# 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





#### 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!!!

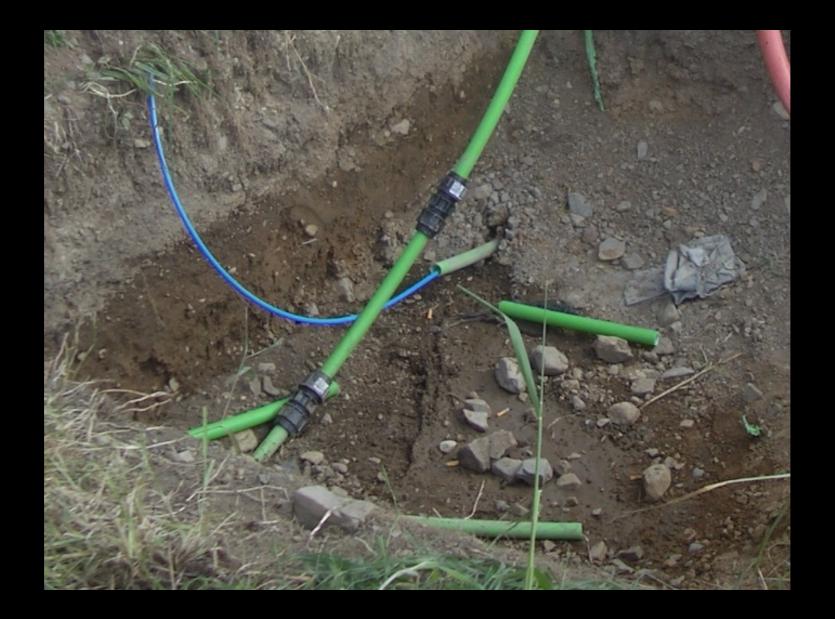


# Hired Experts



#### 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?

