

# KOBELCO SYNERGY

December 2024

Vol. 7

KOBELCO CONSTRUCTION MACHINERY MIDDLE EAST AND AFRICA FZCO.

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[www.kobelco-mea.com](http://www.kobelco-mea.com)



# FOREWORD

December 2024

Kobelco Synergy Vol. 7



*Erdem Tulunay*  
**Erdem Tulunay**

Senior Manager  
Product Support - Excavator

Welcome to the 7th edition of KOBELCO SYNERGY.

In this edition, we are sharing the latest events and achievements in our journey to grow in the Middle East and Africa as KOBELCO family. You can find more details of our first dealer meeting of KCMMEA and the awards we have received in Global Service Contest which shows the power of our aftersales. The presence of Kobelco excavators and cranes are increasing in the region and we are happy with the positive feedback from our customers that our machinery is adding value to their business. Our target is to get more customers meet with our high-quality products supported by top quality after-sales support resulting in increased productivity. We can only achieve this goal with dedicated customer focused field team. Please don't forget to check our used machinery and parts campaign pages for details. Thank you for being part of this journey and stay with us for the new updates of KOBELCO.





## EXHIBITION

# Build Expo Africa 2024

## International Trade Expo on Building & Construction Products.

Diamond Jubilee Expo Centre in Dar es Salaam Tanzania

The BUILDEXPO AFRICA - International Trade Expo on Building & Construction Products, Equipment & Machinery is Tanzania's largest annual trade event in Dar es Salaam. The exhibition attracts many companies from more than 30 countries and visitors from all over East and Central Africa. This year it was organized from 12th to 14th of September 2024.



Kobelco Construction Machinery Middle East and Africa's new partner Nazneen Material Handling Company (NMHC) for Tanzania has participated in this exhibition with full enthusiasm and involvement. Kobelco SK220XDL was displayed during the exhibition.



*Handing over the key to Mr. Vageesh Kumar of A-Class Marble Tanzania*



*Handing over the key to Mr. Abhishek Rathod of Mount Meru Group*



**TV News Coverage- TEN channel**

*"I'm hoping that our machine will also contribute the development of Tanzania country business" said Mr. Kentaro Nezaki, KCMMEA Managing Director*

Tanzania is focusing on increasing mining activities in addition to Infrastructure projects. Tanzania is having many minerals like Coal, Iron, Graphite, Nickel and Uranium in addition to Gold & Diamond. Government initiatives are encouraging to enhance the mining operations and many Indian contractors are engaged in big projects.

There is a great scope to increase infrastructure including the upgradation of Ports and many water projects, which will attract many construction equipment including Excavators. In addition to these activities, there is an equal focus on tourist destinations for the overall growth of the country.

Kobelco is going to be associated with many mining and infrastructure projects through Nazneen Material Handling Company (NMHC) as a dealer partner in the region.





# Dealers Meeting 2024

## First Excavator Dealers Meeting

JA Resort, Dubai, United Arab Emirates

Kobelco Construction Machinery Middle East and Africa FZCO held its first dealer meeting on Sep. 26-27, 2024 at JA Resort, Dubai, United Arab Emirates. Bringing together the key partners to discuss strategies for mutual success in the coming year.

The event was attended by 11 dealers from the Middle East and Africa, featured presentations from KCMMEA and KCMJ presenters highlighting the company's achievements, future plans, and new product offerings. Dealers had the opportunity to engage in interactive sessions, network with their peers, and provide valuable feedback to help shape the future direction of the company.



"To our dealers, thank you for your continuous support and efforts, we have been able to strengthen our presence in this region." said Mr. Kentaro Nezaki, Managing Director of KCMMEA.

Attendees also had the chance to participate in face to face meetings with KCMMEA and KCMJ Japan representatives to deepen their understanding of the company's offerings and explore new business opportunities.

Overall, the first dealer meeting was a resounding success, with participants leaving energized and motivated to take their partnership with Kobelco.

## KCMMEA Honors Al Marwan Heavy Equip & Machinery Tr. Comp. LLC as the Longest-Standing Partner Since 2005 at Dealer's Meeting Event.

### AL MARWAN - UAE Dealer

Among the highlights of the event was the special recognition and awarding ceremony dedicated to honoring our longest-standing partner since 2005. The award presented to Al Marwan in recognition of their unwavering loyalty, commitment, and invaluable contributions to KCMMEA over the past 16 years.



