

On The Mark

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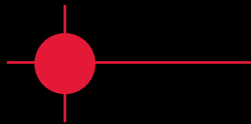
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Productivity The Trimble Way...



The biggest difference is the accuracy of the grading. Control points are set every 300 feet instead of every 25-50 feet. The M Series receives positioning information from the Total Station rather than traditional methods of GPS.

With a portfolio that includes everything from design-build highway construction to management solutions for some of the toughest infrastructure projects around, the Trumbull Corporation has built a reputation for themselves in the construction industry over the last 54 years. GPS is nothing new

for the company, having been one of the first in the area to adopt the technology on bulldozers and motorgraders. The demanding tolerances of DOT work has always made finegrading roadways with GPS a struggle. Looking for better results, the Trumbull Corporation has added the Trimble GCS900 Grade Control System to their fleet

of equipment. Utilizing the latest in robotic technology, their crews can now grade well within specifications.

"The biggest difference is the accuracy of the grading," says Randy Klose, surveyor for the SR-15 project. "The grade looks so smooth after grading. It looks like an auto-grader did the work."

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West Virginia Offers a New Office and Location for Precision Laser & Instrument, Inc.

Precision Laser & Instrument, Inc. proudly announces the opening of a new office, our fourth satellite location, in Charleston, West Virginia. On July 1, 2009, Precision Laser & Instrument acquired GPS Innovations, a sister Trimble Dealership. We welcome Randy Melton and Mark McCormick, who became a part of our team through the acquisition of GPS Innovations and Jason Cobb, who joined us shortly after the acquisition.

The new office is located at 504 Old Goff Mountain Road, Cross Lanes, West Virginia, 25313. This office represents the Heavy and Highway, Marine, Construction and Survey divisions of the Trimble Brands for the state of West Virginia. There is a brand new showroom and retail area with equipment and accessories available to our clients at this location for all construction needs. Within the first year of operation, there are plans to put in a Service Department as well.

Randy Melton is our Heavy Highway and Marine Sales and Support Team Member, based at this location. He was the previous owner of GPS Innovations for the past 20 years. Randy brings with him extensive knowledge of Trimble products and also with Survey Equipment and technology. He will help to grow the Marine Division for Trimble Products and Precision Laser nationally moving forward. Randy is currently working on projects with a large Marine Contractor in New Orleans and the Army Corps of Engineers.

Mark McCormick brings a wealth of experience to Precision Laser & Instrument. He has over 25 years of experience within the survey industry and was also a member of the GPS Innovations Team. Mark is the Office Coordinator for the West Virginia office and also take care of Inside Sales and Support. His expertise is in the Survey and Mapping fields. Mark will be available at the office to help our current and new clients.

Jason Cobb joined our West Virginia Team in August of 2009. He is our Survey Sales and Support Team Member for that region. Jason brings 19 years of progressive knowledge and responsibilities from all facets of the survey industry. He will be traveling throughout the state of West Virginia supporting our current clients and looking to serve potential new clients as well. Jason is very knowledgeable in field demonstrations, sales calls and bids, and will always have a supply of field accessories with him.

Together, our West Virginia Team has over 65 years experience in the Survey and Construction industry. Precision Laser & Instrument's philosophy is that of "Concept to Completion". We provide Sales and Service, but also provide Training and Support on everything that we sell. As technology is continuously advancing, we continue to educate our Sales and Service Teams to keep up with the latest and greatest, in our

efforts to be a "Solutions Provider" to all our clients.

We look forward to serving the West Virginia market for all of your Heavy and Highway, Marine, Construction and Survey needs. Please visit our office and showroom at 504 Old Goff Mountain Road in Cross Lanes.

You can reach Mark McCormick at (304)776-1831 or jmm@laserinst.com. Mark can facilitate any sales, support, service or training needs that you may have.



Precision Laser & Instrument, Inc. your Equipment and Support "Solutions Provider" for the state of West Virginia.

Kevin's Corner

PLI Mapping and GIS Sales/Support Team Update



Kevin Chappell, PLS, PE, CP

Using GPS for GIS data collection and data maintenance is essential for timely decision-making and the wise use of resources. Any organization or agency that requires accurate location information can benefit from the efficiency and productivity provided by GPS technology. Precision Laser & Instrument, Inc. has customers from government agencies, scientific organizations, utility companies and private firms that use GIS data collection and data maintenance systems to stay up-to-date and competitive.

PLI and Trimble provide a complete range of products that provide the accuracy, flexibility and ease of use required by mapping professionals and new users alike. PLI has been actively working to provide outstanding sales and support for our mapping and GIS customers. As part of this effort PLI continues to strengthen our Mapping sales and support staff with the recent addition of several highly qualified personnel.



Christine Iksic joined PLI in June 2009 as the Mapping Sales Representative for Western Pennsylvania and Northern West Virginia. She has a BS Degree in Applied Geographic Technology from the Slippery Rock University and an AAS Degree in Professional Piloting from the Community College of Beaver County. Christine has several years of experience in the aerial mapping and remote sensing industry and is very knowledgeable about using GPS for GIS data collection. She is working out of our Ambridge office.



