

# THE VIRTUAL LINE

SPRING 2023

**LIMNTECH**  
SCIENTIFIC, INC.

Product development continued over the winter break, with both the Auto Record/Layout, Auto Restripe and our new E-Power Layout products receiving the full attention of our engineering team. Additional upcoming improvements shown at the ATSSA show included data import/export, recording passing zones, and performing centerline layout using cameras without GPS. We thank Time Striping for the use of their LifeMark®-100 system on the ATSSA show floor.

The production team has been very busy fulfilling orders of LifeMark®-100 Auto Layout and LifeMark®-300 Auto Restripe systems. We have completed layout trucks on Ford, Dodge, Mercedes, Freightliner and Chevrolet platforms. We also installed our first UK build, a new electric version of our Auto Layout System. This build was designed and pre-assembled in the USA with final assembly occurring at our customer WJ.

The sales team finished up the west coast tour after ATSSA in Phoenix and brought the demo van home for hardware upgrades. A 2023 tour is planned that will include customer training in Missouri, Kansas, Oklahoma, New Mexico, and California.

Sales continue to be strong, as customers spread the word about the safety and value of our products. We are grateful to our customers that take the time to demonstrate our products to others in the industry.

Organizations continue to struggle nationwide to staff enough workers. Our automation systems can provide a key answer to this issue, as our systems are designed for inexperienced users to safely perform quality work, efficiently. Existing customers purchasing additional units continues to be a large portion of our production.

We will be presenting a paper titled "A Proposed Method to Evaluate Dangerous Work Zone Tasks" at the upcoming ATSSA Roadway Safety Forum: East Coast taking place May 16-18, 2023, in Richmond, Va. Contact Chris Davies if you are interested in contributing to this critical subject. Let's get the boots off the ground!

**We will be exhibiting at the upcoming PWX 2023, August 27-30 in San Diego, CA.**

**Our Start up schedule of sold units will pause our demo schedule this spring. We can also host potential customers at our factory near Philadelphia, PA.**

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



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