



Preventive Maintenance

Smooth Tips For Vibrating Equipment
By Ken Stadden

To make sure pneumatic vibrators attached to hoppers and bins don't self-destruct prematurely, keep these tips in mind:

1. If mounting a vibrator, follow the supplier's recommendations for mounting plate thickness and reinforcing channel dimensions. Then regularly check tightness of mounting bolts.
2. Check your air line for kinks and leaks. Best practice is to run a separate air line to each unit, rather than having a "T" junction and splitting air-flow between two units.
3. Monitor air pressure and flow to the unit, because undersupply or oversupply can be damaging. It's best to select the minimum pressure that will give the desired

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Castor Materials:

Going for Growth



Things are looking up at Castor Materials, where a new CON-E-CO Lo-Pro 12 was recently delivered.

Your typical college student attends classes and hopes to land a good job after graduation.

Bill Hagstotz was anything but typical. He started his own full-time business as a paving contractor while studying to become a civil engineer at Drexel University, and employed his fellow engineering students at job sites. Twenty years later, his concrete and asphalt paving business, Highway Paving, Inc., is thriving, employing fifteen full-time workers.

In 2004, though, Hagstotz reached a crossroads. "We were always content being on the installation side, but three years ago it was very difficult to get product," he says. "There was a

high demand in this area...the housing boom was strong. But you might have to wait two days to get your delivery."

The shortage of ready mix forced a decision, and Hagstotz acquired his first concrete plant, a Zimmerman "shake & bake" truck-mounted unit. "We fitted it out as a stationary unit and ran that for two and a half years. We used it to pretty much get our feet into the ready mix business, and it also fed my paving business," he says. "We purchased four McNeilus four-and-a-half yard transit trucks for the city." He named the new company Castor Materials after its location along Castor Avenue, a major thoroughfare in

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President's Letter



Between shows, we unveiled our new Web site, expanded this newsletter to 12 pages, took on two new product lines, and improved customer service. Then *after* lunch...

Our whole team is just back from World of Concrete in Las Vegas, just in time to catch our breath before heading back out for CONEXPO-CON/AGG 2008 (March 11-15). If you didn't catch us at the first show, we hope to see you at the second one.

A couple of significant new products introduced at WOC are the CON-E-CO HRM-12 horizontal reversing mixer, and CON-E-CO's variable frequency drive (VFD) for all tilt mixers. Both address long-standing issues with central mixers and will significantly reduce dust, splatter and wear. CON-E-CO will be showing an HRM-12 at the upcoming show in March, along with a Lo-Pro 427 batch plant. You can read more about the HRM-12 in the article at right and the VFD in this issue's *Product Spotlight*.

Around the first of the year we turned on our after-hours service/parts hotline. We're excited to be handling parts and service calls 24/7 and believe we're in a great position to provide even better service than our customers already receive. When you call either the CON-E-CO parts number or our own parts/service hotline (888-378-6237), you'll be given the

choice to leave a message or get a live operator.

Many people have told us they like our Web site at maconcrete.com, but we thought we could do better... a LOT better. Take a minute to look it up and see what you think of our

In other news, we've become the exclusive dealer in our 13-state territory for Bibko, the top name in concrete recycling systems. We've also added Tandem Products (Rhino Hyde liners) and Cyclonaire (pneumatic bulk conveying equipment).

Incidentally, we wrote about Bibko in the last issue (*Recycling Systems Pay Their Own Way*) and if you missed the article you can catch it on our site in the newsletter section.

In this issue, you'll see a new feature: *Marketing Mix*, by our vice president, Owen Blevins. This is our chance to share some of what we've learned over the years, including some shortcuts to what works and what doesn't. No business, including concrete production, is so successful that it can't benefit from some professional marketing

strategies. What's the cost? A minute of your time. The potential benefit? More business than you can handle in 2008.

Happy new year!

Jay

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complete overhaul. We've put much effort into a fresh new look designed to make information more readily available to our customers. We think it's a step in the right direction, and next issue we'll go into detail about its added features, including a new format for video clips, ROI calculators, online forms and more. Send us your feedback and let us know what you think.

CON-E-CO.

