

“ HITACHI - JAPAN ”

HCM Hitachi Construction Machinery Trading Co.

HKL Hitachi Kenki Logistic Technology Co.



Goal: become the global authorized supplier for first and replacement fit for GET parts; Loader blades and wear parts.

JAPAN



Proposal pros: “What’s New”: superior quality product line, supply chain performance, continuous R&D and cost reduction

2

2 Delivery hubs: Ryuigasaki plant and Tsuchiura spare parts supply service

6

6 Divisions involved in process and product validation

12

12 Managers involved in supplier and product validation

70

70 New Skus validation

8

8 Machines have been equipped with the new product line

“ HITACHI - EUROPE ”

HCME Hitachi Construction Machinery Europe

3

3 Divisions

5

5 Managers

70

70 New Skus validation

8

8 Machines have been equipped with the new product line

3

3 OEM validated Bucket Manufacturers have been served with genuine parts to equip buckets

NETHERLANDS



Key Barriers

- Local Suppliers
- Lacking of constant contact due to distances
- Skus geometry differentiation
- Coordination

Results

- Supplier status achievement
- Quality and process approval
- Genuine parts to fit OEM Genuine bucket from either Japan and Europe
- Division coordination per quality, process, price and supply chain performance
- Successful problem solving corrective actions on early claim on steel
- Final product validation
- Mass production achievement