Mr. Kentaro Nezaki, Managing Director of KCMMEA giving the award to Mr. Marwan Al Zaiem the Founder & Managing Director of Al Marwan.





## TRAINING

# General Safety and Maintenance Training for Kobelco Crane Users in UAE

Time Grand Hotel, Dubai, United Arab Emirates

**October 2024**

Kobelco crane safety and maintenance training is essential for anyone involved in operating or working near cranes to ensure safe and efficient operations.



*(Group photo)*

The training was held in the United Arab Emirates (UAE) to enhance customer's knowledge and importance of the safety and maintenance of Kobelco Cranes. The focus was on using genuine parts and how they affect to the machine. The training was well-attended, with a total of 12 companies and 53 individuals participating. Held on October 8, 2024, the event proved to be a success in terms of educating customers on the critical aspects of crane care and maintenance.



*(Demonstration to distinguish the difference between genuine and non-genuine wire rope.)*

After the event, certificates were presented to all attendees as a token of appreciation for their participation and commitment to safety and maintenance training.

*It is important for crane operators and other personnel to receive regular refresher training to stay up to date on best practices and regulations.*

Distinguishing between genuine and non-genuine parts (wire ropes, filters etc.) is important for safety and performance. Genuine wire ropes are made by trusted manufacturers, meet quality standards, and are durable. Non-genuine ropes, on the other hand, may be cheaper but can have defects and pose safety risks. Choosing genuine wire ropes ensures safety, reliability, and efficiency in various industrial applications.





## Al Marwan Machinery is the newly appointed official Kobelco Crane dealer in Saudi Arabia.

Localizer Mall, 2803 Prince Muhammad Ibn Abd Al Aziz, Al Olaya, Riyadh



**Al Marwan Machinery** has made a big move in the construction sector in Saudi Arabia to offer KOBELCO crawler cranes exclusively in the Saudi market. This partnership started in early February 2024 marks a continuation of Al Marwan's successful collaboration with KOBELCO that began in the UAE in 2005 and expanded to Oman in 2022. Al Marwan is known for providing high-quality machinery to improve efficiency, and KOBELCO crawler cranes are top-notch in design and productivity. This new partnership aims to raise the bar in the Saudi construction industry.

## Success at the 20th Kobelco Service Technical Contest in Japan.



(KCMMEA Winners with the KCM President)

(From left to right) Masakazu Mizoo (KCM) Yoshihiro Iehara (KCM) Jamy Du Plessis (BELL) Erdem Tulunay (KCMMEA) Kishore Sarma (KCMMEA) Solomon Kabini (BELL) Kasun Herath (AL MARWAN) Asanka Pemadasa (AL MARWAN) Kentaro Nezaki (KCMMEA) Masahiro Hamaguchi (KCM)

KCMMEA team recently showcased their exceptional skills and expertise at the 20th Kobelco Service Technical Contest held in Japan. The competition brought together representatives from various subsidiaries, and KCMMEA emerged as a standout performer with remarkable achievements.

Mr. Jamy Du Plessis from BELL took home the 1st prize for Overhauling and Measurement category, while Mr. Asanka Pemadasa and Mr. Kasun Herath from AL MARWAN, showcased their technical prowess by securing the 2nd prize for Troubleshooting and Reports, and the 3rd prize for Inspection and Maintenance, respectively. With these impressive wins, KCMMEA secured the 3rd position overall among the 9 subsidiaries participating in the contest.

A huge congratulations to our talented team for their hard work and dedication.





## Elevate Your Operations with Trusted Used Kobelco Equipment.

KOBELCO is synonymous with Quality, and it is famous with many salient characteristics.



(Model: CKL2600I | Year of Manufacturing : 2016)

- Reliability
- Productivity
- Commitment to performance
- Brand Value and
- Japanese technology



(SK220XDLG)

Kobelco is accepted worldwide because of "Value for Money" among all customers & stakeholders. It is our pleasure to announce that USED Kobelco Cranes and Excavators are available within your budgeted price and more than expected remaining life of equipment.

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# Kobelco Dealers in The Middle East and Africa Region.



KOBELCO SYNERGY is released quarterly.

Stay tuned for the next volume!

For your suggestions please contact us:

