Fumiya Inoue (HMEC Sales Manager), Eng. Mahmoud Said (HMEC Sales Engineer)

We deliver:

Rippko Drum Cutters

Powered by "KEMROC"



RC Range

RD-C Range

RD Range

RIPPKO

Used for a variety of applications:



Key features of RIPPKO Drum Cutters:

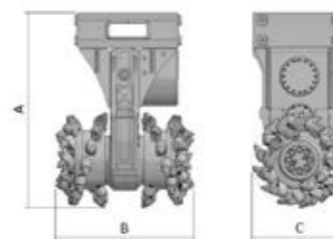
- (1) Well proven cutting technology, Reliable and Efficient
- (2) Robust and Strong by German design and manufacturing
- (3) Ideal for Tunnelling, Demolition, Trenching, Pipeline, Mining and Underwater Excavating

Model	Features
RC	<ul style="list-style-type: none"> Chain cutters designed for use on excavators from 1.5 to 70 tons. Efficient and vibration-free Range of cutting widths available Fine grained cut material Excavator friendly and energy saving Low noise and vibration levels Works underwater without any modification
RD-C	<ul style="list-style-type: none"> Rotary drum cutters designed for use on excavators from 18 to 70 tons Can be also converted into RC chain cutters Tough, rigid gearbox housing with high torque motors for maximum cutting force Drums with cutter tool pattern designed for optimum energy saving efficiency Also used for concrete renovation, profiling, underwater excavations and tunnelling
RD	<ul style="list-style-type: none"> Rotary drum cutters with spur gears for excavators from 1 to 125 tons Extra heavy-duty, rigid gear box housing Equipped for optional water spray dust suppression system High torque motors for maximum cutting force Cutter tool pattern on drums designed for optimum energy saving efficiency Exceptional wear protection on the gearbox

