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NEWS RELEASE

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Leica Geosystems Continues Multifaceted Partnership with Northwest Iowa Community College's Heavy Equipment Program

Leica Geosystems continues with its multifaceted partnership with Northwest Iowa Community College's Heavy Equipment Program with onsite training for its employees. July 31 – August 9 support and sales personnel from Leica Geosystems were in Sheldon to participate in training "boot-camps". Personnel came to NCC from Australia, Canada, Denmark and the United States.

The employees of Leica Geosystems were taught in both the classroom, on NCC's campus, and field training, at NCC's Heavy Equipment Program's current Rock Valley jobsite. The agenda was to train Leica Machine Control personnel on: Construction Telematics, given an overview of HMC3D v1.7, iCONstruct, PowerDigger, PowerGrade, and iCON Office.

Mike Reed, Segment Business Manager – Machine Control and Construction Positioning, North American Division, Chicago, said, "My head started spinning when I saw the opportunities here. We have customers all over North America and they need qualified employees that have experience with our equipment and machines. You can have the fanciest machines, but you also need to understand the application and have the knowledge of how the dirt moves to be successful. The partnership with NCC provides the training my employees need to be successful, is a great opportunity for the College and ultimately the students of the Heavy Equipment Program and also my business partners who have access to a pool of graduates who are qualified operators right out of school. We have been looking for this type of partnership for a long time"

Chris Mazur, Product Marketing Manager for Leica Geosystems Machine Control Division, stated, "We love the partnership with Northwest Iowa Community College. We really like letting our employees test the equipment we sell. Normally our employees design, sell or install the equipment. We turn it over to our clients right away because each day is worth thousands of dollars to them. There is no time for our employees to just get in the field and "get dirty". Having this partnership allows our design, support and sales people time to test the equipment and get a real-life feel for what the machines/technologies can do. It's the difference between reading what the machines can do and actually testing and knowing what the machines can do in real-life situations."

Mazur continued, "We love the partnership with NCC. We want to thank Roger (Heavy Equipment Instructor) for all the help he has provided. We look forward to growing this valuable partnership."

The first announcement of a partnership was made in August of 2011 at Northwest Iowa Community College's Heavy Equipment Programs work site in Boyden, Iowa, Nick Guadagnoli, Product Marketing Manager, North American Leica Geosystems Machine Control Division, announced that Leica Geosystems would be entering into a multifaceted partnership with NCC. First, Leica Geosystems donated a PowerGrade 3D Touch Screen GPS Global Positioning and Guidance System that enable the Heavy Equipment program students to learn and develop their skills using this state-of-the-art technology. It is their hope in the future that every piece of NCC's equipment can be upgraded to have this type of technology.

Secondly, he announced that Leica Geosystems would partner with NCC for training of their employees/customers along with NCC being a new product development and testing site. At least once a year they wanted to hold a big event in which they will bring in both employees and customers to show off their new equipment lines.

This was the first year of the partnership with both parties being very happy with the results. "We really appreciate the partnership and the equipment donations to the Heavy Equipment Program" stated Roger Solberg, NCC Heavy Equipment Instructor. "Input from companies that are world leaders in technology for our profession directly affects the quality of our program and ultimately future graduates from the program. We look forward to developing and expanding the partnership with Leica Geosystems."

Finally Rob Kiernan, Business Development, Perth, Australia, summed up the training best by stating, "There is nothing like riding in the seat and feeling the power of these machines."