



Editorial

>> Marc Cheves, LS

THE American Surveyor

A FOOT IN THE PAST... AN EYE TO THE FUTURE

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PUBLISHER Allen E. Cheves
allen.cheves@chevesmedia.com

EDITOR Marc S. Cheves, LS
marc.cheves@chevesmedia.com

ASSOCIATE EDITOR Joel Leininger, LS
ASSISTANT EDITOR Jacalyn Cheves

CONTRIBUTING WRITERS

Dan Beardslee, LS	Thomas Liuzzo, LS
Silvio A. Bedini	Jeff Lock
Dale Beeks	Dan Martin
Joseph Bell, LS	John Matonich, LS
Joe Betit, LS	Thomas G. Merrill, LS
J. Anthony Cavell, LS	Jerry Penry, LS
Cathy B. Costarides, LS	Al Pepling, LS
Paul Cuomo, LS	Mark X. Plog, LS
James J. Demma, Esq., LS	Walt Robillard, Esq., LS
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Fred Henstridge, LS	Gavin Schrock, LS
Chuck Karayan, LS	Angus W. Stocking, LS
Gary Kent, LS	Patrick Toscano, LS
Wendy Lathrop, LS	Rj Zimmer, LS

The staff and contributing writers may be reached via the online Message Center at www.TheAmericanSurveyor.com.

GRAPHIC DESIGN LTD Creative, LLC
WEBMASTER Joel Cheves
ACCOUNT EXECUTIVE Richard Bremer
rich.bremer@chevesmedia.com

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Trimble Opens a New Building

A sign of success for Trimble was the recent grand opening of a new building in Denver. Guest of honor was Congressman Mark Udall, who represents Colorado's 2nd District. President and CEO Steve Berglund made the opening remarks and informed the audience that sales were up 20 percent from the prior year, and that Trimble has averaged 17 percent growth per year for the past seven years. Since 1999, Trimble's workforce has grown from around 1,000 employees to more than 2,600. "Since opening our Denver office in 2000, four of Trimble's most substantial business units have been headquartered here, and Denver is intended to be the source of the majority of our U.S. growth over the next five years," said Berglund. He also acknowledged that Trimble's success is due to employees that are self-driven and highly competent.

After the event we interviewed Bryn Fosburgh, VP and General Manager of Engineering and Construction. Fosburgh said that when the decision was





made to relocate the surveying and construction unit from San Jose, several cities, including San Diego, Portland, Austin, Phoenix, and Sacramento were considered. Denver was selected both for its central location and airport hub, as well as for the wealth of technology and technology workers in the region. He also noted that the facility had grown from 40 employees and 29,000 square feet to 190 employees—a growth of 325 percent over a six-year period—occupying 75,000 square feet. (I'm sure that readers will enjoy learning more about Fosburgh's interesting career – watch for a ProFile in a future issue!)

Congressman Udall pointed out that Trimble is playing a vital role in two important issues facing our country; increasing energy costs, and security. With the application of its technology, Trimble looks for 30-40 percent productivity gains in both agriculture and construction. As Berglund said, "Equipment and software are what we sell; in reality, we accomplish much more." By this he meant reducing fuel consumption, increasing yields and reducing chemical and fertilizer applications, re-routing vehicles around traffic jams, and more. Berglund's outlook is optimistic and he looks forward to one day opening a significantly larger facility in Colorado. *AS*

Chris van der Loo, left, survey applications engineer and John Stenmark, right, Trimble's survey portfolio manager, demonstrate the latest Trimble gear.



**L to R:
Congressman
Mark Udall,
Steve Berglund,
Bryn Fosburgh.**