

Five for five: Delplant upgrades with **Zaxis**

Site proven reliability and performance meant Victorian-based civil contracting and plant hire company Delplant Pty Ltd had no hesitation swapping Hitachi for Hitachi when the time came to replace five of the excavator fleet.

Established in Melbourne in 1971, much of Delplant's work is constructing deep trunk lines for Victorian water authorities and reticulation pipelines for many of the major land developers operating in the state. Presently employing some 50 staff, the company is engaged in a diverse range of pipeline work throughout Melbourne and regional Victoria.

Under the Delplant asset management program five of the excavator fleet were recently up for replacement.

An Hitachi customer since 1988 Delplant, this latest order brings to 32 the number of excavators purchased from Hitachi over the years. Currently Delplant runs a total of 14 excavators, ranging from 4½ up to 45 tonne, of which 13 are Hitachi. The equipment fleet also includes three Hitachi LX80 wheel loaders.

"When the time came to replace five excavators we invited tenders from four of the major equipment suppliers," said Delplant MD Sean Delaney. "Although the tenders were fairly competitive, Hitachi stood out in terms of performance, longevity and service support."

The latest additions to the Delplant equipment fleet – two 23-tonne Zaxis 230s, a 32-tonne Zaxis 330 and two 44-tonne Zaxis 450s – will be used primarily on pipeline contracts or as hire machines.

Introduced into Australia in 2000 the Zaxis excavator range has forged a reputation for strong performance and, along the way, won plenty of friends around the country. Sean Delaney can understand why.

"Whether we are working on a contract or hiring our equipment reliability is the key," he said. "The Hitachi machines have proven to us they can run strongly and consistently for the number of hours we expect from our equipment. They don't let us down, which means we don't let our customers down."

He said that all of the equipment in the fleet is covered by maintenance contracts with suppliers. *"Our mechanics will do the more routine, day-to-day jobs but we'll call in Hitachi for all the planned maintenance on their equipment."*

Delaney views the maintenance contracts as a good investment and adding to the overall reliability of his equipment. He believes that the regular contact between Hitachi service people and his machines also helps to quickly identify any potential problems which can be rectified before they develop. *"It's the level of service we require and receive," he said. According to Sean Delaney, the relationship between Delplant and Hitachi continues to strengthen. "We look forward to their continuing support and interest in our operation," he said.*

For further information contact: Steve Berwick, Hitachi Construction Machinery, Melbourne. Ph: (03) 9701 6666. Email: berwick@hcma.com.au



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