



Thoutt Brothers Concrete Contractors

“In our operation we found that it was very easy to lose track of a piece of equipment, so we needed a solution that would allow us to know where our equipment was at all times.”

*C.J. Thoutt, Equipment Manager
Thoutt Brothers Concrete*

Contractor Company Implements Improved Equipment Monitoring

Denver-based Thoutt Brothers Concrete Contractors used to spend a lot of time keeping track of construction equipment with phone calls, construction-site searches and handwritten notes recording the number of hours a machine had been running, and the imperfect recollections of busy supervisors. This often resulted in equipment standing idle when it was needed elsewhere and poorly maintained equipment—leading to unnecessary and disruptive breakdowns. Equipment haulers and maintenance technicians found it difficult to find equipment, often wasting valuable time searching at the last known location for tractors and scrapers—unaware that the equipment was parked only a block away out of sight. Too often, the owners themselves had to join the hunt and waste even more precious time. According to Equipment Manager C.J. Thoutt, “Sometimes we’d be nervous for days because we couldn’t find a piece of equipment. You couldn’t tell if it was around the corner or in another state.” Even worse, in 2004 two pieces of equipment were stolen. It was obvious they needed to do something.



Situation

- ▶ Under utilization impacts bottom line

Solution

- ▶ GlobalTRACS® equipment management system from QUALCOMM

Results

- ▶ Automatic collection of accurate engine-use data improves maintenance scheduling to eliminate over- and under-servicing
- ▶ Better scheduling and verification of support crew and fuel truck activities
- ▶ Superior equipment utilization for increased uptime, additional revenue, and reduced costs
- ▶ Elimination of time spent searching for vehicles and equipment
- ▶ Improved equipment and vehicle security

Thoult Bros Concrete Contractors

After an unsuccessful attempt to deploy a more limited monitoring system, Thoult Brothers worked with Colorado Machinery, a local dealer, to create a more comprehensive maintenance solution that takes advantage of wireless technology to remotely track equipment and monitor engine hours. Colorado Machinery recommended the GlobalTRACS equipment management solution, and Thoult was impressed with QUALCOMM's reputation for (1) outstanding customer support through its 24/7 hotline and redundant Network Operations Centers and (2) quality products that offered assured communications and the best coverage available. It didn't hurt that QUALCOMM was financially secure and dedicated to providing innovative solutions for the construction industry.

The new system was deployed on more than 80 pieces of equipment by Colorado Machinery. Thoult Brothers immediately took advantage of GlobalTRACS ability to work with any type or brand of equipment. About 60 units are installed on tractors such as scrapers, graders, backhoes, and loaders. These units report location information each night so their locations are known in time for the morning setup and scheduling process. The remaining 20 GlobalTRACS units are installed on fuel and service trucks used by support crews. These units report in at scheduled times established by Thoult—enabling the business to know where they are at all times. This is important because support crews move from job to job throughout the day. "Sometimes people exaggerate," explained Thoult. "After installing GlobalTRACS, we had a report that a fuel truck driver made a habit of sleeping in the truck. So I 'pinged' his vehicle every half hour, and it turned out he wasn't sleeping at all. In fact, he was never at one location for more than a half hour."

Accurate location information, complete with maps and directions that are available via a web-based interface 24 hours a day/7 days a week, also helps service technicians and delivery personnel to find equipment quickly. This drastically reduces time wasted looking for equipment at cluttered job sites—another productivity boost. Furthermore, since GlobalTRACS automatically issues alerts when equipment moves beyond pre-defined boundaries, it reduces the risk of theft and the subsequent costs and delays from lost equipment.

Because GlobalTRACS automatically records what hours during the day the equipment has been running, managers can schedule service calls and maintenance work at times when equipment is less likely to be running—preventing breakdowns and the cost of overservicing. It also ensures that equipment is used to its full potential—enabling easy re-deployment of equipment to the sites where it is needed most. "Shortly after GlobalTRACS was up and running," continued Thoult, "we noticed that a tractor hadn't been used for three weeks. The supervisor said he thought it was used every day, but when he called the site foreman, he discovered that it wasn't used at all. Without GlobalTRACS, that tractor would have sat there idle, not allowing us to earn revenue on that piece of equipment."

WIRELESS SOLUTIONS BY QUALCOMM



For more information visit www.qualcomm.com/qwbs or call us at 1-800-348-7227.

©2006 QUALCOMM Incorporated. All rights reserved.

QUALCOMM, Wireless Business Solutions, and GlobalTRACS are registered trademarks of QUALCOMM Incorporated.

All other marks are the property of their respective owners. Specifications subject to change without notice. QUALCOMM endeavors to ensure that the information in this document is correct and fairly stated, but QUALCOMM is not liable for any errors or omissions. Published information may not be up to date and it is important to confirm current status with QUALCOMM.

LCL0298 2/06



"I foresee a day when GlobalTRACS will monitor almost every piece of equipment here. With the savings in time and expense, we not only save money but ensure customer satisfaction."

— C.J. Thoult
Thoult Brothers Concrete