ROTARY DRUM CUTTER

RD1600

Rotary drum cutter with spur gears



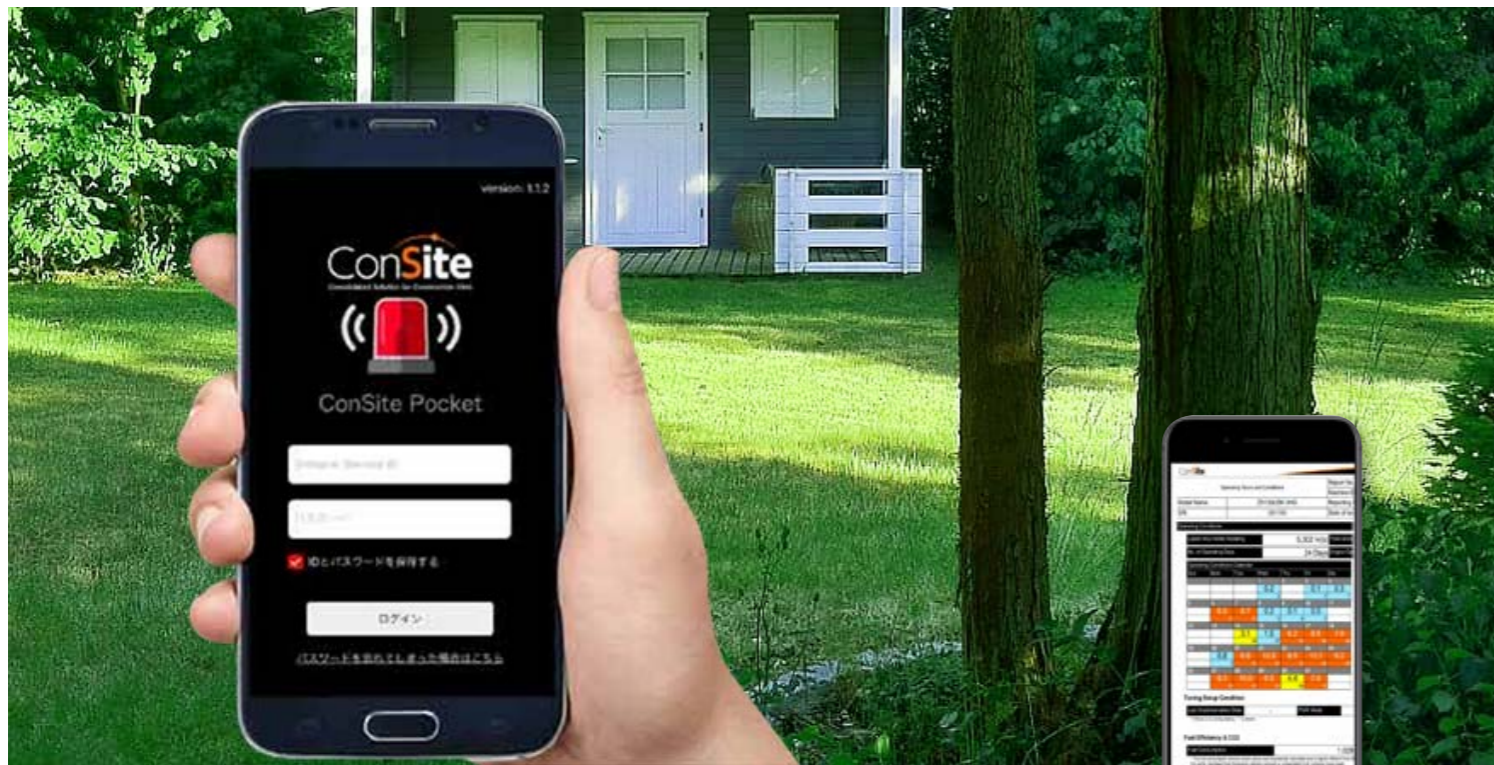
TECHNICAL DATA | RD1600

Recommended excavator weight	t	35 - 55
Rated power	kW	160
Drum cutter length (A)	mm	1,596
Cutter head width (B)	mm	1,050
Cutter drum diameter (C)	mm	718
Max. torque at 380 bar	Nm	36,400
Max. cutting force at 380 bar	N	101,393
Recommended rotation speed	r/min	65
Recommended oil flow	l/min	300 - 390
Max. oil flow at 10 bar	l/min	400
Max. operating hydraulic pressure	bar	400
Weight	kg	2,500
Pick box	Type	PH 32 HD
Number of picks	Pcs	56
Standard pick ¹⁾	Type	ER 19/75/70/30 Q

¹⁾ Cutter drums can be supplied with picks for special applications as required.

Precaution: Before ordering, please contact the authorized Hitachi dealer for details. Information in this document is subject to change due to product improvement without notice. The actual products may show variance with the illustrations shown here.

HITACHI



Hitachi Construction Machinery launches ConSite Mine machine analytics solution

IoT and AI utilized to predict anomalies and solve issues at mining sites

ConSite

Consolidated Solution for Construction Sites

ConSite Pocket

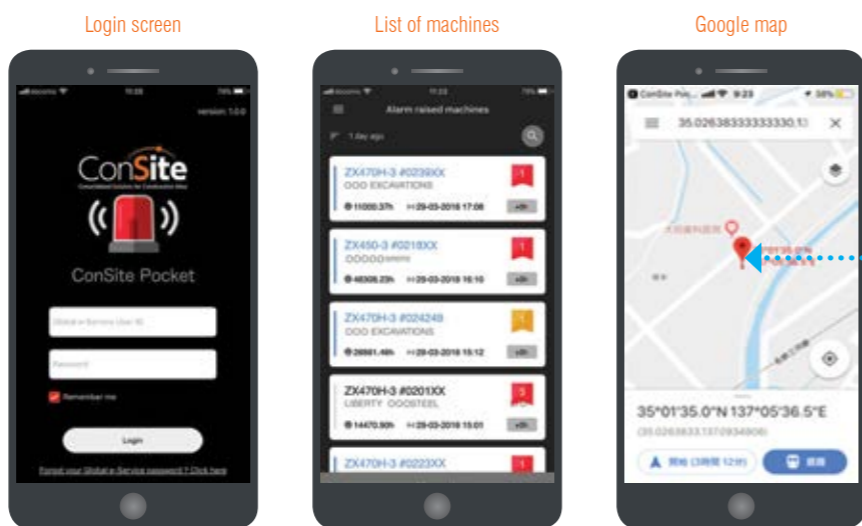
- A mobile app for customers & dealers
- Get ConSite data report services on your smart phone
- Enable swift and smooth communication with customers



