

CONCRETE



Walter Ebeling of Pan Mixers

Contractors Can Make Money

Building contractors wanting to grow their businesses should look at making concrete building products to supply the needs of their own businesses and that of the surrounding communities.

As long as a need exists, and if the right materials can be found in the area, then it makes sense to start another business to supply these. If good management is applied to these types of businesses, a manufacturing plant makes a lot of sense - and can make a lot of money.

All that is required, says Walter Ebeling of Pan Mixers SA, is a suitable site, access to the right materials for making the products and an investment in reliable brick and block making machines. Most importantly, there needs to be a demand within the community, and if that exists, then there is no reason why a well managed manufacturing business should not be successful.

A small brick, block & paving manufacturing operation can be set up from around R200 000 and, depending on the performance of the staff, can expect to make returns of anywhere between R14 000 to R90 000 profit per month depending on local raw material as well as product selling prices. Walter stresses that this can be achieved, but only if tight management exists, the right materials are brought in and the machines don't break down. "That is why contractors should buy reliable machines that are made in South Africa for South African conditions."

Here are three questions you need to ask if you want to set up a concrete product manufacturing plant:

1. Is there a demand for bricks, blocks, lintels or paving stones in your area?



A plant in operation

2. Are there many other suppliers and can they meet the demand?
3. Is there access to cement and fly ash as binders in addition to a reasonable priced source of either, river sand, crusher dust, klinker ash or fine stones (6,7mm) needed to make strong concrete?

If the market needs more materials than the local market can supply, and if you have access to the right materials, then it is worth investigating further.



A good supply of sand or stone is needed to make blocks

Also, remember mobile plants can be set up and moved to where demand does exist.

Now look at:

1. Cost of labour in the area?
2. Does the market need bricks, blocks, or pavers?
3. How many per week?

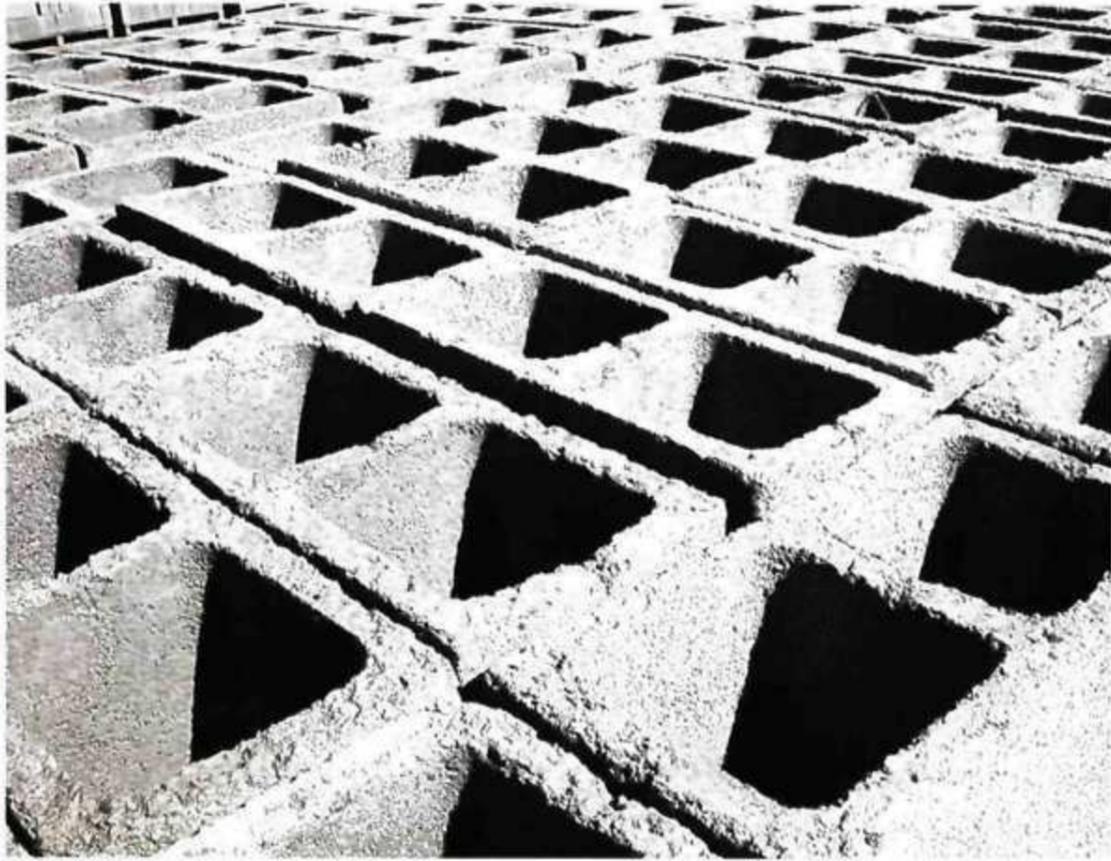
If the need exists, then:

1. Speak to the experts at Pan Mixers SA.
2. Make your final decision.
3. Get finance.
4. Choose the right machine.

Remember that the operation will be set up around the machine you choose and that reliability is needed. Also, you will need to find management that is able to motivate your staff and make sure that quality is always the main priority. Theft of materials and end-products can ruin the business - and so can unproductive staff, so this is very important.

Once the operation is making money, it is important to manage it well and to use the profits to grow and improve the operation or start new ones. If the shiny new M3 you always wanted is now within your reach, remember that it won't make your business any money - so rather invest the money in your growing business.

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Concrete paver



Bricks in stock