

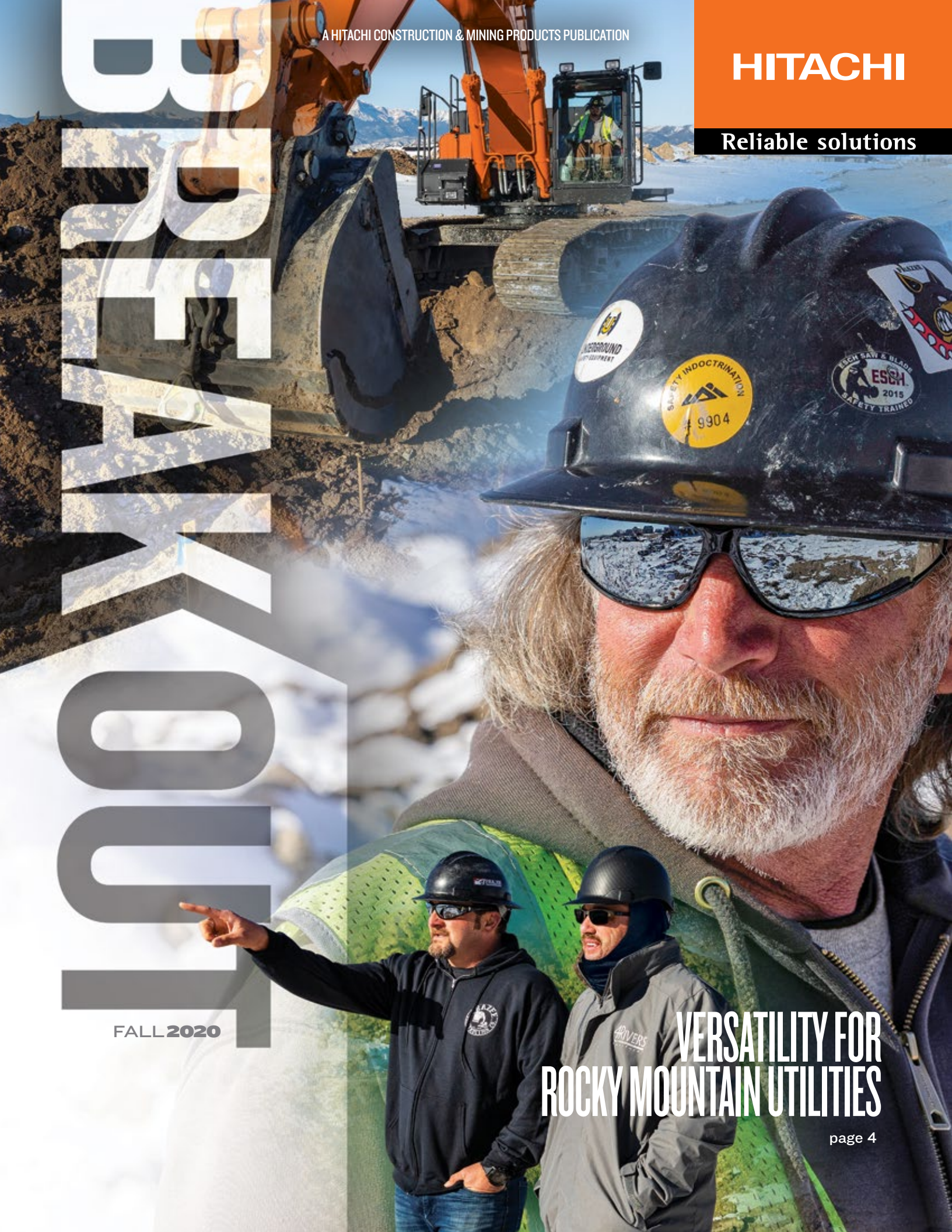
**HITACHI**

**Reliable solutions**

# ROCKY MOUNTAIN UTILITIES

FALL 2020

**VERSATILITY FOR  
ROCKY MOUNTAIN UTILITIES**





## on the inside

We're pleased to announce this year marks a significant milestone – Hitachi Construction Machinery (HCM) Group is celebrating the 70th anniversary of the start of its full-scale production of construction equipment.