Dina Desjardins joined PLI in July 2009 as the Mapping Sales Representative for Michigan and Northwest Ohio. She obtained her BA in Geography from Carleton University and studied Survey Engineering at Algonquin College. Dina has worked in the GPS and surveying sales arena for over 15 years bringing a wealth of survey and mapping industry knowledge to PLI. She is working out of the Detroit area.

The addition of Christine and Dina strengthens an already strong Mapping Sales and Support Team at Precision Laser & Instrument, Inc.

You can contact Christine Iksic call (412) 512-5665 or email cmi@laserinst.com; or Dina Desjardins can be reached at (313) 622-1618 or dld@laserinst.com.

Productivity The Trimble Way ... *continued from the cover*



The crew is using a new M Series grader from Caterpillar, paired with a Trimble UTS Robotic Total Station to tighten their accuracy even more. The M Series receives positioning information from the Total Station rather than traditional methods of GPS employed previously. This increases the accuracy.

“There is a lot less fieldwork involved as far as placing stakes every 25 or 50 feet to check the grade,” said Klose. “Control points are set every 300 feet to check in or set up the Total Station. The reduction in labor cost has to be the biggest advantage to the company.”

Tighter tolerances mean less rework, and in the grading industry, this means gains in productivity. “The grading crew is getting at least 1000 feet more than conventional methods and the crew size can be dropped down by one or two crew members,” Klose notes.

Productivity is not limited only to the grading crew. The Trumbull Corporation has also adopted the GCS900 product line for their excavators. This system utilizes heavy duty MS990 GPS receivers along with angle sensors to provide the operator with grade at the teeth

of the bucket, no matter what position the machine is in. “The GPS excavators have saved an enormous amount of lay-out,” said Klose. “They have dug longitudinal benching, ditches, rock slope ditches, and dressed slopes with no lay-out needed.”



Trimble's New Depth Display System DDS300

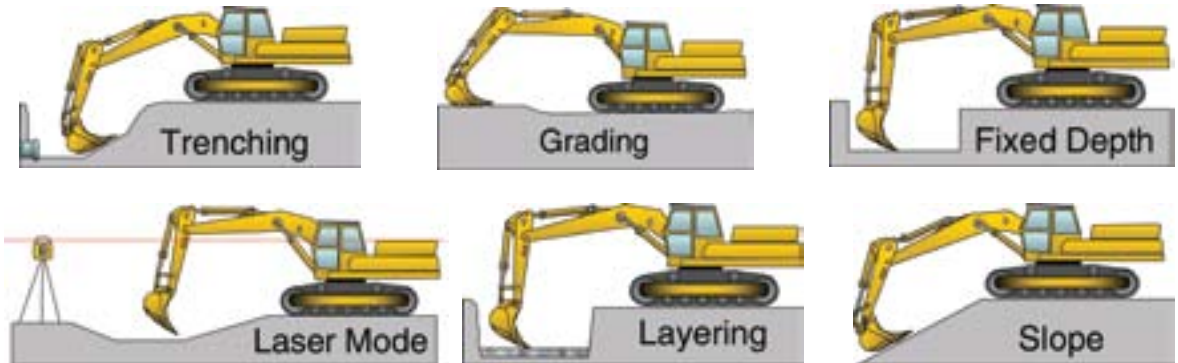
The Spectra Precision Laser DDS300 Display System from Trimble introduces a new level of productivity for compact equipment including backhoes, mini-excavators and smaller excavators. The DDS300 is ideal for a range of excavation work on the building construction jobsite, including the excavation of basements and footers as well as trenching for sewage and utility installation. It is ideal for contractors and owner operators with multiple machines needing flexibility in their excavating solution.

The system utilizes wireless, laser and angle sensor technology along with a bright 4-color in cab display to provide dynamic real-time positioning information for the bucket at all times. This dynamic real-time information allows the operator to excavate, trench, grade or cut profiles more quickly and accurately than traditional laser-referenced machine guidance systems.

The wireless connectivity between sensors on the boom stick and bucket and the in-cab control box eliminates cables, and makes the system extremely easy to install – significantly reducing installation time to about an hour.

More Flexibility

The Spectra Precision Laser DDS300 Display System is ideal for contractors and owner operators with multiple machines needing flexibility in their excavating solution. The DDS300 depth display system uses a combination of angle sensors and a laser receiver to provide depth and slope information to meet your needs for simple depth information to complex profile work. Optional sensors are available for excavators using VA



booms and tilt buckets. For more flexibility, the laser receiver can be removed and can be used on another machine for depth display. The system's wireless communications means that you can move the system from machine to machine easily and quickly without dealing with cables.

Wireless Simplicity

The components of the DDS300 System are simple in design, but create powerful advantages and features for users. The angle sensors report exact angle position of the boom, stick and bucket via wireless radio signals to the powerful control box. The control box computes the bucket position and displays the information on the 7" color touch screen display. Using the laser receiver as reference allows the user to continue digging without multiple benchmarks.

