

# THE VIRTUAL LINE

WINTER 22-23

## LIMNTECH

SCIENTIFIC, INC.

Product development continued this Fall, with both the Auto Record/Layout and Auto Restripe products receiving the full attention of our engineering team. Improvements centered around increasing system up-time, accuracy, and overall customer satisfaction.

The engineering team is focused on improving the Auto Restripe system's ability to deal with less than perfect worn markings. The millions of photos of markings and computer log files are being scrutinized to improve the automatic program decision making to minimize errors.

The ability to import and export recorded pavement marking location data has been completed. Customers will soon be able to manipulate location data in CAD programs to add or move markings and fix issues. An example here is adding a traffic switch to enable layout from the truck or adding points in worn areas.

The production team has been very busy fulfilling orders of LifeMark®-100 and LifeMark®-300. We have completed layout trucks on Ford, Dodge, Mercedes, and Chevrolet platforms.

The sales team embarked on a Midwest tour that encompassed over 5000 miles, 18 demonstrations and resulted in a very full winter order book. Sales continue to be strong into the new year, as customers see the value of our products.

New customers visited with existing customers in Colorado to see the LifeMark®-300 in operation.

We will be exhibiting at the upcoming ATSSA Expo, February 17-21 in Phoenix, AZ. Stop by booth 750 where we'll be demonstrating a new feature which allows for layout of the centerline on a newly resurfaced road without pre-recording.

**Our demo van is currently in the northern California area, with demos available on the west coast for the first quarter of 2023.**

**Contact Chris Davies at [chrisdavies@limntech.com](mailto:chrisdavies@limntech.com) or 215-240-2223 to schedule your demo before ATSSA.**

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