



KCP headquarters near Seoul, South Korea.

One-stop shop for concrete supply

As the concrete delivery industry adapts to changes in the market and in legislation, firms are looking for ways to increase concrete production and deliver better service to customers while staying competitive.

Graham Jones of Cubic³ Direct reports.

Coppard Concrete Supplies, part of Coppard Concrete Plant Hire, is developing new approaches to improve its delivery capability and service from a number of sites around East Sussex.

The company recently transformed its business model from operating exclusively volumetric mixers into a one-stop concrete operation. Running alongside an existing

fleet of eight volumetric mixers, a new wet batch plant paired with four Volvo-mounted Schwing drums improved capability to deliver concrete to customers.

However, with the increased capacity of the batching plant Coppard Concrete also felt it had outgrown the pumping capability of its existing Schwing trailer pumps.

Specification

A new concrete pump would require a compact footprint in order to deliver within cities and to small domestic jobs. In combination with volumetric mixers, the firm could also avoid the customers over- or under-ordering.

It decided to purchase the KCP19Z mounted to a 14-tonne, two-axle Volvo with air suspension for use with volumetric mixers, supplied by Cubic³ in Liverpool. It has an output of 70m³/hour and has a compact footprint.

UK-based Cubic³ Direct has been



KCP24ZX and KC3 volumetric mixer on show at the UK Concrete Show 2018.



Coppard Concrete's KCP19Z and a drum mixer on-site.
(Photo: Coppard Concrete.)



The KCP19Z and KCP24ZX concrete pumps.



manufacturing and supplying concrete equipment to Coppard Plant Hire for many years, primarily volumetric mixers. After several visits to South Korean manufacturer KCP with existing customers the company decided there was enough interest to supply KCP's range of concrete pumps in the UK.

It worked with KCP on EU Type Approval and CE marking to ensure the pumps met or exceeded safety, performance and legal requirements. It also employed concrete pump industry experts to collaborate in detail on the specification of the pumps.

Since being commissioned in early 2017, the KCP19Z has not missed a beat, and its reliability and performance has been great for operators and customers. Alvar Coppard says, "These machines are simple to use and can be worked hard. With the manual override, even if something goes wrong, we can still finish the job." Cubic³ and KCP made a number of visits to support the company with any further training or support needed.

One-stop service

To achieve a seamless customer experience, concrete firms need a combination of equipment at the yard and in the fleet, which can reliably work together on-site and on time.

Coppard needed a higher-volume pump for its growing business and purchased the KCP24ZX pump mounted on a Mercedes-Benz two-axle chassis, which had been on display at the UK Concrete Show.

Also on display at the show was the KC3 Concrete Mixer, which had been developed over two years with many visits between the UK and Korea. Coppard bought the first KC3 Concrete Mixer in the UK due to its lightweight Hardox hopper, which maximises

payload, and it has been in operation for almost two years.

Despite the additional 5m reach of the boom, the KCP24ZX is still mounted to a two-axle chassis. This allows high manoeuvrability and a small footprint, while at the same time the high concrete output of 90m³/hour and four-section boom is suitable for larger contracts. The versatility of the concrete pumps allows them to work with both KC3 mobile batching and also drum mixers for larger pours.

Growth

The volume of concrete sold by Coppard over the past year has grown due to its capability as an independent supplier to offer a one-stop solution combining batch-on-site, ready-mixed and pumped concrete services. This has also driven sales and grown the business.

Since March, several concrete pump and mixer orders have been taken by Cubic³, and in the coming months KCP and KC3 products will be in operation as well as available for demonstration in the UK. In parallel, KCP has opened a subsidiary site in Vienna, Austria where it will mount pumps to EU chassis and provide parts and technical support for Europe. ■

Straight up:
KCP19Z's three-section boom.



KCP training Cubic³ during a UK visit.