HRM-12 Quietly Goes to Work

New Horizontal Reversing Mixer Debuts With(out) a Splash

Clean, dependable, silent and strong...it's the mixer you might want your daughter to marry. At its introduction to the public at World of Concrete in January, the new CON-E-CO HRM-12 generated a lot of excitement.

How significant an introduction is this? Some say the twelve-yard HRM-12 will profoundly change the ready mix industry.

"I firmly believe that in ten years, 90 percent of ready mix market central mixers will be horizontal reversing mixers," says Gary Tuma, national sales manager for CON-E-CO. While others estimate that number may be closer to 50 percent, it's still a staggering change from the tilt mixer dominated market of today. An estimated 25 HRMs are currently running in the U.S., predominantly the two Canadian brands BRM and Inventure.

The decision to build the first U.S.-made HRM came several years ago, driven by CON-E-CO dealers who saw that customers were starting to buy the foreign-made mixers for their U.S.-made plants. Once the decision was made to move ahead, CON-E-CO used its extensive dealer network and engineering resources to study every aspect of current HRM design.

"Sometimes it's good to be late to the party," says Owen Blevins, vice president of Mid Atlantic Concrete Equipment. "CON-E-CO studied every aspect of HRMs in the field, then engineered fixes for their weak points."

HRMs are quieter than tilt mixers, operate with less dust and splatter, and are simpler to maintain because they have no tilt hydraulics, tilt pins or ring and



The HRM-12, CON-E-CO's answer to Canadian HRMs, raises the bar once again.

pinion gears to wear. The combination of minimized environmental impact and fewer repairs is what experts expect will drive the market toward HRMs and away from tilt mixers.

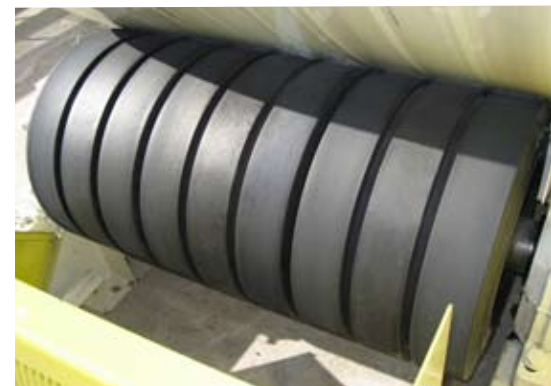
In typical CON-E-CO fashion, the HRM-12 combines heavy construction with premium features and more than a few new ideas. "The drum is $\frac{3}{4}$ inch steel throughout," says Tuma. "It weighs 35,000 pounds...it's a brute." Competitive mixers use $\frac{1}{2}$ inch steel in the center section and $\frac{3}{4}$ inch only on the ends where the tires run.

With large, 23 inch diameter drive tires, the HRM-12 combines the benefit

of cooler-running grooved tires with the non-slip characteristics of smaller slick tires. To deal with the heat generated

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Removing a yellow safety cover reveals oversize drive tires that run cooler, last longer.





Joe DeFrank, our regional sales manager, brings years of concrete equipment experience to the job, so we asked him to share his knowledge with all our customers. Each issue of "DeFrankly Speaking" contains Joe's favorite money-saving tips and technical advice.

High-Pressure Air Line Lubrication

When I decided to write an article on plant air line lubricants, I found the topic to be more involved than I had expected. Manufacturers of pneumatic solenoid valves, air cylinders and vibrators have many different specifications regarding lubricants. This is determined by make, model, and the composition of the seals and o-rings. Some solenoid valves, air cylinders and vibrators do not require lubrication at all, because they're designed with components that are made of materials such as Teflon, which has self-lubricating properties.

Why should you worry about lubricant types? Because concrete plant operators can't afford downtime. Let's face it, if a plant goes out of commission, the average operator has 15 trucks, 30 employees and lots of customers who won't understand that you didn't use the right lubricant in your solenoid valve. The use of lubricants which are not compatible with your valves and cylinders can cause premature deterioration of seals and o-rings, and cause solenoid valves and cylinders to stick. Here are some common lubricants that most manufacturers have approved for plant use:

Commonly Approved Lubricants

- Automatic Transmission Fluid – Type "F"
- Automatic Transmission Fluid – Dexron II
- Hydraulic Oil – 13
- Hydraulic Oil – AW13
- Oil – SAE 10 with No Additives and No Detergents

A lube that's great for vibrators might be bad news for cylinders and solenoid valves.



