

# THE VIRTUAL LINE

SEPTEMBER 2018



## LIMNTECH SCIENTIFIC, INC.

The season is in full swing across North America. LimnTech Scientific has visited 24 stripers with the LifeMark®-75 Automated Layout System demo van since March. We are pleased to report that two more customers have ordered three trucks. The van is currently in California, with a late October planned return date to the east. The focus of each demonstration is to show the system in operation in your area with your operators and to learn how you could use our products. Each state is different!

Our first sale of a LifeMark®-75 Automated Layout System to a striping contractor in the Northeast USA has resulted in many hours of layout performed from the safety of the truck. The customer has provided us with valuable feedback resulting in key upgrades of operation and software. They would be happy to share their experience; if you'd like to hear a stripers' honest opinion please let us know and we will connect you.

Pennsylvania pavement marking contractor, Guidemark Inc., has been busy performing layout from the safety of their two LifeMark®-75 Automated Layout System equipped trucks instead of walking the roads. Roads were recorded in the off-season.

A single operator LifeMark®-75 Automated Layout System has been developed for installation on a pick-up truck. We are pleased to announce that two units have already been sold and are currently in

production! A third unit is in production to be shown at the 2019 ATSSA Expo in Tampa, along with the demo van.

If you are planning pick-up truck purchases, please be advised we have found that a \$400 PTO option on a pick-up truck provides for a quiet and reliable hydraulic power system. Unfortunately, sub-10,000 GVW trucks in stock at dealers do not have the required PTO option. If you think you may want to upgrade one of your new pick-up trucks to a LifeMark®-75 Automated Layout System in the future, and you are planning purchases now for next year, please talk to us about ensuring that you give yourself the most flexibility in the future by ordering the PTO option.



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