



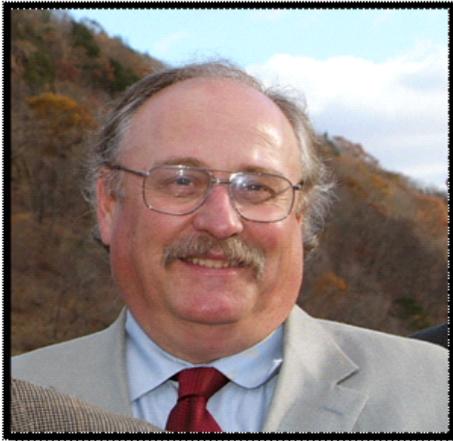
The Connecticut Surveyor

March 2010

Volume Fifteen: Issue Three

CALS General Membership Meeting

The Value of “Professional “Services & The Role of “the Professional” in the Evolution of the Surveying Profession



All of us have been affected by recent economic conditions. Whether we work in the private or public sectors, whether we come from small or large firms, we have all faced difficult conditions and decisions.

However we choose to navigate through these times, we should take great care to maintain sight of the value of our professional services.

At the same time it is more important than ever, that we recognize our responsibility as professionals to the evolution of the profession.

The recent “e-debate” on the bidding process confirms all this. The volume of the response, the breadth of the dialogue and the enthusiasm of the participants are all indicators that we are clearly vested in the health and development of the surveying profession.

Please join us on Thursday, May 6th, at the Chowder Pot in Hartford for an interesting and lively debate moderated by Bob Dahn.

Everyone is welcome. A registration form is available on the Bulletin Board page of the CALS website.





It's Spring...

and that means it's time for CALS Golf Outing!

Join us on Thursday, June 17th, at the Stanley Golf Course for a full day of food, fun and prizes.

The total cost is \$100 per player. Send in your registration today.

CALS 2010 Golf Outing Registration Form

Player 1 Name & Handicap _____

Player 2 Name & Handicap _____

Player 3 Name & Handicap _____

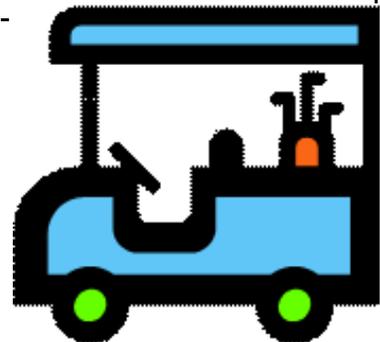
Player 4 Name & Handicap _____

Company/Address _____

Phone/Email _____

Enclosed is \$ _____ for _____ players.

CALS also accepts MasterCard & Visa.



ACSM Government Affairs Update

Government Withholding Relief Coalition Update.

As you may know, ACSM is a member of the Government Withholding Relief Coalition. The Coalition has been working to repeal the 3% tax withholding on federal contract payments due to go into effect in 2010. Recently, the Coalition once again sent a letter to Senate leadership asking them to pass legislation repealing the withholding tax based on proposals by the Obama Administration that would obviate any rationale or need for retaining the withholding mandate. The first proposal was an Administration memo requiring the IRS to review the certification of non-delinquency in taxes that are required in all federal contracts. In addition, the Office of Management and Budget, working with other agencies, is to develop recommendations to prevent companies with serious tax delinquencies from receiving contracts and to make contractor certifications more easily available. The second proposal was part of the President's budget, and would allow information reporting on federal non-wage government payments. This proposal would enhance transparency, and therefore increase tax compliance without imposing an enormous burden on the government sector.

Together, these two proposals directly address the real concern that Congress has about companies not paying taxes and still receiving federal monies, and they are a much better approach than the costly, broad-brush mandate of the 3% withholding law. ACSM contributed language and input into the letter that went to Senate leadership.

Jobs for Main Street Act of 2010. The House and Senate recently passed legislation that would put a lot of money into transportation and infrastructure programs across the country. The Jobs for Main Street Act, H.R. 2489, makes appropriations for FY2010 to the Department of Transportation (DOT), including: (1) the Federal Aviation Administration (FAA); (2) the Federal Highway Administration (FHWA); (3) the Federal Railroad Administration (FRA); (4) the Federal Transit Administration (FTA); and (5) the Maritime Administration.

