



News Update

October 2021

Message from the President

"Slow down, I am in a hurry!"
- credited to Napoleon Bonaparte

BCMI is faced with increasing pressure to grow quickly. The recent announcement that HeidelbergCement is seeking a 45% ownership stake in CommandAlkon has heightened our Industry's concern about the sustainability of legacy technology.

What then shall we do? Our covenant with you is to use the funds you entrust us with wisely. We are a group of Producers dedicated to transforming to modern, digital business processes and *as a consequence* provisioning BCMI to build the needed modern technology. Simply put, we stay the course.

BCMI is committed to responsible growth. Every supporter counts. Every team member matters. Growth must be in harness with maintaining high standards for customer success in all aspects of the Initiative. Period.

We are focused on finding the right Producer partners, and strengthening the collective. Last month, with encouragement from the group, we hosted the first onsite meeting since early 2021, in Chicago. We agreed to plan the next gathering for Summer 2022, with regularly scheduled virtual check-ins in between. A new Producer Advisory Board will help channel continuous input as our Initiative grows (more details below).

We too are careful about who joins the BCMI team. Attitude, accountability, and ability are critical. That said, we have recently hired several new team members and have numerous searches in progress, ranging from Customer Success, Outreach, Design, Development, and Quality Control.

Opportunity is everywhere. There are “fires” raging in the industry. Instead of running out and trying to grab everything, we need to take a deep breath, slow down, and focus on growing the sustainable technological partner that our Industry deserves.

Craig

Development Update

Customer Order Request has been completely revamped in Material Now and Material Pro. Producers and their customers can track requested orders, chat via instant messaging, and confirm new order statuses through the apps or by email. Producers can easily manage requests in the order request "inbox" and customers receive in-app alerts and updates.

Contact help@bcmi.app for details and a recorded demo.



Joining the Initiative

B&B Concrete

We welcome B&B Concrete as the newest member of our Initiative! The ready-mix producer has grown from establishing the first concrete plant in North Mississippi, to becoming the region's top supplier through four generations of family leadership. B&B plans an end-to-end migration to the BCMI Platform by year-end.

News

Andrews recognized for industry leadership

Congratulations to LaNette Andrews, Enterprise Program Director for Clyde Companies, who was named as one of [Constructech's Women in Construction](#) for 2021. "Through continuous education and collaboration, [LaNette] is also a driving force in keeping Clyde Companies at the forefront of emerging technology, which is helping shape the future of technology for the construction industry."

Producer Advisory Board

As our Initiative grows, BCMI will be replacing ad hoc design sessions with more frequent, focused touchpoints with the producer group at large. The BCMI Advisory Board has been established, to maintain the collaborative "braintrust" approach that has driven our Initiative's success so far.

The Advisory Board will serve as a sounding board for new developments as well as introduce new ideas for consideration. The group will have a direct impact on BCMI's product design and development priorities, as an extension of our regular bi-annual producer meetings. The Advisory Board will kick off later this month. Stay tuned for updates!

New hires

We are happy to welcome several new BCMI Team members, and look forward to introducing them to you as well!

- Aleksandra Wolen, Quality Control
- Eugene Korycki, Software Support Specialist
- Michelle Fritsche, Software Training Specialist



The OKI Data printer has been a fixture in ready-mix plants for decades...until now. Producers like IMI are exchanging their printers for BCMI's eTicket + eSign solution.

In the Media

Go Paperless!

With an eye toward saving money and trees, and cleaning the sky, BCMI's Craig Yeack discusses how concrete producers can improve operations—and the environment—through a digital “quote-to-cash” workflow in this Q&A article published in Concrete Products magazine. For example, once producers implemented mobile tools and eTicketing, there was no going back. After all, why sacrifice trees to inefficient processes when digital tools are faster and better? [Read more](#)

How the Pandemic Changed Ready-Mix: A Look Back

When the COVID-19 pandemic hit the ready-mix industry, some producers were better positioned to respond than others. [Martin Marietta Rocky Mountain Ready Mix](#) leveraged cloud-based, mobile tools to successfully transition office employees from working on premises to working at home. A key contributor to their success was their adoption of BCMI Corp.'s Material Pro app, which allows personnel to manage ready-mix concrete sales, production and dispatch from home. Martin Marietta also began providing customers with BCMI's Material Now app to keep drivers and contractors connected while safely

distanced. [Read more](#)

The Push Toward Touchless Deliveries

2020 felt like a 12-month-long endurance test during which anything that could go wrong did go wrong. However, it also was a year that saw the ready mixed concrete industry embracing innovations to meet unprecedented challenges. Within weeks of the coronavirus pandemic taking hold of the country in March 2020, [Geiger Ready-Mix Co.](#) of Kansas City, Kansas, made a swift decision to proactively protect employees and customers from COVID-19. The producer worked with BCMI to implement touchless ticketing to minimize contact between drivers and contractors at job sites. [Read More](#)



Ernst Concrete taps into data analytics to pinpoint area for improvement in plant equipment and operations.

"Tech Trends" In Concrete Products Magazine

Concrete A I(nnovation)

Concrete mix technology is demanding and, all too often, thankless. We ask our people to guarantee the structural integrity of the design and minimize costs despite the host of bad things that can happen with mix components and transit. When things go right, our folks are invisible. Yet when things go wrong, they are the first to bear the brunt of the problem.

Now help is on the horizon via a new crop of applications based on machine learning, commonly referred to as artificial intelligence (AI).

A Case for Industry 4.0 in Ready-Mix Production

Industry 4.0, or the Fourth Industrial Revolution, matters for producing ready-mix concrete. This article, featuring Randy Willaman, founder of [Willaman Solutions](#), and [Ernst Concrete](#), explains how the Internet of Things (IoT), widespread machine-to machine (M2M) communication, and artificial intelligence (AI) are impacting our industry.

Why Covid is Pushing Our Industry to the Cloud

Now more than ever due to Covid, concrete producers must rely on technology to navigate the uncertain, changing future. Our own employees, and our customers, are forced to rely on remote communications with the expectation of great service and real-time information. So how do folks steeped in a real-time business making tangible products slow down and take the time required for complicated technology decisions?

A full archive of Craig's monthly "Tech Trends" columns for Concrete Products magazine can be found [online](#).

Social media spotlight

Our social network is expanding! Join us in sharing news and announcements from BCMI and Initiative partners via the following channels:

- [@BcmiCorp](#) on Twitter
- [BCMI Corp](#) on Facebook
- [BCMI Corp](#) on LinkedIn



Contact us for [support](#).

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