



CanCrete Equipment Ltd.



CanCrete Equipment Ltd. (CanCrete) is a Canadian family-run business based out of Mississauga, ON, Canada, with a long history of supporting the shotcrete industry in the Greater Toronto Area. CanCrete focuses on anything that is required to move cementitious material from point A to point B, including concrete, shotcrete mixtures, grout, self-leveling, fireproofing, and epoxy. The company serves customers in markets from small-line pumping to high-rise placing equipment with equipment sales and rentals, parts and accessories sales, technical and engineering support, and equipment servicing.

CanCrete has the equipment that contractors need to pump or spray mixtures, such as concrete, epoxy coatings, fireproofing and insulation materials, and shotcrete. For these industries, CanCrete stocks hoses, pipes, clamps, elbows, reducers, reducing elbows, sponge balls, concrete cleaners, slick pack, pole guns, and much more at the Toronto warehouse. For customers preferring Original Equipment Manufacturer (OEM) parts, those are readily available for a variety of manufacturers.

BACKGROUND

Co-founded by husband and wife team Eric and Marcia Duiker in 2013, CanCrete acquired the Toronto location of Shotcrete Plus, a company that had primarily focused on the

shotcrete industry and specialized in dry-mix shotcrete.

Eric was raised around concrete pumps. His father started in forming (both conventional and insulated concrete forms [ICF]) and eventually bought his first concrete pump as part of a natural progression to meet customer needs. Marcia's career began with P&G and then later Effem Foods; there, she focused on product supply. Meanwhile, Eric started his career working in Skyjack's engineering department and then later at an investment casting business located in Belleville, ON, Canada. The couple moved to the Greater Toronto Area in 2008 when Eric joined the family business.

The couple met at the University of Waterloo, Waterloo, ON, Canada, in 2001, when both individuals were pursuing engineering degrees. They married in 2005 and have three children.

In 2013, the Duikers were presented with the opportunity to purchase the Toronto location of Shotcrete Plus.

CanCrete quickly established itself in Ontario and has partnered with many of the major players in placing concrete in the Ontario market. The word "partner" is key to the company. It is a relationship maintained with both customers and suppliers to create mutually beneficial connections. This approach with customers has allowed the company to diversify the markets served and has paved the way for growth opportunities with suppliers including expansion into the Quebec and Maritimes provinces.



Fig. 1: CanCrete Equipment (pump make and model) on display at the 2019 Canadian Concrete Expo



Fig. 2: Eric and Marcia Duiker at CanCrete Equipment's head office and warehouse in Mississauga

With the distribution rights for the Putzmeister brand, the company initially focused on mortar/fireproofing equipment, along with shotcrete, small-line concrete pumping parts, and service. From there, the company expanded the equipment sales portion of its business by taking on boom pump sales and support in 2015.

CANCRETE SERVICES

Whether a client is purchasing a pump, renting a pump, or picking up a length of hose, the team fosters the relationship with ongoing support. The Mississauga shop is always ready for a seasonal service or an urgent repair; its factory-trained mechanics understand the urgency of minimizing downtime and are thorough in checking over equipment to ensure that it hits the jobsite running. CanCrete also supports its clients with on-site training, warehouse demonstrations, partnerships with material suppliers, and in-house training with manufacturers.

THE CANCRETE MISSION

The company's mission is "to be a leading supplier of pumping equipment, parts and associated repair in the Canadian industrial pumping market. We're customer focused and have thoroughly researched the products and parts we offer, so we are prepared to advise customers on what best suits their needs." Its experienced staff offers solutions to the concrete industry, be it through new or used equipment, parts, service, or simply providing advice when needed. CanCrete believes success comes when you really know, understand, and provide what customers value and need.

Leveraging decades of concrete forming and pumping experience within the family, CanCrete puts a large emphasis on ensuring that all employees gain significant "hands-on" on-site experience to equip them in supporting customers.

In 2017, CanCrete added a second location in Orangeville, ON, Canada. Since inception, the company has hired 15 staff who work out of Ontario and Quebec.

With a focus in recent years on product sourcing, CanCrete has fully stocked quality, fair-priced parts.



Fig. 3: CanCrete hosts an annual pump operator safety course at its Mississauga location

Besides being a Putzmeister dealer, CanCrete represents Graco mortar and fireproofing machines, the peristaltic Quikspray, the Chemgrout product line up, the Airplaco shotcrete and mortar portfolio, as well as IMER, Tovel and Multiquip mixing equipment. For fleet cleaning, CanCrete offers Back-set Platinum concrete dissolver, which has proven tried and true on its own rental fleet for many years.

The CanCrete team is ready to support you. Call CanCrete about your next project and the company will be glad to partner with you for a successful shoot or pour.

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