An extremely important factor for construction machinery is to not stop working on site. If machineries do stop working on site, operations obviously stop as well, severely impacting our customers' business. In order to prevent such situations, Hitachi Construction Machinery is strengthening its after-service system for maintenance. It is particularly important to diagnose the state of machinery and replace individual parts before they fail.

We offer Machine Touch Program/ Remote Machine management monitoring system "ConSite"/Genuine Parts and Remanufactured Partsetc, so that our customers can minimize machinery downtime and use their machineries in good condition and for a long time. HCM provides different options based on the performance and price desired, in order to provide thorough support for machinery from right after purchase to disposal.

ConSite periodic report service aggregates operation data and distributes via ConSite Pocket or email.



ConSite Pocket app can be used only by Depots, Dealers & Customers who have "ConSite Contract".

Find location of the machine in google map.



Hitachi Construction Machinery has announced the launch of ConSite Mine to the global market – a service solution that provides machine analytics to help support the resolution of issues at mining sites by using IoT to remotely monitor mining machinery 24 hours a day, and AI to analyze the operational condition of machinery.

ConSite Mine performs round-the-clock remote monitoring of compatible ultra-large hydraulic excavators and rigid dump trucks and provides two types of status reports to the customer's maintenance staff or to service personnel at distributors. The reports are sent via email or the 'ConSite Mine Shot' smart phone app. The 'Monthly Report' provides updates on the machinery's operational condition each month, while the 'Alarm Report' notifies personnel when any

abnormalities are detected by the various sensors installed on the machinery that may require immediate attention.

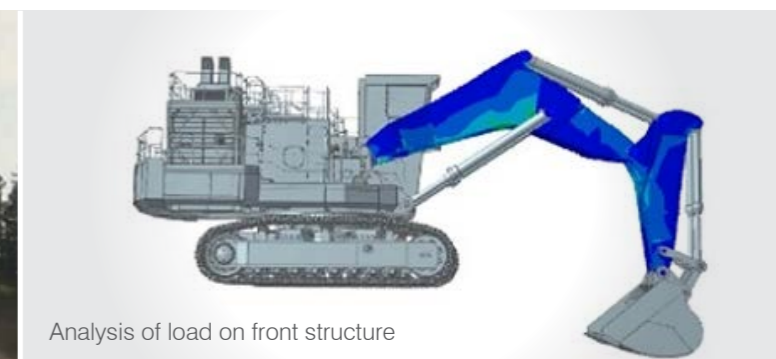
A standout feature of the service is the 'Load Index' function, which combines the use of AI with proprietary stress analysis technology based on Hitachi Construction Machinery's knowledge of mining machinery design and manufacturing. Load Index predicts anomalies in the booms and arms of ultra-large hydraulic excavators due to excessive stress or overloading, helping to prevent major damage or incidents from occurring.

The 'Operation Data Recorder' function allows up to 10 minutes of machine data to be recorded, automatically triggered by vehicle body conditions which may lead to an accident, such as sudden tilting of the ultra-large hydraulic excavator

body. This safety feature is designed to provide insights to identify the causes of incidents, should they occur, and support the customer to establish measures to prevent similar accidents from occurring in future.