Lubricants Not To Use

- Marvel Mystery Oil
- Air tool oil
- WD40
- Oils with kerosene, animal or vegetable fats or cleaning agents

Another substance gets into the mix when a plant operator takes the logical step of adding antifreeze during cold weather. Adding

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Variable Frequency Tilt Mixer Drive

CON-E-CO
An Deltek Truck Corporation Company

Manufacturer:

CON-E-CO

Product Description:

Electronic drive control package selects ideal RPM for every stage of the mixing cycle: fast for mixing, medium speed for discharge, slow speed for idle. Can be used with any tilt mixer.

Why It's Cool: Less wear and tear, reduced splash, lower cost of operation.

Unique Benefits: The CON-E-CO VFD provides an immediate reduction in noise, energy consumption, main ring and pinion gear wear, and splatter. Maintenance is reduced and mixer life extended.

More info: www.maconcrete.com or call 888-378-6223



Model 1500 Toshiba/BR Magnetic Flow Meter

BR INDUSTRIES
The Concrete Division of Blount-Rite Industries, Inc.

Manufacturer:

BR Industries

Product Description: Water flow meter designed to measure clean or reclaimed water in batch plants. Noise-rejection circuit can't be fooled by impurities such as salt or temperature variations. For example, measuring slurry water from reclaim systems is a piece of cake. Sampling rate is 144 times per second.

Why It's Cool: Rather than rely on moving parts, this meter operates on Faraday's Law—water passing through a coil generates a voltage proportional to flow.

Unique Benefits: Long life and accuracy of plus or minus 0.5% or better, thanks to solid-state design and polyurethane lining. Does not create a pressure drop in the system. A full 10-year warranty covers electronics and body against defects in material and workmanship.

More info: www.maconcrete.com or call 888-378-6223



Rhino Hyde Ceraflex Impact Panel



Manufacturer: Tandem Products

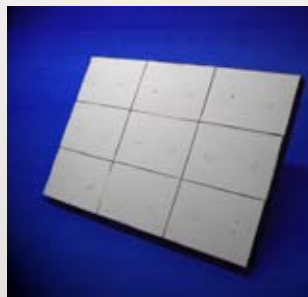
Product Description: A premium wear-resistant surface combining the cut and abrasion resistance of ceramic tile with the cushioning effect of polyurethane. Tiles ½" to 1" thick are embedded in urethane and both are bonded to mild steel plate or expanded metal backing for easy installation.

Why It's Cool: Field tests have proven it many times more wear resistant than Ni-hard steel.

Unique Benefits: Unique construction gives outstanding resistance to abrasive materials. Standard bolt/stud attachment of panels provides fast and easy installation and replacement. Weldable attachment is optional. Typical panel size is 18" x 24" but other sizes are available.

More info:

www.maconcrete.com or call 888-378-6223



Pneumatic Ticket Delivery System



Manufacturer: Eagle Pneumatic, Inc.

Product Description: A powered indoor station sends the ticket through a PVC conveying line to an outdoor, non-powered stainless steel truck station.

Why It's Cool: Blasts your delivery tickets at 25 feet per second to keep those trucks moving.

Unique Benefits:

With remote ticket delivery you can save two or three minutes per truck and quickly pay for this system, which is easy to install and runs on 115V single-phase current.

More info:

www.maconcrete.com or call 888-378-6223



MARKETING MIX

Make Marketing Your Power Tool

By Owen Blevins



Marketing—the least understood word in business. Many companies don't seem to know what it is. But the reality is, you're using it every time you interact with your customer.

To put it simply, marketing is the process of introducing your goods to the people who need them. In our industry, those goods are concrete.

So what's the difference between sales and marketing? Sales is the process of generating orders by persuading. Marketing is the process of generating leads by informing. You generate leads by making your company and your product known to potential customers—by creating a trusted image in the marketplace.

