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MAGAZINE

ALAT BERAT

September 2021 - 12th Edition
Discover Your Equipment Needs



Vaccines protect you and those around you. **Get vaccinated!**



Para pelanggan yang terhormat,
Pertama-tama, perkenalkan saya Yasumasa Zaizen, resmi menjabat sebagai CEO Hexindo pada 31 Mei 2021. Pada kesempatan ini, perkenankan saya untuk memperkenalkan diri dan kebijakan saya secara singkat.

Dear esteemed customers,

First, please allow me to introduce myself. I am Yasumasa Zaizen, who was officially appointed as CEO of Hexindo on May 31, 2021. I would like to take this opportunity to briefly introduce myself and my policy.



Yasumasa Zaizen
Chief Executive Officer

Saya bergabung dengan Hitachi pada 1994 dengan penempatan pertama di bagian penjualan domestik. Saya pernah ditempatkan di China selama 7 tahun dari 2008 hingga 2015. Kembali ke kantor pusat, saya ditugaskan di divisi Used and Rental serta Mining. Namun, pengalaman kerja saya paling lama di bidang penjualan. Dalam memimpin, kebijakan yang saya terapkan adalah buatlah pelanggan senang, maka kita akan ikut senang.

Selanjutnya, saya ucapkan terima kasih atas kepercayaan Anda terhadap produk dan layanan PT Hexindo Adiperkasa Tbk (Hexindo). Dukungan setia Anda kembali mengantarkan Hexindo sebagai salah satu perusahaan alat berat pilihan yang andal dan tepercaya di Indonesia.

Meski wabah Covid-19 masih berlangsung, prospek ekonomi Indonesia kian membaik seiring berjalannya program vaksinasi sebagai salah satu langkah strategis pemerintah Indonesia untuk mendongkrak pemulihan ekonomi. Di sisi lain, harga komoditas batu bara kian pulih diringi dengan permintaan ekspor batu bara yang terus meningkat. Selain itu, tahun ini, pemerintah Indonesia juga meningkatkan belanja infrastrukturnya hingga 48 persen (Informasi APBN 2021, Kementerian Keuangan RI), salah satunya untuk proyek strategis nasional *Food Estate* di Kalimantan Tengah dan Sumatra Utara. Melihat perkembangan ini, Hexindo optimistis sektor industri alat berat di Indonesia akan bangkit kembali. Untuk itu, Hexindo terus berupaya memberikan berbagai kemudahan dan kenyamanan bagi pelanggan dalam mendapatkan unit dan suku cadang Hitachi, salah satunya melalui paket Rent to Buy dan Consite Preventive Maintenance (CPM) Package.

Ke depan, saya berharap segenap keluarga besar Hexindo senantiasa memberikan pelayanan terbaik bagi pelanggan di seluruh Indonesia. Berpegang teguh pada ONE HEXINDO, Hexindo akan semakin solid, tumbuh bersama pelanggan menyambut masa depan yang lebih cerah.

I joined Hitachi in 1994, my first job was domestic sales. I worked in China for about 7 years from 2008 to 2015. Returning to the head office, I was placed in the Used and Rental and the Mining division. However, I spent most of my professional life in sales. My leadership policy is to make the customers happy is to make ourselves happy.

Furthermore, I thank you for your trust in the products and services of PT Hexindo Adiperkasa Tbk (Hexindo). Your loyal support has allowed Hexindo to maintain its position as the reliable and trusted heavy equipment company of choice in Indonesia.

Despite the ongoing Covid-19 pandemic, Indonesia's economic prospect has improved as vaccination is being deployed, a strategic move by the Indonesian government to drive economic recovery. On the other hand, coal prices have improved as coal export demand increased. This year, the Indonesian government has also increased its infrastructure spending by up to 48 percent (Informasi APBN 2021, the Finance Ministry of RI), including for the national strategic project of the Food Estate in Central Kalimantan and North Sumatra. Such development has increased Hexindo's confidence in the recovery of the Indonesian heavy equipment industry. To that end, Hexindo will continue to accommodate the customers with access to Hitachi units and spare parts, including under the Rent to Buy and Consite Preventive Maintenance (CPM) Package.

Moving forward, I hope that everyone at Hexindo will continue to give their best to customers all over Indonesia. Grounded in the principle of ONE HEXINDO, Hexindo will be stronger, growing together with the customers for a brighter future.

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TOKA TINDUNG PROJECT

Toka Tindung Project



Guna mendukung kegiatan operasional PT Geopersada Mulia Abadi dan PT Thiess Indonesia, PT Hexindo Adiperkasa Tbk melebarkan sayap bisnis dengan menghadirkan Toka Tindung Project, tambang emas yang terletak di Desa Winuri Minahasa Utara, Sulawesi Utara dan menempatkan 12 karyawan di sana.

To support the operations of PT Geopersada Mulia Abadi and PT Thiess Indonesia, PT Hexindo Adiperkasa Tbk as part of its business expansion has established Toka Tindung Project, a gold mine in Winuri Minahasa Utara Village, North Sulawesi, deploying 12 employees.

RUPLB DIGELAR, HEXINDO ANGKAT 4 DIREKTUR BARU

Hexindo Appoints 4 New Directors at the EGMS



Pada 31 Mei 2021 lalu, PT Hexindo Adiperkasa Tbk menggelar Rapat Umum Pemegang Saham Luar Biasa di Kantor Pusat. Dihadiri oleh 83,457% pemegang saham dan jajaran manajemen perusahaan, rapat tersebut membahas tentang perubahan susunan pengurus perusahaan.

On 31 May 2021, PT Hexindo Adiperkasa Tbk held an Extraordinary General Meeting of Shareholders at the Head Office. With 83.457% of shareholders and the company's management in attendance, the meeting discussed the change in the company's board of management.

Berdasarkan hasil keputusan rapat, Hexindo menerima pengunduran diri Bapak Eiji Fukunishi, Bapak Tohru Kusanagi, Bapak Hidehiko Matsui, dan Bapak Manabu Arami selaku direktur perusahaan dan mengangkat Bapak Yasumasa Zaizen, Bapak Fumio Nakajima, Bapak Makoto Sorimachi, dan Bapak Toshitaka Uchida sebagai direktur perusahaan, terhitung sejak ditutupnya rapat hingga ditutupnya Rapat Umum Pemegang Saham Tahunan pada tahun 2023.

Based on the meeting resolution, Hexindo approved the resignation of Mr. Eiji Fukunishi, Mr. Tohru Kusanagi, Mr. Hidehiko Matsui, and Mr. Manabu Arami as directors of the company and appointed Mr. Yasumasa Zaizen, Mr. Fumio Nakajima, Mr. Makoto Sorimachi, and Mr. Toshitaka Uchida as directors of the company, effective as of the closing of the Annual General Meeting of Shareholders in 2023.

Selamat datang dan selamat bekerja kepada empat direktur baru Hexindo! Terima kasih kepada Bapak Eiji Fukunishi, Bapak Tohru Kusanagi, Bapak Hidehiko Matsui, dan Bapak Manabu Arami atas kepemimpinannya selama ini. Semoga sukses selalu!

Welcome and God speed for Hexindo's four new directors. Thank you to Mr. Eiji Fukunishi, Mr. Tohru Kusanagi, Mr. Hidehiko Matsui, and Mr. Manabu Arami for their leadership. Wish you success!

Lebih Dekat dengan CEO Hexindo *Yasumasa* *Zaizen*

Up Close and Personal with
Hexindo CEO Yasumasa Zaizen



Yasumasa Zaizen
CEO Hexindo

Dua puluh tujuh tahun menjadi bagian dari keluarga besar HCM, Bapak Yasumasa Zaizen, yang resmi menjabat sebagai CEO Hexindo pada 31 Mei 2021, berbagi cerita mengenai pengalaman kerja dan harapannya untuk Hexindo.

Having been a part of the HCM family for twenty seven years, Mr. Yasumasa Zaizen, who was officially appointed as the CEO of Hexindo on 31 May 2021, shared his professional experience and hope for Hexindo.

Sejak kecil, pria kelahiran Osaka, 6 April 1970 ini, sudah tertarik dengan dunia alat berat. Baginya, alat berat memiliki peran besar dalam kemajuan peradaban manusia. Alat berat mampu menyelesaikan pekerjaan-pekerjaan berat yang tidak terjangkau oleh tenaga manusia, mulai dari membuat jalanan hingga membangun kota. Minatnya terhadap alat berat inilah yang mendorong beliau untuk mempelajari lebih jauh seluk beluk mesin di jurusan Teknik Mesin Kindai University. Begitu lulus pada 1994, tanpa berpikir panjang, beliau pun bergabung dengan Hitachi Corporation Machinery, Co., Ltd. (HCM).

"Saya salut dengan budaya HCM yang selalu menghargai kepentingan karyawan. Karena itu, saya tidak ragu untuk bergabung dengan HCM," ungkap Pak Zaizen.