With the 'ConSite Mine Shot' function, inspection reports can be created simply by taking photos of the inspected locations with a smart phone camera and entering comments about the inspection results.

In addition to these features, Hitachi Construction Machinery plans to add a function for detecting abnormalities in hydraulic pumps on ultra-large hydraulic excavators, as well as the ConSite OIL service for remotely monitoring the hydraulic oil and engine oil information.



Analysis of load on front structure



HMEC empowers through shared knowledge

Hitachi Construction Machinery Middle East Corporation FZE (HMEC) recently welcomed one student from the Japanese School in Dubai to receive training and work experience at its office in Dubai, UAE.

As part of the integrated study approach of the Japanese School in Dubai, Wakana Ariumi gained a three-day work experience

at HMEC from December 13 – 15, 2021. The purpose of the work experience opportunity was to provide real-world experience and introduce young students to the culture of work, and to explore the career they are interested in.

During the three-day period, Wakana Ariumi gained experience in the parts packaging department at the HMEC

warehouse and learnt to identify and assess machines. The young student also enhanced her learning by visiting an HMEC dealer and was given the opportunity to drive a mini excavator in the yard.

Training lectures given by the HMEC staff helped Wakana Ariumi learn about the mode of operations in machine sales, parts, product support and procurement. The staff explained processes of the parts remanufacturing business and machine remote monitoring system, ConSite, as well while Kintetsu World Express delved into the parts supply chain business.

The young student and the Japanese School in Dubai expressed their gratitude for the opportunity.

Wakana Ariumi said: "I am very grateful for the work experience. During the short period of 3 days, I learnt to pick up parts and pack them. It was hard to find parts in a very large warehouse, but I learnt that it was not only the operators but that many more people were involved in a construction machinery organisation. I also experienced a test drive of an excavator, which was a very valuable experience. Although it was difficult for me to operate the machine, I cannot forget the experience of operating like a big robot from the cockpit."

She added: "All HMEC staff were very kind and taught me various things, so it

was a fulfilling 3 days. I will do my best to make use of this experience in the future. I would like to thank everyone at HMEC for what they did for me."

In a letter of appreciation, Principal Masao Wada of the Japanese School in Dubai, said: "We think Ariumisan has grown significantly by working with the HMEC staff and seeing your staff's hard work and understanding the value of working. In addition, we feel that she has suddenly grown into an adult from a child because you have instilled in her the rules and manners of society and business. Thank you for your time and effort. It was an irreplaceable 3 days for her. We really appreciate everything you have done."



Wheeled Excavators

Quick, Strong & Economical

Wheeled Excavators
ZX170W-5A, 190W-5A, 210W-5A

- ▶ Low running cost
- ▶ Powerful performance
- ▶ Comfortable working space

NEW SERIES



Hitachi Construction Machinery Middle East Corporation FZE

Tel. 00 971 (4) 883 3352, www.hitachimc.ae

HITACHI

Reliable solutions



Hitachi Construction Machinery Middle East Corp. granted an award to ATEC for their remarkable sales achievements in 2021 in The Kingdom of Saudi Arabia. Piet van Bakergem GM, Mike Fritz Sr Vp ZSM Group, Manabu Arami President, Ahmed Refaat GM ATEC attended the Award hand over.



HMEC team visited our dealer Rock Plant and Customer Mombasa Cement in Kenya. Our president presented a celebration plaque to thank us for our 10 years of continuing successful partnership with Rock Plant.

Hitachi Construction Machinery Middle East Corp. FZE is grateful to Okada company for their dedicated support, outstanding performance in products and support for 2021 in the Middle East Territory. MR. WOJIN JEON, Assistant Manager Overseas Dept. Marketing Division accepted the HMEC award.



We are pleased to announce that HMEC had an award handover to Middle East Equipment trading (MECET) at their premises. MECET is celebrating 10 years HSC – Cranes-distributorship in the UAE with great success, achieving double digit market shares with a very good coverage leaving the competition far behind.

