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HYUNDAI's excavator R220LC-9S, with enhanced Convenience, Safety & Economic. Enlarged cabin size is build for operators. The safety of operator is improved by thick tubing structure of cabin. The newly designed cabin was conceived for more space, a wider field of view and operator comfort. Furthermore, R220LC-9S features reduced fuel consumption. High efficiency of hydraulic system reduces operating costs.

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## Challenge with fearless confidence!



Dear Hyundai Dealers and Customers

It's a great honor and pleasure to meet you on this Hyundai EDGE Magazine.

Recent global demands for construction equipment are fairly unpredictable due to changes in the national economic policies and a decline in financial status. In 2013, demands for construction equipment stopped experiencing a sharp fall and has been forecasted to increase slightly this year.

However, Hyundai Construction Equipment (HCE) encountered financial difficulties caused by reduction of purchasing power as leading countries are in a state of currency depreciation and emerging countries that make up most of HCE's sales have tightened their budget to secure financial stability.

HCE is a company that has grown by overcoming many global crises. "Challenge with fearless confidence" is the HCE's management philosophy, which was made by its founder. This philosophy has lead HCE for over 40 years.

If we combine our strengths, our trust and communicate between the head office and the dealers we can challenge and overcome any crisis with confidence.

This year HCE has established three strategies for achieving the global sales goal of the Construction Equipment Division.

First of all, HCE will innovate its product quality

Quality product could be the driving force to increase our sales up even in difficult situations. HCE will supply best-in-class equipment by enhancing durability and performance from development to manufacture and manage the quality thorough good craftsmanship.

Second, HCE will realize customer satisfaction.

Customers are the greatest asset and essential components of growth. HCE will provide high quality comprehensive after-service management for its customers.

Third, HCE will strengthen support for dealers, to enhance dealer's sales capacity.

HCE will develop customer finance program to enhance sales capacity of dealers. Also HCE will establish more parts center in emerging market and expand sales subsidiaries to upgrade sales competence.

Hyundai dealers and family members!

You are our family and trustworthy partner. We have achieved a lot of miracles which cannot be done alone. And we will continue to achieve many miracles in the future. Let's unite our minds and combine our strengths, and make a new leap forward!

**Cha Dong-chan**  
Senior Vice President  
Construction Equipment Division  
Hyundai Heavy Industries Co., Ltd.



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## Hyundai Construction Equipment Americas, Inc

### HCEA History

Hyundai Heavy Industries (HHI) entered the North American market in 1991, offering their first two excavator models, the 21-ton and 29-ton class crawler excavators. Two years later, Hyundai Construction Equipment USA was formed, with headquarters in Elk Grove, IL (Chicago office) – expanding Hyundai's reach within the industry. Throughout the 1990s, Hyundai Construction Equipment Americas (HCEA) continuously built a dealer network and broadened its product offering in North America, meeting the growing needs of end-users. In 2011, HCEA strategically relocated its headquarters to a

57,540 square meter (619,405 square foot) in Norcross, GA (Atlanta Office), where it remains today and operates Chicago office for the parts center.

Backed by the vast experience and technical know-how of HHI, HCEA has significantly expanded and now offers an extensive line of quality construction equipment including hydraulic excavators, wheel loaders, skid steer loaders and forklift trucks. HCEA's staff of experienced and knowledgeable employees continues to grow as well, offering superior service to both dealers and customers.



■ **Hyundai Brand Position in North America**  
North America is a mature market with well-established competitors; it was not easy to penetrate. However, using Hyundai Brand and providing quality machines and service, HCEA has been building a stronger presence in North America.

For instance, HCEA recently experienced a tremendously successful ConExpo and Modex exhibition in March 2014, which brought over 5,000 visitors to the booths. ConExpo 2014, one of the biggest construction equipment shows, HCEA opened a 2,000 square meter (21,600 square foot) booth with the theme of “The Power of Hyundai”. Displaying 16 featured machines with various attachments such as R1200-9, R520LC-9A DM, R220LC-9A AMP (Amphibious Excavator), HI-POSS (Hyundai Intelligent Power Optimal Sharing and Energy Saving) Excavator, HL760-9A WH (Waste Handler), Compaction Equipment and the new model forklift, 250D-9.