In this issue of *BREAKOUT*, you'll learn more about HCM's history and how the company continues to innovate. We thank you for supporting Hitachi and look forward to a promising future.

A milestone anniversary like this certainly wouldn't be possible without loyal customers. On page 8, you'll learn about Triple C Redi-Mix, a family business who has a love of excavating and Hitachi excavators. You'll also read about Frazee Construction Co. and the versatility their Hitachi fleet provides in the Colorado Springs area.

It's easy to gain a competitive edge with the ZX350LC-6. Soon this workhorse will be available with Hitachi Solution Linkage Integrated Grade Control with Topcon. Learn more about the machine features and benefits on page 14.

As always, thank you for trusting Hitachi for your operations and we look forward to hearing from you.

*Dan Fitzpatrick*


**Dan Fitzpatrick**  
Director, Sales, Hitachi Division



Have an article idea or address change for *BREAKOUT*?  
Contact Kristin Stires at [kstires@mindfirecomm.com](mailto:kstires@mindfirecomm.com) or  
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# from the cab

“Our older Hitachi excavators are still running in our fleet. It’s a testament to the durability.”

**KYLE HALEY**

Project Manager and Operator  
M&H Logging and Construction  
Serviced by Nortrax



## 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.”



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



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CELEBRATING  
**70 YEARS**  
OF INNOVATION

Hitachi 9450





70<sup>th</sup>  
Anniversary

FROM BUILDING

ITS FIRST HYDRAULIC

EXCAVATOR TO

MANUFACTURING

TECHNOLOGICALLY

ADVANCED EQUIPMENT

TODAY, HITACHI

CONSTRUCTION MACHINERY

CO. LTD. IS PROUD TO

CELEBRATE 70 YEARS

OF INNOVATION.





**FOR HITACHI, THIS YEAR MARKS MORE THAN JUST THE BEGINNING OF A NEW DECADE.**

It is a milestone achievement highlighting the start of full-scale production for Hitachi Construction Machinery Co. Ltd.

“This milestone is possible because of Hitachi’s incredible customers and employees,” said Jonny Spendlove, product marketing manager, excavators, Hitachi Construction Machinery – Americas. “Hitachi’s longevity is so impressive, and it’s a tribute to the machine quality and innovation. We continually provide the efficiency, reliability and durability our customers are looking for.”

Hitachi’s mass production of construction machinery kicked off in 1950 with the development of the UO6 cable-operated shovel. The company also pioneered hydraulic technology in 1965 by building the UH03, the first hydraulic excavator in Japan made purely with domestic technologies. Since then, the company has continued to succeed as a major heavy equipment manufacturer. From compact excavators and foresters to mining shovels and haul trucks, Hitachi continues to provide the range of machines customers trust for their operations.

The company has established powerful partnerships along the way. In 1983, Hitachi Construction Machinery Co. Ltd. and Deere & Company collaborated to reach an OEM supply agreement. Since then, two joint venture companies with three manufacturing facilities have been created. In 2002, Hitachi and John Deere also integrated marketing operations in North, Central and South America to streamline decision-making and improve customer support.



Hitachi continues to make significant investments in its manufacturing facilities to boost future production capacity and efficiency. Each machine is built to order, made possible by a lean manufacturing system combined with a quality assurance process.

The company has kept its focus on integrating advanced technology into its equipment to further help customers increase efficiency, reliability and durability on jobsites. One such technology is Hitachi Solution Linkage Integrated Grade Control with Topcon. The new construction excavator technology allows an operator to set a grade and hold it – increasing efficiency while also lowering daily operating costs.

As Hitachi continues trekking its innovative path, new machines are introduced to meet and exceed customers’ needs. In 2019, that included the fuel-efficient EX-7 Series excavators: the EX1200-7, EX2600-7, EX3600-7 and EX5600-7.

