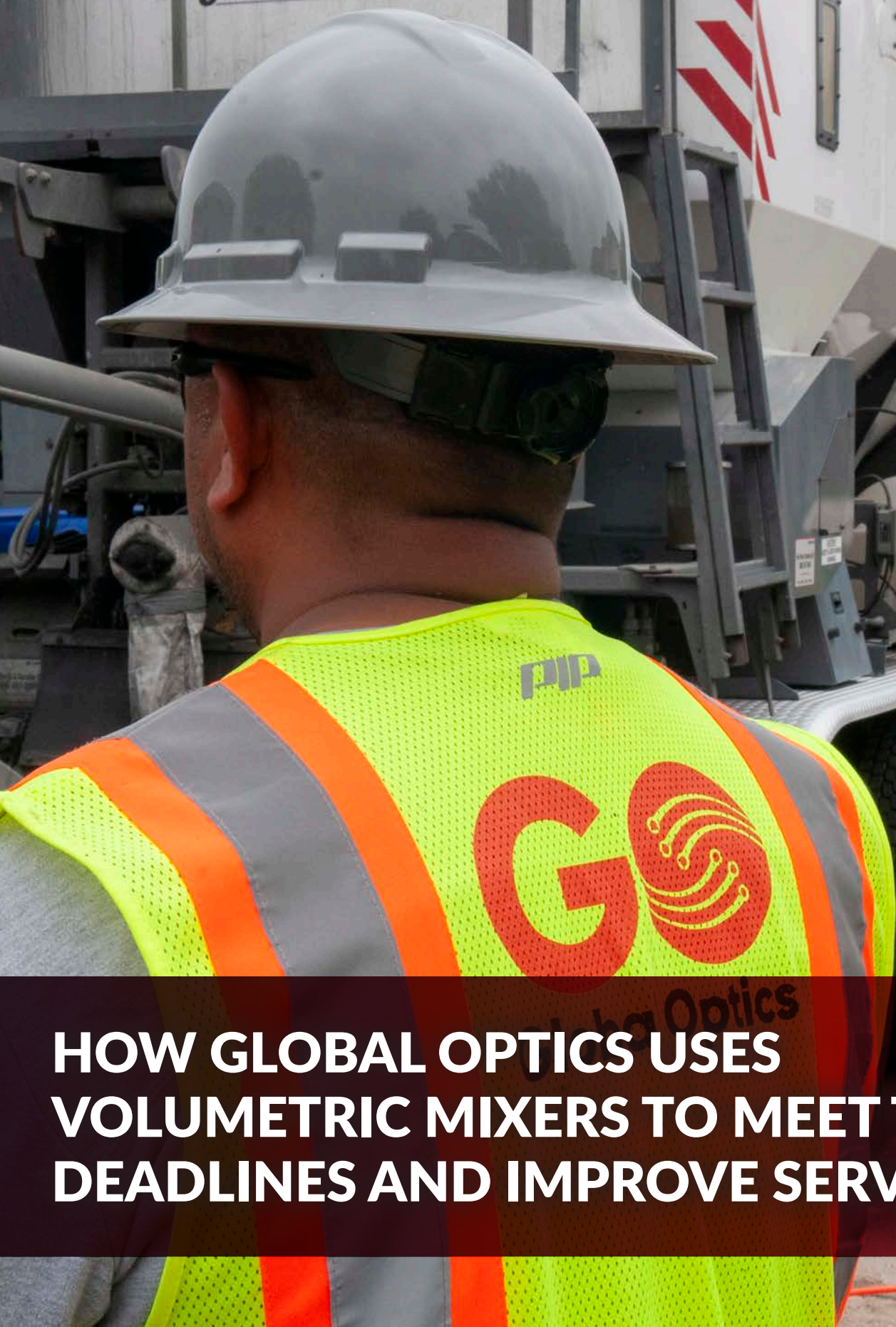




CEMENTTECH
Concrete Mixers



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**HOW GLOBAL OPTICS USES
VOLUMETRIC MIXERS TO MEET TIGHT
DEADLINES AND IMPROVE SERVICE**



Felix Guerra, Fleet Manager

Global Optics, a family-owned construction company based in San Antonio, has made a name for itself in the fiber optic installation business. They work with utility providers to bring high-speed internet to neighborhoods by laying fiber optic cables using a method called micro-trenching. This process minimizes disruptions by only cutting a small section of the road to place the cables, and it's quick, precise work.

Even with this efficient technique, Global Optics was still faced with a major challenge. They often had to rely on concrete suppliers to deliver the ready-mix concrete for their projects. This led to delays, long waits, and sometimes issues with concrete that didn't meet their specific needs.

