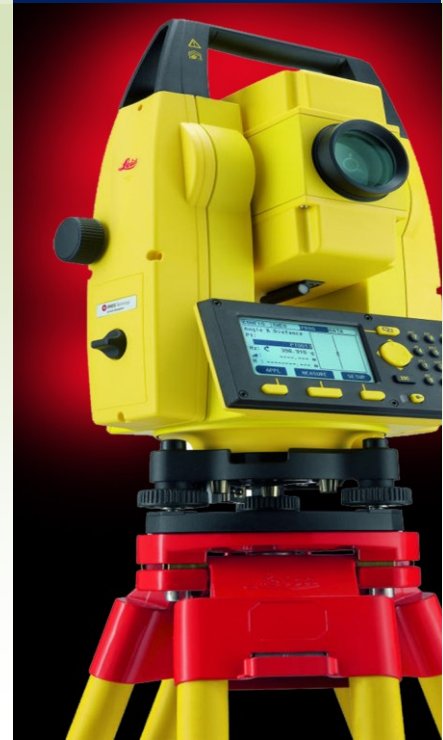


New England Laser & Transit



THE TOTAL SOLUTION FOR CUSTOMER OSPP

It used to be that the professional surveyor relied on an optical transit, as their tool of choice to lay out property lines and building sites. Today the instrument of choice is The Total Station. In the construction industry, total stations are essential tools employed to determine precise horizontal and vertical positioning for many features: building foundations and anchors, bridge abutments and alignments, sanitary sewers, highways and earthwork operations on very flat grades.

Total stations offer numerous features to expedite valuable time during every phase of a project, as New England Laser customer Dick Fraser can tell you. "In my diverse business I take care of clients that have requirements with property based initiatives, whether it be land use, environmental permits for securing development projects, or statewide geological reconnaissance."

"Those guys (Joe and Alan owners of New England Laser) are pretty special in the field."

A total station is a perfect solution for the business complexity of One Source Properties & Permitting (OSPP). Dick Fraser, owner of OSPP purchased a NTS-355 Total Station from New England Laser of Newport, NH. "Twenty years ago I was using primitive theodolites, today a total station is needed for

Industry: Surveyor

Company Profile:

One Source Properties & Permitting (OSPP)
Richard A. Fraser (Principal)
5 Robbins Court
Keene, NH 03431

Since 1998, OSPP has specialized in land use and environmental consulting work. Richard Fraser has extensive statewide experience in permitting Industrial / commercial developments and identifying potential properties for such uses.

Business Challenge:

To offer a product, matched with unparalleled customer service to meet the needs of a diversified complex land use consultant.

Solution / Results:

NTS-355 Total Station. Backed by a 100% satisfaction guarantee.

New England Laser



Joe Wallace



Alan LaRose

Company Profile:

New England Laser & Transit
8 Reeds Mill Rd
Newport, NH 03773
800-362-8734
<http://www.newenglandlaser.com/>

An online retailer for construction lasers, laser measuring devices, and transits. With 12 partner dealers and service locations throughout NE we strive to introduce products that integrate the latest in technology with the finest in innovation. Our experienced team of fully certified industrial laser field engineers, actually use and service what we sell. "Service is Our Benchmark"

"You just look at them – they have a high degree of integrity. The ethics bar they hold is quite high."

topographic data in preparing plans for permit applications that I do."

One could argue that with the escalating trend of GPS technology for land surveying and machine control applications, total stations will become outdated instruments for the land surveyor. Although there could be a case made for this argument, continuing advancements in total station features make them more and more practical for the everyday surveyor.

Cost is also a factor for many single operations such as OSPP. "Larger operators look for robotics and GPS technology – years ahead something everyone is going to want to get," cited Fraser. I'm not 20yrs old, nonetheless I'm always looking to grow."

"The beauty of that technology (GPS) is the pricing is coming down from 30k – now low 20ks and decreasing at a good clip," noted Fraser. New England Laser now has complete packages for around 15k.

Customer Dick Fraser has relied on New England Laser for almost a decade. When asked about the service of New England Laser, Fraser made it clear, one word – Integrity.

"Those guys (Joe and Alan owners of New England Laser) are pretty special in the field. You just look at them – they have a high degree of integrity. The ethics bar they hold is quite high. I'm very comfortable dealing with them. If they don't have the expertise to address a specific problem their not afraid to call the manufacturer or an out-of-state colleague to get answers needed to make the repair."

If you are interested in experiencing the rewards of owning a Total Station, or learning how you can save \$700 on a Carlson Data Collector please contact New England Laser & Transit for more information.