What is your current image in the market? How are you perceived? Say you have a plant and 10 trucks. You sell concrete when contractors get a job, right? Think again. Unless you're in the unlikely but enviable position of being the only ready mix producer in your market, your customer has choices, lots of them. When times get tough (and sooner or later they always do) some predictable things happen:

- Pricing becomes uncomfortably competitive.
- Competitors travel farther to deliver those loads.
- Customers become more demanding.

How do you separate yourself from the crowd? How do you get potential customers to try your product, while keeping existing customers satisfied and in the nest? Following these steps will give you a good start on creating an extremely powerful business tool.

1. Hello? How are people greeted when they call your operation? Your customers can spend their construction dollars anywhere, so your staff should be building confidence in your customer service. Very often this simple act of answering the phone is overlooked. The huge telemarketing companies spend millions each year training their employees to answer the phone with a smile. They know that selling yourself is the first step in selling the product.

Get used to this essential marketing building block. Call your competition and see how they answer the phone. You might be in for a BIG surprise. If your operation isn't making the caller feel important or welcome, chances are someone else will. Build your image on the phone.

2. Hello again! Are your customers getting what they are paying for?

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Castor Materials: Going for Growth

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northeast Philadelphia.

With business number two on a firm footing, Hagstotz was confronted with another major decision. He could remain a small producer or move his business to the next level, taking on bids to provide concrete for commercial and public works projects.

He decided to take the plunge and replace the Zimmerman with a plant capable of higher volume and more consistent quality. After a little research, Hagstotz was surprised to discover that the same guy who had sold him his McNeilus mixer trucks was now selling concrete plants.

"I had this brochure from Mid Atlantic on my desk for years," says Hagstotz. "Then when I learned Joe DeFrank had joined Mid Atlantic Concrete Equipment, I called him. Joe fast-tracked it so we could put up the plant at a time of year when it's slow."

In September 2007, DeFrank helped Hagstotz zero in on the right plant and outfit it properly for his needs. An aggregate-weighing plant was needed for certification. Moisture probes, admixtures and sophisticated automation would enable him to produce a consistent quality product year round.

A CON-E-CO Lo-Pro 12 filled the bill, and the plant was ordered in October. "Joe definitely shortened the learning curve for us. If we had a question about a unit, he was able to answer it or get us in touch with the right people."

CON-E-CO delivered the plant in December 2007. After a short trial production period, Hagstotz shut it down to install an MPAQ batch control system. The trial taught him something about the larger plant's appetite for raw materials. "Now we're going to add radial stackers so we can increase production," says Hagstotz. "We found ramp feed wasn't practical."



With new plant in place, owner Bill Hagstotz aims to expand his fleet and his business.

Hagstotz plans to apply for certification in the spring after taking several months to learn the plant. When asked what benefits he expected to derive from his new equipment, he listed several key points:

- Consistent quality: "With automated control, we have precise control of temperatures and moisture content, and eight different admixtures we can use. So the final product will be the same in January as it is in August."
- Greater volume: "The Lo-Pro will be able to produce more volume so we can consider large front discharge units in addition to our smaller ones."
- Certification: "The ACI will allow this plant to be certified, which was not possible with our old plant because it was volumetric. We want to run a couple of months of product out there and at that point we can entertain certification by city and state."
- Versatility: "If I get a call tomorrow for

a block fill product or grout material...can do. The additional silo we got with the Lo Pro lets us have, for example, 75 tons of Portland and 40 tons of ash or slag."

As for future growth, it seems all but assured, given Hagstotz's track record and careful planning. Castor Materials currently employs from seven to fourteen workers, varying with the season, and the fleet consists of six trucks. "We're hoping the Lo Pro lets us expand on the trucking end of it," says Hagstotz. "We'd like to double that within two to three years."

But he has no delusions of grandeur; every inch of progress will be earned. "Are we a big ready mix producer in this area? Not at all...but if a customer needs a special design mix at two in the morning, we'll be there." Insomniac Philly contractors, the line forms here. ■

Probably the least visible member of the Mid Atlantic team on a day-to-day basis, Operations Manager **Ken Stadden** handles diverse tasks ranging from computer system support to marketing and writing. Ken is editor of the *Concrete Answers* newsletter and manages the company Web site at maconcrete.com, which just underwent a dramatic redesign.

