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Deon Fourie, managing director of Concrete 4U*

FAW entrenches strong commitment to EC construction industry

Leading supplier of heavy duty vehicles for the construction industry, FAW, continues to demonstrate its commitment to the industry.

In the Eastern Cape this is reflected in the strong relationship FAW has forged with Concrete 4U, a member of the East Cape Master Builders Association.

Concrete 4U supplies concrete for residential projects, large-scale infrastructure projects such as bridges, roads and hospitals, as well as factories and commercial buildings through its facilities in Port Elizabeth, Uitenhage, East London, Colesberg and Mthatha. The company operates a large fleet of mixer trucks which includes 13 FAW units made up of FAW 33.330FC and FAW 35.340FC concrete mixer trucks with capacities of six and eight cubic metres respectively.

Deon Fourie, managing director of Concrete 4U says: “We have built up a strong reputation for supplying readymixed concrete to our clients ‘on time-every time’. The reliability and robustness of our FAW fleet is key to enabling us to uphold this reputation which is so crucial for our clients. We have complete faith and trust in FAW who partner closely with us in meeting our goals and objectives.”

“Our return on investment on the FAW fleet of vehicles has been really good,” continues Fourie. “The FAW units perform exceptionally well and show outstanding performance and cost efficiency profiles. It is easy to understand therefore that because of our satisfaction with our FAW fleet we just taken delivery of another five units.

“Another factor which contributed to our trust in FAW is their decision to set up their plant and to build their trucks locally at Coega. This also contributes to the fast delivery of our orders,” says Fourie.

Fourie points out that after the 2010 World Cup, Concrete 4U consolidated most of its plants and tenaciously sought out new contracts to take it through the lull. “We normally pursue big contracts where we can place a mobile site, often within two weeks, ready to service the large project. Thereafter we actively pitch and hunt for numerous

smaller projects – especially those which may be close to the large projects – to keep our resources highly effective and in full service, our fleet on the road, and our business feasible.

“We were elated to secure a meaningful project with Basil Read to supply concrete to the roads and bridges contract at the Colesberg Road Project on the N1. We were subsequently awarded smaller projects in the area as well, to build reservoirs, sewerage works and even a residential project. This adds value to a site where we work as these smaller clients usually do not have access to a quality readymixed concrete supplier.”

The company’s projects in East London are particularly interesting. “Our large projects there include the R1 billion Cecilia Makiwane Hospital where Concrete 4U has placed a mobile plant on site to supply the high demand for readymixed concrete for the contractors, Stefanutti Stocks. After this we were privileged to be awarded another factory building project at the car plant in East London where we established two more mobile plants at Alton. Thereafter we were awarded a contract to build nine bridges on the road outside Mthatha.

“This is how we expand our opportunities in and around other larger projects. Visibility in an area certainly aids us in landing additional projects. But we are also reliant on our good reputation and the word-of-mouth recommendations of our own satisfied clients.

“This is the reason why we, in turn, rely on a highly efficient and cost-effective transport arm in our business. Our fleet of vehicles must have maximum uptime and on-time delivery of concrete to our clients. Our FAW fleet allows us to keep our promises to our clients because we can rely on them to provide hard-working quality vehicle backed by solid support structures. We’re really pleased with the FAW fleet’s performance.” ■

Heavyweight contenders.



FAW

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