



G.M. Damsteegt





Komatsu intelligent Machine Control Hits the Netherlands

By William Groven, Komatsu Europe International N.V.



“Be Flexible and Dare to Innovate”

In 2013, Mr. Martin Damsteegt visited the Topcon MC Experience event in Walldorf, Germany, where he found out about the new intelligent machine control technology soon to be integrated in upcoming Komatsu machines. He immediately was convinced that this incredible innovation could bring many benefits to his company. Mr. Damsteegt is the proud owner of G.M. Damsteegt b.v., a company located southeast of Rotterdam in the Netherlands. Focused initially on the rental of excavators, G.M. Damsteegt has grown quickly and, at present, it counts over 100 employees and more than 250 machines, including mobile and crawler excavators, crawler and articulated dump trucks, wheel loaders, telescopic handlers and tractors. Among these, several are equipped with a Topcon GPS system.

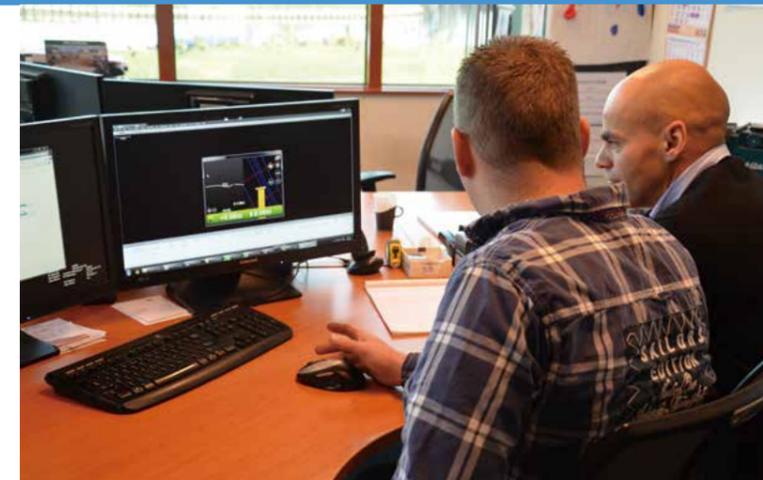
The company's core business is still the rental of construction machines, with or without operators, and attachments. They also perform small local contracting jobs and have invested in the recycling business.

Plug and Play

Mr. Damsteegt wished to purchase a D61PXi-23 intelligent machine control bulldozer directly at the Walldorf fair, but the machine was due for its European launch just a bit later. His company's first real contact with Komatsu products was instead with a D61PX-23, which could easily be equipped with a Topcon GPS system thanks to the Topcon Plug & Play provisions. Damsteegt was familiar with Topcon products, and Komatsu bulldozers offered efficiency in terms of fuel consumption and a low drive undercarriage, perfectly in line with their customers' needs. To run this first bulldozer in Damsteegt's fleet, they specially hired Mr. Nico van den Bos, an experienced operator who has only enthusiastic comments about it. “The joysticks lie comfortably in your hands and operations with this machine are so easy. Komatsu has even improved a big step further since my first experience with one of their dozers six years ago.



Mr. William Groven (left), Komatsu product manager for bulldozers, gave a brief presentation of the new product to Mr. Bram Van Campenhout (center), BIA product manager for intelligent machine control products, and to Mr. Leo de Heus (right), responsible for Damsteegt jobsite planning.



Mr. de Heus shows how simple it is to support intelligent machine control equipment operations with SiteLink 3D, a Topcon jobsite management system.

I have worked a lot with Komatsu's main competitors' machines. My left arm was often sore in the evening because of the bigger movement required to operate their dozers. On the Komatsu D61PX-23, just a light movement of the wrist is needed. It also takes turns a lot better thanks to the hydrostatic drive. In one word, I find the D61PX-23 wonderful,” he exclaims.

Integrated—Innovative—Intelligent

Due to this excellent work performance and easy operation, Damsteegt decided to invest in two more Komatsu bulldozers, this time equipped with integrated and intelligent machine control.

