



# HOW PHILLIPS SITE WORK TOOK CONTROL OF THEIR CONCRETE SUPPLY WITH VOLUMETRIC MIXERS



For a concrete company in Kansas City, the challenge was clear: getting concrete on time from external suppliers was causing delays. Waiting for concrete meant paying a crew to stand around with no work to do. The team decided they needed a better solution to streamline their operations and keep their projects on schedule.

“We were waiting a long time to get concrete from other producing companies,” explained Danyelle Boswell, President, Phillips Sitework. “We wanted to be more efficient with paying our own crew and not waiting for concrete, so we decided to produce our own.”



## Finding the Right Equipment

After deciding to produce their own concrete, the team needed to find the right equipment. They were introduced to volumetric mixers, a type of mixer that allows concrete to be produced on demand, in any quantity needed. This solved their problem of long wait times and enabled them to have concrete available whenever a job called for it.

“It was a huge deal for us to have concrete on demand. Our customers only have to pay for what they pour, and it just made sense for us to go with a volumetric mixer.”

The team learned about volumetric mixers through their manager, Jimmy, who pointed them in the right direction.

“Jimmy suggested it as a way to be more efficient with our crew and produce our own concrete. It made sense for us.”

## The ACCU-POUR™ Advantage

When they purchased a Cemen Tech mixer, they were introduced to ACCU-POUR™, a technology that streamlines concrete production and scheduling. At first, they used it for smaller projects, but soon realized how helpful it was.

“We started using ACCU-POUR when we weren’t as busy, and it turned out to be really user-friendly,” Boswell said. “It’s easy to make adjustments, cancel pours, and update the schedule. It also keeps track of our customers and previous orders, which saves us time.”



## Precise Reporting and Invoicing

One of the standout features of ACCU-POUR™ was how accurate it was with tracking materials. The system calculates exact yardage, helping the company invoice customers quickly and accurately.

“It gets the yardage down to being exact, and it tracks all the admixes coming out of the truck. We know exactly what to charge the customer, and invoicing becomes simple. We just take the data from ACCU-POUR™ and input it into our system.”

## Switching from a Manual System to Automation

Before switching to Cemen Tech, the company had used a manual volumetric mixer from another manufacturer. But the manual process was difficult, and they weren't getting consistent results.

“We had some issues with our old manual system,” said Josh Boswell, Vice President, Phillips Site Work. “It wasn't automated, and we weren't getting the mix right. Switching to Cemen Tech was like night and day. The automated system is a lot more user-friendly, and we could see the difference in how easy it was to use.”

## Expanding Operations and Meeting Demand

With the new automated system, the company was able to take on more projects and complete them faster. The ease of use and the ability to mix concrete on-site helped them keep customers happy and meet demand. The flexibility of their Cemen Tech mixers also allowed them to take on a wider range of projects, including decorative concrete, street patching, and utility work.

“We've done multiple decorative projects with color, and we're very happy with how the truck performs.”

We've also done a lot of flowable fill for utility companies in Kansas City."

## A Growing Fleet

Since making the switch to Cemen Tech, the company's fleet has grown, and they're considering adding more mixers to keep up with demand. Ready-mix companies, which often have long wait times, are even referring smaller jobs to them.

"Ready-mix companies are backed up two weeks, and they can't get to smaller pours," said Josh. "We're in a niche market where anything under 20 yards is perfect for us, and it's really helping us grow."

For Phillips Sitework, switching to volumetric concrete mixers wasn't just about solving problems—it was about seizing opportunities and taking control of their business.

