



Case Study

W.E. Beaty, an Indianapolis, IN, residential construction company founded in 1982, specializes in slab-on-grade concrete foundations. Ninety-five percent of W.E. Beaty's business is residential foundations. W.E. Beaty is working on an average of 15-17 different foundation sites every day, and sometimes that number can go up to 25 different projects at one time.

TRUCKAST and W.E. Beaty

W.E. Beaty's concrete supplier 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.

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- Scott Beaty of W.E. Beaty



Since W.E. Beaty and IMI began using TRUCKAST, W.E. Beaty's foremen have seen an immediate shift in how they can stay organized in managing the concrete delivery process resulting in reduced anxiety on the job and a reduction in calls to dispatch

In the past, W.E. Beaty's on-site construction foremen on the 15 different job sites would call IMI Irving Materials with questions about the concrete for that job site – is the concrete behind schedule, when will the trucks arrive, are you sending the right mix? Since IMI was supplying concrete for 15 W.E. Beaty projects, the old process for managing the concrete orders and deliveries was very cumbersome.

"They (IMI) would have to look through 30 different W.E. Beaty orders in their system, and try to figure out the right order number for that foreman's site," said Ricky Pryor, W.E. Beaty Field Operations.

Since W.E. Beaty and IMI began using TRUCKAST, a software and app solution for the construction industries, W.E. Beaty's foremen have seen an immediate shift in how they can stay organized in managing the concrete delivery process resulting in reduced anxiety on the job and a reduction in calls to dispatch. For concrete supplier IMI, dispatchers and sales people no longer have to search through all of W.E. Beaty's current concrete orders to find the right job numbers.

"If they do have to call, our foremen can now look on the TRUCKAST app on their phone and get their order numbers," said Scott Beaty.

However, in many cases, the foremen don't have to call, because the TRUCKAST app provides detailed, real-time data on the foreman's concrete order – the type of concrete mix ordered, the number of trucks that will be delivering the mix, when those trucks are scheduled to arrive at the job site, etc.

TRUCKAST Gives W.E. Beaty's Managers Insights and Data

W.E. Beaty's field operations supervisors appreciate how the TRUCKAST app has organized the concrete delivery process and changed the conversations they have with IMI. It is no longer about 'where's my order?' instead it's about how we work together better to create mutual improvement and clear accountability for both IMI and W.E. Beaty.

"I look at TRUCKAST numerous times throughout the day. I can tell the number of trucks a site is supposed to have," Pryor said. If an issue does develop with a concrete order, Pryor can now usually spot those issues before they become bigger problems, and he has much more information when he does need to call IMI to check on an issue.

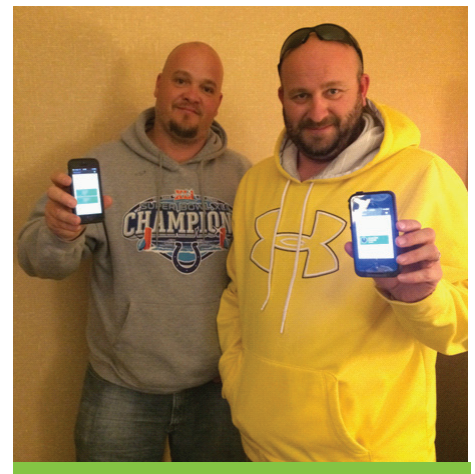
W.E. Beaty's managers and office staff value the instant access to organized and complete job information that TRUCKAST offers about their IMI concrete orders across all their job sites.

"I need to know if we're being efficient with our concrete orders, and TRUCKAST gives me the information to figure that out," Scott Beaty said.

As W.E. Beaty continues to use TRUCKAST and integrate the app into the company's daily work flow on its job sites, W.E. Beaty's foremen are looking forward to enabling the Order Request feature which allows foremen and field operations supervisors to place concrete orders from directly within the TRUCKAST app.

In addition, W.E. Beaty also anticipates using TRUCKAST's photo feature to enable construction foremen to take photos of the company's slab-on-grade concrete foundation projects and upload those photos to TRUCKAST.

With years of construction experience pouring slab-on-grade concrete foundations throughout Indianapolis, W.E. Beaty is now using TRUCKAST's smartphone technology to streamline their concrete ordering and delivery processes resulting in improved crew utilization and job performance.



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*- Ricky Pryor, W.E. Beaty Field
Operations*

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transparency and trust between
suppliers and contractors.***

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