As HCEA used the theme, “The Power of Hyundai”, HCEA aimed to deliver the message that HCEA promises “The Power of Hyundai”, which results in increased quality, reliability, technology, standard features, durability and overall product performance for our customers. As a result, HCEA's impressive booth attracted lots of visitors and press representatives. We received lots of compliments, and more than 300 individual inquiries from potential customers.

■ **Market Situation and Sales Strategy:**

Although the economic situation is still uncertain and many threats such as Finance Cliff and Sequester have affected the business unfavorably, the Hyundai brand is thriving in North America. HCEA sales have grown over 40% every year for the last 5 years; proving HCEA's growing presence in the North American market.

HCEA is now moving towards the next stage for better performance and customer satisfaction. To achieve our goals, we are continually working on improving our network of over 130 dealerships, keeping parts availability over the industry standard fill-up rates, upgrading our customer support, and offering Webinar (Web Seminar) training, in-house product training sessions and periodic on-site training.

Additionally, we are continually promoting the Hyundai brand on a corporate level to end-users in North America as well as supporting our dealers with various finance program and proper marketing tools to ensure we carry a consistent brand message throughout the industry.

■ **Future of HCEA**

Our future focus aligns closely with HHI's objectives of strengthening the competitiveness of existing products, launching new Tier-4 Final products and strengthening the Hyundai dealer network in North America. We will also continue pursuing growth as a company, expanding market share and improving customer support in all categories.

Like HHI, HCEA strongly believes that technological innovation is the surest path to sustained growth and profitability in today's competitive marketplace. We are committed to providing customers with the latest and greatest products. R&D has always been an integral part of the Hyundai DNA – and it will continue to be a focal point in years to come.

Vigorous preparations are being made for the next phase HCEA. In the meantime, our customers remain our top focus. To this end, we continue to strive for complete customer satisfaction.

- This article was submitted by HCEA

## Hyundai Excavators for UK Flood Victims

Molson, dealer of Hyundai Heavy Industries Europe (HHIE), dispatched Hyundai Construction Equipment (HCE)'s excavator to the UK flood disaster. The machines were used to assist in the emergency relief efforts in UK.

This flood which broke out last February is the worst one in the history. Almost all of the houses and farms in Somerset, UK covered by the flood and the electricity supply of some

area were cut off. Molson, dealer of HHIE, sent Hyundai excavator R140LC-9, R210LC-9 to UK flood disaster scene to help the victims.

HCE had been actively involved in relief activities in natural disaster scene such as earthquakes that occurred in Turkey 2011, Haiti 2010 and Sichuan China 2008 as well as the massive flood in Brazil.



## Hyundai Heavy Unveils 9S-Series Forklift

Hyundai Construction Equipment (HCE) announced that it unveiled twelve small and medium models of 9S-series diesel forklift ranging from 2.2 tons to 5.0 tons.

The forklift enables operators to safely load and unload goods with a monitor that displays the weight of goods, the slope of all directions, and the angle between the ground surface and the mast in real time. Other features in the new models include high visibility LED lamps and rear cameras which are installed to prevent rear-end collisions, OPSS (Operator Presence Sensing System) to prevent unforeseen accidents by automatically activating brakes when operators leave the operating cabin, and Diagnostic System that helps operators monitor conditions and the replacement period of expendables of the forklift.

The 9S-series diesel forklifts have recorded an average annual sales growth of 30% since 2009. A winner of the Red Dot Design Award 2012, the 9S-Series forklift has also been recognized in the market as an innovative and excellent unit.



## Dealer Conference in UAE, Philippine and Columbia

Hyundai Construction Equipment (HCE) held dealer conferences in UAE, Philippine and Columbia this year. During the conference, HCE discussed and shared information about sales strategies to achieve the business goal and building partnership with overseas dealers.

HCE's first dealer conference was held in Dubai, UAE from January 20 to January 23. 30 dealers of 30 companies participated in this conference. The dealers discussed major issues such as sales, parts and after-sales services and visited a part center, which is located in Jebel Ali Free Zone and viewed the new excavator R480LC-9SH.

The second dealer conference was held in Manila,

Philippine from February 19 to February 21 and 25 dealers of 13 companies participated in this conference.

The third dealer conference was held in Medellin, Columbia from March 17 to March 19 and 40 dealers of 18 companies from 16 countries participated in this conference.

HCE presented advantages of the upgraded backhoe-loader and introduced Hyundai CUMMINS Engine and dealer appraisal system.

Also, HCE conducted promotional activities to increase sales in the Central South American region such as presentations on the success stories of the dealers.