More Productivity

Helping you get to grade faster is the heart of the DDS300 system, but the system can increase



your profitability and productivity in more ways than just moving dirt:

- Fast installation and set-up
- Laser receiver options and eliminates multiple benchmarks
- No grade checker needed, since the display shows you exact bucket location
- Longer continual excavating, since you can work in low-light situations
- Lower fuel costs and less wear on equipment by getting the job done faster
- More accurate readings in any position of the arms results in less work due to "overcuts" and "undercuts"
- Reduced material costs and transport costs
- Reduced risk of damaging electrical, gas and swage lines
- Multiple applications increases machine and operator flexibility
- A safer working environment; keeps the grade checker away from trench and machine swing area

A Note from the Owners

We would like to thank each and every one of our clients for their business and support, especially throughout 2009, as it has been trying for all of us. We appreciate your business from the previous years as well; we know that it is you, our customers and clients that contribute to our success. Precision Laser & Instrument, Inc. is now 20 years old and we still hold true to the same values and commitments from our earlier years – **To deliver quality products, service and support to all of our clients.**

Precision Laser & Instrument currently has 52 Team Members and offices in five cities throughout Pennsylvania, Ohio and West Virginia. Each office has a training facility, retail showroom and a full-service facility to take care of all of our client needs. We consider ourselves a “Solutions Provider” providing not only the sales of Construction and Survey related equipment and accessories, but training, repair and support of everything as well. “Concept to Completion” is our motto and we are committed to servicing all of your needs from the initial sale to the retirement of each and every piece of equipment or accessory sold.

With technology continuously advancing, we have been committed to keeping all of our personnel up-to-date on all of the newest software, equipment and training that is available to make sure that our clients remain efficient and competitive in their respective markets. The economy has forced us to create efficiency within our businesses to enable us to compete for opportunities and narrowing margins. We are dedicated to forging ahead with you to keep you ahead of your competition.

Our Sales and Support Team includes very educated and experienced personnel. This is one reason that Precision Laser & Instrument has been able to expand in the current economy. We have key personnel in place with degrees in Engineering, Geodesy and Survey. We also

employ a Certified Photogrammetrist. Our Surveying Sales and Support Team carry such credentials as Professional Land Surveyor and Professional Engineering licenses. In short, we have a Sales and Support Team qualified in every facet of the Construction industry and they can assist you with all of your needs.

If you are not a client of Precision Laser and Instrument, we would appreciate the opportunity to earn your business. We will demonstrate to you, the abilities we have and the quality products, services and support that we offer. We can show you what sets us apart from our competition and prove our value to you.

Precision Laser & Instrument is looking forward to a more prosperous year with all of you. The forecast looks brighter with more spending on the federal, state and local levels to come. The creation of new infrastructure and the upkeep of it is a necessity and we are here to partner with you to the best of our abilities to progress ahead with any projects that you obtain.

Again, “Thank You”, we appreciate your business and support.

Robert J. Barth
Managing Partner
Survey and Mapping Divisions

Rodney S. Creese
Managing Partner
Machine Control and
Construction Build Divisions



Rob Barth and Rod Creese



The New Trimble S3 Robotic Total Station

Trimble has recently introduced the S3 Robotic Total Station. Many of our customers are already familiar with the Trimble S series robotic total stations, primarily the S6 and S8. The S3 is based on the same proven Trimble technology as the other S series total stations and has a lower price tag.

The Trimble S3 is an accurate and reliable robotic solution with an integrated radio and can be used with the popular TSC2 data collector. The S3 contains the reliable servo drives based on MagDrive electro-magnetic technology with fewer moving parts which reduce servicing requirements. The S3 uses optics by Carl Zeiss for excellent optical accuracy and



quality. It also includes intelligent battery and power management systems for 6 hours of operation on a single battery.

The S3 also has Trimble Direct Reflex (DR) technology for exceptional reflectorless measurement performance and accuracy. Operators in the field can capture information on hard to reach targets in dangerous/unsafe locations. Measurements can be made quickly and safely without compromising accuracy.

The Trimble S3 Total Station can be used as part of Trimble's Integrated Surveying solutions. With Integrated Surveying, you can seamlessly integrate complimentary measurement technologies such as Trimble GPS/GNSS and optical measurements, all in the same job file. Using combined technologies on the jobsite can increase productivity substantially.



The S3 is also available in Servo and Autolock versions which contain a fixed Control Unit (keypad) with Survey Controller on board. The S3 is available in 2" or 5" angular accuracies and can be operated robotically at ranges up to 1600+ feet. The EDM range for a single prism is 8,200+ feet and 16,000+ feet to a triple prism. The Direct Reflex range is up to 1,300+ feet to a good surface.

To find out more about the new Trimble S3 Total Station contact your Precision Laser & Instrument sales representative for a demonstration.