"People looked at our old site and asked, 'What's wrong with that?'" he says. "But we felt we could do a better job of communicating with customers, and that led us to do a whole new design."

Of the site's many new features, Ken has a couple of favorites. "I liked assembling the 'Concrete Facts' data from various sources," he says. "Some interesting ones include the fact that various types of concrete existed in ancient times, thousands of years B.C. Also, about a ton of concrete is produced for every person on earth, every year. That's mind-boggling if you think about the fact that the earth's population is roughly six billion."

A native Pennsylvanian, Ken has always been involved with mechanical things. From early home-made go-karts at age 12, to his first job as a motorcycle mechanic at 16, to later jobs in truck fleet maintenance, truck driving and

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by stopping and reversing the drum, engineers air-conditioned the control cabinet (24,000 BTU) and its U.L.-rated service panel. They also departed from competitive designs by adding resistor banks external to the cabinet to protect the variable speed frequency (VFD) drive. These components are capable of repeatedly dissipating the 58,000 watts of feedback generated by the motors during reversing.

The four 460-volt, 50-hp drive motors are wired to individual knife switch disconnects to make maintenance easier. "In the event of a power failure, 5-horsepower single-phase 220-volt emergency drives can be powered with a small generator or portable welder," says Tuma.

But CON-E-CO engineers saved the best for what's inside the drum. The bolt-in mixing/discharge blades have open slots between the paddles and drum that reduce buildup on the discharge side, minimizing the amount of daily cleanup needed. And unlike other HRMs, this one has no central spider bracing to collect material and require cleaning.

Another design difference from other HRMs is a no-maintenance urethane inlet seal. "It's a huge improvement over rubber ones that take a set and have to be unbolted and flipped every thirty days," says Tuma. The interior of the mixer drum is lined with one-inch polyurethane, and the inlet charging hopper is protected by one-inch ceramic-tiled urethane liners.



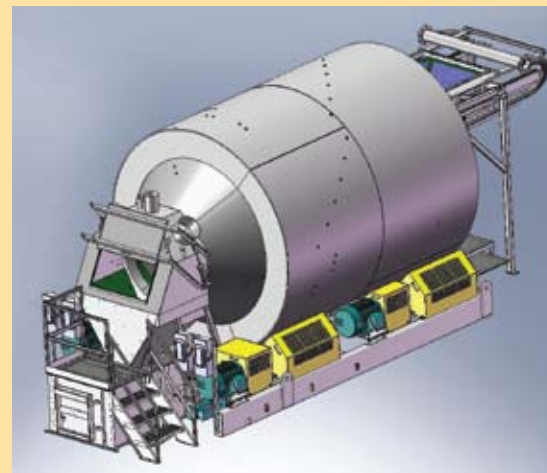
Auxiliary 5-hp motor can be powered by a small generator in emergencies.

Alignment of the wheels on which the barrel turns is critical to proper operation, so CON-E-CO engineers designed a built-in field alignment system with shims to restore alignment to factory specs. Combined with a heavy drum designed to stay round, the alignment system should ensure long life and smooth operation.

It all adds up to a compelling case for specifying an HRM-12 with almost any new central-mix plant. Does that mean the HRM-12 will make tilt mixers obsolete? Not for the highest-production plants. But most will benefit from the HRM's steady output and simple design. "The HRM is harder to abuse than a tilt mixer," says Neil Smith, CEO of CON-E-CO. "It's quieter because the mixing action is more like folding than raising the material and having it fall. And it's cleaner because you're not greasing external gears."

So why not just relax and make concrete horizontally? You'll probably live longer. And so will your mixer. ■

Editor's Note: Two of the first HRM-12s sold went to customers of Mid Atlantic Concrete Equipment. *Concrete Answers* is keeping tabs on the latest installation, at Rohrer's Quarry in Lititz, PA, and we'll have a full report with photos in the next issue.



Until last year only a CAD drawing, HRM-12 has since been tested, revised, and put into full production.

