

WELCOME

Steve Lewis

President



Myron Hillock

Sales Director



Company Profile

- *Est. 1968*
- *Company Size: 85-90 employees on average*
- *Own most all equipment*
- *Speciality Concrete Contractor*
- *Commercial / Industrial projects*
- *1998: Entered the concrete paving market.
1M + sq. ft. paving per yr*
- *2009: Upgraded to 3-D Profiler for paving*

Company Profile

- *Global manufacture of the Laser Screed® and related concrete placing equipment.*
- *First Laser Screed was built in 1985.*
- *Employ as many as 187 people worldwide*
- *1987: Forever changed big box construction*
- *1999: 3-D Profiler changed concrete paving market*
- *2002: Introduction of smaller product line*
- *2008: Pervious concrete screed head*

Path to Success

➤ *Marketing 101*

- Can't get to engineers
- Building relationships

Paving Our Way To Success

➤ *Paving Projects*

- Market is receptive to concrete paving
- Pre engineered on many projects
- Pursue concrete paving option in all bids

Wal-Mart Menards Courtyard
Village Hearth Bread Midstate Truck



1999

Recent Success

- ***Wal-Mart Store***
Muscatine, Iowa
- ***1st 3-D Profiler job***

October 2009

- 500,000 sq ft
- Average 22,000 – 28,000 sq. ft. per pour





What Works

➤ *Pre Construction*

- Get in early
- Readymix partner



What Works

➤ *Pre Construction*

- Meet with GC or Owner
 - Expectations
 - Maintenance
 - Maintenance contract option
 - Warranty

