



# CONCRETE DECISIONS

RETREADS DELIVER  
50 PERCENT SAVINGS



**W**ith service and reliability among the highest priorities in earning customer loyalty, Auburn Concrete relies on Maine Commercial Tire and Bandag® retreads to help meet those customer demands.

Auburn Concrete was founded in Auburn, Maine, in 1998, by Rod Cummings. Today, the operation has grown to four modern computerized concrete plants in Auburn as well as Westbrook and West Bath.

With an average annual growth of better than 20 percent, the Auburn Concrete distribution fleet has grown to 45 trucks, most of them mixers, and 15 bulk trailers.

#### **A SOLID BUSINESS EXPANDS**

Rod Cummings has been in the concrete business since 1972. His business started in northern Maine, where his son, Joel, was also involved in the manufacturing and distribution of concrete. Rod's move to Auburn occurred because of substantial growth opportunities in Auburn and Portland.

Joel joined his father in southern Maine and played a key role in a decision to get the Auburn Concrete fleet on cost-effective retreads.

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***90 We have only 90 minutes to get from our concrete plant to the construction site to pour the concrete. If it takes longer than 90 minutes, you could lose the load.***

**Joel Cummings - Auburn Concrete**



When his father opened the Auburn operation, the entire fleet was running on only new tires.

Based on his favorable experience with Bandag® retreads supplied by Jim McCurdy and Maine Commercial Tire in his northern Maine concrete business, Joel knew retreads could provide both the reliability and cost savings needed for a growing fleet.

#### ON-TIME DELIVERIES MATTER

Joel said: "Reliability has to be the most important criteria in our tire selection process. For any commercial job, we have only 90 minutes to get from our concrete plant to the construction site to pour the concrete. If it takes longer than 90 minutes, you could lose the load. Quite frankly, in our recent history I can't recall losing a load of concrete based on a tire failure."

He credits Maine Commercial Tire's high quality standards for that reliability. He said: "I know they are going to rely on Bandag's 7400 INSIGHT™ Casing Analyzer with shearography to look at every one of my casings before they make a decision to retread or scrap the casings. They know about our 90 minute window of opportunity, so they aren't going to take a chance with a casing that's not suited for another life as a retread. On the other hand, they aren't going to throw



**Joel Cummings demonstrates a user-friendly touch screen computer process, which allows his drivers to select the right concrete mix for the right job.**

our casing assets on the scrap pile if their inspection technology assures them the casing is of sufficient quality for retreading."

Because the fleet averages three retreads per casing, Auburn Concrete is enjoying nearly a 50 percent tire budget savings by using retreads.

Joel said: "Maine Commercial Tire and their regional sales representative, Mike Parent, supply us with a variety of fleet services, including fleet inspections and tire matching. They keep us on the cutting edge of tire technology and help us select the application specific tires best suited for our fleet."

MegaTrek™ is the tire of choice for the drive-axle tires, while Eclipse™ SST delivers the best performance in the trailer-axle position. Joel acknowledged the Bandag designs actually deliver better wear performance than the new tires the fleet has evaluated.

The technology, utilized to maximize the fleet's tire program and establish high levels of customer satisfaction, is a good match for the technology that makes it possible for Auburn Concrete to mix a superior concrete product. Computerized mixing capabilities at their concrete plants allow the Auburn Concrete drivers to select, via a remote computer, the right mix for the right job. The fleet's tire program then helps to make sure that quality concrete gets to the job site within the 90 minute window of opportunity. ■



#### **BANDAG'S 7400 INSIGHT® CASING ANALYZER**

**In a process called shearography, the casing is subjected to a vacuum while lasers measure surface anomalies (i.e. expanding pockets of air). An animated visual of the anomalies aids in determining the casing's condition.**

**The casing condition, age and fleet specifications are considered to determine if the tire can be retreaded and the application where it can be utilized.**



Based on his favorable experience with Bandag® retreads supplied by Jim McCurdy, (left) and Maine Commercial Tire in his northern Maine concrete business, Joel Cummings, (center) and Mike Parent knew retreads could provide both the reliability and cost savings needed for a growing fleet in Southern Maine.