

eventflow
concrete

TRANSFORMING CONCRETE DELIVERY WITH VOLUMETRIC TRUCKS



Even Flow

MARKET AREA: Statesboro GA to Savannah GA

STARTED IN BUSINESS: 2021

SERVICES: Ready Mix

EQUIPMENT: Five C60s



Company Profile:

Operating in Statesboro, Even Flow specializes in concrete delivery, leveraging the innovative capabilities of volumetric concrete trucks. The company's growth has been substantial, and they are currently planning to acquire their fifth truck to expand their operations into larger-scale projects in Savannah.



Shawn Strickland, Owner of Even Flow

Problem:

Originally, the company considered using standard drum-style trucks. However, the founders faced challenges, particularly with setting up their yard. They also foresaw potential problems, such as product loss due to breakdowns and having to pour out excess concrete at the end of each job.

"My partner, Jack Bailey, and I had originally thought about going with the standard drum style truck, front loads, and we worked on that for a while. It didn't go quite the way we wanted it to go as far as finding a place to build our yard and

things like that," stated Even Flow owner Shawn Strickland. "I started studying volumetric trucks and we decided, hey, that makes a lot of sense. It's different, let's go with that, and I think in the two years we've grown a lot, we've learned a lot. At the end of the day, I'm glad we have the trucks that we have and we decided to go this route instead of the drum style."

**Solution:**

The company's founders discovered volumetric trucks and decided to shift their focus. Despite little comparison with other alternatives, they found the volumetric trucks appealing and believed they provided a unique advantage over traditional drum-style trucks. These machines offered two significant benefits: eliminating product loss if a job is delayed or slow to start and charging customers only for the actual amount of concrete used.

Strickland continued, "If somebody orders 35 yards of concrete and we go over there and we only use 33 yards, that's what I charge them, I charge them for 33 yards of concrete, because you didn't use the mix. We're not pouring out a quarter yard, half a yard, of concrete on the ground every time we leave a job, it's just a washout and that's it."





Implementation:

In partnership with Reynolds Warren and support from Cemen Tech, the company rolled out volumetric trucks for their operations. Their personnel received training, including calibration of the trucks, ensuring optimal utilization of the machines. They relied heavily on Cemen Tech's support, describing it as helpful and knowledgeable.



Results:

Adoption of volumetric trucks has proven advantageous. The company has been able to save money by minimizing product waste, and customer satisfaction has improved as clients are charged only for the concrete used, rather than a predetermined amount.

Despite initial resistance from some clients and finishers who were accustomed to drum-style trucks, many have come to appreciate the volumetric trucks' benefits, especially the ability to precisely control the concrete quantity.

Future Plans:

The company plans to continue its expansion, bolstered by their volumetric truck fleet. They are excited about potential growth opportunities, particularly in Savannah, where development projects are booming. Their goal is to pour a thousand yards of concrete per week in a new large-scale continuous pour project near the Savannah ports, a promising sign of the company's successful adoption of volumetric concrete trucks.

Key Takeaways:

This case study demonstrates the power of innovation and adaptation in business operations. The company has effectively leveraged volumetric concrete trucks to streamline their operations, improve customer satisfaction, and position themselves for future growth. It also underlines the importance of solid technical support and adequate training in ensuring the successful adoption of new technology.

