



## Concrete drilling company De Jong B.V.



## Concrete drilling company De Jong BV can handle more projects with TomTom WORK

“In contrast to transport companies, time on the road costs us money,” says Gilbert Meurs, managing director of De Jong Betonboringen. The forty vehicles operated by De Jong Betonboringen, which are fully equipped as self-supporting diamond drilling and sawing units, arrive on location more quickly and safely since they have been equipped with Connected Navigation from TomTom WORK.

### The company

In 1965, De Jong Betonboringen introduced the concept of diamond drilling in Europe. Today De Jong is the top specialist in the field of drilling and sawing with diamond for construction, road building and industrial applications; the firm even takes on the most challenging projects abroad. The company was in Egypt for more than a year, for instance, to assist in repairing a bridge over the Nile that involved correcting construction problems with concrete columns by installing new reinforcement steel in 27-metre-deep holes drilled by De Jong. In a project for the Radboud Hospital in Nijmegen, De Jong used diamond wire saw techniques to remove round concrete sections with a diameter of no less than 3.90 metres on all 7 floors.

50 specialists,  
40 fleet vehicles,  
operating from  
4 offices

The company is ISO-9001 and VCA\*\* certified, operates internationally and uses both standard and extremely specialized equipment, some of which is developed in-house. Fifty drilling and sawing specialists operate daily from one of the four offices located in Wormerveer, Rijssen, Rotterdam and Westerhoven. The forty company vehicles are outfitted with TomTom WORK.

### The challenge

Approximately 60 jobs  
per day

These drilling and sawing specialists generally perform 60 drilling and sawing jobs per day at varying locations. To achieve this, efficient transport to and from the work site and efficient planning are of essential importance. In addition, clients have an increasing need to know when De Jong can be expected to arrive at the site. Often the drilling and sawing operations must be completed before the rest of the project can begin. In the course of a workday, urgent orders are received on a regular basis and the planners must know exactly where the vehicles and employees are so the right team can be dispatched to ensure the fastest possible response time. In the past this communication was only possible via mobile phone and that was not always the optimal solution. Until recently, De



Overview of current location essential

Jong made use of so-called "Black Boxes" in which the movements of the fleet vehicles could later be examined. This solution, however, was not an integrated navigation/communication solution and offered no real-time information about fleet movements throughout the day. De Jong Betonboringen sought the most integrated navigation/communication system in order to meet the current and expected future needs.

Enthusiastic and offering an excellent service level

Once a convincing decision was made to implement TomTom WORK, collaboration was begun with TomTom WORK reseller Automotive Vliek of De Bilt to deliver and install the equipment. In addition to the delivery and installation of TomTom WORK, Vliek also installed the hands-free mobile telephones, the alarm systems, the standard company equipment and the vehicle safes. "This allowed us to have a single vendor to turn to for a whole range of related services," explains Wim Krom. "Through our unique collaboration with TomTom and their reseller, we have found a very enthusiastic supplier that offers an excellent service level and has sufficient resources to make good on its promises," adds Gilbert Meurs.

Improved safety, environmentally-friendly

### The solution

Both managing directors/owners Gilbert Meurs and Wim Krom wanted a fleet management solution with which the client service could be further optimized and, certainly not in the last place, with which the safety could be improved and the environment could benefit from reduced fuel consumption. "We consume approximately 100,000 litres of diesel fuel per year, so improved planning and navigation not only save time – because time is money after all – but also fuel," explains Wim Krom.

The actual drilling and sawing work usually differs from the job description that is provided in advance, so well-organized planning is of immense importance. "We estimate that approximately 95 percent of the work we do on site is ultimately done in a manner other than defined in the original assignment because the situation or construction is other than was originally described," says Gilbert Meurs. "This not only demands a lot of improvisational skill from our drilling and sawing specialists on site, but also from our planners who have to deal with the associated change in time requirements."



### The advantages

De Jong Betonboringen makes use of TomTom GO navigation and TomTom LINK in order to trace all the drilling and sawing units and TomTom WEBFLEET for on-screen locating, communication, kilometer registration and reports. "We also use TomTom WEBFLEET for our own administration," explains Wim Krom. "The travel and production hours are documented through the TomTom WEBFLEET report and a comparison is made with the work reports. The arrival times and departure times at our various work sites are registered via TomTom WEBFLEET.

Watertight reporting,  
also to the client

Wim Krom points out that this eliminates any discussion about billable hours with the customers. Reports about the driving speed are a feature Wim Krom also finds to be of great importance, partially in relation to traffic fines, but also because "You don't want anyone driving too fast or in a dangerous manner. Besides the fact that we pay a lot of attention to the appearance of our fleet – and also have our name in huge letters on the vehicles – I don't want to imagine what would happen if one of our asphalt saws, weighing about 1000 kg and containing around 2000 litres of water, were to be unnecessarily involved in an accident.

And should such a situation nevertheless occur, you can use TomTom WORK to see exactly what happened." What we are busy with at the moment is examining how we can make practical use of the extensive possibilities for "written" communication between computers at the work places in the office and the screens in the vehicles. However, both managing directors see the further optimization of the service level and the service to the clients of De Jong Betonboringen as the most important benefit.

### The future

The rollout of the TomTom solution was recently completed and the users have learned to take advantage of all the functions, in part through thorough in-company training. "In the future we want to further expand the communication possibilities available via TomTom WORK by linking it to other systems," says Wim Krom. Its own administration system is not currently suitable for a direct link to TomTom WORK, but De Jong Betonboringen expects to further expand the possibilities in the future by linking it to the ordering and salary administration systems.

Further integration  
with company  
systems



With a more efficient navigation and communication system, De Jong Betonboringen is enjoying the benefits of TomTom WORK. Gilbert Meurs: "There are good reasons we're the oldest concrete drilling company in Europe. We have often been pioneers when it came to using new technologies that are considered essential today. Continuous innovation – for 42 years that has been and continues to be our key to success!"

