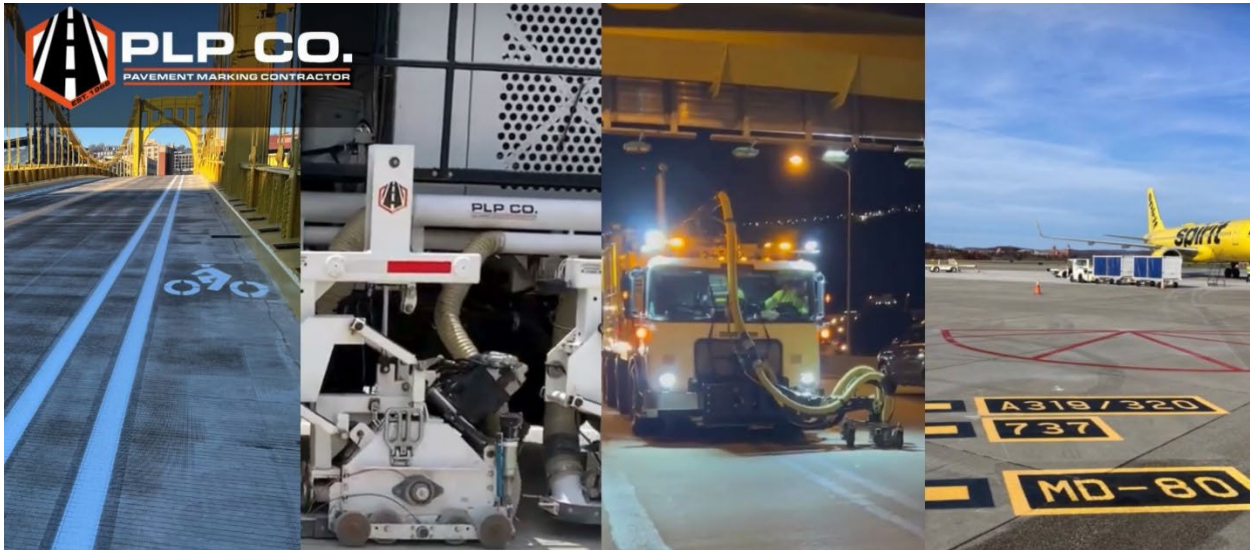


CASE STUDY SERIES: In the Field with LifeMark



PLP Company

Bethel Park, PA | Pavement Marking Contractor | LifeMark®-100 System

Title: *Protecting Crews and Maximizing Talent: The LifeMark®-100 at PLP Company*

Subtitle: *A Pennsylvania contractor leverages automation to boost efficiency, improve safety, and extend the careers of veteran striping professionals.*

“The LifeMark®-100 has helped us become more efficient, safer, and more accurate. It’s simple to use, flexible for various team members, and allows us to deliver layout faster and with greater confidence. The support from LimnTech has been second to none.”

—Justin Gaudelli, PLP Company

HIGHLIGHT PANEL

System Used: LifeMark®-100

Industry: Pavement Marking

Location: Bethel Park, PA

Primary Benefit: The LifeMark®-100 enabled PLP Company to dramatically reduce layout time, improve on-road worker safety, and repurpose experienced staff in high-value, low-risk roles.

Background

Founded in 1966, PLP Company began as a small family-owned parking lot striping operation. Today, it stands as a full-service pavement marking contractor serving the state of Pennsylvania. Now under the leadership of Paul, Justin & Jared Gaudelli. PLP operates with over 100 employees and 85 trucks, providing every form of pavement marking including waterborne paint, thermoplastic, epoxy, polyurea, MMA, and recessed markings. They work as both a prime and subcontractor for PennDOT, municipalities, and general contractors across the region.



The Challenge

PLP Company operates in one of the most challenging environments for pavement marking: high-traffic, dense population zones with a growing demand for 24/7 operations. Layout accuracy is critical, especially on multi-lane roadways, and the safety risks to workers conducting manual layout—especially at night—are high. The Gaudelli's sought a solution that could increase efficiency, improve layout accuracy, and reduce worker exposure to traffic hazards.

Discovering LifeMark®-100

Having known Doug Dolinar and the Guidemark team for years, the Gaudelli's closely followed the development of the LifeMark®-100 Auto Layout System. The turning point came when the system evolved from laser-based layout to using onboard cameras for recording. "Once the cameras were perfected, we was absolutely interested," said Gaudelli. "It allows you to take an average striper and make them extremely effective."



PLP's LifeMark®-100 was deployed in late 2024. The system is used for high-speed layout operations several days a week, especially on complex, multi-lane roadways. Veteran employees, including some who wanted to scale back from full-time roles, found a new way to contribute by operating the LifeMark®-100. "Training was about three hours," Gaudelli noted. "Older, less tech-savvy employees have picked it up with ease."

The Results

- **Efficiency:** Layout times have been reduced significantly. “Where it once took two to three hours, now we’re doing it in a fraction of that time,” Gaudelli said.
 - **Workforce Utilization:** The simplicity of the system allowed PLP to retain and repurpose experienced team members who were looking to reduce their workload without leaving the company.
 - **Accuracy & Confidence:** The system enabled even less experienced strippers to perform at high levels. “We had a water blasting foreman do layout and striping like a 20-year veteran thanks to the pre-marked accuracy.”
 - **Safety:** Most layout is now performed from the cab, dramatically reducing the need for workers on foot in traffic zones.
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Customer & Industry Response

PLP's clients, including PennDOT district executives, have taken notice. “When we showed them how the system records existing markings and re-lays them with accuracy, they were impressed,” said Gaudelli. “It’s clear that we’re investing in safety and innovation.”

Limitations & Feedback

While Gaudelli praised the system’s simplicity and support—mentioning 3 a.m. support calls returned within minutes—he did note GPS signal challenges in remote western Pennsylvania. To overcome this, PLP supplements LimnTech’s RTK service with a local provider, and they are encouraged by LimnTech’s ongoing work to reduce reliance on GPS-based positioning.

Looking Ahead

With widespread use and strong results, Gaudelli sees the LifeMark®-100 as a mainstay of their operations moving forward. The company has not only embraced the technology but is also open to participating in promotional efforts to spread awareness about the benefits of automated layout systems in the industry.

Want to learn how the LifeMark®-100 can work for your paving or layout operations?

Visit www.limntech.com or contact us at sales@limntech.com