

# CUSTOMER STORY

## SAFEGUARD ASSETS AND MINIMIZE EQUIPMENT THEFT WITH TRIMBLE® CONSTRUCTION-MANAGER

**PROJECT:** RETRIEVING STOLEN CONSTRUCTION EQUIPMENT WITH POWERFUL HARDWARE, SOFTWARE AND GPS TECHNOLOGY FROM TRIMBLE

**PROJECT DATE:** ONGOING

There is nothing that frustrates a construction foreman more than late, lagging, or worse yet, missing equipment. Whether it's an ATV, a compressor, a generator, or even a lowboy trailer en route to a job, managing assets across multiple job sites is a vital task that sets construction firms apart and, most importantly, keeps them in the black.

McAninch has earned its reputation as one of America's leading contractors by doing just that. The company, based in West Des Moines, Iowa, specializes in technologically advanced earthmoving and grading projects along with ungrounded utility installation, site consulting and management, and more. The company also has a fleet of more than 400 pieces of Caterpillar equipment, which it distributes to projects throughout Iowa, Wisconsin, Illinois, Kansas, Nebraska, Missouri and beyond. The commercial equipment is carefully managed by a team of mobilization specialists who monitor project schedules and logistics to ensure that the right equipment and skilled operators are on site when needed.

With this extensive, not to mention extremely valuable fleet of equipment, the McAninch team relies on Trimble® Construction Manager (TCM) software and Trimble GPS hardware to more effectively utilize its assets and to secure them—both on the job site and en route.

Trimble Construction Manager is a powerful yet simple to use solution that is comprised of software, hardware, GPS technology and wireless communications. By installing Trimble's discrete GPS-enabled hardware called the CrossCheck Global locator on all equipment from backhoes to generators, McAninch equipment managers can see exactly where their assets are at all times. Once installed on the equipment, GPS satellites send location information to the CrossCheck unit which returns data in near real time via wireless communication to a secure server.

The information from the server can then be accessed through the Trimble Construction Manager software by an equipment manager,

dispatcher, foreman or project manager, from any Internet-enabled computer. Details about the equipment are displayed graphically in charts and dashboards, and with a convenient map view option, employees can quickly review the status and location of all assets, or just a single piece of equipment.

"With TCM, our dispatchers have a lot more visibility into what's really happening with projects and that's extremely valuable when it comes to planning and maximizing the productivity of crews and equipment," said Dave Stitz, vice president of finance for McAninch. "And while the theft recovery piece of TCM wasn't our primary reason for getting the solution, it has helped us recover equipment and there's no doubt that it's already paid for itself many times over."

In fact, recently TCM was put to the test and it paid dividends. A McAninch ATV, or survey rover, which is fully equipped with GPS technology, was stolen from a hotel parking lot in Kansas City.

The McAninch employee was staying at the hotel and traveling to a job site early the next morning. He had parked his truck and trailer in a well-lit area of the parking lot, near the hotel's surveillance cameras. Despite these precautions, thieves broke through the trailer lock and towed away the ATV rig, valued at more than \$8000.

Early the next morning, the McAninch team member noticed the rig was missing and immediately called his logistics team. The mobilization specialist accessed the TCM software and saw a map view of where the trailer and ATV had been taken. The McAninch team called the police and provided them with the location details. Within just a few hours, the equipment was recovered and the ATV was back on the job site being used in a surveying project.

Today, McAninch is using Trimble Construction Manager to manage and secure its entire fleet of commercial vehicles and equipment. In addition to recovering thousands of dollars worth of stolen equipment each year, Stitz believes TCM has also helped keep insurance premiums



Alerts can be set up to notify appropriate personnel when pre-determined criteria are met such as speeding, after-hours movement or when an asset enters a hazardous area.

### PROJECT HIGHLIGHTS

- Top Iowa-based contractor McAninch Corporation manages its entire fleet of vehicles and equipment using Trimble Construction Manager (TCM) software solution
- Dispatchers can accurately locate equipment at any time, for improved equipment utilization, tracking and the recovery of stolen assets
- McAninch successfully linked TCM into its payroll system to validate operator timesheets
- Colorado-based construction company Arapahoe Utilities & Infrastructure (AUI) uses TCM to track asset hours, miles and overall usage for improved efficiency
- On several occasions AUI and McAninch have worked with authorities to recover stolen equipment valued at more than \$50,000

down, as well as minimize liability concerns with delivery drivers and other team members.

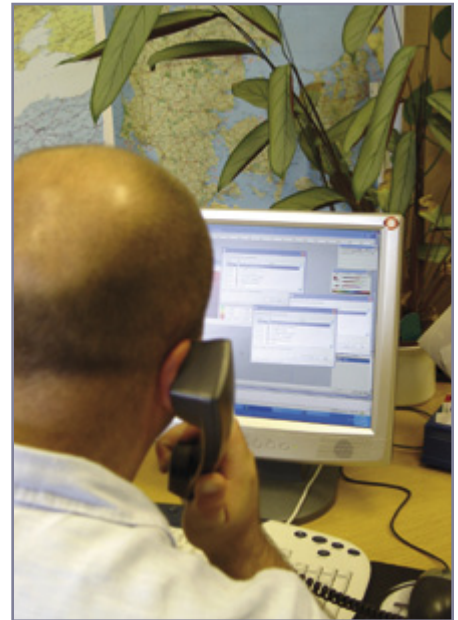
Colorado-based Arapahoe Utilities & Infrastructure (AUI) is another top-rated construction company that has seen tremendous time and cost savings with help from Trimble Construction Manager.

AUI is a premier construction company that provides sewer, water and drainage pipelines, drainage structures, rip rap channelization and cast-in-place concrete structures to high-profile private and public sector projects. Since they started using Trimble Construction Manager, the company has been able to more effectively manage its machine, mobile and portable assets across the entire organization and across all of its job sites.

Mark Walinder, equipment manager at AUI, knows that TCM has also been instrumental in securing the company's assets on job sites and in retrieving stolen equipment. Walinder estimates Trimble Construction Manager has helped AUI recover more than \$50,000 in stolen assets, all within the first two years of installing the solution.

For example, when a heavy-lift skid steer loader was driven off an AUI construction site during a weekend, the crew was able to track down the skid loader's precise location, contact the police and, within hours, an arrest was made. As a result, the loss in worker productivity was minimal and project deadlines were met.

Even more recently, AUI had a \$6,000 generator stolen from a construction site. After the



*Trimble Construction Manager provides 17 standard reports and nine standard charts.*

discovery was made, Walinder immediately logged into the Web-based TCM solution and used the software's map based view to locate the asset. Within three hours, AUI was able to work with law enforcement to reclaim possession of the generator. The team resumed working and continued to meet key project deadlines.

"TCM is an incredibly valuable tool when it comes to theft recovery, and in terms of proactive, every-day planning," said Walinder. "We use it on a daily basis to assist with tracking our asset hours, miles, maintenance of equipment and overall usage. It saves us time, helps us to better use our resources and it ultimately increases our profits."



*Asset information can be retrieved from any Internet-enabled computer. Access is protected by log-in and password authentication, ensuring that data is safe, yet easily accessible.*



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