What Works

➤ *Construction*

- Pre-pour Meeting
- Pizza Meeting
- Crew Size

What Works

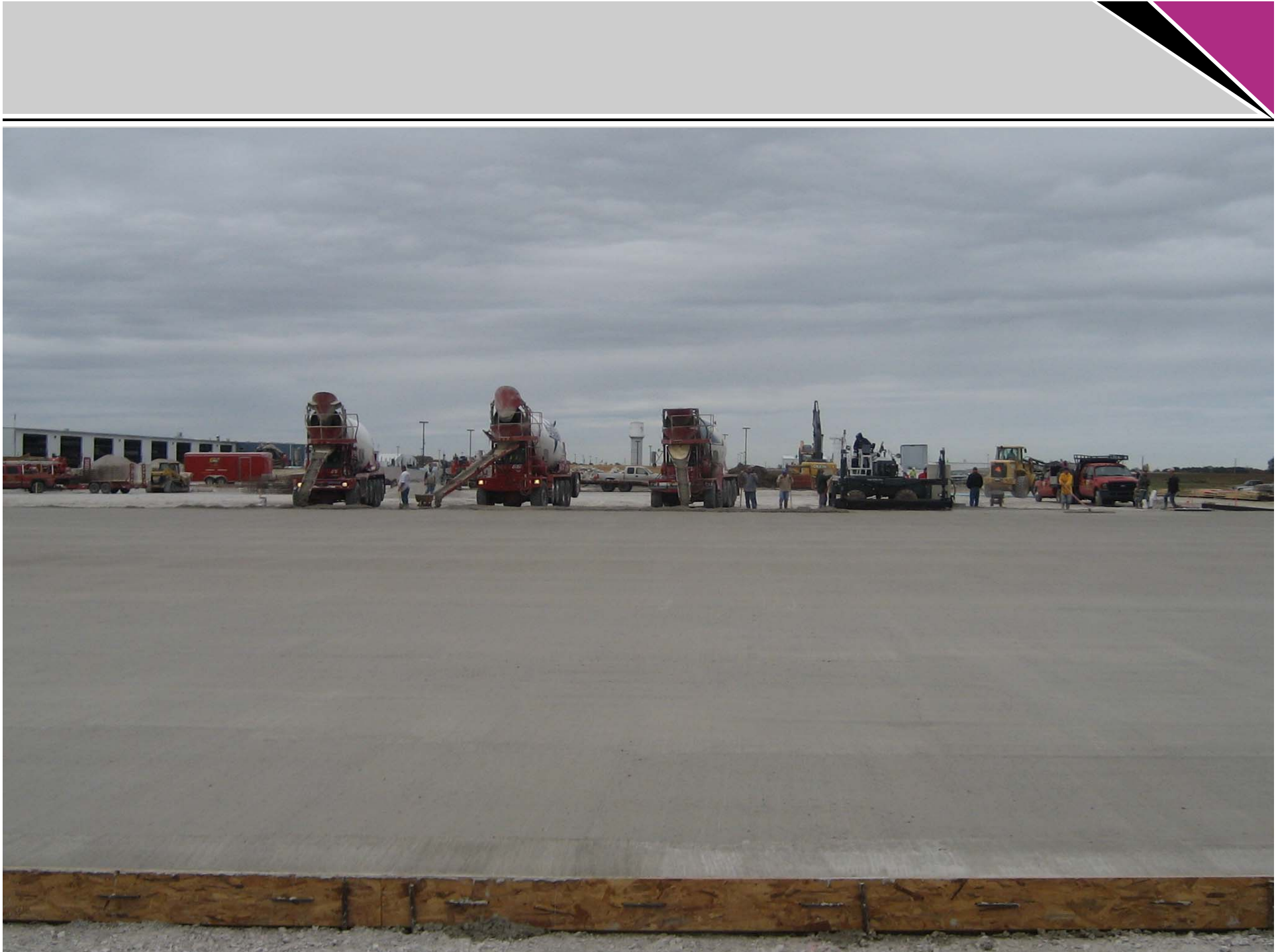
➤ *Equipment*

- Skid Steer / Dozer / Roller
- Screed
- Floats, brooms, saws
- Sprayer

PLACEMENT

➤ *Readymix*

- Front Discharge Trucks
if at all possible



PLACEMENT

➤ *Readymix*

- Front Discharge Trucks
- Chute Discharge / Pump / Convey





10/05/2009

PLACEMENT

➤ *Readymix*

- Front Discharge Trucks
- Chute Discharge / Pump / Convey
- **Delivery Rates**



PLACEMENT

➤ *Readymix*

- Front Discharge Trucks
- Chute Discharge / Pump / Convey
- Delivery Rates
- Consistent Loads
- QC person on site