Sec. 2002 of the bill authorizes appropriations out of the Highway Trust Fund (HTF) (other than the Mass Transit Account) for FY2010 for: (1) the federal-aid highway, surface transportation research, and transportation planning programs under the Safe, Accountable, Flexible, Efficient Transportation Equity Act: A Legacy for Users (SAFETEA-LU), with a limit on obligational authority for the programs equal to the total authorized for such programs for FY2009, minus a specified amount; and (2) federal-aid highway program administrative expenses.

Specifically, the bill gives funding to the following programs:

- Highway Infrastructure: \$27.5 billion in highway infrastructure investments.
- Transit: \$8.4 billion in public transportation grants and investments, including subway, rail and commuter rail systems.
- Corps of Engineers: \$715 million for environmental restoration, flood protection, hydropower and navigation infrastructure projects.
- School Renovation Grants: \$4.1 billion for state, local and tribal school construction, rehabilitation and repair.
- ACSM gave input to the bill and supports funding in it for programs that would put surveying and mapping professionals to work.

Sec. of Transportation announces \$1.5 Billion in Transportation Funding. One year to the day after President Obama signed the historic American Recovery and Reinvestment Act (ARRA) into law, Secretary of Transportation Ray laHood announced Recovery Act awards to states, tribal governments, cities, counties and transit agencies across the country to fund 51 innovative transportation projects.

The TIGER (Transportation Investment Generating Economic Recovery) Discretionary Grant Program was included in ARRA to spur a national competition for innovative, multi-modal and multijurisdictional transportation projects that promise significant economic and environmental benefits to an entire metropolitan area, a region or the nation. Projects funded with the \$1.5 billion allocated in the ARRA include improvements to roads, bridges, rail, ports, and transit and intermodal facilities.

In an overwhelming show of demand for the program, the U.S. Department of Transportation was flooded with more than 1,400 applications from all 50 states, territories and the District of Columbia requesting funding for almost \$60 billion worth of projects - 40 times the amount available through the program. Sixty percent of the funding will go to economically distressed areas, which are home to 39 percent of the U.S. population.

Awardees were selected based on their contribution to economic competitiveness of the nation, improving safety and the condition of the existing transportation system, increasing quality of life, reducing greenhouse gas emissions and demonstrating strong collaboration among a broad range of participants, including the private sector.

The following link provides details about the funded projects, www.dot.gov/documents/finaltigergrantinfo.pdf

S. 2989 - Small Business Contracting Revitalization Act. COFPAES recently sent a letter to Senate Small Business Committee Chairman Mary Landrieu urging the removal of Section 305 of S. 2989, the Small Business Contracting Revitalization Act, which came up for a Committee markup in early March.

Section 305 of S. 2989 would repeal a program known as the Small Business Competitiveness Demonstration Program (SBCDP), a highly successful program that has been in place since 1988. The SBCDP helps provide small businesses in all industry sectors an opportunity to benefit from small business set asides. It gives small businesses, especially those in the architectural and engineering fields (including surveying and mapping businesses) an opportunity to break into the federal sector by giving them a shot at federal contracts. Many small surveying and mapping firms doing business with the federal government got into their position, in part, with the help of the SBCDP. Repeal of the program will increase unemployment in the surveying and mapping sector by reducing Federal procurements on which firms in these sectors can compete.

ACSM joined COFPAES in urging Congress to reconsider the removal of the SBCDP and keep the small business set asides in place.



Educating the Public Whose Job Responsibility Is It?

By Chris Wickern, PLS

The importance of Boundaries and Boundary Surveyors has been fading from common and public knowledge for decades. No where is the historic importance of Surveying and Boundaries demonstrated more strongly than the Bible; Proverbs 22:28; *Do not remove the ancient landmark which your fathers have set.* Hosea 5:10 *the princes of Judah are like those who remove a landmark: I will pour out My wrath on them like water.* Ezekiel Chapters 40.3 *He took me there, and behold, there was a man whose appearance was like the appearance of bronze. He had a line of flax and a measuring rod in his hand, and he stood in the gateway.*

