

VM 08080 draft

## Elite Pump Veterans

The better Ideas...  
**Putzmeister**

~~- qualitative ? – innovative ? – prepared ? – flexible ? – competent ? – value conscious ? -~~

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s.a. UP 2349 Elite,

*This pump has been sold to PP in Los Angeles after we bought Thomsen. It was then the first semitrailer pump and biggest boom in US. Completely imported from Germany and – of course - on basis of written order with currency securing, which was unfortunately neglected in recent M 70 Semitrailer sales by the PMA management. (KS)*

## The Lesson of the First Big Pump from 1983 to 2008



**25 YEARS AGO** at the World of Concrete in Las Vegas, Putzmeister lead the industry into the "Era of the Big Booms" by introducing a revolutionary new 46-meter class of booms. Just three years earlier, the 36-meter class of booms had defined the pinnacle for concrete pumping technology.

With a 151-foot reach and the ability to achieve 200 yards per hour, the new machine provided pumpers with a startling glimpse of the future, redefining the industry's definition of "big." It was the first boom pump mounted as a Tractor-Trailer; and this improved its ability to be legal, or to be able to get a travel permit in many parts of the country with its greater axle spread.

The new 46-meter mammoth was met with plenty of scepticism from pumpers, at first, as they wondered how they could use a pump that size...or pay for it. Concrete pumpers feared they'd never get contractors to pay the necessary rate for a boom that size. They had been resistant enough to 36-meter pumps.

One man in particular envisioned a number of applications for a 46-meter boom. Pete Pertschi of Double P Concrete Pumping in Gardena, California, figured he could market his 46-meter boom to contractors by selling them on the significant savings in time and labor that would justify the higher rate.

Imagining many potential uses for the new machine, Pertschi had his first Putzmeister 46-meter delivered on February 24, 1983.

~~1. Ist es wahr? Bin ich aufrichtig? 2. Ist es fair? 3. Wird es Freundschaft und guten Willen fördern? 4. Wird es dem Wohl aller Beteiligten dienen?~~

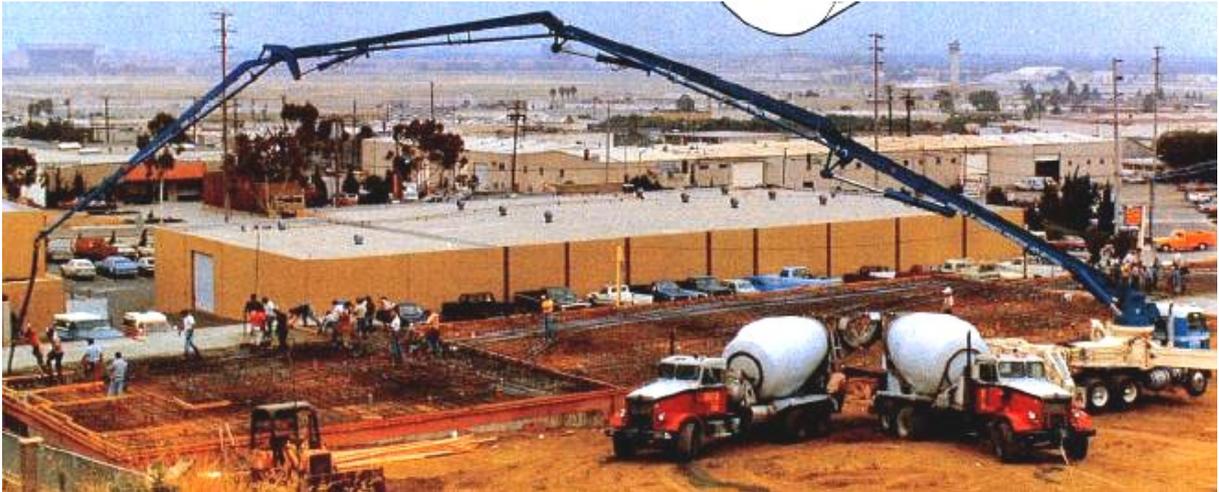
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Before long, the machine had helped propel Pertschi to the forefront of big boom work in his local Southern California market, and it led to Double P Concrete Pumping's purchases of 50 Meter and 52 Meter booms as his market developed and learned the benefits of very large boom pumps!.

