

## Build for the Future with Carlson

Carlson Software Inc.

Is machine control in your future? Chances are it is, especially in light of *Site Prep's* own Machine Control Report saying that 70 percent of current users report that machine control helps them complete the job faster and within budget.

With Carlson Takeoff and Carlson Grade, Carlson Software has the products to make America's contractors and construction business owners "project ready," and to help them save time, money and materials in the process. Other Carlson products to speed and ease construction work include Carlson Grade Supervisor for day-to-day surface and grade management tasks and Carlson HeartBeat, a protocol for site connectivity.

"We recommend Carlson because software is their strength," says Tim Edes, owner/partner of Eastpoint Lasers, a customer-service-oriented dealership in Hookset, N.H. "It also helps us that Carlson Software works with so many different bases so it can work with what a company already has. Companies also like Carlson," he adds, "because they like the configuration—the expensive stuff is inside the cab, while the other guys put the expensive stuff out on the blade."

Carlson Takeoff, the first-ever CAD-based

site-estimating and modeling software, provides fast and accurate project

estimating, plus 3D simulation, streamlined digitizing, automated elevating, precision calculation of volumes and material quantities, and cut/fill color mapping.

"More and more construction companies are using Takeoff for accurate bids, then saving time and effort by utilizing its models for both stakeout and machine control once they get the bid," says Todd Carlson, Carlson Takeoff product manager.

Easy to learn and use, Carlson Grade can reduce the need for stakes by up to 90 percent. Featuring dwg and dxf direct import, Carlson's machine control software helps contractors become more bid competitive.

"Carlson gives users choice with its compatibility with multiple GPS/GNSS receivers and axial sensors, while allowing users to create a consistent interface across multiple machines, operators, and applications," adds Randy Noland of the Carlson Positioning and Machine Control Division.

Carlson Grade can also be used with a wide variety of machines—this one software program works with dozers, graders, excavators, compactors, scrapers, drills, barges, rollers, bucketwheels, and more. Applications run the gamut, including rough, fine, finish grading, mining, precision drilling, and landfill compaction.

"Bulldozers can get it so close. They can know their position in real time," says Andy LePage of SUR Construction Inc. in Rochester, N.H. "With the 3D picture, we're working right off the plan—we only need to put the grade stakes 50 feet apart. In the long run," he adds, "we expect working with Carlson to help us get more jobs as we should be able to get more bids. We will be able to do the job without needing more people to do the work."

"Carlson is also very service-oriented, like us," says Edes. "We know that Carlson will be there with us to support the customer. With Carlson, you can still talk to a programmer or a tech person about a special need, which is so refreshing in a world filled with voicemail and sub-par customer service."



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