



# Zachry Construction Reduces Costs and Gains a Longtime Partner

## Challenge

Zachry Construction's fleet takes a beating. After about four or five years of moving people and equipment and driving in ditches, there's not much value in the vehicles. The work to maintain, acquire, and operate those vehicles has become an operational challenge.

"We have hundreds of trucks that we maintain," said Bryan Golla, vice president and controller at Zachry Construction. "We would rather focus on building bridges and highways than managing our fleet. We prefer to leave that to the experts."

In addition, the sheer cash flow required to purchase new trucks every four or five years was unsustainable. For any new project, Zachry might purchase 40 new vehicles at \$40,000 each, an investment of \$1.6 million. Leasing was a much more attractive option.

## Solution

Zachry Construction now relies on Element to manage most aspects of its fleet including maintenance, fuel, remarketing, leasing, and more. One of the company's most important objectives is tracking costs and ensuring that vehicles are being used to their fullest extent.

"Getting costs into the right bucket is very important to us," said Golla. "We have 10-15 different cost centers and as many as 1,000 codes. Element helps us manage that."

Tracking costs also helps Zachry Construction mitigate fraud. Element monitors fuel purchases, identifying how much is spent and for what vehicle. Element alerts the company when more than three purchases are made in one day and for purchases over \$250.

## Fast Facts



### Industry

Heavy highway construction

### Fleet size

924 vehicles

### Fleet type

Construction

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Element also ensures the company orders the right vehicles and that they're upfitted to their specification before arriving on the jobsite. Golla appreciates that Element does this in a timely manner, so they're ready to go when a project begins.

When it comes to vehicle maintenance, controlling costs, maximizing productivity, and ensuring uptime are critical for Zachry. Element's Maintenance network includes more than 50,000 locations across the U.S. and Canada. And with Element's driver mobile app, it is easy for any driver to locate a nearby shop and schedule service. "It's convenient for drivers and we can trust that we're going to pay the best price for the repair," said Golla. "Element knows what the industry standards are for certain types of repairs. They provide checks and balances, so we can be sure we won't be price gouged by a mechanic."

## Results

Heavy highway construction can be a volatile industry. Golla appreciates the stability and long-term partnership he has with Element. "They don't treat us like a number. They value the relationship. And Element has the financial stability we need to support our leasing program."

Golla recalled how Element alerted him that he could save his company additional money by using Element's Tolls & Violations program. Given the large number of toll roads in Texas and Zachry's high volume of vehicle traffic, enrolling in the toll program made good business sense. Not only did it save the company more than \$100,000, but it also saved Zachry employees from having to spend valuable time coordinating toll payment and transponder installation for every vehicle. Element's Tolls & Violations program was designed to fill this gap and provide much-needed visibility and support while also ensuring compliance. Zachry's vehicle toll payments are now consolidated into one full-service program covering most tolling areas across the country.

Reflecting on his partnership with Element, Golla said, "Construction is a lot about relationships, not only with our people, but with our vendors as well. Element has been with us through the good times and the bad, and I hope to continue the relationship for many years to come."

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For more information, contact Element Fleet Management at [elementfleet.com](https://www.elementfleet.com).



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