"It didn't take long for contractors to realize the savings that were possible with this giant boom," Pertschi recalled recently. "Double P kept it very busy."

In fact, when Pertschi sold the pump in 1988, he had put 740,000 cubic yards of concrete through it, wearing out boom pipe on a monthly basis.



The Putzmeister 46-meter proved that there was a market in America for even larger and more powerful boom pumps. Los Angeles had the kind of large, high-rise construction jobs, elevated bridge decks, and large tilt-up buildings that benefited from a pump with 46-meter reach and a reliable 200 yards per hour output. He also found that he could even improve the yardage when supported by particularly good set-up and good service from the ready-mix companies.

Pertschi eventually sold the pump (replacing it with another Putzmeister) to Rich Campbell, a pumper in the San Diego area, who put over 60,000 yards of concrete through the 46-meter machine in a single year. Rich's Concrete Pumping then sold it to Gastaldo Concrete Pumping in Vancouver BC, Canada.

George Gastaldo of Gastaldo Concrete bought the pump in 1989, and when he traded it in to Putzmeister America in 2008, he had pumped approximately 1,600,000 cubic yards of concrete with it! He was so impressed with the pump's performance that he subsequently purchased a second 46-meter and many other Putzmeister pumps as well.

That original 46-meter boom pump has now pumped over 2,430,000 cubic yards of concrete during its life and is still going strong. To put this in perspective regarding how much concrete this really is; **it would be enough to pour a wall around the entire world 2 ft thick and 48 ft TALL!!!**

The machine's three owners report that it brought them a nice return on their investment and helped them carve a niche as market leaders in big boom pumping. It will continue to provide a return for the new customer buying it today!

As the history of this single pump illustrates so well, the concrete pumping industry has changed a great deal over the past 25 years. We've learned that prices are a reflection of services offered...and that contractors are willing to pay for new technology when enhanced services warrant the investment.

***This Photo shows how it was presented at the WOC 1983 in Las Vegas***



Sometimes it seems easier to go with the flow, but the visionary pumpers who bought that first 46-meter pump proved that their determination to succeed and aggressive marketing of their pumps is an unbeatable combination.

Since this time Putzmeister has introduced larger and faster boom pumps, up to the 227 ft long 70 Meter boom pump offered today as the Worlds Longest Boom Pump!

During these 25 years Putzmeister has continued to be the leading innovator in Concrete Boom Pumps and Large Trailer Pumps. Putzmeister was an early adopter of Finite Element Analysis which allowed for the development of larger booms; we have increased the output and pressure capacity of our pumps. We have never chosen to sit on our past success, or to assume that nothing more done can be done in the industry. The future will belong to the bold, and to those who pursue their ideas and dreams into a new reality.

Learning from the past 25 years, our challenge as members of the concrete pumping community is to take the lead in educating the construction industry to the exciting Future that new pumping technology offers us all. ■

***Bob Liebermann***

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The 46 on his Website



**George Gastaldo** mentioned via Phone 080715 that before trading it against a new M 58 to PM America he Putz 1,6 mio cyds through it. He only rebuilt the Deutz diesel engine once, sometimes changed the Pump cylinders. The earlier owner Rich Campbell had it only some months and when he sold it the unit had already pumped 830 000 cyd, including what PP put through it.

So in total 2 430 000 cyds passed through it – and is still walking strong . so strong that a PM

customer from Nizhniy . 400 km east of Moscow brings ti back to the old continent in 2008.

*George promised 080715 to mail some historic photos and documents on the unit soon to qualify our story in the PM Post.*

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