

CUSTOMER STORY

TRIMBLE CONSTRUCTION MANAGER SOFTWARE

CONSTRUCTION TODAY IS CHALLENGED WITH COORDINATING LARGE AMOUNTS OF EQUIPMENT ON MULTIPLE JOBS AND SOMETIMES, ACROSS WIDE GEOGRAPHICAL REGIONS. PERHAPS THE BIGGEST CHALLENGE OF ALL IS GETTING BUSINESS DONE EFFICIENTLY AND EFFECTIVELY.

**CUSTOMERS: MCANINCH CORPORATION, DES MOINES, IOWA
 RANGER EXCAVATING, AUSTIN, TEXAS**

If there's one thing that all construction company owners, finance executives and project managers have in common, it's the constant desire to know more about what is actually happening at a job site.

That was certainly the case at The McAninch Corporation, one of the U.S. Midwest's largest earthmoving and underground utility contractors, before the company implemented Trimble Construction Manager technology to better manage its construction assets.

"We have a fleet of more than 400 pieces of equipment, but we could never be sure what they were doing, where they were going, or how many hours each one was running or idling each day," said Dave Stitz, vice president of finance at McAninch. "We knew that keeping a closer eye on our equipment would help us do a better job of planning and managing; what we didn't know was just how beneficial all of the usage information would turn out to be. The payoff has been outstanding."

McAninch is one of many construction companies that has implemented Trimble Construction Manager to help executives better understand what's happening on their construction sites.

Trimble Construction Manager is easy to use. A small hardware device is attached to each piece of equipment in order to record changes to the status of that equipment. Using Trimble's advanced GPS technology and telecommunications, a wide variety of usage information is continuously collected—such as when the equipment is turned on and off, when it's working and when it's idling, its precise location, the speed at which it's traveling, and much, much more. Equipment can vary from light, mobile assets to heavy iron machines.

The key to Trimble Construction Manager is the software. Wherever Internet access is available, whether back in the office or on the jobsite, managers can log into a secure connection to view real-time data about equipment usage as it is being collected on-site. Reporting options allow users to

generate charts and reports on everything from mileage and hours logged for maintenance tracking, to mileage reporting for tax purposes, to site runtime reports for more accurate job bidding.

Austin, Texas-based Ranger Excavating has used Trimble Construction Manager for more than a year to better track equipment usage to jobs, to create more accurate job bids and to improve the efficiency of truck dispatching.

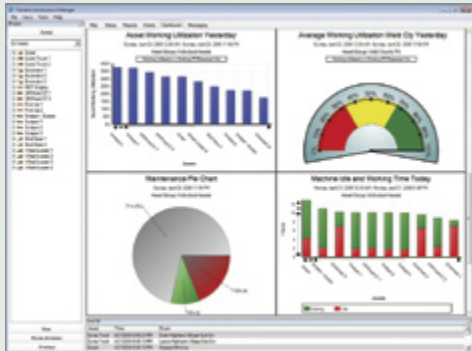
"Every morning, we create reports for our project managers that give detailed information about equipment usage from the previous day," said Brad McKenzie, chief financial officer at Ranger Excavating. "By keeping a close eye on how long each piece of equipment worked, when it was on and off and what the equipment did all day, we're able to project production and costs as we are working on a project. That is something which would be almost impossible without the extensive usage data that we now have right at our fingertips."

The reporting options available are also enabling Ranger Excavating to create more accurate job bids. Using Trimble Construction Manager, the company is able to track production hours per day, and then analyze that data over weeks and months. Ultimately, the company can assign an accurate cost per hour to each piece of equipment, making it easier and a lot less time consuming to forecast the cost of future jobs.

"This asset management technology is also making our dispatch efforts more efficient because we can now see our trucks moving from one job to another and get very accurate turn times," said McKenzie.

Like Ranger Excavating, McAninch is also reaping the benefits of more efficiently managing its truck dispatch operations as a result of the technology.

