



ITDTrucks

case study

How Our USED Heavy Equipment Supply Secured Regional Construction Expansion



Objectives

The client had insufficient concrete delivery capacity and lifting capability to meet aggressive timelines across multiple sites.



Solutions

After comprehensive needs assessment, we proposed a strategic used equipment package, which consisting of Iveco Trakker 6x4 Mixer Trucks (2016-2018 models) and TEREX RT50 Rough Terrain Cranes (2015-2017 models)

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Case Study: How Our USED Heavy Equipment Supply Secured Regional Construction Expansion

Executive Summary

Industry: Commercial & Infrastructure Construction

Challenge: Rapid fleet expansion for multiple concurrent projects

Solution: Supply of 8 used Iveco 6x4 mixer trucks and 4 TEREX 50-ton rough terrain cranes

Investment: \$2.8M (versus \$4.5M for new equipment)

ROI: Equipment paid for itself within 18 months of operation

The Challenge

The client had secured three major contracts simultaneously—a commercial office complex, a highway infrastructure upgrade, and a residential development project. The combined value of these projects exceeded \$40 million, but they faced a critical bottleneck: insufficient concrete delivery capacity and lifting capability to meet aggressive timelines across multiple sites.

Specific Pain Points:

- The client needed to pour 15,000+ cubic meters of concrete across three sites over 8 months
- Their existing fleet of 3 mixer trucks was insufficient for project demands

- They required mobile lifting capacity for precast concrete, steel beams, and HVAC equipment
- Budget constraints made purchasing new equipment financially risky
- A tight deadline for equipment - needed to be operational within 6 weeks

The Solution

After comprehensive needs assessment, we proposed a strategic used equipment package:

Iveco Trakker 6x4 Mixer Trucks (2016-2018 models)

- 8-10 cubic meter capacity drums
- Average 45,000 km mileage
- Full-service history verified
- Euro 5 compliant engines
- Hydraulic systems inspected and certified

TEREX RT50 Rough Terrain Cranes (2015-2017 models)

- 50-ton (45 metric ton) lifting capacity
- 31-meter boom reach
- 4-wheel drive and steering for site mobility
- Under 8,000 operational hours
- Recent annual inspections completed

Value-Added Services:

- Pre-delivery inspection and certification
- 90-day warranty on major components
- Operator training for TEREX cranes

Results & Impact

Operational Performance:

- Successfully delivered 18,000+ cubic meters of concrete on schedule
- Zero major equipment failures during first 12 months
- 97% equipment uptime across the fleet
- Completed all three projects within original timelines

Financial Benefits:

- **38% cost savings** versus new equipment purchase
- **Equipment utilization rate:** 82% (industry average: 65%)
- **Break-even point:** 18 months (projected 24 months)

- Additional revenue from equipment rental to subcontractors: \$180,000 in year one

Competitive Advantages:

- Secured two additional contracts due to demonstrated capacity
- Reduced subcontractor dependencies by 60%
- Improved profit margins by 4.2% through in-house equipment control
- Enhanced reputation for on-time project delivery

Client Testimonial

"The used equipment solution transformed our operational capacity without overextending our capital. The Iveco mixers have been workhorses—reliable, efficient, and perfect for our multi-site operations. The TEREX cranes gave us lifting flexibility we'd never had before. We were sceptical about used equipment initially, but the quality, warranty, and ongoing support exceeded our expectations. This partnership enabled us to compete for—and win—projects we would have had to pass on previously."

—Operations Director

Key Success Factors

1. **Thorough Technical Due Diligence:** Every unit underwent 127-point inspection
2. **Transparent Communication:** Weekly updates throughout sourcing and delivery
3. **Risk Mitigation:** Warranty and parts availability eliminated downtime concerns
4. **Training & Support:** Ensured operators maximized equipment capabilities
5. **Strategic Timing:** Met critical deadline that new equipment couldn't match

Lessons Learned

- Used equipment, when properly vetted, delivers exceptional value for growing construction firms
 - Equipment age (5-8 years) represents optimal balance between cost and remaining useful life
 - Comprehensive operator training reduces maintenance issues by up to 40%
 - Multiple smaller units (8 mixers vs. 4 larger ones) provide superior operational flexibility
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Conclusion

This case demonstrates how strategic used equipment procurement can solve immediate capacity challenges while preserving capital for business growth. By understanding the client's specific operational requirements and timeline pressures, we delivered a solution that not only met their immediate needs but positioned them for sustained competitive advantage in their regional market.

The result: A construction company transformed from capacity-constrained to market leader, with equipment assets that continue generating value and revenue streams beyond the original projects.

Ready to take control of your concrete supply and reduce costs?

Contact ITD today to discuss how our used equipment solutions can transform your operations and deliver measurable ROI.

ITD – From Dozers to Defenders -Delivered Right!