“The Hitachi team is constantly developing new machines and technology that can give our customers a competitive edge,” Spendlove said. “We thank our customers for trusting Hitachi equipment the last 70 years and look forward to a promising future.” ■

**STILL RUNNING STRONG**

Throughout the years, customers continue to experience the efficiency, reliability and durability of Hitachi machines. Here are some workhorses that are still running strong today.



**ZX225US**  
14,000+ hours  
Pivetta Brothers Construction Inc.  
Serviced by Papé Machinery,  
Fife, Washington



**EX200 – “OLD FAITHFUL”**  
15,000+ hours  
M&H Logging and Construction  
Serviced by Nortrax,  
Westbrook, Maine



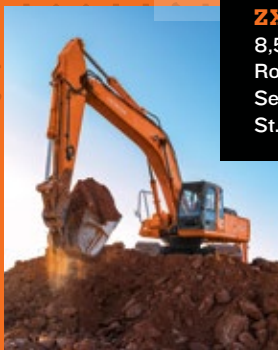
**TOWARD THE RICHNESS OF EARTH  
AND PROSPEROUS COMMUNITIES IN THE FUTURE...**

"In 2020, Hitachi Construction Machinery Co., Ltd. marked the 70th anniversary of the start of full-scale production of construction machinery. We would like to express our sincere gratitude to our numerous stakeholders, including customers and business partners, who have supported Hitachi Construction Machinery during this long period. We will continue to inherit the aspirations of our predecessors who built this growth to the present and have a deep sense of gratitude to everyone. In the future as well, we will continue to take on the challenge of realizing our vision of 'Toward the richness of Earth and prosperous communities in the future...' Hitachi Construction Machinery is contributing to the creation of comfortable living spaces. We look forward to your continued support in the future."

**Kotaro Hirano**  
President, Chief Executive Officer & Director  
Hitachi Construction Machinery Group (HCM)



**UH181**  
20,600+ hours  
Hamm Construction  
Serviced by Wajax,  
Saskatoon, Saskatchewan



**ZX330LC**  
8,500+ hours  
Rogers Construction Inc.  
Serviced by Honnen Equipment,  
St. George, Utah

Do you have an "Old Faithful" Hitachi excavator?  
We'd love to see it! Submit your photo to  
[HitachiFans@hcmda.com](mailto:HitachiFans@hcmda.com).





# “It’s in our blood”

**For Casey Vanderwiele**, a typical Sunday morning includes hopping in one of his Hitachi excavators with a hot cup of coffee. What may seem like work to others is therapy for Casey.

“You can deal with the public and customers, but we refer to our Hitachis as therapy because when you’re in the excavator, it’s just like therapy,” Casey said.

That love of excavating extends beyond Casey to four generations of Vanderwieles involved in the construction business. Together, Casey and his father Cass work as co-owners of Triple C Redi-Mix, Inc., specializing in sand, gravel, ready mix and excavation, in Baker City, Oregon. They also live near each other – Casey lives on one end of the property while Cass lives on the opposite end.

Casey’s grandfather worked in sand gravel. Then Casey worked alongside his father as a “jack of all trades” until the two started Triple C Redi-Mix in 1989. After that, it didn’t take very long for Casey’s two daughters – Dawson

and Campbell – to show their aptitude for excavating.

Casey’s daughter Dawson first hopped in a Hitachi compact excavator to help her mom move dirt to a garden. Now, Dawson is forging her own path as an instructor in a heavy equipment operator training program at Baker Technical Institute in Baker City.

“You could say excavating’s in our blood,” said Casey, who has lovingly named their Hitachi excavators Jonny (ZX160LC-3), Suzy (ZX240LC-3) and Clyde (ZX350LC-3).

## **LEAVING NO DOUBT**

When Dawson walks into the heavy equipment training course classroom as the instructor, students often doubt her. After all, in addition to teaching groups of mostly male students, she’s only 20 years old.





“THE HITACHIS OUTPERFORM ANYTHING AS FAR AS EXCAVATORS. THE RESPONSE AND POWER ARE OUTSTANDING.

