Case Study

Shiel Sexton, a national construction firm with offices in Indianapolis, IN, and Charlotte, NC, was founded in 1962. The company, named as one of America's Top 400 Contractors by the Engineering News-Record, constructs a variety of buildings – commercial, hospitals and schools.

TRUCKAST and Shiel Sexton

Shiel Sexton's concrete supplier in Indiana is IMI Irving Materials. Headquartered in Greenfield, Indiana, IMI Irving Materials was founded in 1946 and now supplies concrete to 6 states via 4 regional operations centers utilizing TRUCKAST across all production locations to sustain long-term, high-trust relationships with contractors.

"TRUCKAST has completely changed how we manage our concrete orders."

– Tim Brogan, Sr. Project Manager, Shiel Sexton

TRUCKAST

"I check TRUCKAST when I get up, throughout the day, and when I get home from work."

– Tim Brogan, Sr. Project Manager, Shiel Sexton

TRUCKAST offers Brogan a real-tme view of all his job sites concrete orders, and has become an integral part of Brogan's day resulting in improved crew utilization and job performance.

Tim Brogan, Sr. Project Manager, Shiel Sexton, manages 15 foremen in charge of construction sites across Indianapolis. Brogan begins and ends his days calling all of his foremen. Before Shiel Sexton began using TRUCKAST to manage its IMI concrete orders, Brogan's conversations used to be very different. He would spend a lot of time discussing all the specifics of the foremen's concrete order for the day or the next day – what mix had been ordered, how much had been ordered, what time was it scheduled to arrive, etc.

Now, Brogan still has daily calls with his foremen, but thanks to TRUCKAST, he doesn't have to spend as much time discussing concrete orders. Brogan can spend time talking about other site and job issues. With TRUCKAST, Brogan has a streamlined, detailed view of all of his foremen's concrete orders.

"Foremen used to have to go to a pay phone to call the concrete supplier. Mobile phones changed that. Foremen could call IMI or another supplier and complain, " Brogan said. "Now TRUCKAST has completely changed how we manage our concrete orders."

Today, Shiel Sexton foremen still call and place their orders with IMI, but then Brogan monitors and manages all those concrete orders via TRUCKAST throughout the day. Brogan can monitor and track all the concrete orders in real-time – the type of concrete mix ordered, the truck numbers that will be delivering the mix, when the trucks are scheduled to arrive at the job site, and much more.

TRUCKAST

Soon, Shiel Sexton will adopt TRUCKAST's Order Request functionality with its pre-defined mix options and real time documentation. Brogan anticipates a reduction of costly order errors. With Order Request his foremen will spend less time calling to place orders while simultaneously having order confirmation to reduce errors.

"When I'm doing my cost reporting, I can easily check how much concrete was delivered to a specific job site," Brogan said. Before the TRUCKAST app, Brogan would often have to track down the final quantity of concrete delivered from his accounting department. Not only does TRUCKAST help Brogan manage the day-to-day concrete delivers at job sites across Indianapolis, it has also sped up his cost reporting workflow.

Now, TRUCKAST, which offers Brogan a real-time view of all his job sites concrete orders, and the status of those orders, has become an integral part of Brogan's day resulting in improved crew utilization and job performance.

How much has TRUCKAST changed how Brogan works?

By providing instant access to organized and complete job information to both IMI and Shiel Sexton, TRUCKAST is creating mutual accountability and cultivating mutual improvement and increased profitability.

"It's almost a pain to pour with someone else because I can't see this information. It's just not as convenient."

– Tim Brogan, Sr. Project Manager, Shiel Sexton