

CONCRETE CONTRACTOR

7 BENEFITS TO VOLUMETRIC CONCRETE TRUCKS

Did you know? Many contractors use their truck as a new revenue service. There are a lot of contractors that may feed themselves the concrete, but then they'll also sell retail concrete. Now they have another revenue stream that they can self-perform all the concrete production, and then use it as a new way to generate money as a side business of selling concrete when they don't need the truck themselves.

Source Mark Rinehart, Vice President of Sales and Marketing at CemenTech Inc.



1

WASTE REDUCTION. PLACE ONLY AS MUCH AS YOU NEED.

Whether you're a utility contractor or placing a patio slab in a backyard, since you can't be short of concrete, it's common to overorder concrete – even if just a quarter of a yard. For one project, it's not much, but it adds up. It's estimated that 5 to 15 percent of the year's concrete production is wasted. If it's just 5 percent for the U.S. alone, 23 million yards of concrete is wasted each year.

A volumetric mixer, for example, allows a contractor to place the exact amount of concrete needed for the project. If only 4.24 yards of concrete is needed, that's all you need to mix and pour. Stop the machine and run the rest of the material on the next job. It's reported that many contractors use the savings from not placing that extra half yard as their payment.



PUSH BUTTON QUALITY CONTROL

Automated technologies on modern volumetric mixers allow contractors to program in the mix design more easily into a control system. While training is recommended, it's much more of an automated process than the manual levers 10-15 years ago.

2

CONTINUOUS POURS, NOT JUST FOR SHORT LOADS

A volumetric truck isn't only for 10-yard type orders, but contractors can pour 60+ yards an hour or link multiple to increase production without having that truck leave the jobsite. All you need is a regular supply of materials (cement, aggregate, water, etc.). The connection to a concrete pump is identical to a barrel truck.

Some have come to consider volumetric trucks as a "batch plant on wheels."

SPEED & MIX DESIGN

The mix design will affect the output speed.



3

SELF-PERFORM PRODUCTION & REVENUE STREAM

Some contractors that use volumetric trucks have also used it as a new revenue stream for the business by selling delivery when they don't need the truck themselves.

4

CONVENIENT TRAINING & SUPPORT

The volumetric truck needs the support equipment to be able to load the truck. Often, the same local dealer will be able to provide training and service. Cemen Tech, for example, has partnered with Volvo dealers to make the purchase of support equipment easy (Ex. wheel loader, skid steer, storage silos, and other equipment you need to start a full operation).

5

BUILD A MAINTENANCE & TRAINING PROGRAM

It's vital to create and keep to a maintenance program. The number one piece of advice here:

- Make sure to keep the truck clean.
- Wash the mixing auger before concrete hardens.
- Use water or use a pre-release to help make cleaning quicker and easier.
- Clean the hopper out each night.
- Make sure to keep the necessary parts greased, i.e. the mixing auger.
- Keep up-to-date with annual maintenance depending on how many yards are poured each year. Inspect and replace any wear items.
- Hold employees accountable for making sure that the unit is clean.

Ensure the person you decided to be the operator is fully trained in the beginning. Check with your dealership or the manufacturer to find the initial training necessary as well as continued training later-on. Cemen Tech, for example, hosts a user group each year for classroom training. The truck is eventually going to break - it's a piece of construction equipment just like anything else. A good relationship with your truck dealership is vital. If something happens, they can support you.



IS IT RIGHT FOR YOU?

How much and what type of concrete you are using each year is important to know when considering purchasing a volumetric concrete mixing piece of equipment. Equipment can range from 3-14 yard batches at once. Consider these points:

- Know your pain points.
- What type of project you complete.
- Review your delivery history and quality – how far in advance are you ordering concrete, what is the quality of concrete in your area, and are deliveries on time day-of?

6

SET YOUR YARD UP RIGHT

Make sure to set the yard up correctly to clean and refill the truck as fast as possible to get it back out on the street.

7

TEST & CONFIRM CONCRETE

You want to make sure the concrete is exactly the way it's supposed to be. Even though control systems have made mixing easier, it's recommended to continue to test and confirm your concrete on a monthly schedule. Once dialed in, the machine should be pretty repetitive to produce the same concrete but it's important to exercise all due diligence to ensure everything is running correctly.

- Continue conducting cylinder brakes, slump tests, air tests.
- Create yardage boxes to confirm the amount of concrete placed matches the quantity the control system reports.
- Create a logbook of all brake results, slump, and air tests done per truck.
- Hire a third-party to test the concrete at every quarter.

ACI GUIDE

The ACI 304.6R-09, "Guide for Use of Volumetric-Measuring and Continuous-Mixing Concrete Equipment" is a great resource for additional information.

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