**THOSE THINGS WILL DANCE.”** Casey Vanderwiele



Being doubted doesn't faze her, though. For Dawson, who also takes online classes at Blue Mountain Community College, it just means she has to prove herself.

“It's similar to when you're in fourth grade and a substitute teacher comes in,” Dawson said. “They think I'm the substitute, so I prove myself using the boom, stick and bucket. You show them versus telling them.”

Along with her work at the Baker Technical Institute, Dawson also teaches female inmates during a special two-week program at the Oregon Youth Authority. She said it's her favorite class so far and hopes the skills the women learn during their time in her course will help them get jobs once they're released from prison.

“The women did better than all the men have done,” Dawson said. “I like that. I think that going into the class, they had

a lot of self-doubt, but they figured it out. Next thing you know, they were helping each other pass different exercises. They had an attention to detail and patience, which is great for operating. I set goals and every single woman passed all 20 exercises. I never had that happen with the male classes.”

### **FAMILY BUSINESS**

While Dawson's schedule is filled with teaching operating courses, she still helps her dad and grandpa often. She's also very familiar with their love for Hitachi machines.

“All my grandpa and dad care about is their Hitachis,” Dawson smiled. “They're the smoothest operating machines they've had yet.”

With their Hitachi machines, Triple C's efficiency has increased. Casey said the company handles the same

amount of material in a half day as compared to a day-and-a-half without the Hitachis. They also plan to get bigger haul trucks now that they can load using four buckets compared to the seven they used to need.

“The 350 was the first Hitachi my dad got. The Hitachis outperform anything as far as excavators,” Casey said. “The response and power are outstanding. Those things will dance. The fuel savings will make the equipment payment. They're great.”

Casey's fleet isn't the only thing he thinks highly of. For Casey, working with family is a choice – not an obligation.

“I can honestly say since day one of working with my dad, we've never had any fights. He has taught me so many different things,” Casey said. “I feel like one of the richest people in the world.”

*Triple C Redi-Mix, Inc. is serviced by Papé Machinery, Bend, Oregon* ■











# **VERSATILITY** **FOR** **ROCKY** **MOUNTAIN** **UTILITIES**

**GROWING UP, JEREMY FRAZEE KNEW THAT LIFE SPENT WORKING IN A CUBICLE WASN'T GOING TO WORK FOR HIM. HE SPENT HIS HIGH SCHOOL SUMMERS WORKING AS A LABORER FOR THE COMPANY HIS GRANDFATHER STARTED, FRAZEE CONSTRUCTION, BASED IN COLORADO SPRINGS, COLORADO, WHERE HE REALIZED HIS PASSION FOR THE INDUSTRY.**



**T**oday, the company has been passed down to its third generation, with Jeremy Frazee as co-owner, CEO and director of field operations.

“Working outside in such a beautiful place like Colorado...it’s just hard to beat,” Frazee said. “I wouldn’t give it up for anything. The cubicle life just isn’t for me.”

That seems to be the way of thinking for many in the Frazee family – Jeremy’s cousin Bobby Frazee is co-owner of the company.

“Bobby and I both started as laborers in the field for our fathers when they were running the business, and now we’re full owners,” Frazee said. “It’s kind of a rare thing. We’ve got a lot of pride in our family name in this town.”

### PRIDE IN THE NAME

That pride in their family name revolves around the integrity in which the business operates, and the reputation for quality work. To get their jobs done right, they trust one brand name when it comes to excavators: Hitachi.

“We started running Hitachi excavators about four years ago,” Frazee said. “Now, we have eight of them. We continue to choose Hitachi because we’ve had great luck with the equipment.”

Their fleet ranges in size, with six ZX470LC-6 excavators that are their production workhorses, down to a ZX245USLC-6 and a ZXI35US-6 for excavation and compaction in tight spaces. This versatility is important for the wide range of utilities that Frazee typically installs.

The smoothness of the Hitachi machines is another big factor for why the company is growing its Hitachi fleet.