To show our appreciation HMEC-President handed over the award to Chantal Luyckx, Board member of the Luyckx – Group who are the 100% owner of MECET- in the UAE.



Al Fairuz Hitachi Construction Machinery authorized dealer for Oman, received an Award for 234 SPE inspections in the Sultanate for their pro-active market approach.



Mr. Aycan Akalin Director general manager Product Support, Piet van Bakergem GM – Marketing, handed over the awards as an appreciation from HCM headquarters for the outstanding Outstanding SPE performance to; Mr. Haider assistant to the board Al Fairuz.



Heavy Large Cargo (Hitachi)



Light Small Cargo (another Japanese company)



Matching cargo to reduce CO₂ Aizumi-san consolidation service

The Sustainable Development Goals (SDGs) are international goals for the period from 2016 to 2030, which were stated in the “2030 Agenda for Sustainable Development” adopted at the United Nations Summit in September 2015 as the successor to the Millennium Development Goals (MDGs) formulated in 2001.

HMEC has launched initiatives such as refurbishing used machine and

converting lighting to LED as part of its efforts to solve social issues and realize a sustainable society. In addition, Westarted a new initiative called “Aizumi-san” with our business partners, Kintetsu World Express.

Cargo handling operations are delayed due to corona, there is a shortage of transportation space due to delays and cancellations of ships, and freight rates continue to soar for both air and sea. This

has affected not only the construction machinery itself, but also the supply of major components such as pumps and motors. This is where KWE comes in, matching HCM, which is mainly for heavy cargo, with lighter, smaller cargo, and starting a service that maximizes the use of a single container. This will reduce the greenhouse gas emissions and transportation costs associated with transportation.

HCM Value based selling program

HMEC began to provide HCM value-based selling method with dealers to communicating and delivering value to the valuable customer to support their decision-making process. Next year we are going to expand.



Genuine parts for a maximum uptime

HITACHI

Reliable solutions



Hitachi offers a wide range of parts to suit every machine and budget, whether you have a new machine or are running an older model.

Recently, we've reviewed the cost of our product lines. This ensures you will continue high-quality parts a first-rate OEM at the most competitive prices.



www.hitachicm.ae

'PREMIUM USED' and 'REFURBISHED USED' – High quality at lower prices

Hitachi Construction Machinery Group provides good quality used equipment to help reduce lifecycle costs as a close and reliable partner to customers.

HMEC now offers 'PREMIUM USED' and 'REFURBISHED USED', in addition to its 'As-Is USED' machines. Premium and Refurbished used machines undergo a rigorous inspection, performance check and refurbishment using Hitachi Genuine

parts and lubricants to ensure a high level of quality and are offered at attractive prices.

"PREMIUM USED" is a product brand for used equipment with warranty certified by Hitachi Construction Machinery. These products are provided with warranty only after passing inspection and satisfying set criteria stipulated by HCM Group and authorized dealers.

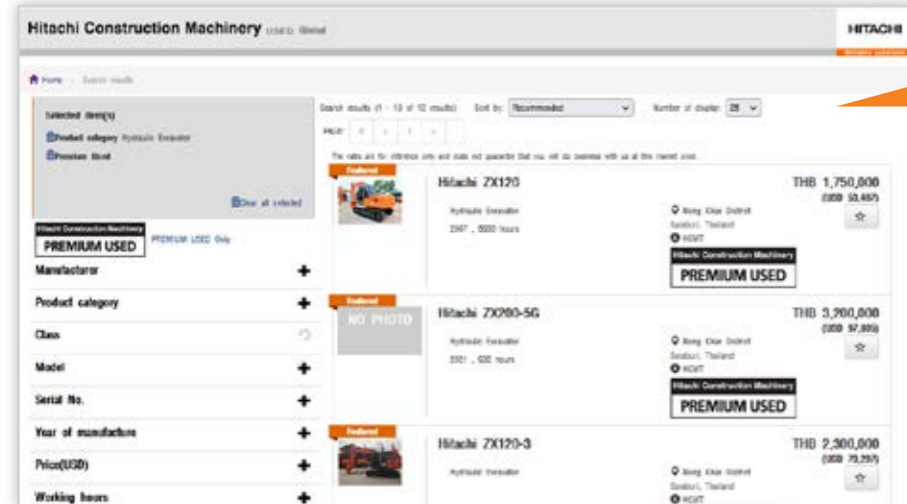
'REFURBISHED USED' is a product brand for used machines that undergoes refurbishment and are certified by HCM after satisfying set criteria stipulated by HCM Group.

