



Emery Sapp & Sons, Inc.

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*Joe Schuster, Equipment Manager
Emery Sapp & Sons, Inc.*

Improved Maintenance for Construction Contractor

Emery Sapp & Sons, Inc.—a construction contractor based in Columbia and Kansas City, Missouri — installed the GlobalTRACS equipment management system in its fleet of construction equipment in order to improve its competitive standing. With over 250 pieces of equipment in its fleet, Emery Sapp & Sons wanted to reduce maintenance costs, deploy equipment where it was needed most, and improve worker productivity. The company has equipment running on multiple job sites for projects including commercial and residential developments.

According to Joe Schuster, equipment manager at Emery Sapp & Sons, “Our primary purpose in purchasing GlobalTRACS was to quickly locate our equipment and automatically generate accurate records of engine hours for each piece. We wanted to perform more timely maintenance service because we knew it would help us minimize repair costs, reduce equipment downtime, and ensure that we get the most out of our equipment by maximizing its service life. By doing this, we can realize the added long term benefit of increasing our equipment’s resale value.”



Situation

- ▶ Construction company seeking to improve asset utilization
- ▶ Difficult-to-locate construction equipment
- ▶ Uncertain maintenance

Solution

- ▶ GlobalTRACS® equipment management system from QUALCOMM

Results/Benefits

- ▶ Automatic collection of accurate engine-use data improves maintenance scheduling to eliminate over- and under-servicing
- ▶ Better scheduling of preventive maintenance service
- ▶ Superior equipment utilization for increased revenue and reduced costs
- ▶ Productivity improved by crew monitoring and elimination of time spent searching for equipment
- ▶ Improved equipment security

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The decision to use QUALCOMM was the result of an evaluation process that compared GlobalTRACS to five other systems. According to Schuster, GlobalTRACS proved to be the most capable: "Not only did QUALCOMM provide the most help with hands-on installation and training assistance, but GlobalTRACS offered more from a technical standpoint." Using both digital and analog communications in its mobile solution, GlobalTRACS delivers the reliability Emery Sapp & Sons needed. It can also interface with the company's existing back office systems while also providing easy access through an Internet connection. Finally, the company has confidence in QUALCOMM as a financially secure provider of wireless solutions for the construction industry.

Emery Sapp & Sons previously relied on a manual system that required reporting service hours for each piece of equipment on a weekly basis, which worked fine as long as everybody remembered to log the hours each week. When the hours weren't logged, equipment would not be serviced on time, and this led to job delays and special maintenance trips—all of which could undermine the firm's productivity and competitiveness. "Keeping track of more than 250 pieces of equipment is a big job," said Schuster. "We have dozers and track loaders, excavators and scrapers, motor graders, backhoes, skid steer loaders, compactors, and paving equipment. Without GlobalTRACS, it was becoming more difficult to manage everything."

The GlobalTRACS installation process took only two months, and in that brief period of time, it was already paying dividends. "First of all, it made my job easier," said Schuster. "Not only are the records more accurate, but now I know where the equipment is at all times. I can track hours automatically, and I can schedule service so that I don't interrupt work at a site. It even helps me to keep track of how the fleet is aging, and down the road this will help us better manage the replacement and disposal cycle of our equipment."

Schuster anticipates that GlobalTRACS will also help to eliminate unnecessary rentals. "If a piece of equipment is sitting idle at one work site when it is needed at another, we can avoid the unnecessary expense of renting additional equipment that we really don't need. I expect GlobalTRACS will pay for itself within three to five years—and I believe we'll be well inside of that window. GlobalTRACS is a good value."

GlobalTRACS has even been useful in identifying equipment misuse. "We had a case where a former employee was using the equipment during the weekend," said Schuster, "and GlobalTRACS enabled us to correct the situation immediately. With GlobalTRACS, we know where the equipment is, and we know when it is being used. We haven't even started to use all of the security features, but that's just around the corner."



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— Joe Schuster
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WIRELESS SOLUTIONS BY QUALCOMM



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