▲(Left) Central & South America / (Right-Top) Africa, Middle East & CIS / (Right-Bottom) Asian Countries

## HCE's customer program changed HCE's image in Brazil market

During the Hyundai Construction Equipment (HCE)'s visitors program, HYUNDAI Experience, and also customer opinion program, HYUNDAI 360°, we feel that Hyundai machine's image has changed significantly in Brazil within a short time frame.

Antonio Almeida Filho said "We are fully satisfied with the performance of all Hyundai equipments. Hyundai machines are very economical and productive. They are also strong and reliable.

Especially the excavator model R360 has been purchased



with the goal of operating under severe conditions, and configured to work in our quarry.

- This article was submitted by HHIB

## HHI Showcases New Models at ConExpo 2014

Hyundai Construction Equipment (HCE) announced that it is exhibiting its new construction equipment models at ConExpo2014, one of the world's major construction equipment exhibitions, in an attempt to gain further ground in the North American market.

At the ConExpo, HHI is showcasing 16 brand new construction equipment including a 120-tonne ultra large excavator, a 52-tonne demolition excavator and a 21-tonne amphibious excavator that are capable of working at bogs or shallow rivers. The Ulsan, South Korea-based construction equipment manufacturer also unveiled its next generation power system, Hi-POSS\* (Hyundai Intelligent Power Optimal Sharing & Energy Saving) and Hi-GEO (Hyundai Intelligent

Geometry) system that provides operators with the 3D coordinates and locations of the equipment by using GPS.

"We believe that the new models we unveiled at this expo will serve as a stepping stone to further promote the reliability and quality of our products, and enhance our image as a leading construction equipment maker. Moreover, we will continue to make efforts to gain further ground in the North American construction equipment market by expanding dealers' network and revving up promotions for special construction equipment like demolition and amphibious excavators," said Mr. Yoon Seok-myung, senior vice president and the head of HHI's Atlanta incorporated firm.



## Preview of Cemat 2014 in Messe

- HCE's booth: Hall 25 stand H19, open-air stand F13

Cemat 2014, World's leading trade fair for intra logistics including Move & Lift, Store & Load, Pick & Pack, Logistics IT, Manage & Service will be held at Hannover Messe, Germany from May 19 to May 23.

Over 1,000 exhibitors from 39 countries will participate in this show and the show is expecting approximately 53,500 trade visitors from all around the world.

Hyundai Construction Equipment (HCE) also will be participating in this exhibition. HCE will introduce their new product series and the improvements made for each product range.

Improved product range is below.

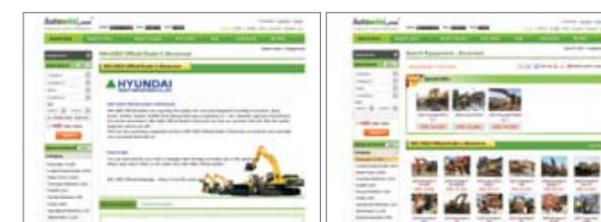
Battery range	Diesel range (1.5~8 tonnes)
<ul style="list-style-type: none"> <li>• Side loading battery</li> <li>• Finger tip control</li> <li>• F/R switch in lift lever</li> <li>• Wet disc brakes</li> <li>• Advanced display for monitoring &amp; control</li> </ul>	<ul style="list-style-type: none"> <li>• 5% more fuel efficient</li> <li>• Fingertip control (2.2~3.3t)</li> <li>• F/R switch in lift lever</li> <li>• DCSR (Direction Change Shock Relief)</li> <li>• ESL (Engine Start Limit)</li> <li>• Advanced display for monitoring &amp; control</li> </ul>
LPG range	Diesel range (11~25 tonnes)
<ul style="list-style-type: none"> <li>• Automatic transmission</li> <li>• Reverse lock</li> <li>• Speed limiter</li> <li>• Tier 4 emission compliant</li> <li>• Advanced display for monitoring &amp; control</li> </ul> <p>(Standard equipment varies per model)</p>	<ul style="list-style-type: none"> <li>• Heavy duty components</li> <li>• Tilting cabin</li> <li>• Load sensing (18~25t)</li> <li>• Quick attachment coupling (16~25t)</li> <li>• Advanced display for monitoring &amp; control</li> </ul>

HCE will be showing its latest industrial vehicles on two stands. The large-size machines 180D-9, 110D-7A and 70D-7A will be shown in hall 26 and four diesel forklifts from the new 9 series and three gas-powered forklifts from the 7A series will be shown in hall 25.

