



# HOW B COMM CONSTRUCTORS IMPROVED FIBER OPTIC INSTALLATION WITH VOLUMETRIC CONCRETE MIXERS







Connecting people faster, better, and more reliably in an increasingly digital world, BComm Constructors in San Antonio, Texas employs advanced construction techniques that allow for the rapid installation of thousands of feet of fiber optic communication lines weekly. As a subsidiary of Primoris Service Corporation, BComm Constructors has been at the forefront of advancing telecommunications infrastructure by transitioning from traditional copper wiring to modern fiber optics.

### Turnkey Services and Self-Supply

Aiming to provide fully turnkey services, BComm Constructors encompasses all aspects of telecommunications construction. Initially, the

company faced challenges with concrete supply and demand, often struggling to keep up with rapid increases in demand for materials. To address this, BComm Constructors acquired a fleet of Cemen Tech C60 volumetric concrete trucks to self-supply materials, enhancing operational efficiency and eliminating material shortages.



**NO waiting on a ready-mix trucks, or any other concrete supplier.**





Bringing production in-house provides BComm control over product quality. "When you're outsourcing, you're at that operator's discretion, and we all know every organization has different standards of quality," says Billy Baldwin, President at B Comm Constructors LLC. "As the president of this company, I'd like to say that ours are high. We'd like to represent that to our customer too, that we're putting not just a uniform and consistent product, but one that is high quality."

### Cost Savings and Operational Efficiency

By self-supplying, BComm Constructors has realized substantial cost savings and removed limitations on production capacity. This internal control allows the company to maintain a steady workflow and respond quickly to project needs without relying on ready-mix or other concrete suppliers. The use of volumetric trucks further minimizes spoilage, ensuring materials are used efficiently and projects are completed

without unnecessary delays. Additionally, the ability to pour short loads without paying a minimum fee, unlike with ready-mix concrete, enables quick transitions between jobs.

“

**WHEN YOU'RE  
OUTSOURCING,  
YOU'RE AT THAT  
OPERATOR'S  
DISCRETION, AND  
WE ALL KNOW EVERY  
ORGANIZATION  
HAS DIFFERENT  
STANDARDS OF  
QUALITY.**





Putting thousands of feet of communication lines in the ground on a weekly basis.

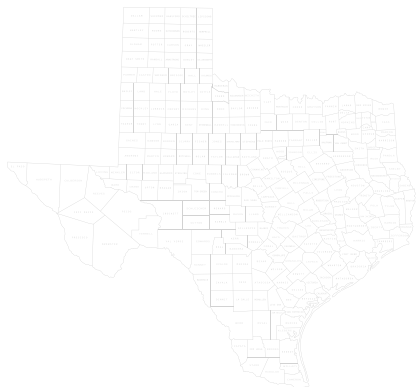
## Dealer Partnership and Training

ROMCO is the local support for BComm in the Texas area and is where BComm started the conversation when they first realized their interest in volumetric trucks. This partnership with ROMCO has been instrumental in the company's success. ROMCO was able to offer technical expertise and give BComm the foundation for where they wanted to take this new section of their business.

"We got really a good amount of exposure and training when we purchased the vehicles," says

Baldwin. This collaboration extended beyond initial purchase with ongoing training and field support. "It didn't just end here at our yard. It also went into the field. And then from there, we're able to train our operators, so there's a really high standard of care that goes into operating these pieces of equipment."

All Cemen Tech new and used equipment purchases included a four-day start-up training where service representatives train the customers and operators in the field. "It was just a great experience all around. Here's the keys to your new fleet, but here's exactly how to use it. And it really enabled us to succeed," continued Baldwin.



**THE PUBLIC AND THE MUNICIPALITIES ARE LOOKING FOR UNIFORMITY AND CONSISTENCY AND I THINK THAT THIS UNIT ABOVE OTHERS REALLY OFFERS AND DELIVERS THERE.**



## Advanced Equipment

The C60 trucks supplied by ROMCO offer reliability, consistency, and operational efficiency, crucial for maintaining high standards across all projects. By using these advanced trucks, BComm Constructors can control product quality, ensuring uniform and high-quality telecommunications infrastructure.

"We're providing a unique product in terms of telecom construction, but it's so crucial that it's uniform in all parts of the town, all parts of the state, all parts of the country," says Baldwin. "The public and the municipalities are looking for uniformity and consistency. And I think that this unit above others really offers and delivers there."

**“ YOU DON'T REALIZE WHAT NEEDS YOU HAVE FOR THIS TYPE OF EQUIPMENT UNTIL YOU ACTUALLY HAVE IT ”**

## Flexibility and Productivity

From backfill situations to flat work areas, primarily for excavation restoration. BComm Constructors utilizes its equipment in various scenarios. The flexibility of volumetric trucks allows the company to meet diverse project needs, enhancing overall productivity. "You don't realize what needs you have for this type of equipment until you actually have it," says Baldwin.

One of the key advantages is the ability to change mixes on demand. When city officials have specific requirements, the mix can be adjusted on the spot with simple button controls. This flexibility allows the company to meet diverse project needs and ensures compliance with local regulations. "We have four or five different mix designs on here," said Francisco Salcedo, Volumetric Operator. "It's just making a few minor adjustments on the pad and then it comes out."



Salcedo continues, "You're pretty much in control of everything. Let's say you need it to be a little bit darker or less, you can adjust everything on the fly. With the ready-mix trucks, once the truck gets there, you have to pour it out because it'll dry up or you'll have to ask for another truck. The volumetric mixer works perfect for this kind of job because you can control from the wetness to it, when to start, when if you need to stop, you can take a break. It won't dry up because whatever you pour out is just what's on the auger."

Trucks are able to pivot and shift across town at any given time period, including afterhours outages or emergencies. The ability to cycle through close to 100 yards of material daily underscores the efficiency of BComm's operations.

## Enhancing Sustainability

BComm Constructors is committed to sustainability, aligning with the company's environmental policy. The volumetric trucks produce minimal waste, and the materials used are clean and stored properly, reducing the risk of contamination. This focus on sustainability ensures that the company's operations have a minimal environmental impact.