That's when they decided to make a change.

From Delays to Dependability

Felix Guerra, Fleet Manager, shared the difficulties they faced before they started using volumetric mixers. "Before, we had to hire a third-party with their vehicles, and we were always waiting for them to deliver the product. That slowed down our projects and added more disruption to neighborhoods."

The team at Global Optics knew their projects had to be completed as quickly as possible to keep neighborhoods calm and minimize traffic disruptions. However, relying on someone else to deliver concrete meant they couldn't always count on the timing, quality, or consistency of the concrete being delivered. "We needed more control over the quality and timing

of our concrete," said Felix. "If we were delayed waiting on concrete, it could throw off the whole project."

Control Over Concrete Quality and Timing

The solution came in the form of a partnership with Cemen Tech and their volumetric concrete mixers. Volumetric mixers allow construction teams to mix concrete on-site, meaning they don't need to wait for deliveries or worry about concrete sitting in a barrel for too long and losing its quality.

For Global Optics, this changed the way they worked. Richard Lopez, the lead CDL driver for Global Optics, explained, "We load up our truck in the morning with all material needed. Then, as we go, we mix the concrete on-site, exactly how we need it. It's ready when we are, and we can stop and start the mixing whenever we need to." This flexibility has made a huge difference. For example, if a job is delayed for any reason, the team can stop mixing and pick back up when the site is ready. Richard added, "The great

thing is that we can stop for a few hours if needed, and the material won't set or spoil. We can start again, and it's still good to go."

Minimizing Disruptions for the Community

One of the key benefits of using volumetric mixers is the ability to minimize disruptions. Felix shared how important this is for Global Optics' reputation. "We're doing a job for the community, and we want to make sure we're not making the neighborhood worse. That's why we're careful to complete our work as quickly as possible and minimize how much we interrupt people's lives."

Using the Cemen Tech volumetric mixers helps Global Optics stay on schedule, which ultimately reduces disruption. The ability to mix concrete on-site means they can finish each section of the project on time, without having to worry about waiting for deliveries or wasting time dealing with delays. "We can go in, get the job done right, and get out without causing a bigger mess," said Felix.





Service and Support: A Strong Partnership with Cemen Tech and ROMCO

The team at Global Optics also values the partnership they have with Cemen Tech and their local dealer, ROMCO Equipment Co. Felix shared that the support they receive from Cemen Tech is a huge factor in their success. "They've been a tremendous help. Cemen Tech and ROMCO aren't just suppliers; they're partners. They care about how the equipment is working and always ask for feedback to make sure it's working for us."

Richard added, "We've had some issues here and there, but every time we call, they're there to help. We had a water leak on one of the trucks, and we needed it fixed right away. They got us in and out the same day."

This level of service has built a strong, trusting relationship. Felix emphasized, "It's not just about the equipment; it's about the people behind it. With Cemen Tech and ROMCO, I know they have our back. When we need help, they're there."

The Impact: A Growing Business with Reliable Concrete Solutions

Since Global Optics switched to using Cemen Tech concrete mixers, they've seen their business grow and their operations run more smoothly. Felix said, "We've been able to expand our fleet, and we've added more trucks because of the confidence we have in the equipment."

The company is also able to offer more reliable service to its customers. Richard explained, "We're getting concrete exactly when we need it, and we're making sure it's the right mix. That makes a big difference in the quality of our work."

The ability to mix concrete on-site has also given Global Optics more flexibility, which is essential for staying on top of deadlines. "We can schedule our work better because we don't have to rely on other people. We can plan ahead and know that the concrete will be ready when we are," said Richard.



Looking Ahead: A Strong Future for Global Optics

With the support of Cemen Tech and ROMCO, Global Optics is excited about the future. Felix summed it up: "We know that with Cemen Tech's equipment and their partnership, we can grow even more and continue providing top-notch fiber optic service to the San Antonio area."

Global Optics is continuing to expand its fleet of volumetric concrete mixers, most recently adding a CD2, and plans to keep using the technology to ensure that every job is done on time, with the right quality, and with minimal disruption to the community. For Felix and Richard, it's all about providing a great service for their customers while making sure their team has the tools and support they need to succeed.

KEY TAKEAWAYS:

- **Volumetric mixers give Global Optics more control over concrete quality and timing.**
- **The flexibility of volumetric mixers helps reduce disruptions in neighborhoods.**
- **Strong support from Cemen Tech and ROMCO is crucial for Global Optics' success.**
- **Global Optics is able to grow and meet tight deadlines with the help of Cemen Tech equipment.**