

QUESTION TO ASK CUSTOMERS FOR NEW PROJECT

QUESTIONS TO A CUSTOMER WHO IS ALREADY WORKING IN PRECAST INDUSTRY

- If you already have a plant, which brand of block machine have you commissioned?
- How long has your plant existed?
- What kind of concrete products do you manufacture? Blocks, paving stones, kerbstone...
- What is the production capacity of your plant?

GETTING INFORMATION ABOUT NEW PROJECT TO DEFINE SIZE AND TYPE OF PLANT

- Which products do you want to manufacture?
- What production capacity do you want, per 8 hours shift in terms of number of blocks or m² of paving stones?
- In case of pavers production, how many layers, 1 or 2? This is very important as it will affect the press technical definition as well as the concrete batching plant definition.

INFORMATION ABOUT ITEMS WHICH WILL COME WITH THE PLANT

- Do you need a quote for the moulds? If the customer has no idea of the number or type of moulds, we will automatically add 3 moulds to our offer. the client knows what he wants, ask him the number and type of moulds desired (for a new project, this is rare).
- What type of pallets do you want to use; rather wood, plastic or steel? If the customer is not a professional, and if it is for hot country, like Middle East, we will go for steel.
- How many hours per day do you want your installation to run? The answer will define the size of the curing chamber we will have to quote.

OTHERS QUESTIONS

- Do you have the land for this project? If yes, what size is it?
- When would you like to set up the plant?
- Who are the other competitors on this project?