Preventive Maintenance

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material flow. Be aware that long runs cause a pressure drop. To calculate pressure drop in psi per foot, follow this link to a simple online calculator provided by the Gates Corporation: <http://tinyurl.com/yuelrm>.

4. Lubrication is crucial for piston- and ball-type vibrators. For those units, make sure your lubricator is functioning and located no more than five feet away. VIBCO recommends a variety of lubricants, including air tool oil, non-detergent SAE 10 or lighter machine oil, Marvel Mystery Oil or automatic transmission fluid.* And then there are the turbine wheel vibrators such as the VIBCO VS and BVS series, which



Lubricators should be mounted just upstream of ball- and piston-type vibrators as with these VIBCO units.

require no lubrication at all.

If your lubricators are mounted so as to reach the entire air system, not all of the above lubricants should be used. (For more about air system lubrication, see this issue's *DeFrankly Speaking*.)

When in doubt, check with your unit's manufacturer on specific lubricant requirements.

*Source: VIBCO article at <http://tinyurl.com/338xr6f>

Marketing Mix continued from page 5

How do you know? Did you call the customer to ask how the job went? Did the driver get there on time? Was he courteous? Did he clean up after himself?

Am I suggesting that you call every person who bought concrete from you? Absolutely. Customers know things about your business that you need to know. Just ask them! Not everybody is going to follow up, and that's what will separate you from the crowd. Think about it for a minute. When you are the customer, how do you feel when vendors call to see if you



are satisfied? That call can keep you from letting a complaint grow and multiply. It can remind you that you matter. When you follow up, you are using a significant marketing tool, nipping problems in the bud. Follow up with every customer every time.

3. Quality. Are you selling the best product in your market? Every market has low price producers who are selling only a commodity, not concrete. If you want to compete with them, the last thing you should do is get down in the dirt and start a pricing war. Instead, offer your customers an alternative. Give them a quality mix with exceptional support and follow up to ensure they're satisfied.

If you think about it, low pricing is a poor substitute for knowledge, quality, skill and customer service. How can someone compete with you if all they can offer is low pricing? They can't. No one can sell products below market pricing indefinitely without becoming a casualty. Don't play the low-price game.

Current predictions about the economy's effect on construction budgets make any edge you can find worth having. The least expensive one is the smile in the voice! After that initial good impression, the smart producer keeps the ball rolling by delivering quality concrete and monitoring all of the basic building blocks of good marketing practices.

In short, nothing will make you stand out like adhering to marketing fundamentals. Your competitors are just making concrete. What are you doing? ■

Download our free marketing success questionnaire with five things you should ask every customer, at maconcrete.com/questions.

DeFrankly Speaking continued from page 4

a desiccant-type air dryer is probably a better way to fight sticking valves in the cold. But if you do use antifreeze, avoid the ethylene glycol type because it causes deterioration of seals and o-rings. In some parts of the country where it gets quite cold in winter months, I recommend that you add a little Sierra (propylene glycol-based) anti-freeze, or alcohol-based antifreeze into your lubricators. This will help to reduce the chance of trapped moisture in your air lines from freezing, and reduce the chance of your solenoid valves and air cylinders sticking as well.

Although I listed Marvel Mystery Oil and air tool oil as "Lubricants Not To Use" for cylinders and solenoid valves, these lubricants actually work well with air vibrators and are highly recommended. These oils do not build up residue in the vibrators. Since in most cases the vibrator is usually the last component in the air system, vibrator manufacturers recommend putting an oiler before the vibrators. If you add Marvel Mystery Oil or air tool oil to the oilers, they won't affect any valves, cylinders or solenoid valves that are upstream.

So take care of your compressed air system and it will take care of you. Keep the above general advice in mind, but when in doubt, revisit the service manual that came with your plant, or feel free to get in touch with me to find out more on what lubricants are approved for your application. ■

World of Concrete Weview



Show attendance was healthy and exhibits were plentiful.