What has happened from the ancient times; when it was taught that those who would disturb a landmark would face the wrath of the Almighty, and He sent His Surveyor to stand in the gateway? In the last several decades, the Abstractor became Title Companies, and now seem to be little more than insurance agents more interested in a cost benefit analysis than protecting their client or the public; Title Attorneys are generally really good at chasing documents, dotting the “I’s” and crossing the “T’s”, but not always understanding what is actually described or how it all works together, and Realtors seem to understand that Surveying is expensive. It’s not really needed. After all, the fence has been there for years, and the owner said the other corner is down by the utility pole. The general public has been relying on these ‘experts’ in related professions for assurances of where the boundaries are. Very often the sum total of a buyer’s boundary knowledge is gained by asking questions of the other Professionals involved in the transfer of Real Property, and they most often have little understanding of land boundaries, how they are established, and how they are perpetuated. Pointing fingers and blaming these related professions for this isn’t entirely fair or true. We allowed this to happen. As we were being excluded we consoled ourselves with the knowledge that no one else can perform surveys, and eventually they would have to come to us for the boundary

services. All we accomplished was to allow other professions, with little or no knowledge, to educate the public on our behalf. Surveyors across the nation decided we would educate the public “one client at a time” knowing they would have to come to us, and this has been going on for many years now. The results are in for that effort. We now have a handful of knowledgeable clients, and our Profession is in trouble.

We didn’t get to this point overnight and there are not ‘Easy’ buttons for us to press and magically resolve the issues. They are many, the solutions won’t be easy and it will take a concerted effort at the local, state, and at the national level. It will take time. There are few guarantees’ in this world, but if there is one I am confident in, it would be; there will never be a positive solution with you the Land Surveyor sitting on the sidelines. It has been clearly demonstrated over the years that those in related professions who should understand the importance of boundary surveying have created their own “Easy” buttons, ‘just initial here at the Survey Exception’ is just one example. Educating the public is a daunting and seemingly insurmountable effort.

The good news is; there are solutions to the many problems confronting us!

The solutions lie with us and our willingness to work toward this common goal. More than anything else, it will take the commitment from you, the individual Land Surveyor. Most of us would rather be caned than be proactive. I know because I have been the one sitting next to you at the back of the room at conferences. We have listened together and carried on the discussion while on break, and we also agreed that; “the Society or someone should do something”; “I don’t have time”; “Too much for me to tackle”, sound familiar? Our inactions are just as much to blame as the related professions finding ways to work around us.

Educating the Public continued...

Surveyors need to become ambassadors for the profession, salesmen of our knowledge and our expertise to other professions in the business of land transfers, and to the public we are sworn to protect. Yes, it really does all boil down to you. What will you do, or what you will not do to further the profession?

Our history clearly shows that we have sown and done little in the past, and we are reaping those rewards now. We as Surveyors must do what we have failed to do in the past and become proactive. Like it or not, marketing and sales are important parts of business. They are also an important part of the Profession, and there is no one more qualified to explain the importance of Boundary Surveying than the Surveyor.

Educating those in these related professions is an important part of the very broad task of Educating the Public. All of these professions are charged by the State with an obligation to protect the public. These professionals should be our advocates. Title folks, Attorneys, and even Realtors are required to have continuing education in many States, and are always looking for fresh presentations. This is an opportunity for an individual or the State Society to contact these groups, generate interest in a course, get approved for their continuing education, and start to make a difference in how others view land surveying.

Many events and venues attract large crowds of the general public. There are annual events such as a local home and garden shows where the public is invited to view exhibits by builders, remodelers, etc. It also is an ideal place for a Surveyor to ask if they know where their boundary line exists, and wouldn't it be a good idea to know where it is before they build? The State Fair always attracts great numbers and they are attended by a broad cross section of the public. These examples are nothing more than small steps on a very long journey. They must be repeated, reiterated, and expanded to other groups.

Make the commitment and seek opportunities to speak with and educate groups in your communities. Kiwanis, Rotary, Lions, and other community groups are important organizations with members involved in your local community. These are our friends and neighbors who have little or no idea about boundary surveying or their importance. Ask to speak with them and give a short presentation at one of their luncheons. Get involved and help your State Society develop programs and ideas to present Land Surveying to others. We must also be proactive, speaking with and educating the public and our related professions in our communities, regionally, and nationally.

Instead of the failed "one client at a time" effort to educate the public, we must be proactive. All it takes is you, a belief in the value of our Profession, and a desire to raise the perception of the Profession. At the end of this journey, the legacy we leave for those who follow our footsteps may be; *the boundary lines have fallen for me in pleasant places; surely I have a delightful inheritance,* Psalms 16.6.