Merintis karier di Sales Department Kansai Regional Office selama 12 tahun, Bapak Zaizen mengaku memperoleh banyak pengalaman berharga selama menjadi Sales. "Sebagai Sales, saya harus bertransaksi dengan banyak pelanggan, baik dari Jepang maupun China. Setiap pertemuan sangat berharga, memberikan saya banyak pengalaman penting dan cerita menarik," ujar beliau.

Semakin matang berniaga, beliau pun menerima tantangan baru di Used Equipment Planning Dept selama periode 2006-2008. Sejak

Born in Osaka on 6 April 1970, Mr. Zaizen has shown interest in heavy equipment since he was a child. For him, heavy equipment plays a great role in the advancement of human civilization. Heavy equipment has the ability to handle works that are too heavy for human hands, from the construction of roads to whole cities. His interest in heavy equipment drove him to further study how machines work in the Faculty of Mechanical Engineering of Kindai University. Upon his graduation in 1994, without hesitation, he joined Hitachi Corporation Machinery, Co., Ltd. (HCM).

"I really admire HCM's culture of attending to the interest of the employees. That's why I didn't hesitate to join HCM," said Mr. Zaizen.

Starting his career in the Sales Department of the Kansai Regional Office for 12 years, Mr. Zaizen said that he gained a lot of valuable experience during his time in Sales. "As a salesperson, I was involved in a lot of transactions with the customers from both Japan and China. Every meeting gave me a valuable new experience and great story," he said.

Having gained much experience in business, he looked for new challenges at the Used Equipment Planning Dept. in 2006-2008.

saat itu, beliau senantiasa dipercaya sebagai General Manager di berbagai departemen, mulai dari GM HCM Shanghai (2008-2015), GM HCM Trading (2015-2016), GM Used Equipment Planning Dept. (2016-2018), hingga GM Mining Sales and Service Division (2018-2021).

Mengusung moto hidup: *be happy*, Bapak Zaizen merasa sangat senang dan beruntung ditugaskan di Indonesia. "Indonesia adalah negara yang sangat dinamis dan sedang berkembang pesat. Saya yakin saya bisa ikut berkontribusi," kata Pak Zaizen.

Meski di tengah pandemi, Bapak Zaizen optimistis Hexindo akan terus tumbuh menjadi penyedia alat berat No. 1 di Indonesia. "Zaman sudah berubah, sudah saatnya kita membangun bisnis yang bisa cepat beradaptasi terhadap perubahan dan memenuhi harapan pelanggan. Saya ingin menerapkan terobosan-terobosan baru yang akan mendorong Hexindo terus berkembang. Semoga karyawan Hexindo dapat terus berinovasi, menciptakan bisnis baru yang sesuai dengan kebutuhan pelanggan sehingga posisi Hexindo di hati pelanggan Indonesia tak tergantikan," tutup Bapak Zaizen.

Since then, he has been trusted to be General Manager for various departments, from GM of HCM Shanghai (2008-2015), GM of HCM Trading (2015-2016), GM of Used Equipment Planning Dept. (2016-2018), to GM of Mining Sales and Service Division (2018-2021).

Living by the motto of *be happy*, Mr. Zaizen feels lucky to be assigned to Indonesia. "Indonesia is a rapidly growing country that is very dynamic. I'm sure I can contribute to this," said Mr. Zaizen.

Amid the pandemic, Mr. Zaizen remains optimistic that Hexindo will continue to grow to become the No. 1 heavy equipment provider in Indonesia. "The world is changing. It's time for us to build a business that can quickly adapt to change and meet customers' expectation. I want to implement new breakthroughs to drive Hexindo's further development. I hope that Hexindo's employees can continue to innovate and come up with new businesses to meet the customers' needs, further cementing Hexindo's position among the Indonesian customers," said Mr. Zaizen.

Karyawan Hexindo Menjadi Pemenang Miss K3 2021

Hexindo Staff Wins Miss Safety and Health 2021



Nabila Dhisti Priyasdamaranti, staf Departemen QSHE PT Hexindo Adiperkasa Tbk, terpilih sebagai pemenang dalam ajang Miss K3 2021, mengalahkan lima partisipan lain dari PT United Tractors Tbk, PT PGAS Solution (2 orang), PT Pembangunan Perumahan, dan PT PLN (Persero). Mengundang seluruh perusahaan di Jakarta untuk berpartisipasi, ajang yang diselenggarakan oleh Dinas Tenaga Kerja dan Administrasi Provinsi DKI Jakarta ini bertujuan untuk mendukung program strategis Pemerintah Provinsi DKI Jakarta dalam mencegah kekerasan pada perempuan serta mencegah penyebaran HIV/AIDS di lingkungan kerja.

The representative of PT Hexindo Adiperkasa Tbk, QSHE staff Ms. Nabila Dhisti Priyasdamaranti, was selected as Miss Safety and Health 2021 against five other participants from PT United Tractors Tbk, PT PGAS Solution (2 people), PT Pembangunan Perumahan, and PT PLN (Persero). Open to all companies in Jakarta, the event was held by the Department of Manpower and Transmigration of DKI Jakarta Province to support the strategic program of the DKI Jakarta Provincial Government for the prevention of violence against women and the transmission of HIV/AIDS in the workplace.





Amri Febiansyah

Direktur PT Batu Wangi Properties
Director of PT Batu Wangi Properties

Pakai Paket CPM, Cash Flow Perusahaan Lebih Stabil

More Stable Cash Flow with CPM Package

Meski baru setahun berdiri, tepatnya pada 21 Januari 2020, PT Batu Wangi Properties (BWP) yang beroperasi di Cilegon, Banten, sudah cukup lama mengenal seluk beluk mesin Hitachi. Pasanya, perusahaan merupakan anak perusahaan dari CV Putra Mandiri Corporation (PMC), yang telah bekerja sama dengan Hexindo dan menggunakan produk-produk Hitachi sejak 2006.

Having only been in operation for a year, since 21 January 2020, PT Batu Wangi Properties (BWP) based in Cilegon, Banten, is already very familiar with Hitachi units. The company is a subsidiary of CV Putra Mandiri Corporation (PMC), which has been a partner of Hexindo and using Hitachi products since 2006.

"Saya senang dengan produk Hitachi karena *durability*, efisiensi, dan perawatan, semua sudah teruji, dibandingkan dengan merek-merek lainnya," ujar Bapak Amri Febiansyah selaku Direktur BWP.

Meski di tengah pandemi, kegiatan bisnis BWP yang masih seumur jagung terhitung lancar. Penurunan penjualan dan kenaikan harga BBM secara umum dapat teratasi. Bahkan, tahun ini, BWP melakukan peremajaan hampir seluruh unit. Sebelumnya, BWP memiliki 8 unit alat berat, 2 di antaranya adalah merek Hitachi, yakni ZX210F dan ZX200G. Kini, BWP total memiliki 6 unit Hitachi, 3 unit ZX210F sebagai *breaker* dan 3 unit ZX200 sebagai *bucket*. Kesemuanya menggunakan paket CPM.

"I like Hitachi products because of their proven durability, efficiency, and maintenance, compared to other brands," said Mr. Amri Febiansyah as Director of BWP.

Amid the pandemic, the young BWP has not experienced any significant hindrance in its business. Sales drop and oil fuel price hike are generally manageable. This year, BWP even rejuvenates all of its units. Previously, BWP had 8 units of heavy equipment, 2 of which are Hitachi ZX210F and ZX200G. BWP currently has 6 Hitachi units, comprising 3 ZX210F breaker units and 3 ZX200 bucket units. All of them were acquired under the CPM package.

"Saya tahu paket CPM dari Sales Hexindo. Dengan paket CPM, kami sangat terbantu karena bisa *reduce cost* urusan *spare part*. Menurut saya program ini sangat inovatif, enggak semua merek ada dan sejauh ini saya sangat puas karena mekaniknya responsif," lanjut Bapak Amri.

Sementara dari segi kendala, menurut Bapak Amri, masih skala minor. "Mungkin karena masih baru, masih *settingan* pabrik jadi belum bisa gesit kayak alat lama. Operator masih butuh waktu kenalan. Seiring waktu, saya yakin operator akan lebih familier dengan unit ini. Lagian saya cukup tenang ambil paket CPM, nanti kami bisa *share* ke mekanik saat servis paket CPM pertama (masa pakai 500 jam). Harapannya, unit bisa lebih gesit lagi setelah diskusi sama mekaniknya langsung," ungkap Bapak Amri.

Ditanya mengenai manfaat paket CPM, bagi performa bisnis perusahaan, Bapak Amri menjawab, "Lebih tenang sih kalau ada apa-apa, masih ada garansi. Malah rugi kalau enggak ambil paket CPM karena secara tidak langsung membantu kestabilan keuangan perusahaan juga. Paket CPM menawarkan banyak diskon dan gratisan. Sementara kita tahu suku cadang alat berat kan lumayan mahal, makanya pas banget ada paket CPM."