HCE's booth at CEMAT 2014 will be located in Hall 25 stand H 19, open-air stand F 13.



## HCE launched Used Equipment Website for overseas market



Hyundai Construction Equipment (HCE) and its contractors of used equipment dealers launched the "HHIUSED.COM" website to invigorate transactions of

used heavy equipment. HCE took follow up measures and went into a contract with "AUTOWINI.COM" so as to expand the promotion of products that have been registered on "HHIUSED.COM" to overseas markets.

The AUTOWINI.COM website features a dealer's showroom dedicated to "HHIUSED.COM", which provides information on the products. In case of official dealers, AUTOWINI provides customers with direct consulting services, so that customers can get detailed information on the products as well as the quality inspection service.

## WIN Fair in Istanbul



**W**IN, one of the biggest Automation, Electrotech, Hydraulic & Pneumatic and Materials Handling fair, took place from March 19 to March 22 at TÜYAP Exhibition Center, Istanbul.

HMF Makina filled the 102 sqm exhibition space with four battery and diesel Hyundai forklifts. The models exhibited at the fair include 30BH-9, 18BT-9, 35DF-7 and 30DF-7. More than 300 visitors came to the HMF booth. The sales team assisted visitors to experience the exceptional quality Hyundai quality of Hyundai products through first-hand experience. Through this fair HMF once again successfully promoted its brand which attracted more visitors and potential leads.

## MODEX in Atlanta

**H**yundai Construction Equipment (HCE) took part in MODEX 2014 which was held in Atlanta, USA from March 17 to 20 and achieved a great local response. This scale of the exhibition was 250,000 net square foot and approximately 800 companies and 3 million people participated in this show. HCE displayed five models including Battery forklift 18BRP-7, 20BT-9, 25BC-9, Diesel forklift 70D-7A and LPG forklift 25LC-7A. MODEX is held every 2 years in conjunction with PROMAT 2015 which will be held in Chicago.



## The Rental Show in Orland

**H**yundai Construction Equipment (HCE) participated in 'The Rental Show' which was held at Orland, USA and had gained great local exposure. The Rental Show is organized by Rental Equipment Association. Many manufacturers like mini equipment, rental loader equipment and so on take part in this show every year. HCE had displayed 5 models including mini excavator R35Z, loader 30L and 70D this year. HCE benefited from the show by promoting the superiority of HCE equipment, and gained potential leads.



## HHI Begins Building World's Largest Containership



**H**yundai Heavy Industries (HHI), the world's biggest shipbuilder, began building the first of five 19,000 TEU containerships for China Shipping Container Lines (Hong Kong) Co., Ltd.

The shipowner upgraded the original order for five 18,400 TEU containerships to ones capable of delivering 600 more

containers. These new ships will be the largest containerships ever built.

The world's largest containerships will feature a 77,200 bhp electronically-controlled main engine and two EcoBallast seawater treatment systems. The main engine will maximize fuel efficiency, and reduce noise, vibrations, and carbon emissions by automatically controlling fuel consumption to suit sailing speed and sea conditions. The EcoBallast system can treat 3,000 m<sup>3</sup> of seawater per hour by filtering and sterilizing bacteria and plankton bigger than 50 µm with ultraviolet rays.

The first containership, measuring 400.0m in length, 58.6 m in width and 30.5 m in depth, is scheduled to be handed over by November this year. The remaining four containerships are slated to be delivered by the end of the first quarter 2015.

HHI has won orders for 102 ships out of the 372 ultra large containerships.

## HHI Installs Korea's Largest Offshore Wind Turbine

**H**yundai Heavy Industries (HHI), the world's biggest shipbuilder and a leading wind turbine supplier, announced that it completed installation of a 5.5 MW offshore wind turbine prototype on Kimnyeong Wind Farm on Jeju Island, South Korea.

The offshore wind turbine, measuring 100 m hub height and 140 m rotor diameter, is the largest unit ever installed in South Korea. It can generate energy to power about 1,100 households a year. HHI will start a test run on the turbine from March for certification by UL/DEWI-OCC, an authentication institution within this year.

This offshore wind turbine prototype is designed to withstand the strong wind of 62.5 m/s, and to be protected from corrosion caused by the sea water.

