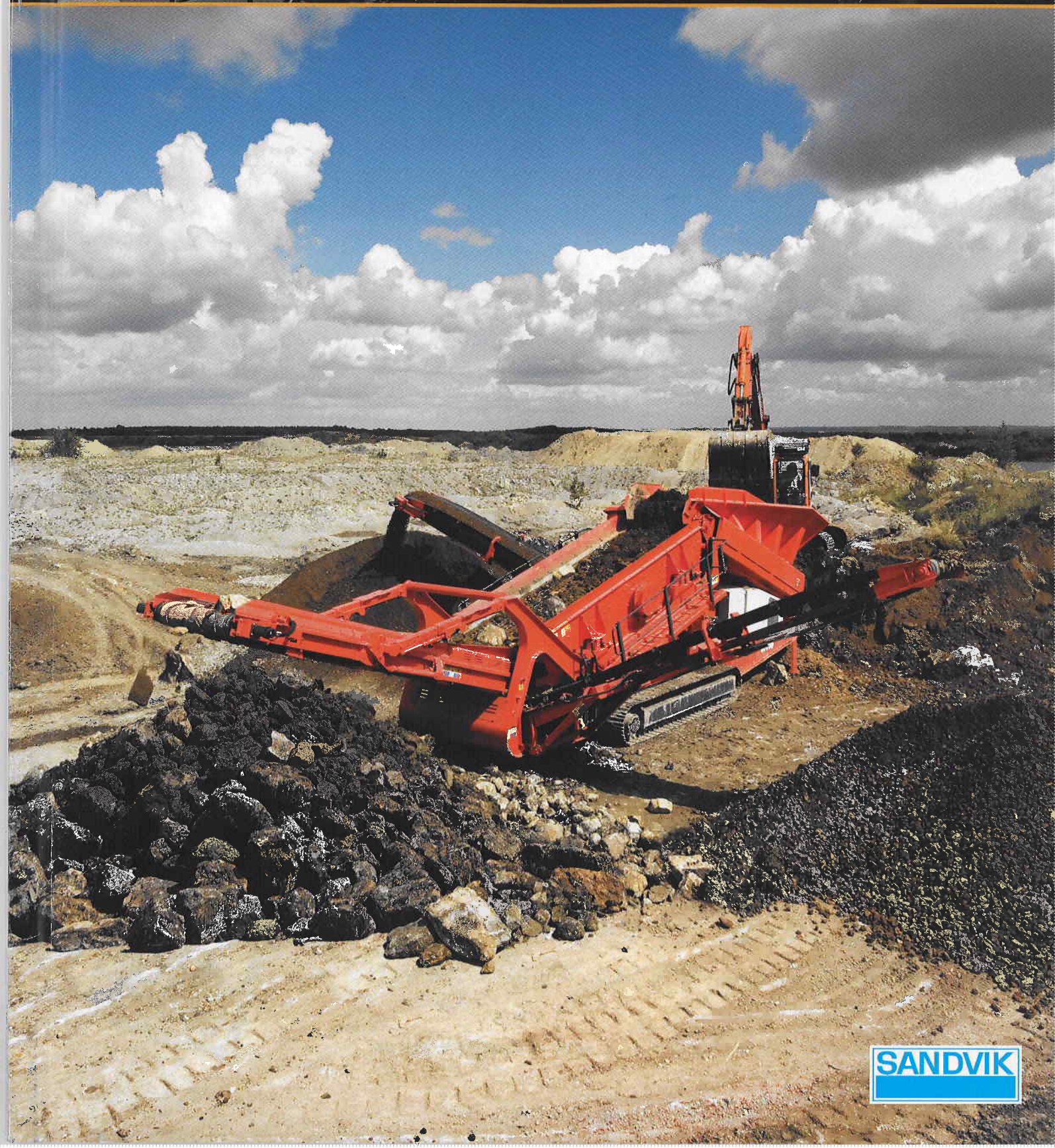


project

# plant

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For Scotland's Construction Equipment Industry



**SANDVIK**

# The latest news on the wireless

Two companies who came together at the ScotPlant exhibition in March have formed a new alliance.

WHEN Alex Love of Survey Connection took a break from manning the company's stand at the show he ventured into the pavilion area just as fellow exhibitor OnGrade was demonstrating its wireless excavator guidance system. Within weeks the two had signed a distribution deal.

The DigPilot system was being shown for the first time in the UK and according to Gary Escott of Dorset-based OnGrade was attracting interest "beyond any expectation." He added: "It was this level of interest, however, that made us realise that if DigPilot was to be truly successful in Scotland we would need to find a suitable route to market and that meant local people and local support."

As if on cue, Alex Love of the Glasgow surveying and safety equipment specialist was making his rounds and immediately recognised the potential of what he was seeing. "Survey Connection had looked at machine control and decided it was a product line we wanted to offer but with other products we had come across there were issues because they required a hard-wired installation. DigPilot is wireless which makes introducing the product into the mainstream hire market a reality."

Launched three years ago and now with a big share of the market in Scandinavia, the system can be used across an excavator fleet of up to 20 machines. The high capacity batteries are rechargeable so require no maintenance or replacements.

Escott went on: "DigPilot offers the ability to be used on any size of excavator or backhoe, the smallest so far being a 2t mini. It gives opportunities for everyone to experience and benefit from machine control and has limitless applications, from landscaping, foundations, trenching and driveways to large grading and profiling jobs."

Users are promised 'right first time' excava-

tion with resulting benefits of less reworking and reduced fuel consumption. The system can be self-installed in a couple of hours.

Speaking about the new deal Escott said: "We are very excited about working with Survey Connection. Having such an outstanding dealer in Scotland gives us every confidence the product will be a success. Perhaps the most exciting thing of all is Survey Connection's experience in the hire sector. DigPilot lends itself to the mainstream hire market and hiring machine control should be as easy as hiring a grader laser."

Alex Love, meanwhile, is convinced of the potential in Scotland. "We are looking forward to getting DigPilot into the market. The fact that a customer can hire the system without committing to the capital outlay of a purchase is extremely significant."



ONGRADE'S success at ScotPlant did not end with the new distribution deal. It also won an order for a DigPilot from Carnegie Base Services which has since fitted the system to a 14t Volvo excavator working at the former RAF base at Edzell.

Carnegie bought the major part of the 440-acre site to develop it as an industrial park serving the offshore oil industry. The firm's David Carnegie explained: "I probably wouldn't have considered machine control if I hadn't come across DigPilot but the fact that it is wireless makes it viable."

The excavator is used for all types of work on the site – demolition with hammer attachment, drainage, bulk earthmoving and grading. With DigPilot the system is fitted only when it is required. "We can take the system off when we are doing things that might damage it, something that can't be done with traditional wired systems," he added.

The guidance system allows the operator to carry out fine grading and trenching without requiring another person to check the work. And he doesn't have to leave the cab; he simply puts in the profile or trench required and then starts working.

"DigPilot will save us a significant amount of money as we redevelop Edzell base into the premium industrial park in this part of the world," David Carnegie predicted.

The excavator, now fitted with DigPilot, on site at Edzell.