“I think the smoothness and overall operation of the machine is huge,” Frazee said. “Operator comfort and Hitachi machines have always been great. And they’re quiet, which is another bonus.”

Frazee noted that there’s just something about the excitement of having a new machine on a jobsite that energizes the team.

“These guys will fight over who’s going to run the new 470,” Frazee smiled. “And I’d be lying if I said I didn’t like to run the equipment myself, especially new machines. That is the kid in me. Even though I’m not digging all day every day, I’ve always loved running an excavator.”

### ALL-DAY PRODUCTIVITY

At a recent residential jobsite in Colorado Springs, Frazee Construction laid more than 500 feet of new water lines. When jobsites have big expectations and fast turnarounds, productivity is paramount.

“Productivity is everything,” Frazee said. “When one of our machines goes down, it’s a lot of guys standing around and it’s a lot of money. With our Hitachis, that rarely happens. We get great support from our dealer 4Rivers to keep us up and running.”

You can’t have productivity without durability. And the Colorado terrain demands machines that can conquer the variety of rock and soil conditions over time.

“Durability of the machine is huge, especially in Colorado where we’re dealing with a lot of different soil conditions,” Frazee said. “It has to dig through solid rock, granite, sandstone, clay and even frost in the winter. We’ve found that the Hitachis can handle the terrain the best.”

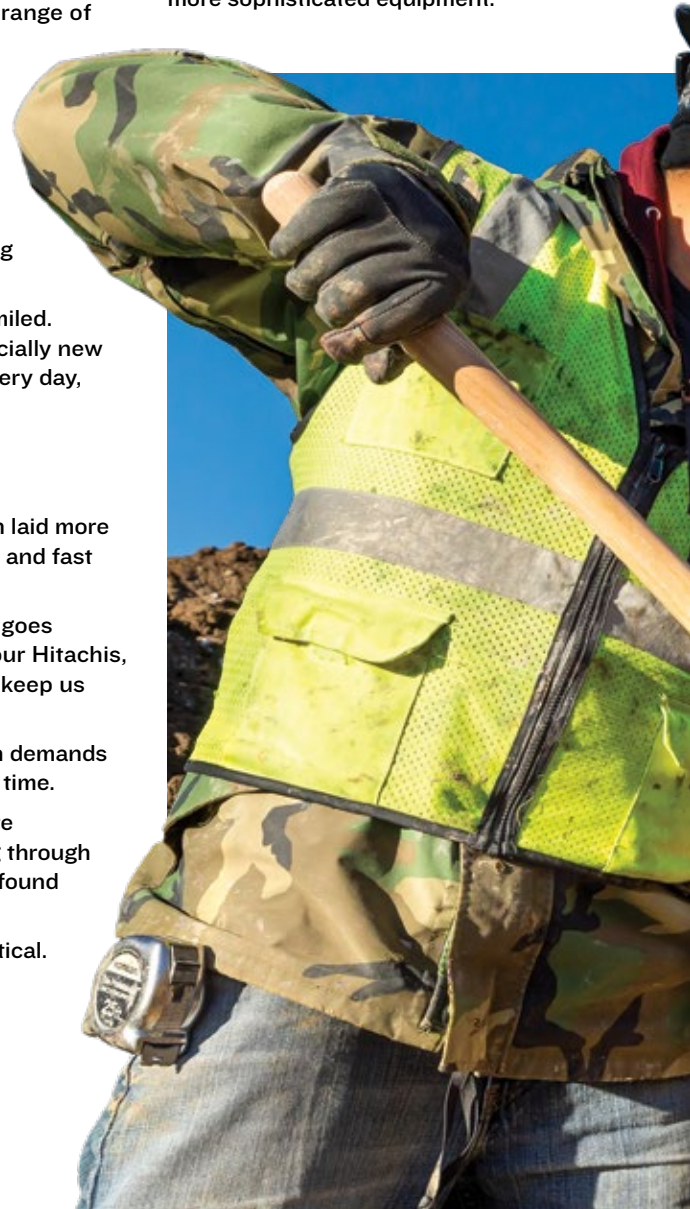
And when maintenance is needed, Frazee noted parts availability is critical.

