



suit local conditions an example is: that customers complained that when the loading bucket is discharged into the mixing drum that some cement would be blown away on a windy day in the gap between the bucket and the filling chute. Now the machines have a rubber skirt to prevent this.

One of the customers also said that when he makes a very dry concrete he battled to discharge the concrete from the machine and now it comes standard with a hydraulic adjustable chute.

And after-sales support with the Fiori machines?

As we represent Fiori, they send staff to South Africa to train us on various aspects of the machine which enables us to do maintenance. Our reputation at PMSA is for good service. And we are very serious about

this - we therefore hold many spare parts for Fiori machines, not just Fioris that we supplied but Fioris that exist in the market already as the machines have been sold for quite a while.

Fiori has been an excellent company to deal with. Getting new machines has a long delivery time mainly because it comes by sea freight. We pre-order machines to keep our delivery times very short or ex stock from our works. There has been a fantastic turnaround time for spare and warranty parts.

In a nutshell, why should a customer consider a Fiori?

Three aspects stand out: the self-supply, the high quality concrete it produces, that each batch is recordable for quality control purposes and the fact that you can get concrete when you need it and where you need it.

It is designed to supply concrete every-

where and in areas where there are no ready mix facilities. It is also perfect for areas where concrete delivery is critical. Franki, for instance, has 20 machines: they pile and fill with concrete. It gives you flexibility for greenfield or rural sites and sites where the timing of concrete delivery is critical. ■