PLACEMENT

➤ *Finishing*

- Less is best



PLACEMENT

➤ *Brooming*



PLACEMENT

➤ *Jointing*

- Panel Size
- Cutting



PLACEMENT

- *Curing*
- *Protection*



PLACEMENT

➤ *Barricades*

➤ *Traffic*

■ Foot

■ Vehicle



PLACEMENT

➤ *Striping*



Asphalt vs. Concrete

➤ *Which is the Better product?*



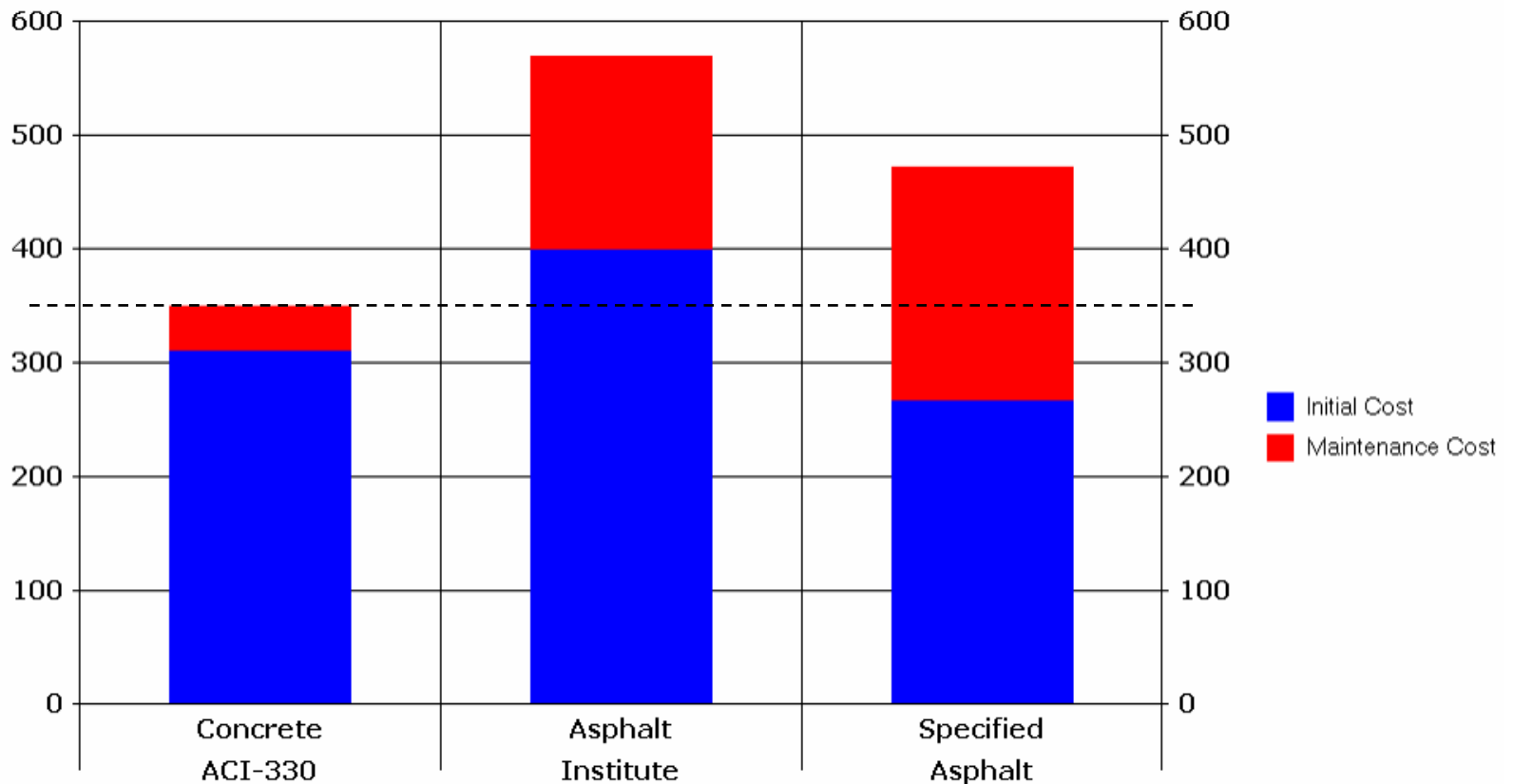
10 year old asphalt



40 year old concrete

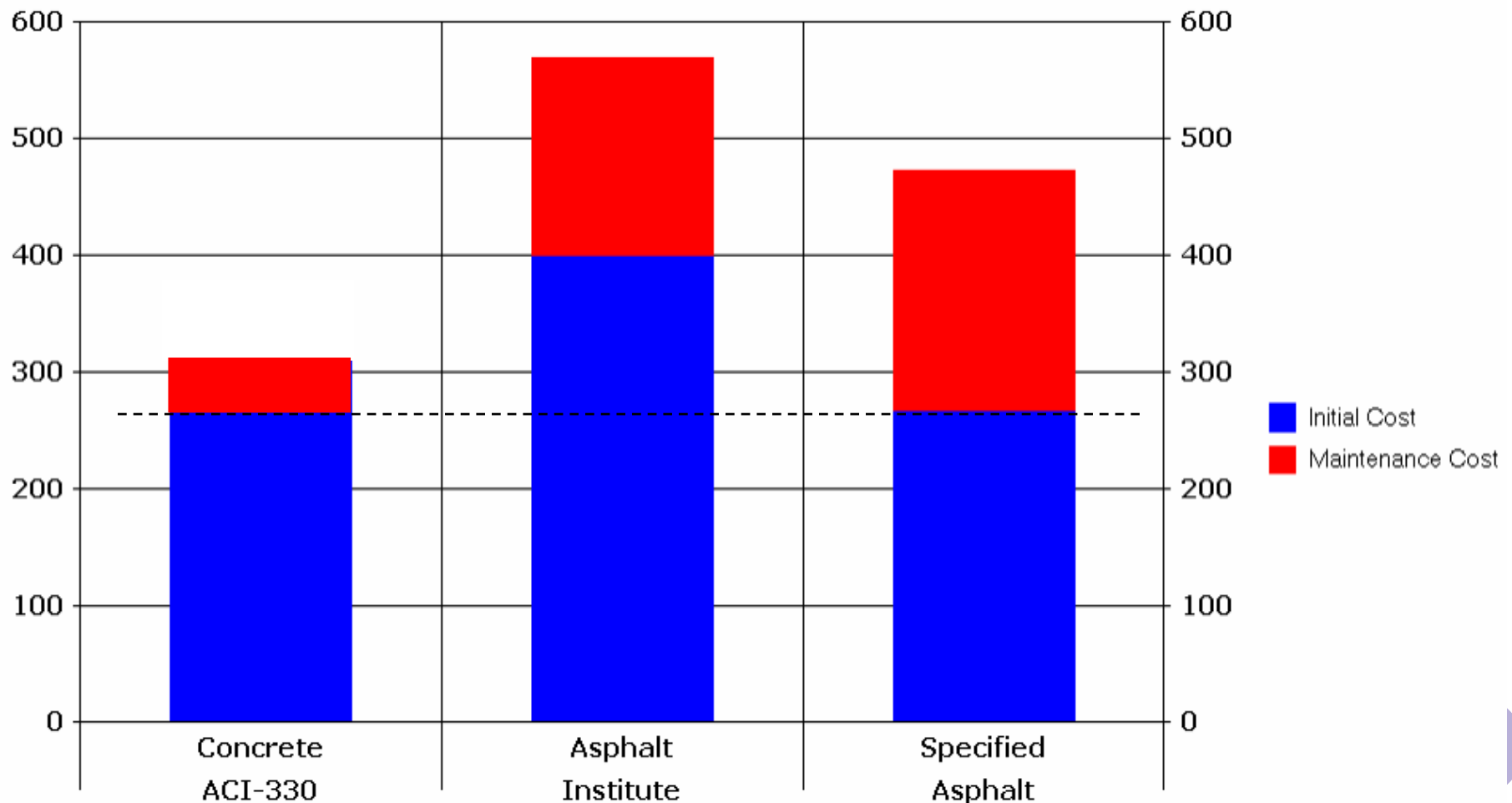
Asphalt vs. Concrete

➤ *Why is Asphalt the norm?*



Asphalt vs. Concrete

➤ *Myth: Concrete is more Expensive*



Corp. Decision



Local Decision



COMPETITIVE

- *Competitive through Technology*
- *Gradual paradigm shift*



TV's used to be Black & White

COMPETITIVE

- *Sub Grade*
 - *Less Cut and Fill*



COMPETITIVE

- *Fine Grade*
 - *Better concrete yields*



COMPETITIVE

➤ *Fine Grade*

- *GPS*
- *Total Station*



SiteShape®



SiteShape®

➤ *Obtain Points*

- *Use provided Survey data*
- *Plot from as built*



Obtain Points

Record Points / View Site Information

File Name (will add ###): GoCart

Target Location (ft)