"We not only plan to supply the three same size offshore wind turbines to the South-Western 2.5GW Offshore Wind



Farm Project in Jeolla province, South Korea, but also to accelerate marketing campaign overseas including Asia and Europe on the basis of ample experiences and knowhow we have accumulated from a variety of offshore plant projects," said an HHI official.

HHI has installed accumulated 100 MW of wind turbines in Korea and around the world to date.



## Attabad Landslide Project

The project involves the removal of a natural dam at Attabad Lake, Pakistan, which was created due to the massive landslide. The dam has been threatening millions of people living in the downstream area. For this oversized project, 10 Hyundai excavators have been aggressively in operation 24 hours and 7 days a week. The project started in 2012 and is still in progress. Due to global warming and increased climatic changes, heavy rains and land slide issues have become more severe thus the project can only be executed from October to March, which means whole winter. The process of deepening and widening the spillway will continue until the lake level drops by 30 meters.

*-This article was submitted by Arslan Baig (MULTILINE ENTERPRISES)*

## NEISWONGER CONSTRUCTION FINDS INCREASED PRODUCTIVITY WITH HYUNDAI EQUIPMENT



Since 1978, the multi-faceted construction company has been providing Western and Central, PA with a wide variety of services including site work, demolition, heavy construction, snow plowing and dumpster rentals, but in 2000, Vice President, Vinnie Neiswonger became

determined to add coal mining under his belt. In a little over a decade, Neiswonger Construction did just that, eventually becoming the 22nd largest coal producer in PA by 2011.

**Bentleyville, PA** - Essential to generating affordable and reliable electricity, coal continues to be one of the most valuable fuel sources in Pennsylvania and throughout the nation. With the help of Hyundai Construction Equipment, Neiswonger Construction is proud to be able to contribute to the economically beneficial coal production industry in PA, where nearly 60 million tons of coal was output in 2011 making it the fourth largest coal producing state in the U.S.

Neiswonger Construction specializes in surface mining, predominately working on jobsites with many acres of both mountainous and flat terrain where coal seams are located close to the surface. Currently stationed at a 4 month long, 140 acre coal mining jobsite in Bentleyville, PA, the company relies heavily on a staff of 19 employees and a combination of Hyundai Construction Equipment to keep up an accelerated production rate.

With machines working in such a rugged application as mining, machine downtime could understandably be a concern for many, but not for Vinnie Neiswonger. Having been a Hyundai customer since 2007, Neiswonger has the utmost confidence in the sales and service team of Hyundai dealer, Highway Equipment of Zelienople and DuBois, PA, especially his salesman, Dan Olson. "In this type of operation machine uptime is critical and Highway Equipment fully understands that," states Neiswonger. "If we need parts or service assistance I know I can give Dan a call and someone will get here right away. Having that trust and reliability makes all the difference."

As far as features and performance, Neiswonger Construction has been especially pleased with their two newest machines, the R480LC-9 excavator and the HL780-9 wheel loader. According to Neiswonger, both machines are the perfect size and fit for a mining application, neither too big nor too small, and provide maximum power and fuel efficiency. In a short time operators have already come to love the upgrades from Hyundai's previous 7A models, including a more spacious cab, convenient controls, optimum visibility and a comfortable air ride, heated seat. All of which, make 10-12 hour days in harsh conditions more enjoyable.

One particular feature Neiswonger Construction has found

to be extremely beneficial on the HL780-9 wheel loader has been the load weighing system. Each and every bucket load of coal is weighed before being loaded onto a truck, providing ultimate efficiency. This feature ensures operators are precise in meeting but never exceeding weight limits for every truck load. This is an especially important tool for the company because no profit can be earned on any amount of coal over each truck's weight limit. Each driver with an overweight truck load can also be fined substantially.

Not only is this essential data viewable by the operator in the machine, but also through Hyundai's Hi-mate Remote Management System. The company can access statistical data for both Hyundai machines including cycle times, machine locations, fuel consumption and operating and maintenance history through a daily reporting function from anywhere with internet access. This feature allows Neiswonger Construction to closely monitor each machine and avoid any unplanned downtime.

Although the company has had many brands of machines over the years, Neiswonger Construction continues to stick with Hyundai not only because of the overall reliability, but also due to the competitive pricing and financing options as well as the excellent parts availability. As an added bonus, the company has seen the lowest cost per hour against productivity over a 3-5 year period with Hyundai equipment. "The R480LC-9 excavator and HL780-9 wheel loader have both been a tremendous asset to our operation, significantly benefitting our productivity and bottom line," states Neiswonger. "And combined with the invaluable support from our dealer, it is certain we will be a Hyundai customer for a long time to come."