*Taken from the Missouri Society of Professional Surveyors
March 2010*

*For comments, Mr. Wickern can be reached at
chriswickern@gmail.com*



Professional Development



CALS Sustaining Members at the RTN-RTK Networks Seminar March 5, 2010
Bill Henning, Guest Speaker; Dave Shirley, Keystone Precision Instruments; Wayne Kelloway,
Eastern Topographics; and Mike Jiantonio, Jeremy Smith, & Rob Orris, Superior Instrument



Seventeen enthusiastic land surveyors participated in the Least Squares Seminar January 29, 2010, presented by Maine Professor Ray Hintz. They learned the theoretical background of the least squares solution and how it combines distances, angles, benchruns and GPS vectors seamlessly into its solution. A free downloadable version of Professor Hintz's least squares software was utilized to show how to analyze and properly design a least squares solution to arrive at the most cost effective series of measurements in a network. All those who took part in the seminar are now armed with the tools and knowledge to perform better least squares solution in all of their work.



Keeping track of your expenses...

If you travel for business, whether you own the company or work for someone else, you have to keep track of your expenses.

If you are the owner, that “boss” called the Internal Revenue Service is likely to ask for your travel and entertainment expense documentation.

If you work for a company, they’ll want an expense report before reimbursing you for your expenditures.

Keeping track of expenses is a royal pain.

For years I used an envelope and when I got home, or on the plane ride home, I’d sort the receipts and enter the results into a spreadsheet. If I lost my receipt, I’d usually never get reimbursed since I didn’t remember to put it on the spreadsheet. And, of course, some of the thermal cash register receipts had been baked in a rental car, making them almost unreadable.

There really is a better way. I ran into a program called Neat Receipts (www.neatreceipts.com) that comes with a nice portable sheet fed scanner that can take receipts, documents to save, even business cards.

It seemed like total overkill that the program installed a full run time Microsoft SQL database, but what the program can do is worth the overhead.

If you scan a receipt, say from Office Depot, it keeps the image for the IRS. It then converts the image to text using optical character recognition. Then, knowing the receipt is from Office Depot (because it recognized the name), it can automatically determine the format of the receipt and enter the right amounts for office supplies and taxes, etc. The program seems to have a large collection of receipts it can automatically recognize so when you scan one, all the work, even down to classifying what expense category the receipt is for, is done automatically.

When you get home, you can print an expense report, or export the data to another program.

You can also print various reports for any period, such as the whole year, to keep in your records. It saves the images, so if at some future time someone (like the IRS) wants to see the receipt you can bring it up on your screen and/or print it.

As I said before, the program also comes with software that can scan business cards directly into your contact management system such a Outlook. Or you can scan documents and save the images.

Why does anyone keep track of expenses any other way?

Gregg Marshall, CPMR, CSP, is a speaker, author and consultant. He can be reached by email at gmarshall@repconnection.com, or visit his website at www.repconnection.com.



Our Own Worst Enemy...

By J. T. Baker, L.S., Georgia

In case you haven't noticed we are in the midst of the worst economic slow down in at least the last 35 years. Not since the Arab oil embargo started a recession that lasted into the 1980's have we seen anything like the present economic malaise. Anecdotally, there is half the work out there to be done than there was a year ago. That is a big problem for all of us. But this is not our biggest problem, we ourselves, professional land surveyors, are the biggest problem.

The last three major recessions were precipitated by spikes in oil prices and/or taxes. The skyrocketing gas prices tightened the economy so severely last summer that the overextended home mortgage bubble burst. We rode that rising but over inflated tide for all it was worth. We made hay while the sun was shining. Good for us.

I make no apologies for surveying every tract of land someone paid me to do. We provided a complete, thorough, professional product for a fair price. We did this again and again. Then half of the work went away, maybe more. Whatever new taxes, combined with newly resurgent gasoline prices, take out of the near term economy remains to be seen. What is certain is that we will have a tremendous bout of inflation when the economy eventually heats back up and the tripled money supply adjusts prices accordingly.

