

Cutting Edge

Haefeli-Lysnar Newsletter



Issue 8 | August 2011

Check out our Trimble Control Unit (TCU) Trade-in Offer

For a Limited Time Only -

Purchase a new Trimble CU and trade in an old Trimble CU with Trimble Survey Controller

Working with the same field software = more efficiency. To help transition customers to Trimble Access, the latest and most powerful field software in the industry, and to make sure that customers are using the latest, best, attachable control unit from Trimble, we encourage you to take advantage of the following limited-time trade-in offer.

Trade-in a Trimble CU model 1 or 2 with Trimble Survey Controller and receive \$1000 towards the purchase of a new Trimble CU model 3 that includes Trimble Access Roads.

The Trimble® CU controller is an advanced attachable control unit especially designed for Trimble optical and GNSS surveying systems.

On its Windows® Embedded CE 6.0 operating system, the Trimble CU controller runs your choice of powerful Trimble field software, plus other specialized Windows software as needed. The Trimble CU provides increased processor speed and memory to enjoy a faster experience with Trimble Access

- Optimized Screen Size
- Windows Mobile Operating System
- Integrates with Trimble S6 and S8 Total Stations and VX Spatial Station
- Operates on-instrument or robotically



Peace of mind - If you purchased an extended warranty on the Trimble CU that you are trading in, the balance of that extended warranty can be transferred to your new unit. Hassle free protection.

Also any equipment purchased under this trade-in promotion is also eligible for an extra savings on Hardware Extended Warranties with a further 15% discount.

If you would like to take advantage of this offer, please contact Dion or Jesse at our office on (08) 9445 8811 or email sales@hlse.com.au

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The latest Issue of Trimble's
Technology & More Magazine is now available!!

Click on the below link to download it for free today!

<http://www.trimble.com/technologyandmore/i2-2011/>

Inside this issue you'll find articles on..

- Prehistory in a South African Cave
- Monitoring Iceland's Hot Spots
- Abu Dhabi Formula One
- Shanghai Digital Greening Project
- Scanning For Infrastructure



Chevron City to Surf for Activ 2011

HL NEWS - A big congratulations to some of our HL team who took part in this year's Chevron City to Surf, A record breaking 42,000 people were expected.



*Jeremy & Ashlea completed the 12km Run
Aaron completed the 12km Walk
Sarena & Rachel completed the 4km Walk*



We hope you all joined in the excitement of the day!



WIN AN APPLE IPAD!

**SIMPLY CLICK THE BELOW LINK &
COMPLETE THE TRIMBLE CUSTOMER
SURVEY TO GO INTO THE DRAW TO
WIN AN APPLE IPAD**



<http://www.zoomerang.com/Survey/WEB22B4CMYZDQC>

LET'S GET TECHNICAL!



RTK and Logging Survey Style

To output an RTK correction and log raw data to a base station at the same time use the RTK and Logging Survey Style.

If Using Trimble Access select Settings if using Survey Controller software select Config . Select Survey Styles and using your style select Base options and change the survey type to RTK & logging. Make sure the logging device is set to receiver and select the logging interval you require



Please contact Aaron Burgess for assistance on this technical tip or any other technical questions you may have on 0429 101 767

Standard 12 months extended warranty

- Total station- including Hardware + Firmware options \$1808+ GST

=> NOW only \$1363+ GST!!

- Total station + Trimble CU- including Hardware + Firmware options \$ 2603+ GST

=> NOW only \$1637+ GST!!

SO why wait?

For more information or to take Advantage of this Amazing Offer, please contact Sarena on (08) 9445 8811 or email sarena@hlse.com.au.

Extended Warranty Sale!

For a limited time only we are offering large discounts on all of our Total Station Extended Warranties!



Protect your investment!

Trimble extended warranties go above and beyond the standard Factory Warranty, ensuring your equipment is running smoothly and efficiently while giving you peace of mind and protection. Your business, schedule, and budget are safe.



This offer is available to most of our Trimble total station range (S3/S6/S8/VX).



Surveying the Market

Even in a housing slowdown, it's virtually impossible these days to drive down a road and not see a construction site or a new land development. Almost always included in this picture are a couple of people walking around with range poles topped by antennas. Upon closer inspection, you may notice similar antennas attached to the road grader, cement truck, and other large pieces of equipment.

GPS technology has taken over the survey and construction industries in a big way.

Why? Basic economics: higher productivity, increased profit margins, decreased manpower, faster return on investment, not to mention transferring digital files and data in near real-time, furnishing additional time savings for the back office staff.

GPS has had a tremendous impact in this market, bringing new capabilities to dozens of intertwined applications. GPS has revolutionized land surveying, construction, engineering, mining, remote sensing, photogrammetry, geographic information systems (GIS), deformation monitoring, and precise geodetic reference stations and networks scattered throughout the world. In 20-odd years of general availability, GPS technology's scope of integration has produced more new tools in these applications than the combined total of inventions over the last 2,000 years.

Big Eight

The international mix that has driven this revolution includes three firms from the United States, three Japanese companies, a Canadian firm, and a Swiss company whose lineage traces back several hundred years.

The U.S. companies — Trimble Navigation, Magellan, and Javad Navigation Systems — maintain headquarters within miles of each other in Silicon Valley, and entered this product space within a few years of each other. Trimble remains the driving force in this space with more products, applications, and development than any other GPS manufacturer.

Trimble Navigation. Trimble started in 1978 and launched its Survey Products Division in 1985. Since that time, Trimble has consistently delivered a wealth of GPS products used in the engineering, construction, and surveying markets. Trimble describes its construction focus as encompassing surveyors, architects, mining professionals, and civil engineers. Products include real-time kinematic (RTK) centimeter-level GPS, optical and differential GPS (DGPS) survey systems, 3D scanning systems, laser-based construction instruments used for layout, and 3D machine control systems that automate heavy construction equipment. Over the last 12 years, it has expanded its focus, driving the benefits of positioning solutions farther into construction and engineering applications.

Bryn A. Fosburgh, vice president of Trimble's Engineering and Construction Division, sees the transition from the early sensor platforms to the complete solution for the customer as the real market driver for the company. "Penetration rates for GPS-based solutions in the engineering and construction segment are very low, probably less than 35 percent worldwide. The construction industry has been a technology laggard for many years, but with the significant increased profitability and time savings being realized, survey, machine control, and site construction have opened the door for our technology.

Trimble's effort has proven the robust viability of this market segment and its future growth capability. Recent SEC filings show that Trimble reported 68 percent or (\$637 million) of its \$940 million in 2006 revenues as derived from its engineering and construction product group. During fiscal year (FY) 2006, sales to customers in the United States represented 54 percent, Europe represented 25 percent, Asia Pacific represented 12 percent, and other regions represented 9 percent of total revenues. Trimble products range in price from \$1,000 to \$125,000. The company employs more than 2,800 people.

For more information on Trimble Navigation or Trimble's Surveying Technology please visit trimble.com

Exert taken from GPS World



SAVE THE DATE!! Christmas is only 115 days away!! And the dates are set for our Annual Christmas Functions..

Bunbury Function – Wednesday 7th December

Perth Function – Friday 9th December

Invitations will be sent out shortly, make sure you keep one or both of these dates free!

