

# Getting it in the Ground

Things I wish I knew when I started

Why we started

# Planning the Route



Just a guy in a car





with a map

Laying



Green fields





# The Mole Plough





“The” Mole Plough





# Rocks





Digging it by hand





Rocksaw





# Chain trencher





Makes a trench





# Culverts and Driveways





# Roads





# Horizontal Drilling





The magic end



Another problem





# Fleeting





# Fleeting 2.0





# Destinations





Trenching “by hand”

How can we do it better?

**FASTER!!!**

**CHEAPER!!!**





# Hired Experts



Make better plans

Laying ducts!





Ducts are faster



Blowing the ducts



Pretty tricky

Fleeting made this  
possible





Oh, we can chain them



# Results of the Changes

- Twice as fast
- Which means cheaper
- How much faster?

Questions?