Additional benefits include opportunity to purchase good quality used equipment at a reasonable price, short or direct delivery terms, low logistics costs, reduced depreciation cost, reduced insurance cost, low transportation cost, and more.



Before Sandblasted Primer & Putty Applied After

Hitachi Construction Machinery – Used Global



To know more or to view the Hitachi range of 'PREMIUM USED' machines, please visit Hitachi Construction Machinery – Used Global

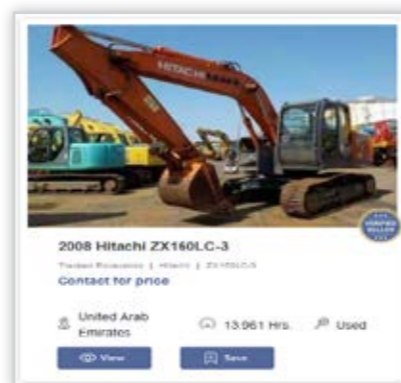
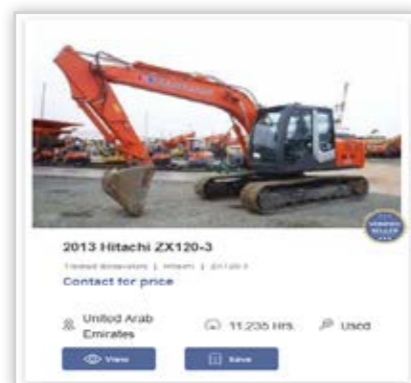
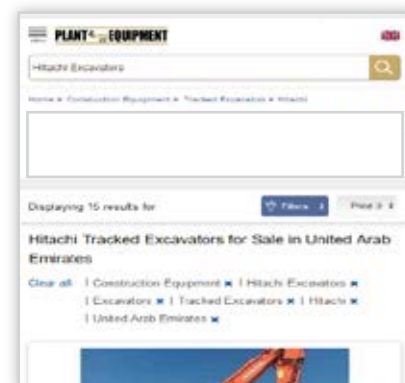
<https://www.hitachicmused.com/>

For any additional questions please contact our advisor via: info@hmec.ae

To discover the range of used construction equipment for sale in Middle East, Africa and Europe, please visit

<https://www.plantandequipment.com/construction>

Plant & Equipment - Used Equipment



Quality that you are used to

Hitachi Construction Machinery
REFURBISHED USED



Sample case of refurbishment done on an Excavator...



A wide variety of Hitachi machines are available: any ZX excavator (mini, medium, large or wheeled) and ZW wheel loaders

Every model undergoes a rigorous inspection and refurbishment process when necessary, using only Hitachi Genuine parts and according to Hitachi specifications, This ensures the same high level of quality as our new machines, at an attractive price.

Want to know more? For more information on Hitachi Used machines, please contact your local authorized Hitachi dealer or visit Used equipment currently available can be viewed at

<https://www.hitachicmused.com/middleeast>



The new ZW310-5A: Powerful, reliable, versatile

The new ZW 310-5A is a wheel loader that utilizes innovative technologies to achieve excellent productivity with enhanced controllability. For high performance in demanding sites in the quarry industry, the new ZW310-5A in the ZW-5A series delivers on all levels in terms of productivity, comfort, advanced technology, reliability, and versatility. In addition, the machine has a comfortable cab, easy maintenance features, and Hitachi's comprehensive service package, including ConSite, facilitating operators to work efficiently in tough environments.