Guna menunjang masa depan perusahaan sebagai perusahaan penambangan, pengolahan sekaligus penjualan batu andesit, dan konstruksi profesional yang mampu membangun *cluster*, menggiling limbah, serta *tracking* sendiri, Bapak Amri berharap Hexindo dapat terus berinovasi menawarkan program-program menarik seperti paket CPM.

"Kalau bisa ada program tukar tambah unit lama dengan unit baru dengan syarat-syarat tertentu. Kedua, mungkin bisa ada program *general check* setiap 1.000 jam, 10.000 jam, atau sampai habis masa paket CPM. Alat kita di-*general check* oleh mekanik biar ketahuan masalahnya di mana dan bisa dicarikan solusinya. Selain itu, paket CPM sekarang kan ada penggantian filter solar dan filter oli, mungkin ke depan bisa ditambahkan fitur-fitur lain, misal dapat *grease* setiap servis," pungkas Bapak Amri.

"I heard about the CPM package from Hexindo Sales. CPM package was a great help in reducing cost for spare parts. I think this is an innovative programs that are rarely found in other brands and so far I'm satisfied with the mechanics' responsiveness," said Mr. Amri.

According to Mr. Amri, the challenges found are relatively minor. "Maybe because they're new units that still maintain the factory setting, they're not as agile as worn units. The operator needs more time to get accustomed to them. In time, I'm sure that the operators will grow more familiar with the unit. Also, I'm not worried because we took the CPM package. We can share this with the mechanics when we do our first CPM package. service (500 hours into use). My hope is that we can improve the unit's agility upon discussion with the mechanic," said Mr. Amri.

Asked about CPM package's benefits for the company's business performance, Mr. Amri said, "It alleviates our worry with any potential issue since we have the warranty. The CPM package is a must to help maintain the company's financial stability. CPM package offers much discount and free perks. As we know, heavy equipment spare parts are quiet pricey. This CPM package is a solution for that."

To secure the company's future as a professional andesite mining, processing, and sales and construction company with its own cluster development, waste grinding, and tracking capabilities, Mr. Amri hopes that Hexindo will maintain its spirit of innovation and continue to offer great programs such as the CPM package.

"It would be great to have an exchange program for an old and new unit under certain requirements. Second, a general check program for every 1,000 hours, 10,000 hours, or until the end of CPM package validity. So a mechanic can conduct a general check on our equipment to detect any issues and find a solution for them. Other than that, the CPM package currently covers solar filter and oil filter replacement. Maybe more features can be added moving forward, such as greasing during maintenance," said Mr. Amri.



Mega Bintang Kasnawi

Pemilik PT Bintang Nusantara Linda
Owner of PT Bintang Nusantara Linda



ZX200-5G: Jelas Lebih Irit

ZX200-5G: Maximum Cost Efficiency

Demi pelayanan prima, PT Bintang Nusantara Linda (BNL) tidak pernah kompromi dalam memilih ekskavator. Pada Februari 2021, seiring pertumbuhan sektor tambang dan perkebunan di wilayah operasinya yang berfokus di Kalimantan Timur dan Kalimantan Utara, BNL pun gencar berburu ekskavator. Pilihan jatuh pada ZX200-5G. Dari yang awalnya sekadar ingin mencoba merek baru, BNL akhirnya yakin mengambil 12 unit ZX200-5G dan 1 unit ZX470 sekaligus.

"Saat ini, kebutuhan unit meningkat karena semua pemilik tambang batu bara sedang mengejar target pertambahan. Hitachi sendiri masuk dua besar ekskavator *best seller* di Indonesia, jadi menurut saya sudah teruji tahan bantinglah itu," urai Bapak Mega Bintang Kasnawi selaku pemilik BNL.

Usai sekitar 3 bulan pemakaian, Bapak Bintang sangat puas dengan pelayanan Hexindo dari hulu ke hilir. Menurut pandangannya, performa ekskavator Hitachi sangat baik, baik dari segi bahan bakar maupun pengoperasian. Pemakaian solar juga lebih irit dibandingkan merek sebelumnya sehingga sangat menguntungkan bagi perusahaan. Bahkan, peralihan bahan bakar ke B30 sesuai kewajiban pemerintah pun tidak ada problem berarti dan tetap irit.

"Proyek-proyek BNL memang secara medan tidak terlalu sulit, tetapi secara material cukup menantang. Sampai hari ini, saya monitor penggunaan bahan bakar Hitachi paling boros di 19,7 liter/jam, terutama jika dipakai untuk mengangkut batu," jelas Bapak Bintang.

To maintain premium level of services, PT Bintang Nusantara Linda (BNL) does not compromise when it comes to excavators. In February 2021, as the mining and plantation sectors grew in its operational area – which is focused in East Kalimantan and North Kalimantan, BNL was looking hard for an excavator. They finally went with ZX200-5G. Just looking to try out a new brand initially, BNL ended up taking on 12 units of ZX200-5G and 1 unit of ZX470.

"We currently have a bigger need for units as all coal mine owners are striving to meet higher production targets. Hitachi is in the top two of best-selling excavators in Indonesia, so to me, there is no question with regard to their resilience," said Mr. Mega Bintang Kasnawi as the owner of BNL.

After 3 months of use, Mr. Bintang is highly satisfied with Hexindo's end-to-end services. According to him, Hitachi excavators show excellent performance, in terms of fuel and operation. Diesel consumption is also more efficient compared to the previous brand they used, which is highly economical for the company. Even with fuel replacement with B30 as required by the government, there has been no significant problem or any efficiency issue.

"The challenge in BNL projects is not terrain, but material. Based on my observation, fuel consumption in Hitachi units reaches its highest at 19.7 liters/hour for rock transportation," said Mr. Bintang.

Unit Hitachi juga mudah dioperasikan dan dirawat. Mulai dari proses pembersihan lapisan batu bara, generalisasi (pembuatan parit dan kolam), pengupasan tanah, hingga pemuatan batu bara, seluruh kegiatan operasi di perusahaan berjalan lancar tanpa kendala. Namun, ke depan, pengembangan produk perlu terus dilakukan, mengingat ukuran *bucket* Hitachi lebih kecil dibandingkan merek lain.

Di sisi lain, suku cadang unit Hitachi juga lebih murah dibandingkan merek lain serta didukung dengan ketersediaan yang memadai. Pelayanan tim pemasaran dan mekanik pun sangat baik dalam menunjang proses pemesanan dan pemeliharaan unit. "After sales service, on time dan on target semua," ulas Bapak Bintang.

Didukung kontribusi dari sektor tambang dan perkebunan, BNL, yang berdiri sejak 2003, kini memiliki 400 unit alat berat. Ke depan, seiring perkembangan industri tambang, BNL berpeluang merambah ke bisnis pembersihan *over burden*. Tahun ini, BNL menargetkan penambahan 50 unit baru, yang terdiri dari *graded, bulldozer, dump truck, compactor*, dan ekskavator mulai dari kelas 20, 40, hingga 200 ton.

Perkembangan ini mendorong kerja sama lanjutan antara BNL dan Hexindo. "Dalam jangka pendek, kami berencana menambah ekskavator Hitachi kelas 20 ton dan dalam jangka panjang akan merambah ke Zaxis 350 dan Zaxis 470," jelas Bapak Bintang.

Hitachi units also offer easy operation and maintenance. From coal cleaning, generalization (ditch and pond creation), soil removal, to coal transportation, all of the company's operational activities have been running without issue. However, further product development needs to be done in the future, considering that the bucket in Hitachi units is smaller compared to other brands.

On the other hand, Hitachi spare parts are more affordable compared to other brands, not to mention their reliable availability. The marketing and mechanical teams are also excellent in supporting orders and unit maintenance. "Their entire after-sales service is on time and on target," said Mr. Bintang.

Contributed by the mining and plantation sectors, BNL, which was established in 2003, now has 400 heavy equipment units. Moving forward, as the mining industry continues to grow, BNL might expand to *overburden removal*. This year, BNL has targeted to acquire 50 new units, comprising *graded, bulldozer, dump truck, compactor*, and 20, 40, to 200-ton excavators.

Such development will require further collaboration between BNL and Hexindo. "In the short term, we are planning to acquire more 20-ton Hitachi excavators as well as, in the long term, Zaxis 350 and Zaxis 470," said Mr. Bintang.

“Unit Hitachi mudah dioperasikan dan dirawat. Di sisi lain, suku cadang unit Hitachi juga lebih murah dibandingkan merek lain.”

