

DYNASET KPL High Pressure Street Washer to Bobcat's Official Attachment Portfolio

Bobcat, leader in compact equipment, started to offer Dynaset equipment under their brand to their customers. The new cooperation includes three KPL High Pressure Street Washer models, which are KPL S, M, and L. The L-version has two pump options, HPW220 and 250. The disinfection possibility played an important role when the project started. In other words, DYNASET KPL unit is now official Bobcat attachment

The models that Bobcat offers are modified and tailored to meet their needs. As you can see from the picture, the Bobcat's version of KPL is a charcoal colored while the standard KPL is blue. Bobcat's version of the KPL unit also has a special control box (ACD, Attachment Control Device) that allows the Bobcat loaders to recognize the Attachment and adjust the settings to best fit it needs. Also, the hydraulic quick couplers differ from the standard ones and this version has the Bob-Tach Attachment Mounting System™. These modifications make the KPL Unit a perfect match with Bobcat loaders. The journey has just begun but the expectations in both companies are high.

“My expectations are very high. We are talking about an attachment that is fully integrated with Bobcat loaders in order to satisfy all the customer's requirements for street cleaning, sanitization/disinfection, public furniture cleaning, and also sand blasting or even graffiti removal. I believe that Bobcat customers will benefit from this partnership and understand that Bobcat is always open to discover more in order to pursue innovation and bring new great products on the market,” says Daniele Paciotti, Product Line Manager Attachments at Doosan Bobcat EMEA.

“The product is now ready and I personally look forward to full-scale production and shipments. In addition to that, we also want to develop our partnership in the future” says Dynaset's Area Sales Manager and the head of this project Henri Hypén.

The Role of Customization

The customization process plays a huge role in this partnership and it is important for Dynaset to offer such a product that the manufacturer requires. The customization is done by Dynaset designers and engineers so Dynaset can do more than just minor changes. Dynaset's engineering department makes the required changes to the original product and makes a new version of it for the manufacturer based on their requirements.

“This customization process started with a needs assessment. In this phase, the sanitizing application came up. It determined basically the whole customization process. This step helped us to choose which KPL models we pick as a starting point. Then the customization process had many meetings and conversations about the new KPL model. After many changes the new version of the KPL unit was ready for launch” recalls Henri Hypén.

The customization process took a couple of months but it was worth it because Daniele Paciotti from Bobcat is satisfied with the outcome.

“Our path together has just begun and I would say with full satisfaction so far, but we have a long road ahead of us together to perfect the process of 'Bobcatization'. Let's not forget that this is probably the first agreement in the industry between a skid steer loader and compact track loader manufacturer and

Dynaset, so my expectations are very high and demanding. My vision is to see Bobcat and Dynaset to drive this market thanks to our partnership” says Daniele Paciotti.

It Is Available Now!

The new attachment is now available. What kind of feedback Bobcat have got already about this new attachment?

“In only first six weeks we already committed 20 units, and delivered 10 units to the end customers so far to their full satisfaction. Especially the street cleaning, sanitization and graffiti removal with the Sand Blasting kit applications were very appreciated from the City of Dobris officials (City where Doosan Bobcat EMEA is located).. We are looking forward for other customer’s feedback but honestly I have no doubts of the partnership between Bobcat and Dynaset” says Daniele Paciotti.

The cooperation has been one big conversation starter also at the Dynaset office and the future looks bright.

“We hope that we can deepen our co-operation with Bobcat to DYNASET accessories in the future. For example, we already provide a sandblasting kit to them. Further, it would be great to tailor some other DYNASET equipment to them also” underlines Henri Hypén.

“I am sure the future of Bobcat and Dynaset is very bright. Bobcat is the one tough animal and our goal is to keep bringing the agile and versatile products on the market and Dynaset is a perfect match” Daniele Paciotti summarizes.

Thanks to the possibility of customization, the end-users can get the modifications to a piece of equipment by default which certain machine requires. Also, manufacturers know their customers’ needs and with co-operation, the final product has the abilities that the end-user needs.

“All kinds of tailoring ideas are welcome and we happily modify our products to fit the needs of the end-user” Henri Hypén ends.