X: 65.00

Y: 51.90

Z: 0.00

Ht. (in): 0.0

Points In File: 102

Delete Last Point F7

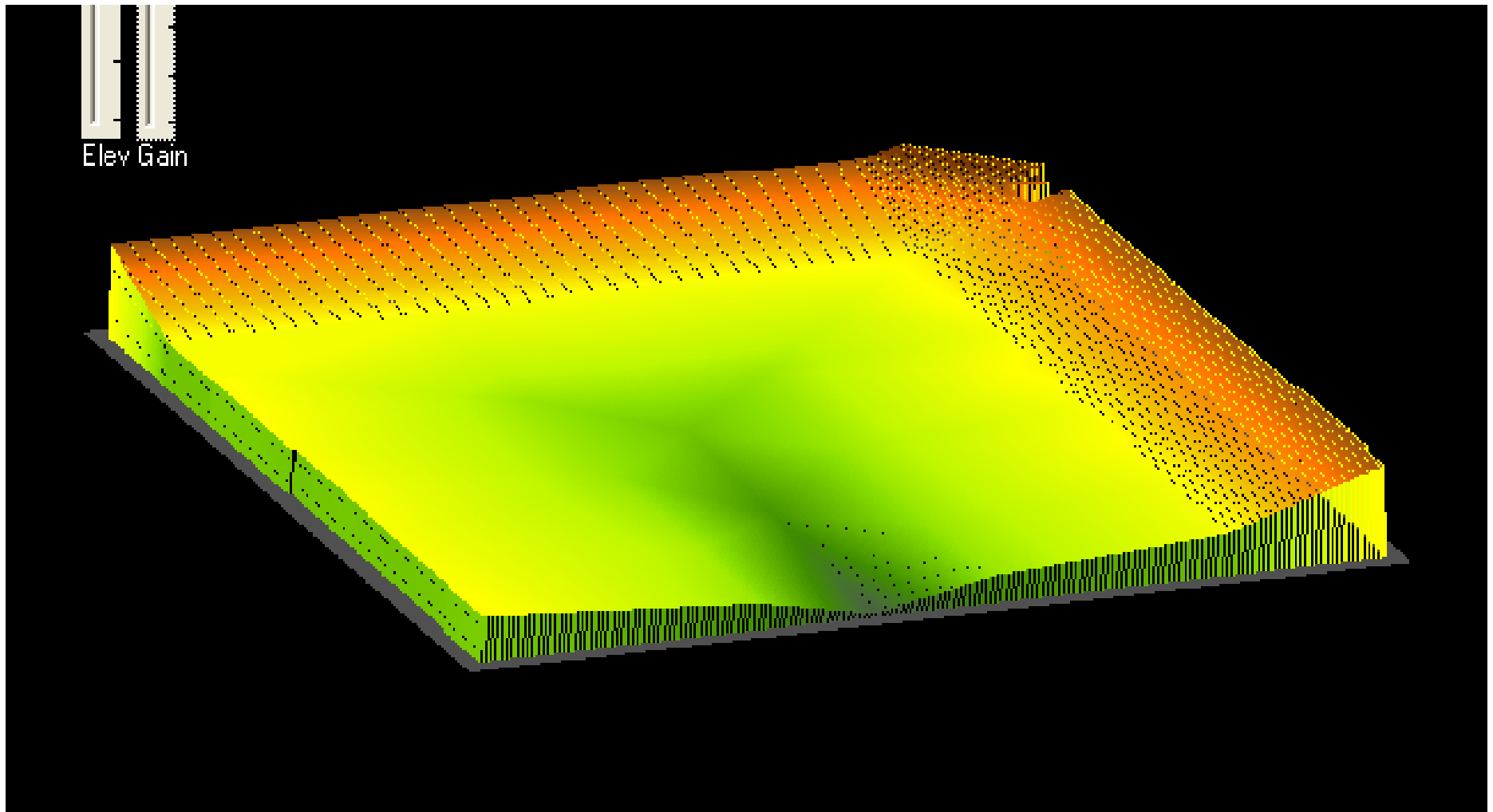
Site View – F3 or Double Click for Job Notes

Press 'F1' to Auto Record Point

Record Point F1 | Record & Edit F8 | Record Continuous | Quit

Add Node	Node	Pt102
Edit Node	X (ft.)	20.00
Delete Node	Y (ft.)	100.00
	Z (in.)	0.0
	Elevation in Inches	

Surface View



SiteShape®

➤ *Accuracy*



- 34,000 sq. ft.
- Graded with SiteShape®
- Screeded with SXP® and 3-D Profiler®
- One day pour
- **Yield was within 1½ yards!**