Las Vegas Convention Center, Jan. 21–25— Here are a few facts and photos we brought back from the 2008 World of Concrete show in Las Vegas. Don't let our needle-in-a-haystack coverage fool you...there were over 900,000 square feet of exhibits and over 1,700 exhibitors, including CON-E-CO and JLG from the Oshkosh family of companies, and our product partners Bibko, Command Alkon, Control Solutions, Hydronix, Ludell, Sicoma, and WAM.

Events included:

- The Concrete Industry Management auction, which raised a record \$540,000 to benefit educational programs at a number of universities. A McNeilus concrete mixer truck was one of the main items auctioned off.
- A tour of the site of the Hoover Dam Bypass Project and views of the Colorado River Bridge, which is expected to be completed in 2010, and a tour of the powerplant.
- The Women in Concrete Luncheon and Forum.
- Skill contests such as the Mack Truck Safety Competition and the John Deere Load America Competition.



Marble or concrete? Hint: photo is not from World of Marble.



A Lo Pro 427 batch plant looms over CON-E-CO's booth.



JLG, one of CON-E-CO's sister companies at Oshkosh, shows off its line of lift equipment.



This Sicoma twin-shaft mixer has more arms than Doctor Octopus (24 vs. 6).

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forklift operation, Ken has never been far from wrenches and machinery. "Unfortunately, the closest I ever got to concrete production was hand-mixing a batch with a hoe and a small trough to anchor some fence posts," he laments.

Earning a bachelor's degree in computer science in 1986, Ken went on to work as a writer, reporter and columnist for *Owner Operator* and *Heavy Duty Trucking* magazines, and got his commercial driver's license for test drives. In the mid-1990s Ken launched his own Web site development business. In 2005, he was hired to finish building and to manage the e-commerce Web site of the fair-trade nonprofit Ten Thousand Villages.

These days, Ken describes his work as being "knee-deep in concrete, computers and customers." His love of working with and writing about machinery has not diminished since his trucking days. "What motivates me is the fact that I enjoy trucks, concrete plants, computerized stuff, everything mechanical and electronic. At CON-E-CO recently, I saw the company's dedication to quality first-hand, and it was great to see how the best concrete plants are built."

"I also truly enjoy working with—and supporting—everyone in this company," says Ken. "We're a small, tight-knit group and we have more fun than anyone ought to while working this hard."

Ken lives in suburban Mountville, PA with his wife, Mary, with whom he shares a passion for bicycling. He has a grown son, Paul, residing in Florida.

EQUIPMENT FOR SALE



1991 CON-E-CO Lo-Pro 12CM Central or Transit Mix HP

- 151 yd (200 ton) 4 compartment aggregate bin (bin and feed gates recently new)
- Turnhead
- Oversized agg batcher
- 36" mixer charging conveyor
- Cement I - 615 bbl
- Cement II - 400 bbl
- 12 yd cement batcher
- 460 volt
- 2 aggregate feed conveyors
- 30" x 126' x 30 HP, 2 turnheads
- 12 yd McNeilus tilt mixer (barrel-and cradle new in 2001).

Contact Sales at **888-378-6221** or sales@maconcrete.com



1994 CON-E-CO Lo-Pro 10 HP Batch Plant

- 151 yd (200 ton) 4 compartment agg bin
- Turnhead
- 10 yd agg batcher
- 36" agg batch discharge conveyor
- Cement I - 715 bbl max, Cement II - 475 bbl max
- Water holding tank
- Dual voltage 460v or 230v
- Agg bin charging conveyor
- 30" x 126' x 30 HP
- 12 x 12 hopper
- Walkway with emergency stop.

Contact Sales at **888-378-6221** or sales@maconcrete.com



Stephens Thoroughbred

- 70 yard (95 ton) 3 compartment aggregate bin (recently re-lined)
- 10 yard agg batcher
- Cement I - 374 bbl
- 3" water meter with water holding hopper
- 460 volt
- C&W reverse air central dust collector with autorecycle
- Drive through dust shroud
- Radial stacker with ground-mounted hopper

Contact Sales at **888-378-6221** or sales@maconcrete.com



Jadair REDI-WASH concrete truck washout system RW 162E

- New in box, never used
- 3 washout positions
- 28 truck capacity
- Single deck vibrating machine
- Push-button trigger wash water valves
- AR plate reclaiming stage
- 25 foot aggregate stacking belt

