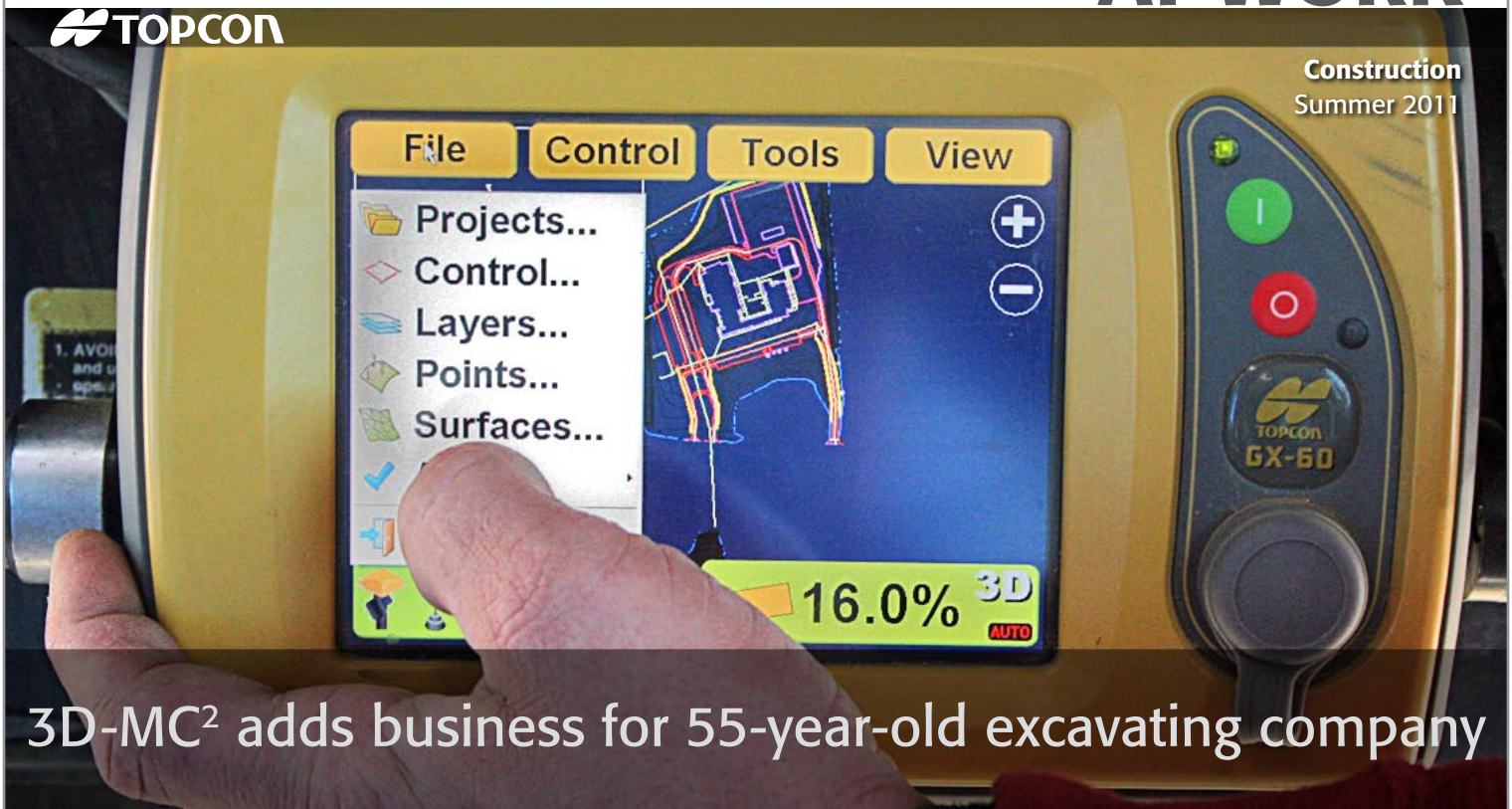




Construction
Summer 2011



3D-MC² adds business for 55-year-old excavating company



Onsite at the Millwood, WV armory, from left: Charlie Brown, Dean Rhodes and Eric Brown

Brown's Excavating Inc. (BEI) is a veteran firm, established in 1955 by Charles "Charlie" Brown as a company focused mainly on doing residential basements. According to current owner and president Eric Brown, his father's timing was no accident.