An exciting new feature - the Active Engine Control – helps enhance productivity

and minimise operation costs. These strategically positioned sensors detect movements throughout the machine and adjust engine speed accordingly to eliminate energy losses.

When extra power is required in a short time, in situations like heavy loading and uphill climbing, the ZW-5A series wheel loader's Quick Power Switch (QPS) provides an instantaneous power boost at the push of a button conveniently located on the operational lever. Yet another intelligent feature is the auto shift mode which automatically chooses the optimum gear to maximise fuel economy.

A powerful engine and high-quality

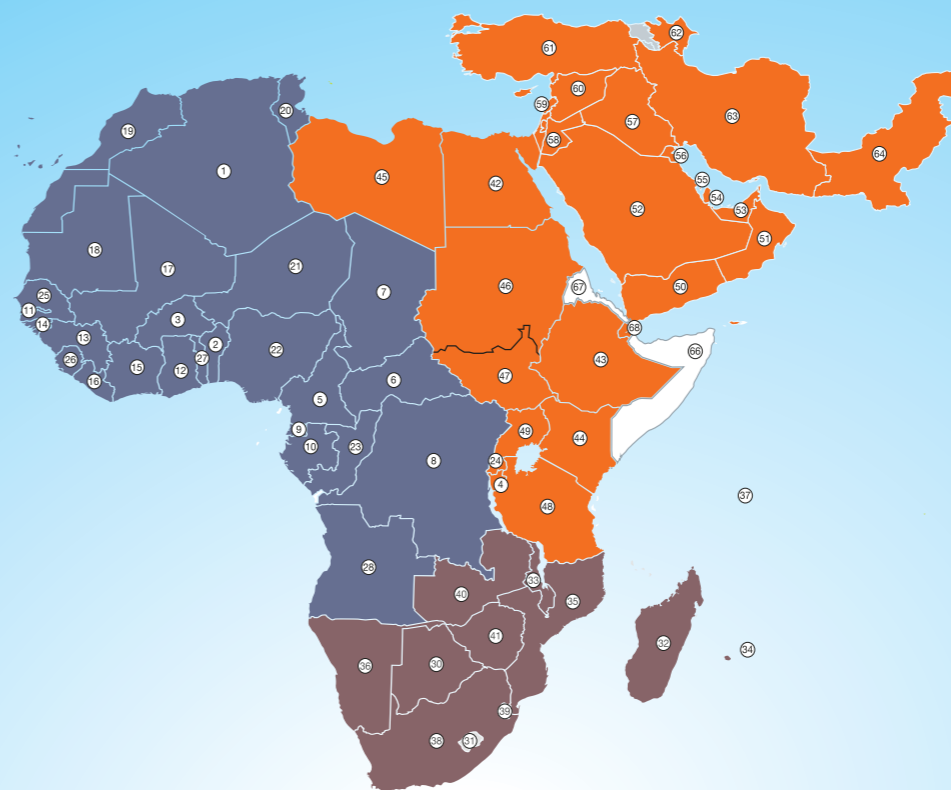
components provide long lasting durability and performance for the ZW310-5A. A newly designed centrepin leads to better stress distribution, enhanced durability and reliability specially in tough digging operations. Specifically designed for even the harshest and most demanding customer sites, minimal breakdowns in the ZW310-5A ensure continuous productivity.

DeClutch mode which provides protection of axles, brakes and makes fuel efficiency is also equipped in ZW310-5A. Operator comfort is another top priority and the improved operating costs of the ZW310-A provides customers with enhanced satisfaction in a variety of job applications.