Things may get worse before they get better. Eventually though, sooner or later things will get better. What will be the nature of this profession when that day comes is the question. For the sake of argument and ease of example we will say there is 50% less work out there than there was one year ago today. Now a professional must ask himself a few questions.

- How much do I charge the public for my professional services today?
- How much did I charge the public for the same professional services a year ago?
- How much did I charge the public for the same professional services 25 years ago?

If most of you answered the first two questions with similar numbers, then I thank you and I don't despair for my profession. But if just a few of you answered questions one and three with similar numbers, then we as a profession are in dire straits. If, as a profession, we cut our prices by 50% in competition for the remaining 50% of work, then there will be only 25% of the fees to support our profession.

As an example, FEMA gave Cobb County (Georgia) area surveyors a lifeline this year by revising the F.I.R.M. maps. But instead of using this windfall of elevation certificates and LOMA's to buoy us through these hard times, we, as a profession have cut our prices over the last year by more than 80% for the same services.

Across the spectrum of services, we as land surveyors are exclusively licensed to provide. We are performing some insane ritual of professional suicide with the fee structures we are adopting. We simply can not perform a thorough, professional service with all necessary due diligence for the fees we are now charging. We have employees to give an honest wage to, their taxes and insurance, their tools and equipment, truck, fuel and automotive insurance expenses, general liability, short term disability, errors and omissions and life insurance, office rent, office utilities, office supplies, office parties and after all that I would like to get paid too. Did I mention retirement? If you are not concerning yourself with all of the above and then some then you are not a professional.

Even a one man company working out of the surveyor's basement with zero overhead owes the profession the respect to charge a fair price for his or her services. I, because of the economy, you down sized and cut expenses and it is just you and the dog, that doesn't mean your services are any less valuable than they were before. You can cut your fees and justify it by reasoning that the truck and equipment are paid for and that you are

Our Own Worst Enemy continued...

working out of the basement. Besides, you do all your computations for the next day after dinner and you only need \$1,000 dollars by the end of the month for the mortgage. You are doomed to be stuck in that basement until the trucks or instrument breaks and you can't pay to have it fixed. Or you are sued because you didn't have the time/money in the job to do the proper research and you missed the gas easement.

Then you can finally go looking for a job at a large firm with an engineers name on the door. But what will the pay scale be for a licensed land surveyor at that point? After we as a profession drove our fees to a level not seen in 25 years.

The same can be said for larger firms which, because of the economy, are now entering different segments of the profession such as construction staking or ALTA surveys in which they have little or no previous experience. These firms must recognize that when they come in at 40% less than the high bidders (who are experienced in the market, and competitive with each other) they are missing something in their bids and are not bidding its worth.

We as a nation have been disparaging the titans of Wall Street and Fannie May and Freddie Mac for their ignoring the warning signs that foretold, and possibly avoided, the eventual collapse we are only now beginning to work through. We as a profession must not ignore the economic and business fundamentals which support our profession. If the profession cannot offer a viable business model then it will perish and the engineers and the GIS departments won't even give us a descent burial.

I will cry in my beer with anyone about the amount of work there is for us. That is something beyond our direct control. But what we are paid... for what we do... is our fault. We can't complain to anyone but ourselves about that. This is something we can change and it starts with a little self respect for our profession. This is my opinion!

Reprinted from the Surveying and Mapping Society of Georgia.



**This very timely
topic will be
discussed at the
CALs General
Membership
Meeting
May 6, 2010.**

**Send in your
reservation today
and join us for
what will surely
be a very
lively debate!**

**[http://ctsurveyor.com/
2010%20General%20Membership
%20Meeting.pdf](http://ctsurveyor.com/2010%20General%20Membership%20Meeting.pdf)**

Classified

SEEKING POSITION:

1) Associate Member, experienced as field person with ability to use a variety of instruments. AS degree from Mitchell College. Excellent references. Willing to travel anywhere in CT for the right position. Contact the CALS office for resume #4093.

2) Associate Member of CALS looking for full-time position. Hartford County. Eleven years experience. BS in Geography and AA in Mathematics. Skilled in AutoCAD Mapping, Eagle Point Coordinate Geometry, Trimble, Topcon, TDS, Sokkia total stations and data collectors; Leica and Trimble GPS. Excellent references. Contact the CALS office for resume #4091.