ZX200-5G

JENIS MESIN

Engine Type

Isuzu CC-6BG1T

KODE MODEL

Engine Type

746/1.800

TENAGA MESIN

Engine Power

125 kW (168 HP)

JANGKAUAN GALI MAKSIMUM

Maximum Digging Reach

9.920 mm

KEDALAMAN GALI MAKSIMUM

Maximum Digging Depth

6.670 mm

DAYA GALI BUCKET ISO

Bucket Digging Force ISO

158 kN (16.200 kgf)

DAYA RENGKUH LENGAN ISO

Arm Crowd Force ISO

114 kN (11.600 kgf)

Lebih Irit dan Semakin Produktif dengan **EX2000-7**

More Efficient and Productive with EX2000-7

Dilengkapi berbagai fitur unggulan, EX2000-7, yang akan rilis pada 2022 mendatang, hadir lebih sempurna sebagai ekskavator tangguh yang irit bahan bakar. Ekskavator *ultra-large hydraulic* yang merupakan *remodel* dari EX1900-6 ini memiliki bobot operasi sebesar 193 ton sehingga sangat cocok untuk operasi penambangan dan penggalian skala kecil dan menengah.

Introducing many breakthrough features, EX2000-7, to be released in 2022, is a more refined, highly durable excavator with higher fuel efficiency. Remodeled from EX1900-6, the ultra-large hydraulic excavator has an operating weight of 193 tons, which is perfect for mining operation and small and medium-scale digging.



Didukung desain mesin seri EX-7 terbaru, komponen-komponen penting pada EX2000-7 lebih bandel dari EX1900-6 sehingga biaya masa pakai pun semakin efisien. Pemanfaatan Teknologi Informasi dan Komunikasi (TIK) dan Internet of Things (IoT) pada EX2000-7 juga membuat pekerjaan perbaikan dan inspeksi mesin lebih mudah dilakukan. Dengan sirkuit hidraulik dan fitur mode operasi yang baru, konsumsi bahan bakar EX2000-7 bisa lebih irit hingga 19 persen dibandingkan dengan pendahulunya, EX1900-6. Kemampuan EX2000-7 menghemat bahan bakar ini berkontribusi pada penurunan emisi CO2 sebanyak 460 ton per tahun.

Equipped with the latest EX-7 series machine, the key components in EX2000-7 are tougher from EX1900-6, resulting in more efficient cost and lifetime. The use of Information Technology and Communication (ITC) and the Internet of Things (IoT) on EX2000-7 makes repair and inspection easier. With a hydraulic circuit and new work mode selection feature, EX2000-7 consumes up to 19 percent less fuel compared to its predecessor, EX1900-6. Such fuel efficiency on EX2000-7 contributes to CO2 emission reduction of 460 tons per year.

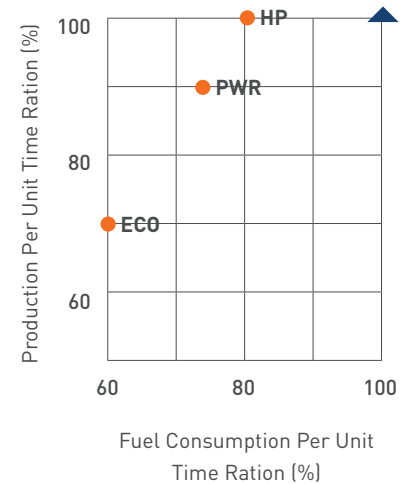
6

Keunggulan EX2000-7

6 Features of EX2000-7

- 1** Aliran oli hidraulik dikontrol sesuai pola pengoperasian dan geometri *attachment* ujung depan untuk meningkatkan efisiensi energi.
Hydraulic oil flow is controlled according to the operating pattern and front-end attachment geometry for energy efficiency.
- 2** Laju aliran pompa hidraulik dikontrol secara akurat oleh regulator elektronik berdasarkan posisi tuas operasi dan beban mesin untuk menekan konsumsi bahan bakar.
Delivery flow rates of the hydraulic pumps are finely controlled by electronic regulators based on operating lever positions and engine load to reduce fuel consumption.
- 3** Memiliki tiga pilihan mode operasi: *High Power Mode* (HP), *Power Mode* (PWR), dan *Economy Mode* (ECO) untuk mengurangi pemakaian bahan bakar sekaligus meningkatkan produktivitas unit.
It has three work modes: High Power Mode (HP), Power Mode (PWR), and Economy Mode (ECO) to reduce fuel consumption and improve unit productivity.
- 4** Struktur *attachment* ujung depan lebih kuat karena area sambungan *boom-arm* dan rangka utama dirancang sesuai bobot ekskavator guna meningkatkan masa pakai unit.
The front-end attachment is stronger since the boom-arm joint area and main frames are designed based on the weight of the excavator to increase unit lifetime.
- 5** Kecepatan rotasi kipas pendingin oli pada mesin seri EX-7 disesuaikan dengan kenaikan suhu oli hidraulik. Sementara, kecepatan kipas radiator dikontrol sesuai suhu ambien dan suhu cairan pendingin mesin. Inovasi ini mencegah keretakan sekaligus goresan pada komponen internal mesin akibat pemuaian, yang berkontribusi pada peningkatan masa pakai komponen sekaligus efisiensi energi.
The rotating speed of the fans on EX-7 series machines is adjusted to the hydraulic oil temperature. The speed of the radiator fan is controlled based on the ambient temperature and the engine coolant temperature. This innovation helps prevent cracking and scoring of internal parts due to thermal expansion, increasing component lifetime and energy efficiency.
- 6** ConSite Mine berbasis IoT dan teknologi kecerdasan buatan (Artificial Intelligence/AI) yang melekat pada EX2000-7 dapat meminimalkan waktu henti ekskavator dan menstabilkan pengoperasian unit. EX2000-7 juga siap diintegrasikan dengan Sistem Operasi Jarak Jauh, Sistem Pendukung Operasi, dan fitur Operasi Otonom, yang jadwal uji cobanya akan dimulai pada 2021.
Based on IoT and Artificial Intelligence (AI), the ConSite Mine attached to EX2000-7 minimizes machine downtime and stabilizes operation of machines. EX2000-7 will come ready for the integration of a Remote Operation System, Operation Support System, and Autonomous Operation function, for which testing is scheduled to begin in 2021.

PRODUCT INFO



Perbandingan EX2000-7 (di setiap mode operasi) dan EX1900-6 berdasarkan produksi dan konsumsi bahan bakar per unit waktu

Comparison between EX2000-7 (on every operating mode) and EX1900-6 based on production and fuel consumption per unit time

EX2000-7

ENGINE

Manufacture

Cummins

Model

QST30-C

BACKHOE

Rated power (kW/min⁻¹)

746/1.800

Operating weight

193.000

Standard bucket capacity by new Japanese Industrial System (JIS) (m³)

12,0 (for 1,8 SG)

14,0 (for 1,65 SG)

Bucket digging force (kN)

701

Arm crowd force (kN)

628

LOADING SHOVEL

Operating weight

192.000

Standard bucket capacity by new JIS (m³)

12,0

Bucket digging force (kN)

737

Bucket digging force (kN)

700



Product Support Award

Semester 2/2020: Maju Terus Karyawan Hexindo!

Product Support Award
Semester 2/2020:
Go Hexindo Employees!

Tiga cabang terbaik:

1. Muara Enim
2. Aceh
3. Samarinda

Tiga proyek terbaik:

1. Kideco Project
2. Sangata Project
3. Bengalon Project

Meski pandemi Covid-19 masih berlangsung, Hexindo tetap menggelar Product Support Award Semester 2/2020 pada 3 Mei 2021 secara virtual. Komitmen ini merupakan bentuk apresiasi atas jerih payah dan dedikasi karyawan Hexindo terhadap perusahaan sekaligus pemicu semangat untuk terus meningkatkan kinerja seluruh karyawan dari waktu ke waktu. Predikat tiga cabang terbaik berturut-turut disandang oleh Muara Enim, Aceh, dan Samarinda. Sementara predikat tiga proyek terbaik dipegang oleh Kideco Project, Sangata Project, dan Bengalon Project.

Amid the ongoing Covid-19 pandemic, Hexindo held a virtual Product Support Award Semester 2/2020 on 3 May 2021. This is part of the commitment to appreciating the hard work and dedication of Hexindo employees to the company while at the same time giving them the motivation to continuously improve their performance. The top three branches were Muara Enim, Aceh, and Samarinda, while the top three projects were Kideco Project, Sangata Project, and Bengalon Project.