- This article was submitted by NEISWONGER CONSTRUCTION

## Sia & Yeo in Singapore

### The Excavator Specialist

Sia & Yeo Heavy Equipment Pte., Ltd., Singapore's contractor specialist for trading and reconditioning various types of heavy equipment for the construction industry, including excavators. Established in 1977 and named after the Managing Director Mr. K.M.Sia and former partner Mr. Yeo – both shared same goal of providing top quality equipment that are in good working

condition and safety customer's needs. Sia & Yeo Heavy Equipment started as a small repair workshop, which was situated in a remote place and now it has expanded to a large organization with two operating offices and workshops located in the west and north of Singapore; also a proud distributor of Hyundai Construction Equipment in Singapore.



### Secrets of Success

Mr. Sia sets high standards for the company's approximately 50 staff, demanding a professional attitude and a comprehensive knowledge of the products distributed by Sia & Yeo Heavy Equipment. The staffs are constantly retrained with new skills and knowledge to enhance efficiency and reliability. Thanks to this, Sia & Yeo Heavy Equipment earned a reputation for in customer services and trustworthiness.

Construction equipment market in Singapore has been long populated with a lot of European and Japanese excavators. Although Singapore is a very small country, the market competition has always been very aggressive. In order to penetrate successfully into this saturated market, Sia & Yeo Heavy Equipment needed to be innovative.

“What separates us from the other competitors in the industry is that we are able to provide ‘one-stop’ solution and various services such as fabrication and installations of the attachments, which will help the customers to save unnecessary costs, hassle and at the same time meet their needs. Also we are one of the few machinery scrappers left in the industry that allows customers to trade-in their ‘old’ excavator in-exchange for a new Hyundai excavator.” Mr. Sia.

▼(Left) Mr. Chris Sia (Director) /  
(Right) Mr. K.M.Sia (Managing Director)



### Marketing Trend

While construction will contribute positively to the economic growth in 2014, its impact is likely to be moderated. The slowdown was primarily due to the moderation in the growth of private-sector construction activities. The industry contracted at an annual rate of 6.9 percent, compared with the 1.7 percent expansion in the previous quarter. Construction demand for the private residential segment will likely halve in the coming year, to \$5.2 billion from \$10 billion. Construction demand on the public residential front is however forecasted to dip to \$5.5 billion from \$6.6 billion last year. For 2015 and 2016, average construction demand is projected to be sustained between \$25 billion and \$34 billion per annum.

Despite Sia & Yeo Heavy Equipment Pte., Ltd. still has to improve on the following.

- **After Sales Services:** Continue to upgrade staff knowledge and skills through relevant courses; increase service team in order to satisfy the increase number of Hyundai Construction Equipment in the market.
- **Spare Parts:** Stock of spare parts will gradually increase to meet the increasing number of Hyundai Construction Equipment as well as the long-term usage of the machinery.
- **Export of used machinery:** The ability to export used machinery out of Singapore helps to maintain or increase Hyundai Construction Equipment's market share.

Regardless how the market may change, Sia & Yeo Heavy Equipment will always be ready to face what lies ahead; and together with Hyundai Construction Equipment's support, we can build a better future.

- This article was submitted by Sia & Yeo





Please send pictures you wish to share.  
Gift will be sent for selected pictures.

- ▶ Picture files 1600 x 1200 pixel files are recommended(or higher than 3 MBs)
- ▶ Send to : [eyseo90@hhi.co.kr](mailto:eyseo90@hhi.co.kr)

HL770-9 / 250D-9 / H930C  
R210W-9 / R210LC-9 / R800LC-7A  
(You can choose any one of these miniatures)

Selected pictures may be used in promotional products or prints by Hyundai Heavy Industries, CO., LTD hereafter



Along with the picture,  
please include:

1. Sender's name / address
2. Model of the equipment
3. Equipment location and its operation



▶ Hyundai machines in Finland



▶ 300LC-9SH in Siberia



▶ HL780-9A Marble in Romania



▶ 235LCR-9 in UK



▶ 80D-7E in Germany



▶ 220LC-9S in Mexico



▶ HL780-9 Marble in Turkey