

# DOESBURG ISOLATIE EXPANDS ITS MACHINERY MABI BINGO 2 EVO

This time, the editors of Isolatief Magazine (Insulation Magazine) visited Dion Doesburg from Doesburg Isolatief BV in Winkel, the Netherlands. The company founded by Dion's father was established in 1976 and has grown from a one-man business into an all-rounder insulation company, with major clients throughout the Netherlands in the industry and utilities sectors.

## FLEET TO INCLUDE THE



Meanwhile, Dion took over the company from his father a few years ago and his sons Mauro and Ryan have now also joined the business. «We employ twelve technicians and we also have a flexible pool of 16-20 technicians that we use for larger projects,» says Dion.

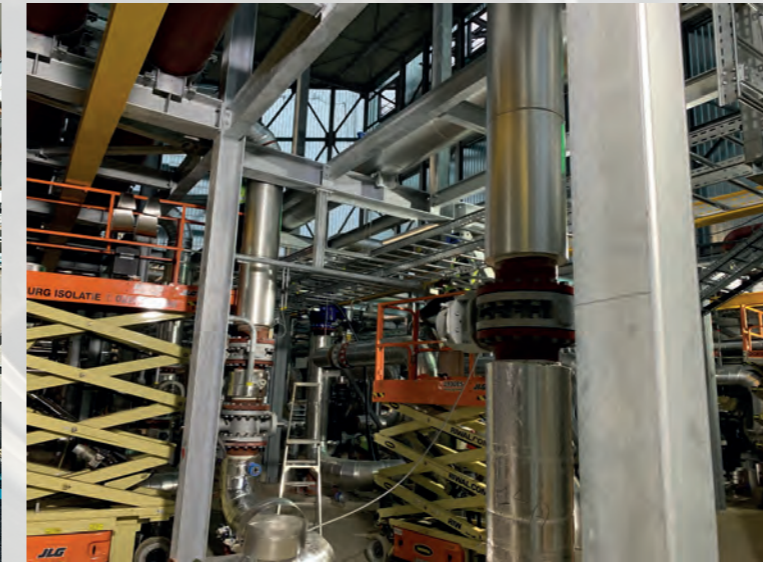
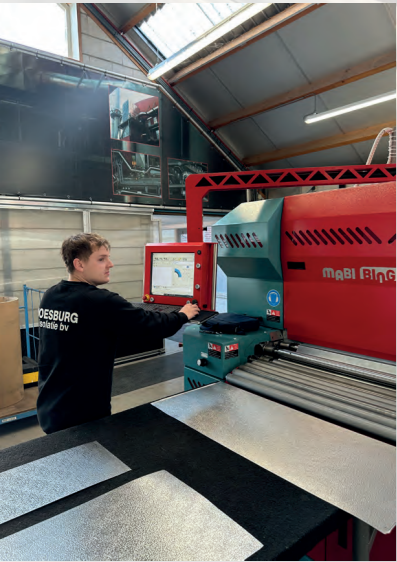
### A growing market

«In the industrial market, we are receiving an increasing number of larger projects,» adds Dion. «That is due to market developments in the context of mandatory energy savings in the business and utilities sectors, which are required to take energy-saving measures that pay for themselves within 5 years. This will be strictly enforced by environmental services. The work includes the insulation of heating and cooling pipes, and also fittings to be insulated with thermal mats.»

### Projects

Work is underway at several plants in the Netherlands, where people have work whole year around. Dion cites the domestic waste plant in Alkmaar as an example, where the company has thermally insulated various pipes, pieces of equipment and boiler walls within the plant with insulating material resistant to high temperatures of up to 400 degrees Celsius and finished with sheet metal. These are projects that are often combined with major overhaul maintenance shutdowns in the plant, in which the sheet metal and insulation are removed, and the technicians of the installation company then get to work on replacing the parts. After this, we re-finish the pipes with new insulation and sheet metal. This is done according to the drawings provided or the work surveyed. There are also pro-





jects that proceed according to a scope, in which the sequence of the project is described including the required insulating materials. These are scheduled well in advance so that we can take the preparations and assembly for commissioning into account in our planning. For the insulating materials, we work with various suppliers. We ourselves are working on a new challenge: self-manufacture of the mats for insulating the fittings. We are setting up a room with the necessary equipment for this.

This is initially based on minor work and adjustments to the mats with regard to how they are currently being delivered. This will of course also take time. In this way we are less dependent on our suppliers, and working more with our own prefabs also fits in with our business plan,» says Dion.

### Prefab is the future

«The focus for us in terms of prefab is mainly on manufacturing the sheet metal for finishing the insulation,» explains Dion. «On average, we go through roughly 25 to 30 tons of aluminium per year. Over the past few years, we have successfully modernised and automated our workshop further, as this is important to remain competitive in this market. To cope well with all the work, we invested in a MABI Bingo 2 EVO in August last year. It is used for the prefabrication of aluminium sheet material for finishing the insulation. A more than welcome addition to our range of services and production capacity,» says Dion. «In that sense, we are true

MABI fans and have several MABI machines at our disposal, including for cutting and finishing the sheet material. My father began automating operations in 1998 by investing in one of the first MABI machines, the Bingo 16Z. This old machine still worked to satisfaction until the new machine arrived. With this new machine, we can stay on top of things for the next 10 years.»

## Own prefabrication has a future

### A machine that fits in seamlessly with our operations

«When purchasing this practical MABI Bingo 2 EVO, we didn't leave anything to chance. We were well advised by MABI, who took a good look at our business activities and identified where there was a need for improvement. Dion refers to the fully automatic coil change as a very practical tool «We now have six aluminium coils behind the machine in various material thicknesses and surface structures such as smooth or stucco sheet material. We can program all projects via the screen or at the project location and the machine then carries out its activities automatically, such as automatic rolling and advancing of tubes, fittings and segments, including clear printing and the fully automated label system which facilitates assembly.



Getting to know the machine properly took some effort at first. In two weeks, MABI employees taught our staff how to use the machine, which operations are possible and how to program the machine. We are now making use of all the features. For example, the machine is equipped with advanced MABI Evo-Net-Mobile software. This allows data to be recorded directly on the construction site via mobile devices and sent to the machine in the workshop. This MABI is prepared for the future and provides us with the opportunity to automate our operations further. Because, according to Dion, that's where the business is heading more and more. «Considering personnel shortages in particular, automation provides a solution. That does not change the fact that we will continue to invest in personnel and training. After all, insulation will always involve a degree of manual work.»