"That was shortly after the Korean War, a time in which huge numbers of people were being discharged from the army, coming back to this area and wanting to build homes. From there we expanded into industrial maintenance work, then we branched out into civil construction for larger buildings such as hospitals, then added utility work to the mix."

Today, he said, site work for new civil projects is really the cornerstone of the business that, with the addition of son Charlie, is now a three-generational company. Despite their small, rural location in Sistersville, WV, a town of about 1,400 on the Ohio River, BEI has always been committed to staying abreast of changes in technology, particularly those which can improve onsite operations. It should come as no surprise then, that GPS had been on their radar for some time.

"We started considering GPS about five years ago," he said. "We liked the concept and saw how much

Company: Brown's Excavating Inc.

Location: Sistersville, West Virginia

Project: Site and utility work for National Guard Armories

Location: Millwood and Fairmont, West Virginia

Topcon Products:

3D-MC²

FC-200

Pocket 3D software

HiPer Ga base station and rover

Topcon Dealer:

Productivity Products and Services

Saxonburg, PA

<http://www.ppsincweb.com>

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AT WORK

3D-MC² adds business for 55-year-old excavating company

'I've been in this business for a long time now and have dealt with a lot of companies, a lot of dealers, and reps for each. But I have never received a better level of service than we get from him and PPS.' – Eric Brown, Owner/President, Brown's Excavation Inc.

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it could do for us, but, because we are a smaller company, we were waiting for the right job to warrant the investment. When we won the bid for such a job—a new laundry facility for the University Hospital at Morgantown—we decided to make the move. We went to ConExpo, looked at all the major manufacturers and started narrowing down our choices."

He adds that when they returned from the show, they were visited by Productivity Products and Services (PPS), the area Topcon dealer. It was that visit, said Brown, that ultimately sealed the deal for them and resulted in a purchase of their first system: a Topcon HiPer Ga base station and rover, Pocket-3D software, an FC-200 field controller and Topcon's 3D-MC² machine control system to be installed on a John Deere 700J dozer.

That project went so smoothly that BEI won the initial bid to do site work and utilities for one National Guard Armory—and then a second one.

"We quickly learned how valuable the technology could be to us," he said.

Each armory site is situated on about 30 acres of land and both jobs involved a decent amount of earthmoving—work which Eric Brown said was a snap with their new machine control capability. He said there is no question that the project went significantly faster and smoother with Topcon's 3D-MC²; he guesses it will probably knock four to six weeks off the project length, largely because of the gains made in final



Brown estimates that Topcon's 3D-MC² system will probably knock four to six weeks off the project length, largely because of gains they made in final grading.

grading.

"GPS has changed so many things for us," he said. "We use it for earthmoving, for final grading, for utility work—we even help the GC mark out the structures and set his stakes. On larger jobs like these, it's fair to say that each system pays for itself in productivity and efficiency of effort. We've been really pleased with what it's done for our operation and, given the amount of utility work we do, we are already considering Topcon's machine control for one of our excavators. I have no doubt it would be a really nice fit."

To read other Topcon At Work stories go to www.topconatwork.com

Topcon's 3D-MC²

High speed, high performance grading for your dozer.



Topcon's 3D-MC² shatters the final 3D automation production barrier - SPEED!

- Increase speeds up to 200 percent over existing 3D Systems
- Smoothness and grading accuracy comparable to Motorgraders
- Same easy-to-use interface as previous Topcon Machine automation systems
- Unmatched productivity that you will have to see to believe!