Contact Sales at **888-378-6221** or sales@maconcrete.com



36 Meter Putzmeister Concrete Pump On 1998 Mack Chassis

- 147,198 miles on chassis; 12,558 hours
- Recent hydraulic pump upgrade
- Engine overhauled by Mack 73,000 miles ago
- New front and rear suspension
- Tires 75% or better
- Putzmeister concrete pump inspected and certified every year, last inspection 4/07
- Wireless remote control.
- Excellent Condition—ready for service
- All maintenance records available

\$210,000

Contact Jeff Loudermilk at carroll@maconcrete.com or 603-298-0199.

**Have used
equipment
to sell?**

If you have used equip-
ment you'd like to list in

a future issue of *Concrete*

Answers, contact Ken at

forsale@maconcrete.com

or 888-378-6241.

**All Equipment on this page
In Stock for Immediate Delivery!**

Concrete Runs in Our Veins



4 International Paystar Mixer Trucks

- Three 1993, one 1988.
- All drums in good condition.
- Tires very good, ranging from 80% to 100%.
- Miles range from 131,489 to 251,295.
- Engine hours range from 1,000 to 4,284.
- Cummins L10 engines
- 1993 trucks have 7-speed Road Ranger transmission
- 1988 truck has new L-10 engine
- 1988 truck has 5 speed transmission

Contact Jerry Johnson at alcon@maconcrete.com or 304-472-9526.

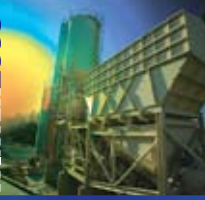
1994 Mack Mixer Truck

- Drum in good condition
- Tires 80% tread
- Engine C7-300 with 1,000 hours
- 161,938 miles
- 5 speed transmission

MID ATLANTIC CONCRETE EQUIPMENT

CONCRETE ANSWERS

WINTER 2008



Mid Atlantic Concrete Equipment, Inc.
4 Pewter Drive
Lititz PA 17543



Call Marybeth now for your FREE White Paper, "6 1/2 Steps to Buying Your First Concrete Plant."
888-378-6223
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Partners

Stationary & Portable Batch Equipment

Mid Atlantic Concrete Equipment is the region's authorized dealer for **CON-E-CO**, an **Oshkosh Truck Company**, providing quality portable and stationary batch plants since 1957.

McNeilus brand batch plants.

Merts Inc. Customized batch plants for the precast and products industries.

SICOMA Continuous mixers, turbine mixers, planetary mixers and twin-shaft mixers.

Automation & Observation Systems

Control Solutions

Batch control automation and reporting systems.

Bosch State-of-the-art observation and security camera systems.

BR Industries Fill systems, water meters and freeze protection valves for concrete plants and trucks.

Eagle Pneumatic Tube delivery ticket transfer systems.

Hydronix Microwave moisture measurement.

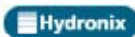
Monitor Technologies Material level monitoring systems.

Command Alkon

Batching, dispatching, mobile signaling, quality control, mix design and accounting products (*available only with purchase of new CON-E-CO plant*).

Concrete Reclaim Systems

BIBKO 100% concrete recycling and water



reclamation systems for ready mix and precast concrete producers.

Bulk Handling

Cyclonaire Custom engineered systems for pneumatic conveying applications.

Rhino Hyde Tandem Products offers Rhino Hyde polyurethane liners, and now super-wearing Ceraflex.

Trans-Flo Corporation Pneumatic bulk transfer systems and tanker unloaders.

WAM Inc. Equipment for bulk material handling, dust filtration, solids/liquid separation, and mixing & vibration technology.

Water Heating & Cooling

Infern-O-Therm

Reliable, energy-efficient hot water storage systems and chillers.

Ludell Direct-fired instantaneous hot water heaters, and waste water heat recovery.

Aggregate Heating

Kraft Energy Aggregate heating systems.

Design/Build

Horst Construction

Industrial and commercial construction solutions in the Northeast for over a century.

Leasing

Town & Country Leasing

Affordable financing to acquire the major equipment you need.



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