Middle East and Africa Distribution Network

HITACHI
Reliable solutions



Hitachi Construction Machinery (Europe) NV

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| 5 CAMEROON | 18 MAURITANIA |
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| 12 GHANA | 26 SIERRA LEONE |
| 13 GUINEA | 27 TOGO |
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Hitachi Construction Machinery Middle East Corporation FZE

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| 51 OMAN | 34 MAURITIUS |
| 52 SAUDI ARABIA | 35 MOZAMBIQUE |
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| 56 KUWAIT | 39 SWAZILAND |
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| 59 LEBANON | |
| 60 SYRIA | |

Dealer Locator

AZERBAIJAN - ENKA Pazarlama Ihracat Ithalat A.S.
Tel: 0090 216 446 64 64 / 0090216 446 72 19
<http://www.enka.com.tr>

BAHRAIN - Yusuf Bin Ahmed Kanoo WLL
Tel: 00973 177 38200
<http://www.ybakanoo.com>

EGYPT - Orascom Trading
Tel: 0020233452510
<http://orascom-trading.com>

ETHIOPIA - Hagbes Pvt. Ltd. Co. (HCM Products)
Tel: 00251 11 663 8647 / 9191
<http://www.hagbes.com>

IRAQ - CIHAN Motors Automotive Trading Co., Ltd., Kurdistan
Tel: +964750 587 1212
<https://cihanmotors.com/>

IRAQ - NTAC- Al Nuwaira Trading Agencies Company, The Republic of Iraq.
Tel: +9647901190032, <https://al-nuwaira.com/>

IRAQ - Savanna Group
Tel: 00964 7400 215 577, <http://savanna.com>

JORDAN - Manaseer Machinery Trading
Tel: + 962 6 5633 566
<http://www.mgc-machinery.com/>

KENYA, TANZANIA, UGANDA - Rock Plant Ltd.
Tel: +254713544319, +254716900900
<https://rock-plant.com>

KUWAIT - Boodai Trading Company Ltd. WLL
Tel: 00965 248 43986 / 00965 248 41314
<http://www.boodaitrading.com>

LEBANON - Middle East Development Co SAL (MEDEVCO), Medevco Bldg
Jeita Main Road, Jeita, Keserwan
Tel: +961 9 233550/1/2

LIBYA - Al Qima Heavy Machinery
Tel: 00218 21 481 4831, <http://www.qima.ly>

OMAN - Al Fairuz Trading & Contracting Company LLC
Tel: 00968 2 461 48 62 / 00968 2 461 48 50
<http://www.alfairuzoman.com>

PAKISTAN - EEC-Electronic Engineering Company
Tel: +92 320 550 2444, <http://www.eecpl.com/>

PAKISTAN - Modern Motors (Pvt) Ltd.
Beaumont Road, Karachi
Tel +92 21 35680347, 35680544
<http://www.mml.com.pk>

QATAR - Arabian Supply Center (ASC)
Tel: 00974 44580623 / 00974 44580635
<http://www.asc.com.qa>

SAUDI ARABIA - Arabian Trucks & Construction Equipment Co. (ATEC)
Tel: +966 114477748, Mob: +966 506620348
<https://www.atec.com.sa>

SUDAN - TARA International Co., Ltd.
Tel: 00249 185 339524 / 00249 155 154408
<http://www.tara.sd>

TURKEY - ENKA Pazarlama Ihracat Ithalat A.S.
Tel: 0090 216 446 64 64 / 0090216 446 72 19
<http://www.enka.com.tr>

YEMEN - Elhussaini Motors Agencies
Tel: 00967 1 208 846 / 7, 537897

UNITED ARAB EMIRATES - Middle East Crane Equipment Trading LLC
Tel: 00971 2 681 5555
<http://www.mecetrading.com>

UNITED ARAB EMIRATES - Hitachi Construction Machinery Middle East Corporation FZE
Tel: 00971 4 883 3352
<https://www.hitachicm.ae/>

Strong Partnership



Hitachi Construction Machinery Middle East Corporation FZE

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