Daftar Pemenang Product Support Awart Semester 2/2020

List of Winners at Product Support Awart Semester 2/2020

No.	Kategori Category	Nama Pemenang Winner	Cabang/Proyek Branch/Project	Peringkat Rank
Cabang Branch				
1.	Best Branch Warehouseman	Syahrizal	Medan	1
2.	Best Branch Part Counter	Suhartono Raharjo	Aceh	1
		Sofianita Seffiani Tanjung	Jambi	1
3.	Branch Service Admin	Yenni Lestari	Samarinda	2
		Dwi Sukmawati	Pontianak	3
		Andrie Dwi Prasetyo	Cilegon	1
4.	ConSite Shot	Rahmatullah	Aceh	2
		Yedi Riyadi	Bandarlampung	3
		Supriyanto, Rahmad Jailani	Muara Enim	1
5.	SPE Performance	Jamal, Widodo	Samarinda	2
		Rendi Rumawan	Kendari	3
		Asnul Arifin & Gusri	Pekanbaru	1
6.	Web shop (CE Part Counter)	Aulia Rachman	Samarinda	2
		Edo Emaldo	Muara Enim	3
7.	Safety Performance – Branch	Zaeni	Merauke	1
8.	Branch Service Response	Riwanda Bangun	Jambi	1
		Supriyanto	Muara Enim	1
9.	Branch Part & Service Sales	M. Rizky	Ketapang	2
		Ridwan	Aceh	3
		Andi Ishak Achmad	Kendari	1
10.	Best PSR Performance	Rachmat Saleh	Palembang	2
		Dede Suryadi	Pekanbaru	3
11.	Branch PS Performance	Somadi	Sungai Baung	1
		Jumirin	Tanjung Pandan	1
12.	Best Training Participant	Arif Nurrahmat Hidayah	Sampit	2
		M. Rosit Setiawan	Pontianak	3
Proyek Project				
1.	Best Project Warehouseman	Kamsi	Berau	1
2.	Best Project Part Counter	Irwan Junaedi	Pama Baya	1
3.	Best DIFFOT THIESS	Donel Mukti Leksono	Sangata	1
		Imam Sulistyono, Haryanto	Sangata	1
4.	AMT Performance Non FMC	Decky Cahyo, Julianto Firdaus	Bengalon	2
		Sucipto, Aan Muhrizal, Ricky Puger	Samarinda	3
		Nanang Gozali, Dewi Sartika, Rendy	Sangata	1
5.	AMT Performance FMC	Frisal, Riyan Santoso, Septian	Adaro	2
		Ardiansyah, Ridwan Setiaji	Kideco	3
		Muhammad Wijarnarko	Samarinda	1
6.	Post Inspection (PIR) Performance	Zulfikar Muttaqie	Kideco	2
		M. Fatchurrochman	Luwe	3
7.	Safety Performance - Project	Sutoyo	Kideco	1
8.	Project PS Performance	Saryadi	Muara Bungo	1
		Indra Pakpahan	Kideco	1
9.	Project VHS Performance	Ardin	Vale	2
		Rezkianto Okta P.	Bengalon	3
		Asmar Amir	Balikipapan	1
10.	Part Specialist Performance	Mohammad Arif	Berau	2
		Sanwani	Sumbawa	3
		Sutoyo	Kideco	1
11.	Project Part & Service Sales	Ade Sule	Sumbawa	2
		Iwan Purnomo	Sangata	3
		Yoga Putra Riyandi	Bengalon	1
12.	Best Training Participant	Arzargi El Fathan	Bengalon	2
		Budi Irawan	Melak	3

Tips

Penanganan Biodiesel dan Perawatan Unit Berbahan Bakar Biodiesel

Biodiesel and Biodiesel-Fueled Unit Maintenance Tips



Sejak 1 Januari 2020, pemerintah Indonesia mewajibkan penggunaan bahan bakar B30 (30 persen biodiesel, 70 persen bahan bakar minyak jenis solar) pada mesin diesel. Kebijakan ini merupakan bagian dari upaya pemerintah untuk meningkatkan kualitas lingkungan sehubungan dengan sifat biodiesel yang mudah terurai dan lebih rendah emisi dibandingkan dengan bahan bakar fosil.

As of 1 January 2020, the Indonesian government puts into effect the requirement to use B30 fuel (30 percent biodiesel, 70 percent diesel) in diesel engines. The policy is a part of the government's efforts to improve environmental quality as biodiesel is more decomposable and generates lower emission compared to fossil fuel.

Namun, penggunaan bahan nabati pada biodiesel membuat bahan bakar ramah lingkungan ini mudah terdegradasi. Pertumbuhan mikrobiologi (jamur, bakteri, dan *yeast*), peningkatan kandungan asam, peningkatan kandungan air, sekaligus proses penyimpanan dan penanganan yang kurang tepat bisa merusak kandungan bahan bakar. Biodiesel yang sudah melebihi masa pakai (90 hari dari tanggal produksi) memiliki kandungan asam tinggi yang bisa berdampak fatal pada mesin/unit yang Anda miliki, di antaranya kerusakan komponen unit berbahan karet, kerusakan mesin akibat karat, serta kerusakan pada komponen *fuel line* (filter dan pipa besi).

However, the use of biofuel in biodiesel makes this environmentally friendly fuel more degradable. Microbiological growth (fungus, bacteria, and yeast), acid content increase, water content increase, and improper storage and handling may damage fuel contents. Biodiesel that is past its expiration date (90 days from production date) has high acid content that can be fatal to your machine/unit, causing damages such as rubber component damage, machine damage due to rusting, and fuel line component (filter and steel pipe) damage.

Tips Penyimpanan B30

- Jauhkan tangki penyimpanan bahan bakar dari paparan panas matahari langsung
- Tutup rapat penampungan bahan bakar untuk mencegah air masuk
- Kuras air di dalam tangki secara rutin untuk menghindari kontaminasi kandungan bahan bakar
- Lakukan pemeriksaan setiap bulan untuk mencegah endapan pada dasar tangki
- Tambahkan solar baru untuk menjaga keawetan kondisi solar di dalam B30
- Apabila solar terkontaminasi dan berubah warna, kuras dan bersihkan tangki sebelum diisi dengan solar baru
- Apabila biodiesel sudah kedaluwarsa (berusia lebih dari 90 hari dari masa produksi) tanpa penambahan bahan bakar baru, segera buang kemudian kuras dan bersihkan tangki sebelum diisi dengan bahan bakar biodiesel baru

B30 Storage Tips

- Keep fuel tank away from direct sunlight
- Close the fuel tank tightly to keep water away
- Routinely drain the tank to avoid fuel contamination
- Conduct routine checking to avoid sedimentation in the tank
- Add a fresh batch of diesel to maintain the diesel content in B30
- In case of diesel contamination and change in coloration, drain and clean the tank before adding the fresh batch of diesel
- In case of biodiesel expiry (more than 90 days from production date) without fuel addition, drain and clean tank before adding the fresh batch of diesel

Tips Perawatan Unit Berbahan Bakar Biodiesel

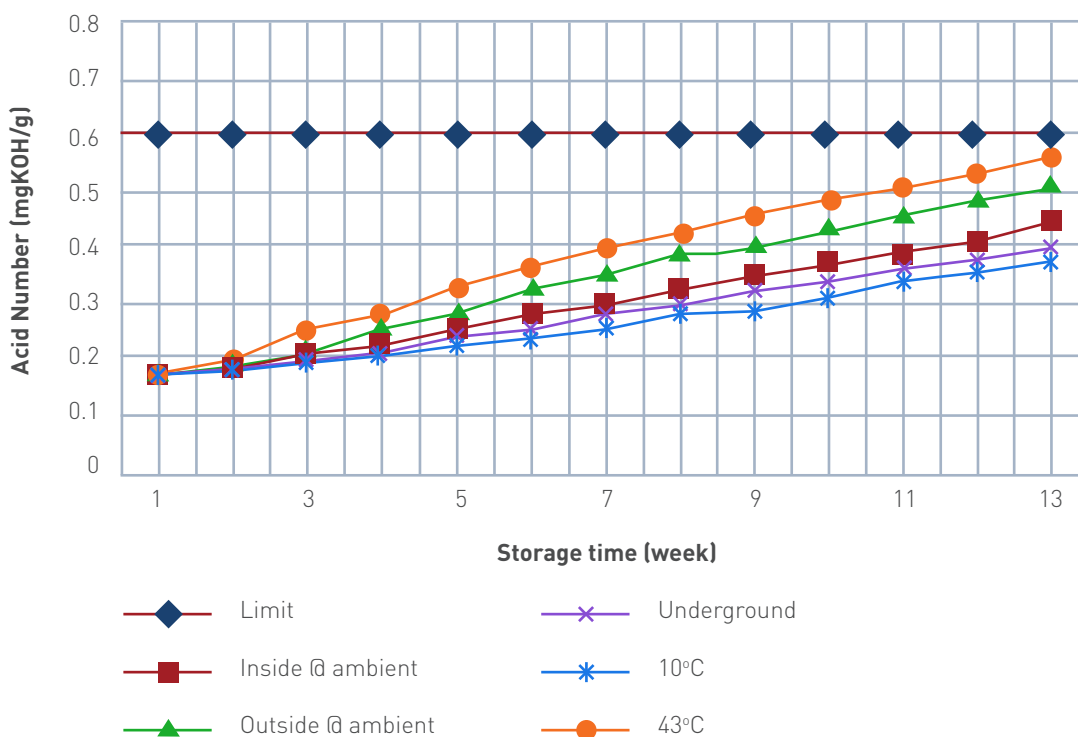
- Cek kondisi visual bahan bakar diesel setelah unit tiba di lokasi/cabang
- Jika kondisi masih baik, segera lakukan penambahan bahan bakar baru agar bahan bakar tidak lekas rusak
- Kuras air pada *water separator*
- Cek kondisi *fuel filter*, jika ada indikasi karat atau terkontaminasi air, segera ganti dengan filter baru
- Hidupkan mesin selama 30 menit agar bahan bakar tersirkulasi
- Lakukan perawatan berkala setiap bulan sesuai dengan SB 20130031

Biodiesel-Fueled Unit Maintenance Tips

- Make a visual check on the diesel fuel upon arrival on site
- If it's in good condition, add a fresh batch of fuel to avoid damage
- Drain the water separator
- Check the fuel filter and change if any rust or water contamination is detected
- Turn on the engine for 30 minutes for fuel circulation
- Conduct monthly maintenance in accordance with SB 20130031

Apabila Anda memiliki pertanyaan lebih lanjut mengenai penanganan biodiesel dan perawatan unit berbahan bakar biodiesel, hubungi cabang Hexindo terdekat. Semoga bermanfaat!