3) Professionally trained land surveyor with over 20 years experience. Diversified in all aspects of land surveying including but not limited to ALTA/ACSM Surveys, Property/Boundary Surveys, Zoning and Improvement Location Surveys, Topographic Surveys and Subdivision/Condominium maps. Proven leadership skills with a high level of organization and communication abilities. Able to consistently keep projects on target from a financial and time line perspective. I believe I would make a significant contribution to any firm. If your firm is looking for a dependable, results orientated professional with a solid performance track, I would be interested in speaking with you to discuss the value that my strengths and experience can bring to your search. Contact the CALS office for a full resume #102.

4) Licensed Land Surveyor seeking a management position with responsibilities for marketing services as an engineering/surveying firm, developing business with new and existing clients and project management. Twenty-five years in land surveying applications of business development for new and existing clients; project management; supervision of field and office personnel and experience in all facets of land surveying projects, large and small. Contact the CALS office for full resume and references #4094.

**American Congress on Surveying and Mapping and Arizona Professional Land Surveyors'
2010 Annual Conference and Technology Exhibition
(co-located with GITA's 2010 Geospatial Infrastructure Solutions Conference)**

Conference Dates: April 24-28, 2010

Location: Phoenix Convention Center click here: <http://www.acsm.net/>

POSITIONS AVAILABLE:

Survey Crew Chief - Established in the late 1800's, Clarence Blair Associates, Inc. (CBA) is a New Haven based Engineering and Surveying firm. CBA is currently seeking a crew chief for boundary, topographic and construction survey operations. 10+ years in total station, land records research and AutoCAD based computer drafting required. LSIT or LS preferred. Competitive salary and benefit package available. M/F EOE.

Submit resume with salary requirements and references to: Email: cba@clarenceblair.com

Surveyor - Private Pilot - Land surveying and CAD experience required. State licensure not a requirement. Must possess minimum of 750 hours flight time (commercial license not required) - will fly Cessna 206 about 200 hours/ year - 80% in spring. Majority of work hours will be in support of aerial mapping. Excellent benefits; www.e-topo.com for details. Eastern Topographics, Wolfeboro, NH. Send resume with salary/wage requirements to mail@e-topo.com. No calls please EOE

Surveyor - Aerial Mapping - Prior land surveying and CAD experience required. State licensure not a requirement. Preference to individuals with GPS processing experience and/or interest in aviation. Company will provide training in aerial mapping (photogrammetry). Excellent benefits; www.e-topo.com for details. Eastern Topographics, Wolfeboro, NH. Send resume with salary/wage requirements to mail@e-topo.com. No calls please EOE

Fairfield County

Pereira Engineering, LLC is an established Civil/Environmental Engineering and Land Surveying firm located in Shelton, CT and we are looking to fill the following positions:

Survey Technician / CAD Operator:

We are seeking a candidate with 0-2 years experience in Land Surveying or Civil Engineering. The qualified candidate MUST be highly proficient with AutoCAD and Autodesk Survey software. Candidate must also be highly-motivated and detail-oriented. Responsibilities will include downloading field survey data, preparation of CAD survey maps, and other office/field work all under the direct supervision of Senior Surveyor.

Survey Crew:

We are also looking to bring on an additional survey crew. Qualified candidates must be experienced in boundary, ALTA/ACSM, topographic surveys, underground utility location, and construction stakeout. Experience with AutoCAD and Autodesk Survey software a real plus.

Pereira Engineering offers a very competitive salary and benefits package including Major Medical Insurance, Retirement Plan, Life Insurance including Short-Term Disability and AD&D coverage, paid Vacation, Holidays, Sick Days, and Direct Deposit for payroll.

Please email resume and salary requirements to: joe@pereiraeng.com or fax to: (203) 944-9945.

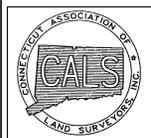
**In accordance with CALS Operating Policies,
anyone who has not paid their 2010 membership
dues by the last Thursday in April 29, 2010
may be removed from membership status.**

**Thank you to Rocco D'Andrea, Inc.,
AI Engineers and
Golden Aerial Surveys for sponsoring tees!**

**The Bongiovanni Group will sponsor the
Continental Breakfast.**

Superior Instrument will sponsor the beverage cart!

**You can be a sponsor too.
Call the CALS office today for details.**



THE CONNECTICUT SURVEYOR

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