

# CUSTOMER STORY

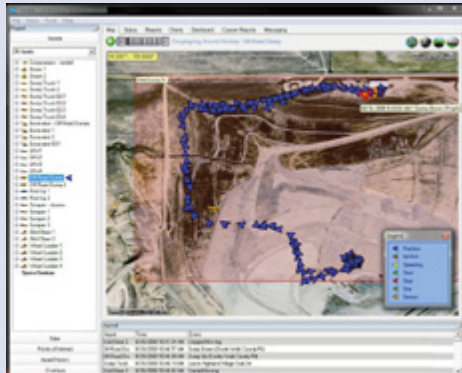
## FLEET MANAGEMENT MADE SIMPLE BY TRIMBLE CONSTRUCTION MANAGER



**DAVE STITZ, VICE PRESIDENT OF FINANCE FOR MCANINCH CORPORATION, HAS WHAT MANY CONTRACTORS WOULD CONSIDER A GOOD PROBLEM—BUSINESS IS BOOMING AND HE IS TASKED WITH MANAGING NUMEROUS PIECES OF EQUIPMENT ACROSS SCORES OF JOB SITES.**

**CUSTOMER: MCANINCH CORPORATION  
WEST DES MOINES, IOWA, USA**

**PROJECT: FLEET MANAGEMENT**



*Trimble Construction Manager shows the location of all of your equipment at all times. Set up alerts to be immediately notified if a vehicle moves outside of a designated area, enters a hazardous zone or takes a wrong turn.*

### PROJECT HIGHLIGHTS

- Trimble Construction Manager makes McAninch's extensive dispatch operations more efficient by providing continuous location information on its entire fleet of mobile assets
- The company can immediately intervene if a driver has taken a wrong turn or if he's not on the correct route for an overweight load
- McAninch mitigates risk and increases safety by identifying employees who are speeding in company vehicles
- McAninch saw a significant reduction in fuel costs after monitoring idle time vs. working time in its fleet of dump trucks, excavators, skid loaders and other rolling stock

As one of the largest earthmoving and underground utility contractors in the Midwest U.S., McAninch Corporation operates more than 400 pieces of equipment at dozens of project sites throughout seven states. McAninch projects include transportation, residential, retail and recreational (such as golf courses). Until 2005, a single dispatcher managed the movement of all equipment from the company's headquarters here in Des Moines, Iowa, by spending all day on a cell phone or two-way radio with the drivers and on-site managers.

"It was impossible for us to actually see where all of our equipment was at any given time, and 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 Stitz. "We knew that keeping a closer eye on our equipment would help us do a better job of planning and managing, and these days, the more efficient you are, the more competitive you are."

As a first step to more closely monitoring its fleet of mobile assets, McAninch implemented Trimble® Construction Manager software on 155 company pickup trucks and over-the-road trucks. The company installed GPS-based positioning hardware on all of the vehicles, while wireless networks provide positioning data to a secure server.

Back in the office, dispatchers, managers and executives can view detailed data about each vehicle, including location, speed, idle time and more, using the Internet-based Trimble Construction Manager software.

"We have 17 low-boy trucks that are almost always on the roads hauling equipment between jobs sites all over the Midwest," said Stitz. "Now, the dispatcher can plan his next move by watching the exact location and travel routes of each one on a web browser on his or her computer in the office."

McAninch invested in the software three years ago because they knew it would help them more efficiently manage their dispatch operations. But, they were pleasantly surprised to also find some unexpected benefits.

Now, McAninch executives can easily tell if a driver has taken a wrong turn, if he's not on the correct route for an overweight load, or if he stops by his house during the middle of the day. According to Stitz, one of the most important benefits has come in the form of fuel efficiency.

"We're able to print reports about vehicle idle times, which is saving us a lot of money with gas prices as high as they are," he said. "And, now that we can see exactly when our trucks are in use, it's cut down significantly on non-business use."

Another way the asset management software is helping McAninch executives mitigate risk is by making it easy to identify who is speeding in company vehicles. Since adopting the technology, the company has implemented a strict policy to prevent drivers from speeding. Now, Stitz prints out a report once a week that identifies which vehicles were driven above the speed limit during the past seven days, and employees exceeding the speed limit are held accountable.

Although the increased visibility required a period of adjustment for McAninch employees, Stitz says the investment is even paying off for workers.

"It's a tough time to be in the construction industry, and everyone knows that if we're not efficient, we're going to be a casualty of the times," he said. "We're doing all of this for one reason—because it has a positive impact on the bottom line, and our employees realize that us running an efficient business means job security for them."

McAninch executives were so pleased with the results of the initial technology implementation that within six months they decided to increase their use of the Trimble Construction Manager software to manage their fleet of dump trucks, excavators and other rolling stock, as well as skid loaders, four-wheelers, small trailers and other types of equipment that are most prone to theft, like generators.

In addition to asset and risk management, company executives are using the data to keep better tabs on maintenance schedules, as well as to reconcile payroll, and they're continually looking for new ways to leverage the vehicle and equipment data that is now easily available to them.



As a next step, Stitz said they plan to add their entire fleet of heavy iron to the Trimble Construction Manager software solution.

"Adding asset management technology to more of our equipment has been a natural progression for us because we're seeing so much benefit," said Stitz. "Eventually, we'd like to use the technology to monitor every piece of equipment on every job site."



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