

CONCRETE CONTRACTOR PURCHASES S-160 LASER SCREED® AND 3-D PROFILER SYSTEM™ AS INVESTMENT FOR FUTURE GROWTH

After less than nine months of use, regional contractor James Coy doubled his FL accuracy and slashed job completion times by 75 percent thanks to his new Somero “toys”....

James Coy, the president of James K Coy Construction Inc., knows a thing or two about surviving in the concrete contracting industry. After all, he’s grown his company from a local, one-man organization into a thriving, 10 person strong business that pours more than 400,000-sq. ft. annually throughout the Kansas, Oklahoma and Texas tri-state area. His key to success? Quality.



James Coy at finished pour in McPherson, KS

“For more than 20 years, I’ve strived to deliver the best quality possible for each and every pour,” Coy said. “That’s what we became known for, and that’s what has kept us in business all these years.” In fact, it was this drive for excellence that spurred his recent decision to purchase a Somero S-160 Laser Screed and 3-D Profiler System.

“More and more jobs are requiring stricter FL numbers,” Coy continued. “Warehouses are stacking things higher, so they need more level floors. And no one, no matter how skilled they are, can deliver the FL numbers that Laser Screeds can. So to stay competitive and increase our level of quality, we decided to buy one.”

Coy decided on the S-160 because it maintained the smaller size and maneuverability of the S-100 with a higher production level similar to the S-240. Coy explained, “The S-160 helps me get jobs done faster, with less crew and higher accuracy. It has also helped to improve the morale of my crew. Not only are their jobs a lot easier now, but they also have a lot more free time to pursue their favorite activity...golf! They can’t imagine going back to the way things were before we got the S-160 and 3-D Profiler.”

Since half of Coy Construction’s business is paving, they also decided to purchase a 3-D Profiler System. Previously, they were using a triangle screed for this type of work, which required six men. It was a very time and labor consuming process. Now with the 3-D Profiler, Coy’s paving jobs are done with just one to two guys, screeding in one-third the time.

“I love running the toy, as I call it,” Coy said. “Our 3-D Profiler is just as much fun to run today as it was when we first got it. I also love trying to stump it; but no matter what curves or bumps lay ahead, it automatically adjusts and finishes them perfectly.” Actually, the first few times Coy used his 3-D Profiler, he was tempted to switch it from auto to manual drive because he thought there was no way it could handle the “tricky” areas properly. But it did...each and every time. “Now I just sit back and let it do its magic!” Coy exclaimed.

A great example of this magic was a recent pour he completed in McPherson, Kansas (pictured on front). “Before our 3-D Profiler, this 380 yard street pour would have taken three days with my crew working really hard. But thanks to the 3-D Profiler, we did it in less than eight hours—no sweat!” Coy commented.

It’s results like this that made the cost of purchasing a S-160 and 3-D Profiler well worth it for Coy Construction. They estimate that based on the labor savings alone, their Somero equipment will pay for itself in just a few years. “We view our purchase as a great investment in our future,” Coy concluded. “If you’re skeptical, go see a Laser Screed and Profiler in action. Their accuracy and efficiency convinced me on the spot. I knew right then and there that if I wanted to continue our growth and success in this industry, I couldn’t afford not to get one.”

If you, too, would like to see firsthand how a Somero Laser Screed and 3-D Profiler System can build your business, call 603-532-1613 today to arrange a on-site demo. For more details about Somero’s entire line of profit-boosting equipment, please visit www.somero.com.