For further question on biodiesel handling and biodiesel-fueled unit maintenance, contact the nearest Hexindo branch. Hope this helps!



Sejoli Tangguh: ZX870 dan B50E

The Resilient Duo:
ZX870 and B50E



Layaknya pasangan, ZX870 dan B50E memiliki fungsi yang saling melengkapi. ZX870 yang merupakan ekskavator hidraulik keluaran Hitachi bertugas memuat (loader), sementara B50E sebagai articulated dump trucks (ADT) seri E dari Bell bertugas mengangkut muatan (hauler). Keduanya adalah aset penting bagi industri pertambangan yang sama-sama mengedepankan performa, ketahanan, kenyamanan dan keselamatan operator, serta fasilitas dan layanan purnajual yang memadai.

Like a true couple, ZX870 and B50E complement each other. ZX870 is a hydraulic excavator loader from Hitachi, while B50E is an articulated hauler that is a part of the Bell E-series articulated dump truck (ADT). Both are key assets for the mining industries that put performance, durability, operator comfort and safety, as well as sufficient facilities and after-sales service first.

MODEL CODE	<h1>ZX870</h1>	OPERATING WEIGHT
ZX870LCH-5G		84.700 kg
ENGINE RATED POWER		BACKHOE BUCKET
360 kW (483 HP)		ISO Heaped: 5.00 m ³

Performa dan daya tahan lebih optimal

- Irit bahan bakar hingga 4% dengan mode ECO
- Gerakan depan yang lincah dengan hidraulik HIOS IIIB
- Peningkatan torsi ayun sebesar 9%

Performa dan daya tahan lebih optimal

- *Front attachment*, kaki-kaki, dan struktur atas bagian D lebih tangguh

Mengedepankan kenyamanan operator

- Kursi operator dan kabin didesain lebih nyaman dengan monitor multifungsi

Perawatan lebih mudah

- Titik inspeksi terkonsentrasi
- Pelumasan cepat
- Akses ke mesin lebih mudah
- Kapasitas tangki bahan bakar 1.110 liter

Hitachi Support Chain

- Pengelolaan unit jarak jauh dengan Global e-Service
- Didukung dealer lokal

Large production with less fuel

- 4% reduction in fuel consumption in the ECO mode
- Swift front movements with HIOS IIIB hydraulics
- 9% enhancement in swing torque

Optimal performance and durability

- Strengthened front attachment, undercarriage, and upper structure D-section skirt

No compromise on operator comfort

- Comfort-designed operator seat and cab with multifunction monitor

Simplified Maintenance

- Concentrated inspection points
- Fast lubrication
- Easy access to the center walkway
- 1,110 liter large capacity fuel tank

Hitachi Support Chain

- Remote fleet management with Global e-Service
- Supported by local dealers

GROSS POWER	<h1>B50E</h1>	RATED PAYLOAD
430 kW (577 hp)		45.400 kg (100.090 lb)
OPERATING MASS (EMPTY)		2:1 HEAPED CAPACITY
35.299 kg (77.821 lb)		27,5 m ³ (36 yd ³)
OPERATING MASS (LOADED)		
80.699 kg (177.911 lb)		

Performa lebih optimal

- Retardasi otomatis di tanjakan curam
- Sistem bahan bakar rel elektronik untuk mempercepat pemanasan mesin yang dingin, merespons kecepatan rendah, dan mengurangi emisi
- Desain mesin dan sasis depan yang semakin sempurna membuat ADT tetap tangguh di medan curam
- Suspensi high-travel membuat traksi semakin optimal

Lebih tangguh

- Kipas mesin yang dikontrol secara elektronik mendukung pendinginan mesin lebih cepat
- Daya rem yang unggul mencegah keausan rem

Mudah dioperasikan

- Kontrol transmisi adaptif membuat perpindahan gigi semakin mulus
- Dilengkapi dengan kursi suspensi udara dan sistem kontrol iklim HVAC
- Penyempurnaan desain kabin baru untuk visibilitas menyeluruh
- Tanpa pedal, menggunakan switch pad untuk mengatur retarder

Mengedepankan keselamatan

- Full handrail sesuai ISO 2876
- Pelepasan rem parkir bergantung pada torsi (*hill assist*) sehingga tidak ada gerakan mundur berisiko di lereng
- Berhenti otomatis saat operator mengangkat kaki dari pedal gas
- Pengaturan bunyi klakson secara otomatis saat mulai atau beralih maju mundur
- Multipel *geofencing* untuk pengoperasian yang aman di medan menantang, seperti kontrol kecepatan saat menuruni bukit

Uptime lebih optimal

- Kemudahan dan kenyamanan pemeriksaan harian secara otomatis menggunakan monitor LCD berwarna 10"
- Dilengkapi sistem hidraulik sensor muatan
- Penyempurnaan transmisi mesin dan penggantian oli hidraulik
- Saluran pembuangan ramah lingkungan untuk penggantian oli yang lebih cepat tanpa tumpahan

Fasilitas dan layanan purnajual yang memadai

- Bell Assure
- Bell Fleetm@tic

More optimal performance

- Automatic retardation on steep grades
- Electronic common rail fuel system provides high injection pressures even at low engine speed for improved cold-starting ability, low-speed response and reduced emissions
- Careful engine packaging and front chassis design allows these ADTs to attack steep terrain
- High-travel suspension for optimum traction

Uncompromized Durability

- Electronically controlled direct-drive engine fans provide cooling for the best efficiency
- Class-leading engine braking to ensure no wear

Operate with ease.....

- The adaptive transmission control ensures smooth shifts
- A fully adjustable air-suspension seat and HVAC climate-control system
- New cabin design improvements provide exceptional all-round visibility
- No pedals, retarder aggressiveness is simply set on the switch pad

Safety first

- Full handrails to ISO 2876
- Torque dependent park brake release (*hill assist*) ensures no roll back on slopes
- Engine braking automatically applies when the operator lifts his foot off the accelerator
- Setting to automatically sound the horn when starting or switching between forward and reverse
- Multiple *geofencing* in challenging site conditions ensures safe machine operation, such as downhill speed control

Maximized uptime

- Automated daily service checks can be done with ease and comfort using the 10" color LCD monitor
- Load-sensing hydraulic system
- Extended engine transmission and hydraulic oil change
- Available environmental drains allow quick, no-spill changes

Extensive facilities and after-sales service

- Bell Assure
- Bell Fleetm@tic

Tumbuh Bersama Hexindo Sejak 2007

Growing with Hexindo since 2007

Malang-melintang sejak 1997, PT Meta Estetika Graha (MEG) sudah makan asam garam di dunia konstruksi, perkebunan, hingga pertambangan. Bermula dari proyek pertama, yakni pembangunan kantor pos, eksistensi MEG terus menggeliat, menguasai berbagai proyek strategis di Kalimantan Barat. Bahkan, perlahan namun pasti MEG mulai melebarkan sayap ke luar wilayah Kalimantan Barat.

Having been around since 1997, PT Meta Estetika Graha (MEG) has seen the best and the worst of the construction, plantation, and mining industries. Starting with a post office construction as its first project, MEG continued to grow, taking on various strategic projects in West Kalimantan. Slowly but surely, MEG began to spread its wings outside of West Kalimantan.

WILAYAH PROYEK MEG DI LUAR KALIMANTAN BARAT

MEG Project Areas Outside of West Kalimantan



Kalimantan Tengah
Central Kalimantan



Sulawesi
Sulawesi



Kepulauan Riau
Riau Islands



Papua
Papua

Namun, kesuksesan MEG hari ini bukanlah sebuah perjalanan mulus. MEG belajar banyak hal dari pengalaman demi pengalaman, salah satunya berinvestasi pada alat berat berkualitas. Dari 500 unit alat berat yang aktif saat ini, MEG memercayakan 70 persennya pada ekskavator Hitachi.

