

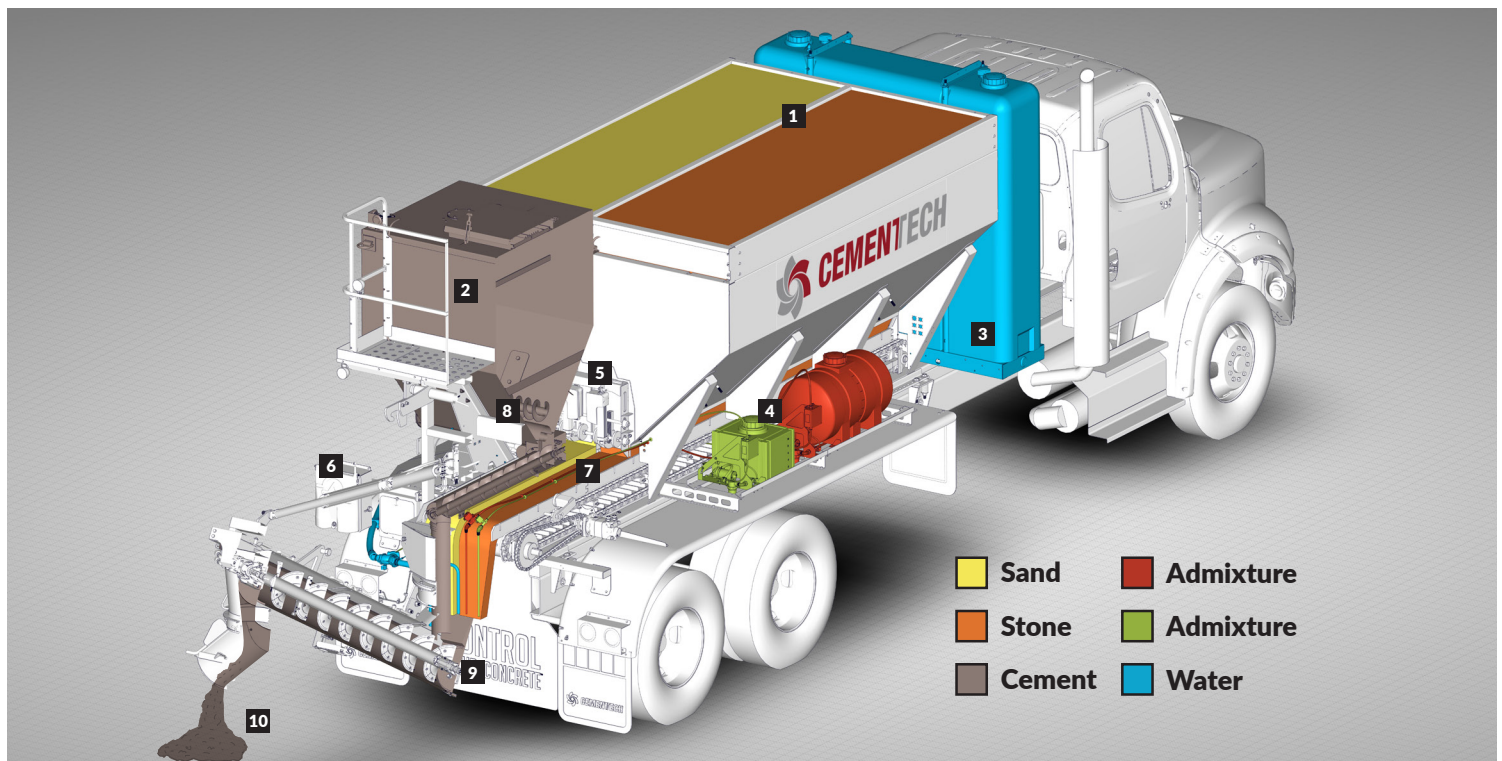


VOLUMETRIC CONCRETE MIXERS CREATE OPPORTUNITIES TO LOWER YOUR PROJECT COSTS



Starting a volumetric concrete business can help customers overcome the scheduling challenges associated with concrete pours. Whether you are a concrete producer or contractor exploring a new revenue stream, volumetric concrete mixers tailor concrete delivery offerings to meet the most stringent requirements. Volumetric technology offers a unique competitive advantage over traditional barrel mixers on jobs where concrete quantities are in question or specialty concrete is needed.

Since volumetric concrete mixers haul unmixed ingredients, time constraints, and the resulting concrete quality degradation are eliminated. You can sell every yard of concrete produced with zero waste. Traffic delays or paving machine breakdowns are no longer friction points with your customers. Fresh concrete is always available at the touch of a button and mix designs can be changed on the fly. This allows you to provide customers with the ultimate flexibility, and quality that helps drive their success.