The first one was a D37PXi-23. Damsteegt sees great potential for small bulldozers in the Netherlands, where there are many streams and rivers. To prevent repeated flooding, dikes must be built and maintained in perfect shape, as well as strengthened and enlarged. On these dikes, a maximum machine weight of 8 tonnes (8.8 U.S. tons) is allowed, which fits perfectly with the D37PXi-23's specifications.

At Damsteegt, Mr. Leo de Heus is responsible for jobsite planning and machine control support. He pointed out the accurate and fast work that can be accomplished with the D37PXi-23. “It's a great machine, particularly in the way it operates. The joysticks are light and it's a pleasure to work with. Preparing the D37PXi-23 for operation is simple and fast: just mount the monitor panel and load the jobsite model and the machine is ready to go. What a difference and advantage compared with previous machines with the antennae mounted on the blade.”

Damsteegt quickly enlarged their fleet with a Komatsu D61PXi-23. “In the rental business, a single machine equals no machines at all,” says Mr. de Heus. “We must be able to quickly satisfy customer demand. This is one reason why Damsteegt is investing more and more in Komatsu bulldozers.” The Dutch company is also characterized by a high level of brand loyalty, and after the first decision to purchase a Komatsu bulldozer and the very positive results and feedback, the decision for their next machines was easy to make.



The D37PXi-23 is quickly and easily brought to the jobsite on a small truck.



Mr. Arjen Uijtevaal (left), BIA account manager, and Mr. Nico van den Bos (right), an experienced—and happy—bulldozer operator



The Komatsu D37PXi-23 intelligent machine control bulldozer is a small and powerful machine that can also handle jobs which are heavier than expected.

An Exclusive Technology

Komatsu intelligent machine control bulldozers are unique. They offer outstanding improvements in productivity with an innovative and automatic blade control function that performs both rough dozing and finish-grading in automatic mode.

Typical add-on machine control system components, which were previously mounted on the blade, are now replaced and factory-installed on intelligent machine control bulldozers with a cab-top global navigation satellite system (GNSS) antenna, an enhanced inertial measuring unit (IMU+) and stroke sensing hydraulic cylinders. For a quality installation and higher reliability, these components, along with the machine control monitor and controllers mounted inside the cab, are installed at the Komatsu manufacturing facility during machine assembly. They work together with the other Komatsu machine parts to deliver optimal production levels. When the machine travels around the jobsite, the cab-top GNSS antenna collects accurate surface data by measuring actual elevations. The stroke-sensing angle cylinders measure the angle of the blade for high precision grading accuracy on cross-slopes, blade angled or not.

In the Netherlands, GPS machine control is seen as standard equipment on a bulldozer. “Machines need to be as versatile as possible,” Mr. de Heus states. “We were always an innovative and progressive company and are not afraid to invest in state-of-the-art technology.” Komatsu

intelligent machine control brings many advantages compared with conventional machine control systems. All components are on the machine and stay on the machine, with no risk of error during installation. The machine can be transported to the jobsite and immediately start work. With all components integrated, there is a much smaller chance of cables breaking down. Mr. de Heus also uses Sitelink to help operators with remote support if they eventually run into trouble.

A Happy Komatsu Customer

Komatsu intelligent machine control machines are reliable and versatile, as well as offer high value to customers. They make construction work easier, quicker and safer for Komatsu customers.

Thanks to their positive experience with Komatsu and the established relationship with BIA, Komatsu’s distributor for the Benelux region, Damsteegt recently decided to purchase an HB215LC-2, Komatsu’s third-generation hybrid excavator, to which they have adopted a Topcon GPS system. This new machine is already recording fuel savings of up to 31% compared with older conventional hydraulic excavators.

“Be flexible and dare to innovate,” concludes Mr. de Heus. “That’s our company’s motto.”

Komatsu shares this point of view and looks forward to great mutual business relations with Damsteegt into the future.

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