



A&G Electric saves thousands through improved fleet management

Since its founding in 1983, A&G Electric has grown to become the largest locally owned and family-operated electrical contractor in Dubuque, Iowa. Most of that growth happened after Barney Grobstick purchased the business in 2014. In just six years the staff expanded from nine to 44 employees, and the fleet tripled from nine to 27 vehicles and pieces of equipment. Now serving more customers across the tri-state area of Iowa, Illinois and Wisconsin, A&G Electric's fleet is essential to its business – and so is its UScellular™ fleet management solution.

The cost of manual management

As Grobstick invested in new vehicles, he hired a fleet manager to keep track of vehicle maintenance issues. The new manager relied on technicians to tell him about any vehicle problems, but many small issues went unreported until they became big issues. Grobstick ended up spending thousands in unplanned maintenance on top of the expense of the fleet expansion.

By 2020, Grobstick knew he had to make a change. The market was tight because it was a COVID year, and he didn't want to keep absorbing large, unexpected costs. "Our profit sharing and profit margins were way down," Grobstick said. "I had to cut costs, and if there was a way to get my maintenance under control, I was all ears."

“ I had over \$5,000 in rebates just from my insurance agent. My investment was immediately paid for. I was a happy man already!”

– Barney Grobstick
Owner and President
A&G Electric



Easy implementation

Grobstick installed the UScellular fleet management solution across his entire fleet: 10 vehicles, 11 trailers and six pieces of utility equipment, including generators, an air compressor, a fork truck, a mini excavator and a skid loader. The devices on the vehicles monitor maintenance issues, gas usage and location, while the devices on the remote trailers and equipment monitor location for theft detection.

Installing the solution was quick and easy. "The plug-and-play devices are just that," Grobstick said. "Anybody can put it in their carport, and it immediately starts sending data." Even the hardwired devices for his remote equipment took only 15 minutes to install. And in order to see the data, all he had to do was download the app. His account was already set up, so the devices popped up as they were being installed. A technical expert came in person soon after implementation to train Grobstick on navigating the software and to help him optimize the dashboard for his company's needs.

"They did a great job training me, and the program is easy to navigate," Grobstick said. "I can dial in on anything I want to monitor. It's really impressive."

Quick return on investment

Soon after Grobstick installed the solution, he began to see significant business benefits.

Lower, predictable maintenance costs

As Grobstick hoped, the solution immediately solved the maintenance problems at A&G Electric. Instead of relying on the technicians to provide notification of any issues, the fleet manager now simply runs a vehicle maintenance report to see them firsthand. This way, he can preschedule oil changes and other routine maintenance requirements before the technicians even realize they're needed. The solution can eliminate the risk of large costs associated with preventable problems.

Lower fuel costs

Grobstick didn't anticipate a decrease in fuel costs, but the savings have been substantial. Before the fleet management solution, A&G Electric spent nearly \$6,000 per month on gas. The first month after implementation, the number dropped by \$1,200 – and continued to fall by another \$100 per technician for the next several months.

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Customer Profile

Business Type:

- Electrical contractor

Company Size:

- 44 employees

Location:

- Dubuque, Iowa

Challenges With Old Fleet Management Solution:

- Manual process for checking vehicle maintenance records
- Reliance on technicians for notification of problems
- No ability to track vehicle location in real time

UScellular Solution:

- Fleet management for 27 assets

Favorite Features:

- Vehicle diagnostics
- Vehicle tracking
- Asset tracking
- Driver safety
- Expert customer support
- Extensive network coverage

Results:

- Over \$5,000 in insurance savings
- \$1,200+ per month savings on fuel costs
- More predictable maintenance costs
- Greater productivity
- Peace of mind



More productivity

A&G Electric has also seen an increase in productivity since implementing the solution. Grobstick can track any asset in seconds, freeing him to do other work. The fleet manager can perform more preventative maintenance, rather than just reactive repairs. And the technicians take more accountability for their driving habits and gas usage. As a result, the entire team works more efficiently.

Significant insurance discounts

Shortly after implementation, Grobstick called his insurance agent to see if A&G Electric could get a discount for the theft detection feature of the fleet monitoring solution. The agent confirmed that the feature qualified for a \$2,800 rebate. Then Grobstick mentioned the solution's capability to monitor driving habits, and the agent offered an additional rebate of \$2,300 due to the potential impact on road safety. "I had over \$5,000 in rebates just from

my insurance agent," said Grobstick. "My investment was immediately paid for. I was a happy man already!"

Peace of mind

Finally, Grobstick uses Geo-fencing along with the solution's asset tracking capabilities to keep track of equipment moving in and out of remote job sites. Not only can the solution reduce theft, but it gives him peace of mind. He can use the app on his phone to check the location of any vehicle or piece of equipment, anytime. "It's just nice to know that stuff," he said.

Looking ahead

As A&G Electric continues to grow, Grobstick will look for more ways to benefit the surrounding community through improved customer service while keeping costs down — possibly through mobile payment and other solutions.

To see how UScellular can help your business, call **866-616-5587**
or visit [uscellular.com/business/fleetmanagement](https://www.uscellular.com/business/fleetmanagement)

We offer fleet management solutions for businesses of any size, powered on a fast and reliable, nationwide network that works in the city and beyond.