*Burgess Concrete
Grand Rapids, MI
May 2009*

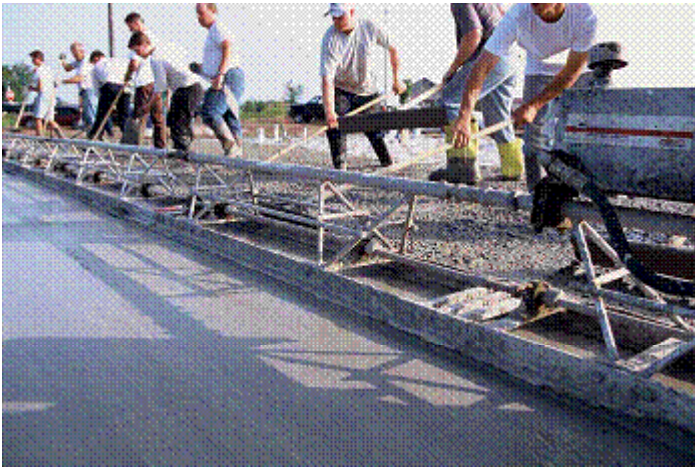
Slab Construction

➤ *Curb Options*



Screeding Equipment

➤ *Less Efficient Methods*



Screeding Equipment

➤ *More Efficient Methods*



Screeding Equipment

➤ *Most Efficient Methods*



Screeding Equipment

➤ *Most Efficient Methods*



Laser Screed®

➤ *Laser Applications*

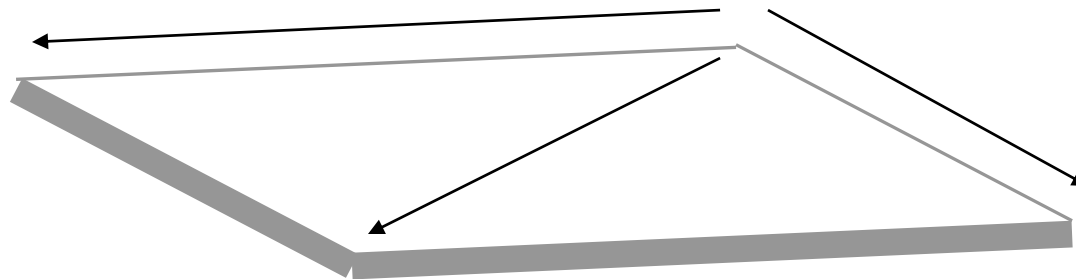
- *Flat*



- *Single Slope*

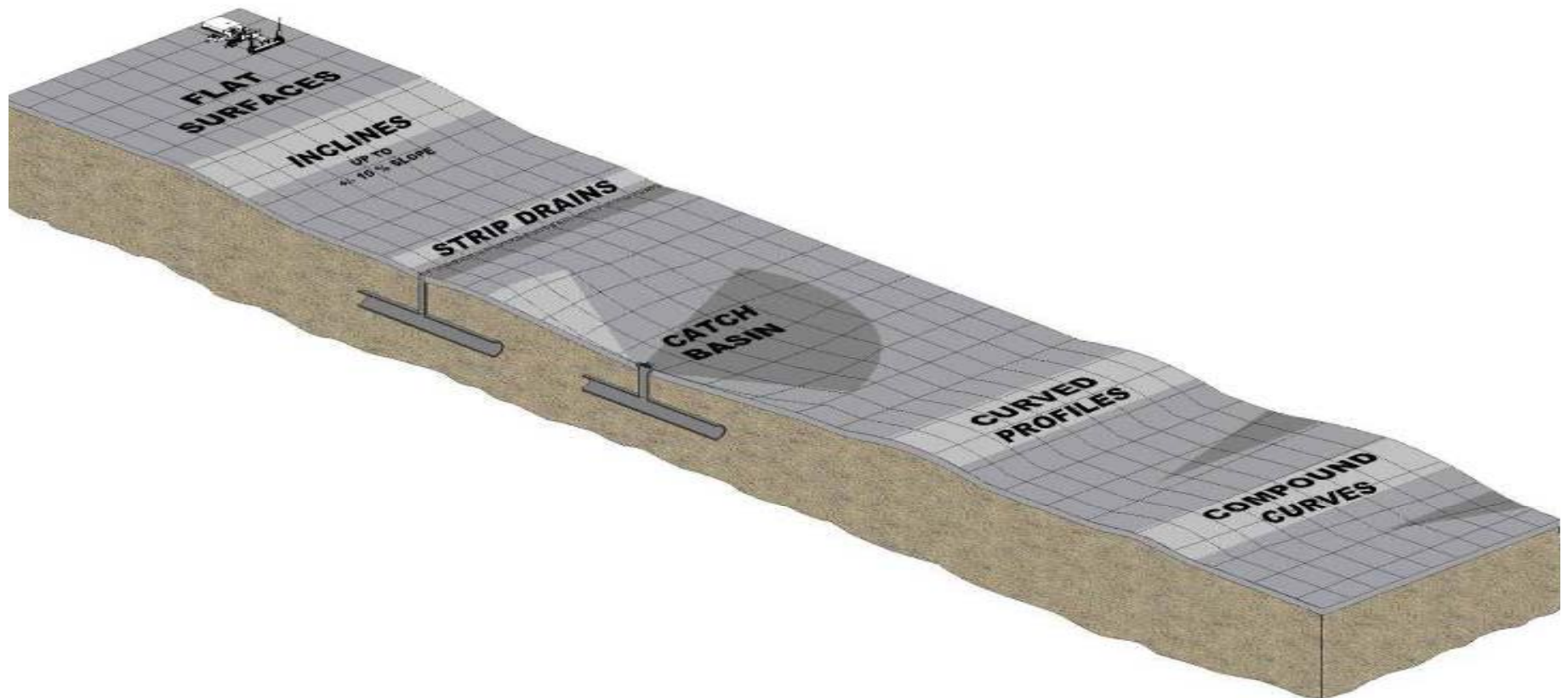


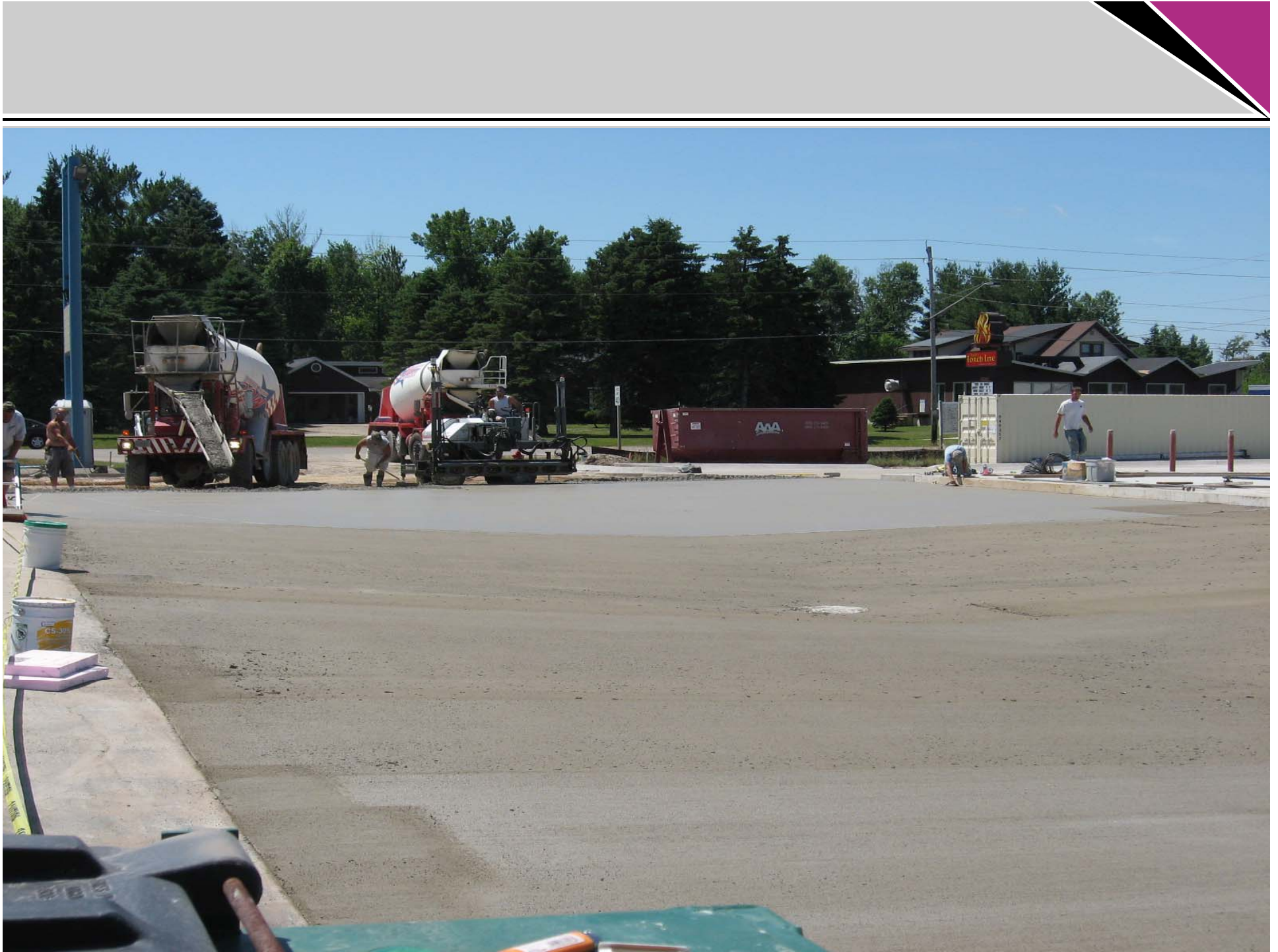
- *Dual Slope*



Laser Screed[®]

➤ *3-D Profiler Applications*





3-D Profiler®

Components



Trimble UTS SP5930

Somero 3-D Profiler and Total Station Information