Material Storage - Each concrete ingredient (sand, stone, cement, water, and admixture) is contained in a separate compartment. (1) Sand and stone are stored in open bins. (2) Cement is stored in a closed, watertight bin behind the aggregates. (3) Water is provided in an auxiliary tank. (4) Conveniently located admixture tanks are integrated into the system.

Setting The Controls - Once the storage bins are loaded, the operator will select the correct mix design for that pour. (5) The sand and stone gate will adjust to their correct position, and admixture and water flow rates are set.

Concrete Production - (6) The operator hits the start button to begin operation. (7) As the sand and stone exit their respective bins, they pass under the "strike off" gates. The materials then pass under the cement bin and falls into the mixing auger. (8) The cement bin precisely meters the correct amount of cement onto the mix. The dual auger cement metering means consistent mix designs within +/-1 percent on every pour. (9) All materials simultaneously enter the continuous mixer where they are thoroughly mixed by Cement Tech's unique mix auger. (10) The homogeneous concrete mixture is then carried to the discharge chute. Perfect concrete is produced for each and every pour.

Introducing volumetric mixers

Educating customers is critical to the success of a volumetric concrete business. Many are unfamiliar with volumetric concrete mixers. Perceptions exist that volumetric concrete mixers are best suited for small pours. While these applications allow you to only charge for the concrete used, volumetric concrete mixers provide a wide range of benefits for jobs of all sizes. As customers become aware of the advantages, the demand will increase.

To maximize the return on your volumetric concrete mixer, focus on customers who will realize the greatest benefits. These include applications where quality, travel time, and wait time are critical to the project's success. Volumetric concrete mixers are well suited to fill a wide range of needs from small residential projects to utility jobs to large continuous pours.



Contractor discovers new revenue stream

There are many ways to get into the volumetric concrete business, whether you're adding flexible options to your existing concrete delivery services or creating an additional revenue stream from your contracting operation. McQuay Concrete & Construction initially purchased a volumetric concrete mixer to improve concrete quality and gain more control over scheduling. The company wanted to stop paying crews to wait until concrete showed up.

McQuay started with one volumetric truck in April 2020 with no plans to expand into outside concrete sales and delivery. This one truck produced 60 yd³ per hour. As the business grew, the quantity fell short of McQuay Construction's internal demand, so they added another volumetric concrete truck. With two trucks, production capacity doubled to 120 yd³ per hour and added more opportunities.

To help cover truck and driver costs, owner Zach McQuay began selling to a few neighbors who needed concrete. The new business took off from there as word spread quickly and demand increased.



McQuay is currently running 12 volumetric concrete mixers. He currently uses 40% of the concrete produced internally while 60% is sold to outside customers.

With the concrete delivery business booming, scheduling became the biggest challenge. Since McQuay owned all the equipment, it was just a matter of rearranging when the construction work was performed.

"I now try to work my schedule around everyone else's," said McQuay. "The good thing about owning the trucks, pumps, water trucks, and pneumatic cement powder

trailers is we don't wait on anybody else. If I need to take care of my customers during the day, I will start my pour at eight o'clock at night. Since I own the whole operation, I can start any time I want."

McQuay tries to play to the strengths of volumetric concrete when targeting customers. This requires educating customers on the benefits of the method.

"Most people thought volumetric concrete mixers were only for small pours like a backyard patio or a sidewalk. I don't want to sell to everybody's sidewalk or everybody's patio," said McQuay.



Zach McQuay
Owner, Mcquay Construction



“I want to chase jobs where volumetric shines. My average pour is 200-plus yd³.”

The ideal jobs are where the concrete is tested. Volumetric concrete mixers excel in applications where temperature, slump, and air are important considerations. McQuay’s current customer list includes the Army Corps of Engineers and the Oklahoma Department of Transportation.

Keeping a volumetric business running requires a good handle on logistics.

“You must delegate drivers and trucks. Every day at my yards in Stillwater and Henrietta, I have drivers hauling rocks and I have drivers hauling sand. We make sure we have

enough cement powder for today and for tomorrow. You always try to think ahead and get everyone on a schedule.”

Volumetric concrete mixers offer a cost-effective opportunity to expand into the concrete delivery business. Mixing the ingredients on-site results in high-quality concrete and provides flexibility to change the mix design on the fly to meet customer demands. Once customers discover the benefits of volumetric concrete, including superior quality, unparalleled scheduling flexibility, and variable concrete mix designs, the business will be positioned for continual growth.