“Pada dasarnya kegiatan bisnis kita membutuhkan banyak ekskavator, maka populasi ekskavator sangat besar di perusahaan,” ungkap Bapak Tansil Willis selaku Direktur MEG.

Perkenalan pertama MEG dengan ekskavator Hitachi terjadi pada 2007. Mempertimbangkan kesiapan dari segi fasilitas, layanan purnajual, harga, dan ketersediaan, pilihan pun jatuh pada berbagai tipe ekskavator Hitachi yang didistribusikan oleh Hexindo, di antaranya ZX210MF-5G dan ZX100MF.

POPULASI ALAT BERAT MEG

MEG's Heavy Equipment Population



MEG's success today didn't come easy. MEG learned a lot from every experience. This includes investing in high quality heavy equipment. Of MEG's 500 active heavy equipment units, 70 percent are Hitachi excavators.

“By nature, our business requires a lot of excavators, so we have a large excavator population at the company,” said Mr. Tansil Willis, a Director of MEG.

MEG was first introduced to Hitachi excavators in 2007. Based on considerations of facility, aftersales services, pricing, and availability, they chose various types of Hitachi excavators distributed by Hexindo, including ZX210MF-5G and ZX100MF.

“Sampai hari ini kami cukup puas dengan performa unit Hitachi, kami harap ke depan terus dilakukan *improvement* sehingga efisiensi dan kenyamanan unit juga terus meningkat.

Tansil Willis

Direktur PT Meta Estetika Graha
Director of PT Meta Estetika Graha



“Tidak ada merek yang terbaik, tapi pertimbangan kami saat itu adalah tidak ada yang lebih siap dari Hitachi dalam mendukung kegiatan bisnis kami. Saat kami butuh unitnya, merekalah yang paling siap menyediakan,” jelas Bapak Willis.

Setelah 14 tahun bekerja sama, sampai hari ini, MEG masih setia pada Hitachi. Model ekskavator yang dimiliki pun beragam, mulai dari ZX48U sampai ZX450. Deretan ekskavator unggulan ini mendukung MEG dalam menggarap berbagai proyek, termasuk perkebunan sawit, tambang bauksit, konstruksi jalan, dan baru-baru ini juga proyek tambang nikel.

Ke depan, MEG yakin pertumbuhan bisnis yang digelutinya akan kian pesat. Terlebih dengan berbagai proyek strategis nasional yang ditargetkan pemerintah, salah satunya proyek *Food Estate*. Hal ini mendorong MEG untuk terus meningkatkan kualitas pelayanan terbaik kepada seluruh pelanggan, salah satunya dengan hanya menggunakan alat-alat berat berkualitas. Untuk itu, MEG berharap Hexindo dapat terus proaktif dan inovatif dalam menyediakan produk dan layanan.

Atas dasar tersebut, MEG menyambut baik CPM, salah satu program inovatif dari Hexindo. Saat ini, MEG memercayakan 58 unit ekskavatornya menggunakan CPM. “Tujuan CPM adalah memperpanjang warranty time, tentu kami sebagai user mau mencoba dan melihat sendiri hasilnya karena peningkatan warranty time itu ‘kan berarti penurunan risiko bagi perusahaan. Apalagi, track record kerja sama kami dengan Hexindo cukup baik selama ini sehingga sudah saling percaya. Ada masalah pun bisa didiskusikan sama-sama dan dicarikan solusi terbaik untuk kedua belah pihak,” ujar Bapak Willis.

“Sampai hari ini kami cukup puas dengan performa unit Hitachi, kami harap ke depan terus dilakukan *improvement* sehingga efisiensi dan kenyamanan unit juga terus meningkat. Terkait pelayanan, kami berharap bisa selalu menjadi prioritas Hexindo, Walaupun manajemen berubah, diharapkan komunikasi selalu lancar supaya Hexindo dan MEG bisa tumbuh bersama dalam jangka panjang. Mulai dari pucuk pimpinan hingga staf Hexindo semoga kompak memberikan *win-win solution* bagi pelanggan,” tutup Bapak Willis.

“There is no such thing as the best brand. Our consideration at the time was that no one was more prepared than Hitachi to support our business. When we needed a unit, they were the most prepared to supply one to us,” said Mr. Willis.

After 14 years of partnership, MEG remains loyal to Hitachi today. The excavator models under its possession vary, from ZX48U to ZX450. These excellent excavators help MEG in their many projects, including oil palm plantation, bauxite mine, road construction, and recently, nickel mine.

Moving forward, MEG believes that its business will continue to grow rapidly, especially with the many national strategic projects targeted by the government, including the Food Estate project. This has driven MEG to continue to improve its service quality for the customers, including using high quality heavy equipment. In that light, MEG hopes that Hexindo will continue to be proactive and innovative in providing its products and services.

Based on that, MEG welcomes Hexindo’s innovative CPM program. MEG currently entrusts 58 of its excavator units to the CPM. “The CPM program aims to extend warranty time, we as users definitely want to give it a try and see how it fares. At the bottom of it, warranty time extension means less risk for the company. Moreover, our collaboration with Hexindo has an excellent track record with a strong trust built between us. We have been able to discuss any issue and find a solution that works for both parties,” said Mr. Willis.

“To this day, we are happy with the performance of Hitachi units. We hope that improvements on unit efficiency and comfort will continue to be made moving forward. Regarding services, we hope that we can always be a priority for Hexindo. Despite a change in the management, we hope that we can maintain good communication so that Hexindo and MEG can grow together in the long run. From the top management to all Hexindo staff, we hope that they can work together to provide win-win solution to the customers,” said Mr. Willis.



Utamakan Kesehatan Karyawan dan Pelayanan terhadap Pelanggan di Tengah Ketidakpastian Pandemi

Making Employees Health and Customers Services Top Priority amid Pandemic Uncertainties

Memasuki tahun kedua pandemi, Hexindo Cabang Banjarmasin, yang wilayah operasinya menjangkau seluruh Kalimantan Selatan, mampu menjaga pertumbuhan pendapatan. Pelanggan Hexindo Cabang Banjarmasin yang mencakup sektor tambang batu bara, sektor perkebunan kelapa sawit, konstruksi, dan lain-lain tetap beroperasi seperti biasa sehingga permintaan alat berat dan product support, baik suku cadang maupun servis, terus berjalan.

Entering the second year of the pandemic, Hexindo Banjarmasin, of which operational area covers the entire South Kalimantan, has been able to maintain revenue growth. Hexindo Banjarmasin customers in coal mining, oil palm plantation, construction, and other sectors continue to operate as usual. As a result, heavy equipment and product support demands, both for spare parts and services, continue to flow in without hindrance.

"Tidak mudah memenuhi seluruh ekspektasi pelanggan di tengah pandemi yang membuat kondisi *supply* dan *demand* tidak berimbang. Namun, kami akan terus berkomitmen untuk menjaga kepuasan pelanggan di tengah kondisi pandemi," ujar Bapak Robet Manalu, Kepala Hexindo Cabang Banjarmasin.

"Fulfilling customer expectation is not easy amid the pandemic, which has created an imbalance between supply and demand. However, we are maintaining our commitment to customer satisfaction in this pandemic," said Mr. Robet Manalu, Head of Hexindo Banjarmasin.

Hingga pertengahan 2021, prospek sektor industri batu bara, perkebunan kelapa sawit, konstruksi/rental di Kalimantan Selatan terus membaik. Hal ini ditandai dengan meningkatnya permintaan alat berat. Terlebih, *Food Estate Project* di Kapuas, yang memberikan kontribusi cukup menjanjikan dan peluang bagus ke depan. "Harapannya, Hexindo Cabang Banjarmasin mampu memenuhi permintaan alat berat untuk menangkap peluang tersebut," ungkap Pak Robet.

As of mid 2021, prospects in coal, oil palm plantation, and construction/rental sectors in South Kalimantan have shown continuous improvement. This is proven by the increase in heavy equipment demand. On top of this, the Food Estate Project in Kapuas is a promising opportunity moving forward. "The hope is for Hexindo Banjarmasin to be able to optimize such opportunity by meeting the demand for heavy equipment," said Mr. Robet.

Untuk mengoptimalkan prospek pertumbuhan industri dan peluang proyek strategis tersebut, Hexindo Cabang Banjarmasin terus menjaga hubungan baik dan profesional dengan pelanggan serta pihak perbankan dan perusahaan pembiayaan.