“We get mechanics and parts extremely fast,” Frazee said. “Some of it can even be done remotely. Having trust in our dealer to support us in that way is huge. We keep that relationship and continue to choose Hitachi because if it ain’t broke, don’t fix it.”

### ACCURACY WITH UTILITIES

With the growth that Colorado Springs has seen as a city in recent years, more and more projects Frazee has tackled have been utilities installations. While productivity is key for installing utilities, so is attention to detail. Water lines, in particular, require high attention to detail and accuracy.

“Everything is inspected, which means we have to be even more precise,” Frazee said. “So, it takes another layer of quality control, more training and more sophisticated equipment.”





Municipalities have stringent guidelines and utilize video equipment to test the pipes before contractors get the green light. Because of this, the training and experience of each operator and crew member is critical when it comes to quality. It's also very important for the crew's safety.

"There's a lot of training involved in the way we install utilities because it's large equipment very close to people on the ground," Frazee said. "You've got a 120,000-lb. excavator that's digging literally a few feet from people. There's a mutual trust and respect, and continuous training to make sure our team is safe."



**"I'D BE LYING IF I SAID I DIDN'T  
LIKE TO RUN THE EQUIPMENT MYSELF,  
ESPECIALLY NEW MACHINES.  
THAT IS THE KID IN ME."**

 **Jeremy Frazee**  
Frazee Construction Co.



#### IN IT FOR THE LONG RUN

Frazee Construction has built a culture of longevity, not only with their machines, but also with their employees.

"My grandfather started this company back in 1946, and as it has been passed down, we've had employees who have been here for decades," Frazee said. "I think the one thing that makes our company unique is almost all of our employees, foremen, superintendents and project managers started as laborers and worked their way up. It really is a family culture here."

Frazee is hopeful that the company continues with a fourth generation of the Frazee family at the reigns.

"So far we've been able to build upon the company," Frazee said. "Hopefully my kids and Bobby's kids can build on what we hand over to them."

If the kids decide they're interested, they're going to have to work their way up like everyone else.

"You don't want the boss' kid to come out of school and just all of a sudden be in charge of people. Our dads' idea was to put in the work, so that's what they can do, too," Frazee smiled.

*Frazee Construction Co. is serviced by 4Rivers Equipment, Colorado Springs, Colorado. ■*



Check out the video at [HitachiConstruction.com/frazee](http://HitachiConstruction.com/frazee)



# Gain a competitive edge

Packed with productivity-boosting advantages, the ZX350LC-6 brings efficiency, reliability and durability to your jobsites.

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**OPERATING WEIGHT**

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**MAX REACH**

11.86 m (38 ft. 11 in.)

**MAX DIG DEPTH**

8.18 m (26 ft. 10 in.)

Find out more at  
[HitachiConstruction.com/  
products/ZX350LC-6](http://HitachiConstruction.com/products/ZX350LC-6)



Soon, this workhorse will be available with a new option – Hitachi Solution Linkage Integrated Grade Control with Topcon. This technology will allow an operator to set a grade and hold it, increasing efficiency and lowering daily operating costs.

With the ZX350LC-6, jobs stay moving ahead, not behind.

- + **Final Tier 4/EU Stage IV Isuzu engine** provides fuel-efficient performance – no DPF needed.
- + **HIOS III hydraulic system** balances engine performance with hydraulic flow.
- + **ZXLink™ remote monitoring system** keeps you updated on your fleet.
- + **Optional auxiliary hydraulic lines** with combination piping increase machine versatility.
- + **Optional Hitachi Solution Linkage Integrated Grade Control with Topcon** allows for precise and productive excavation (coming soon).



 WEBWATCH

Check out the Solution Linkage Grade Control video at [HitachiConstruction.com/solutionlinkage](http://HitachiConstruction.com/solutionlinkage)



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