"We've changed a lot about the fundamental way we do business simply because we're able to communicate with each other so much better. Now, instead of being on our cell phones all day, we can see on the computer



A user-customizable dashboard displays graphical analysis information in real-time, making it easy to understand precisely how assets are performing and to continually monitor the progress of projects.

PROJECT HIGHLIGHTS

- Closely monitor location and usage of hundreds of pieces of construction equipment, large and small, from generators to excavators
- Centralize and simplify on-site operations management and improve asset productivity
- Collect and analyze detailed information for more accurate job bidding
- Save on fuel consumption and reduce maintenance costs
- Manage risks, improve safety, lower insurance costs and assist with theft recovery

monitor exactly where all of our trucks are at any given time," said Stitz. "By being able to see where our lowboys and dump trucks are in the field, we can proactively plan where those vehicles should go next and see which one is closest to a specific location."

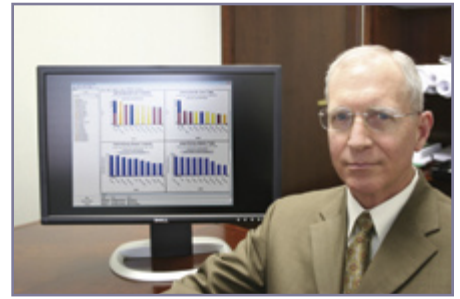
In addition to improved efficiency in asset management, McAninch is using the Trimble Construction Manager technology to improve its risk management functions. The company tracks the usage of every company vehicle, including owners' and executives' trucks, and uses the data collected to manage risks such as speeding tickets and vehicle location.

"We operate in seven states, which means a lot of driving in company vehicles," said Stitz. "We watch the speed of our vehicles closely and create weekly reports with speed details for all of them. Also, because we have a lot of oversized loads, we are required to take assigned routes through different states. Now it's really easy to track and monitor when you can go right to the Trimble Construction Manager software, open up a screen and see precisely where a truck is."

Other benefits of Trimble's asset management technology include verifying payroll by obtaining an accurate report of the time vehicles spend at a job site, as well as an alert system the company set up for security purposes to notify a manager if a piece of equipment moves after standard working hours. In addition, McAninch is in the early stages of using Trimble Construction Manager for cycle monitoring on excavators and hauling equipment at job sites.



Keeping track of assets on a construction site can be a daunting task. Figuring out how efficiently each asset is performing is even more difficult. Trimble Construction Manager provides you with the information you need to analyze asset and job site efficiency, prepare accurate job bids and much, much more.



Don Taylor, vice president of McAninch's heavy and highway group, has real-time access to asset performance on the job site.

"We're very focused on making our job sites as efficient as possible, and idle haulers lined up at an excavator cost us money," said Don Taylor, vice president of the heavy and highway group at McAninch. "Our goal is to manage our machinery based on the information the technology gives us. We are starting to track data such as how much production a back-hoe can deliver, how many motions it can make in a shift, how many hauling units match that, and how long a truck has been sitting while waiting for its turn."

For Taylor, the goal is twofold—to maximize the cost-optimization of the equipment at a job and to use the data collected to determine how much revenue was generated by a specific piece of equipment.

Regardless of the goals of each company, everyone seems to agree that the real return is in making their company more productive and, ultimately, more competitive.

"There's no question that the benefits of Trimble Construction Manager by far outweigh the cost," said Stitz. "At the end of the day, it makes us more efficient and more competitive—which is virtually priceless."

Taylor agrees. "We've gone from knowing what our costs are monthly to knowing what our costs are daily. We can also create reports and job bids in a fraction of the time it used to take," he said. "The overall value is almost impossible to measure. To obtain the same goals without this technology, we would have to have a lot more people in the field. This leverages our supervision in massive ways, lowers our cost for survey layout, and quite simply, allows us to do things we couldn't do otherwise."



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