Total Station Status	Remote Target Location (Total Station Reference) (deg and ft)	Remote Target Location (Site Reference) (ft)	Total Station Location (Site Reference) (ft)
<input checked="" type="checkbox"/> Measurements			
<input checked="" type="checkbox"/> Target			
<input checked="" type="checkbox"/> Compensator	Horiz Angle: <input type="text"/>	X: <input type="text"/>	X: <input type="text"/>
<input checked="" type="checkbox"/> Battery	Vert Angle: <input type="text"/>	Y: <input type="text"/>	Y: <input type="text"/>
<input checked="" type="checkbox"/> Searching	Slope Dist: <input type="text"/>	Z: <input type="text"/>	Z: <input type="text"/>
<input checked="" type="checkbox"/> Target Lost			
<input type="checkbox"/> UTS State			
<input type="checkbox"/> UTS Status			

Select Target Type

☒ MT900 ☐ RMT360

Test Start Establish Station Obtain Points Use Profile Quit

F2 Srch | On
F4 Full Srch
F5 Reset
F6 Log | Off
F8 Errs | Off

3-D Profiler®

- *Automatic Grade Control*
- *Reduces 40% of construction joints*
- *Complete projects in 1/3 the time*

3-D Profiler[®]

- *Greatly reduces required labor*



PROJECT SIZE

- *Not limited to big parking lots*
- *3-D Profiler available for all size jobs*



PROJECT SIZE



PROJECT SIZE

- *Fine Grade small projects with the PowerRake®*



PERVIOUS CONCRETE

- *Rake,*
- *Screed,*
- *Compact,*
- *Cure,*
- *All in one pass!*



PERVIOUS CONCRETE

- *Eliminate narrow strip pours with wide placement methodology*
- *Fewer construction joints*
- *Faster job completion*
- *Tremendous labor savings*



QUESTIONS

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