Namun, pandemi memengaruhi produksi dan suplai alat berat ke pelanggan. Akibatnya, terjadi keterlambatan suplai dan kenaikan harga alat berat. Apalagi terkait pelayanan kepada pelanggan, aturan yang ketat baik dari pemerintah setempat maupun pelanggan, yang di antaranya mewajibkan karantina mandiri di lokasi area sekitar *site*, tes PCR SWAB atau Rapid antigen, mau tidak mau turut menghambat pelayanan Hexindo Cabang Banjarmasin terhadap pelanggan. Sementara dari eksternal, persaingan semakin ketat, beberapa kompetitor bahkan memberikan keringanan pembiayaan, fasilitas *split down payment*, fasilitas *direct credit* serta layanan purnajual yang memuaskan pelanggan, ditambah berbagai macam hadiah menarik.

Untuk mengatasi tantangan tersebut, Hexindo Cabang Banjarmasin akan fokus memberikan pelayanan terbaik kepada pelanggan, terutama layanan purnajual, di antaranya dengan mengoptimalkan fasilitas dan promo-promo yang disediakan Hexindo serta menjaga komunikasi yang baik dengan para pelanggan dan lembaga pembiayaan. "Yang tidak kalah penting adalah tetap fokus pada penanganan pandemi Covid-19, fokus menerapkan protokol kesehatan untuk menjaga kesehatan semua karyawan dan keluarga Hexindo Cabang Banjarmasin sekaligus kelancaran operasional cabang," jelas Pak Robet.

Ke depan, Hexindo Cabang Banjarmasin akan terus berupaya memenuhi permintaan pelanggan terhadap alat berat. "Semoga program vaksinasi yang sedang digencarkan pemerintah dapat memberikan kesehatan dan meningkatkan optimisme masyarakat. Hexindo Cabang Banjarmasin optimistis bisnis alat berat di Kalimantan Selatan akan kembali meningkat baik di sektor batu bara, perkebunan, konstruksi, maupun lainnya."

In the face of these challenges, Hexindo Banjarmasin maintains its focus on providing the best services to the customers, especially aftersales services. This includes optimizing the facilities and promotions provided by Hexindo and maintaining good communication with the customers and financing companies. "Another key focus is Covid-19 handling through health protocol implementation to maintain the health of all Hexindo Banjarmasin employees and family as well as the operation of the branch," said Mr. Robet.

Moving forward, Hexindo Banjarmasin will continue to meet customer demands for heavy equipment. "Hopefully, the government's ongoing intensive vaccination program can improve the health and optimism of the people. Hexindo Banjarmasin is confident that heavy equipment business in South Kalimantan will recover in the coal, plantation, construction, and other sectors."

To leverage such industry growth prospects and strategic project opportunities, Hexindo Banjarmasin continues to maintain good and professional relationships with customers and banks as well as financing companies.

However, the pandemic affected heavy equipment production and supply to customers, resulting in supply delay and heavy equipment price hike. In terms of customer service, rigorous restrictions put in place by the local governments and the customers, including self-quarantine requirements around the site, PCR SWAB or Rapid antigen tests, also hampered customer service at Hexindo Banjarmasin. Externally, competition has been growing with some competitors going so far as to provide financing facility, split down payment facility, direct credit facility, and great aftersales to the customers' satisfaction, not to mention many great rewards.



Robet Manalu

Kepala Hexindo Cabang Banjarmasin
Head of Hexindo Banjarmasin

Rent to Buy:

Solusi Mudah Memiliki Unit Hitachi

Rent to Buy: Simple Solution for Hitachi Unit Acquisition

Pada Mei 2021, Hexindo meluncurkan program *Rent to Buy* sebagai solusi mudah bagi pelanggan untuk memiliki ekskavator Hitachi. Melalui program *Rent to Buy*, kini pelanggan dapat menyewa ekskavator Hitachi dan membelinya dengan harga lebih terjangkau setelah periode rental berakhir.

In May 2021, Hexindo launched the Rent to Buy program to make it easier for customers to acquire a Hitachi excavator. Through the Rent to Buy program, customers can now rent a Hitachi excavator and buy it at a reasonable price at the end of the rental period.

Atas program ini, pada akhir Juli 2021, Hexindo memperoleh sambutan baik dari pelanggan. Lebih dari 10 unit kini telah beroperasi melalui program ini.

As of end of July 2021, Hexindo earned a favorable reputation from our customers for this program. More than 10 units are under operation by this program.

Selama masa rental, Hexindo memberikan jaminan operasi yang stabil melalui pemeriksaan berkala dari mekanik Hexindo dan penggantian suku cadang asli Hitachi.

During the rental period, stable operation is guaranteed while undergoing periodical inspection from Hexindo mechanic and replacement with Hitachi genuine parts.

PERBANDINGAN HARGA

Price

Comparison

*Harga panduan untuk lokasi Jakarta, belum termasuk PPN

Guideline price for Jakarta, excluding VAT

**Harga bulan ke-7th month price

	ZX200-5G	ZX210F-5G
Harga unit baru <i>New unit price</i>	Rp1.450.000.000*	Rp1.500.000.000*
Harga unit setelah 6 bulan rental <i>Unit price after 6-month rental</i>	Rp1.120.000.000**	Rp1.140.000.000**

Syarat dan Ketentuan

- Hanya berlaku untuk model ZX200-5G dan ZX210F-5G
- Periode rental maksimal 6 bulan (1500HM) dengan pemakaian min. 250 jam/bulan
- Berlaku tarif pro rata jika menyewa lebih dari 250 jam/bulan
- Perawatan harian ditanggung oleh pelanggan
- Mekanik Hexindo melakukan inspeksi min. 1 kali/bulan
- Biaya penggantian suku cadang selama periode sewa (sesuai dengan interval penggantian yang mengacu pada biaya masa pakai) ditanggung oleh Hexindo

Terms and Conditions

- Only applicable to ZX200-5G and ZX210F-5G models
- Maximum rental period of 6 months (1500HM) with minimum usage of 250 hours/month
- Prorated charges apply for rental of more than 250 hours/month
- Daily maintenance is borne by the customer
- Hexindo technician conducts inspection at least 1 time/month
- The cost of spare part replacement throughout the rental period (within the interval set in the machine's cost) is borne by Hexindo



BIAYA RENTAL
Rental Fee

	ZX200-5G	ZX210F-5G
Biaya rental per jam <i>Rental fee per hour</i>	Rp275.000	Rp300.000
Biaya rental per bulan (min. 250 jam) <i>Rental fee per month (min. 250 hours)</i>	Rp68.750.000	Rp75.000.000

Tertarik mengikuti program **Rent to Buy?**
Hubungi cabang kami di kota terdekat
untuk informasi lebih lanjut.

Interested in the Rent to Buy program? Contact our branch in the nearest city for more information.



Perusahaan | *Company:*
PT Sinar Terang Mandiri

Lokasi | *Location:*
PT Hengjaya Mineralindo site,
Desa Tangofa, Kec. Bungku Pesisir, Kab.
Morowali, Sulawesi Tengah



Donasi

'Call for Humanity' untuk Korban Bencana Alam

The 'Call for Humanity' Donation for Natural Disaster Victims



PT Hexindo Adiperkasa Tbk berkomitmen untuk berkontribusi terhadap kehidupan masyarakat Indonesia, salah satunya dengan mengulurkan tangan kepada para korban bencana alam di berbagai wilayah di Indonesia. Pada awal tahun 2021, terjadi bencana banjir di Kalimantan Selatan, Kalimantan Barat, Maluku Utara, serta bencana longsor di Sumedang dan Manado, dan bencana erupsi di Sulawesi Barat. Bencana tersebut merenggut nyawa ribuan orang dan menimbulkan ratusan ribu korban. Melalui lembaga Aksi Cepat Tanggap, Hexindo mendonasikan dana sebesar Rp30.000.000 sekaligus menggalang donasi sebesar Rp1.500.000. dari karyawan bagi seluruh korban bencana alam.

PT Hexindo Adiperkasa Tbk is committed to contributing to the people of Indonesia. One of such contribution is to reach out to the victims of natural disasters in several areas in Indonesia. In early 2021, flooding occurred in South Kalimantan, West Kalimantan, and North Maluku, landslides were seen in Sumedang and Manado, and eruption occurred in West Sulawesi. Those disasters took thousands of lives and affected hundreds of thousands of people. Through Aksi Cepat Tanggap, Hexindo donated IDR30,000,000 and raised about IDR1,500,000 in donation from the employees for the victims of the natural disasters.

Hexindo Dukung Pemerintah Lewat Program Vaksinasi

Hexindo Supports the Government through Vaccination Program

Selain itu, Hexindo juga mendukung pemerintah dalam upaya pencegahan penyebaran virus Covid-19, salah satunya melalui pelaksanaan program vaksinasi menggunakan Vaksin Gotong Royong. Untuk tahap pertama, kegiatan vaksinasi digelar di beberapa cabang, di antaranya Samarinda dan Manado.

Furthermore, Hexindo supports the government in their effort to prevent the spread of the Covid-19 virus, including through the implementation of the Gotong Royong Vaccine as part of the vaccination program. For the first stage, vaccination was held in several branches, including Samarinda and Manado.



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Branch

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