

POINTS OF PROGRESS

News, Tips and Trends for the Construction Technology Space



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How Innovative Construction Concepts, Inc. Has Elevated Their Workflow with Trimble Technology

"If you don't operate Trimble, don't expect me to be involved in your layout."

Meet Jerry Sams - Senior Superintendent at Innovative Construction Concepts, Inc. Jerry has over 20 years of experience in the construction/concrete industry. Through the years, he has made a lot of changes in his workflow, process and standards. We got a chance to chat with Jerry on his perspective on Trimble technology and the industry as a whole.



Jerry started his career back in Fort Lauderdale where he dropped out of college and quickly became involved in construction. He came in as a laborer with sharper math skills which allowed him to get into layout very early on. Jerry shared, "This was in the early 90s and technology then verses now is unbelievably different." Jerry's first experience in construction had a slower workflow that he didn't love as he felt it dragged on.

"What Are All These Yellow Guns?!"

It wasn't until about 2004 when Jerry started working for the concrete contractor, Procon out of Rocky Mount, VA where he first was introduced to Trimble products. Through his experience at Procon, he became very familiar with the Trimble products that Jerry believes to be phenomenal machines. Jerry explained further, "It had similar capabilities of digital theodolites that I was very familiar with, so it eased the shellshock going into it."

His relationship with BuildingPoint SouthEast started around the same timeframe he started at Procon. Jerry was familiar with BuildingPoint's sister company, Duncan-Parnell. "We would visit Duncan-Parnell's Ashland location to get our equipment calibrated and serviced. Also, Duncan-Parnell has all the good supplies and tools we would use, so we would pick up those things as well during our visit." However, the BuildingPoint SouthEast team provided Jerry with the service and training necessary in order for Jerry to be successful. Jerry explained to us how school was always a struggle for him, so the ease of use with this technology means more to him than one would think. "I am no computer guru and I wasn't the best student, so to memorize and understand these steps, navigate software and download files correctly was a struggle for me starting out."

"BuildingPoint SouthEast fortunately has some of the best customer service that I've ever seen in my entire life. No matter the question, they are always able to help me through every hiccup I have."

Old School vs New School

Jerry shared, "Once I got started with the technology, it just seemed like it snowballed. It just felt natural to me." However, he feels there are some harsh critics in the industry that may believe otherwise. "There are a lot of people in the industry that are my age or older that are very skeptical. An outlook such as: 'This is not going to work,' 'There's going to be mistakes,' or 'This is going to be setup in the wrong spot.'" Truthfully, it's understandable. Straying away from a practice you've always done and trying something new can be scary as there could be a learning curve and simply a lot of unknowns.

Jerry once was a skeptic too before he came across Trimble, however, he provided us with an example on how the new technology saved them time and money, which in turn opened his eyes to the reliability of Trimble. He shares, "Western Virginia is affected by a lot of elevation change with many pronounced hills. Your measurements can deviate *tremendously* if you're laying out points through the traditional, old-school style. Not only that, but how many buildings are rectangular or square anymore? Nobody wants to do that. We specialize in radius construction and odd angles, that's where modern design is going, so we have to keep up with that." Overall, Jerry believes that with the new technology, it's a much more accurate way of laying out points.

"Committing to rework will kill your budget every single time. It also impacts the other trades behind us. Rework is the bane of my existence, not only for concrete folks like myself but MEP and anyone else. Trimble allows us to avoid rework."

Starting with **The Hotel Madison Project** - a large, hotel-styled building affiliated with James Madison University pushing \$5 million. During the pre-con stage, Jerry noticed that the surveyors were over 4 or 5/8" of a square. Using Trimble technology they were able to identify that. Once they checked, surveyors recognized that they were indeed that far out. Jerry shared, "The Trimble products allow you to correct any of those issues beforehand. This technology allows you to stay ahead of the mistakes before it affects the entire project. It keeps getting better and better, especially for guys like me that need help with this type of technology."

Innovative Construction Concepts Projects

Innovative Construction Concepts, Inc. has been servicing in and around the Charlottesville, VA area since 2002. They provide full-service concrete services, no matter what size the project. Jerry shares two projects with us that he felt Trimble played a significant role in.





Another project mentioned was for **Keswick Hall**, a historic golf club in central VA. This \$2.2 million landscape project required high elevation accuracy. Jerry explained that most structural/concrete contractors have trouble with the Z axis. With Trimble's reference elevation feature, you no longer have to do the old method. As long as the correct information is set up in the tablet, all you have to do is set up your prism, make sure it's level and collect the data. Instantly, you'll know what the elevation is. Jerry exclaimed, "I can't tell you how many times that has not only saved us, but our customer and even our general contractor. It has saved us time and also energy."

The Takeaway

Between the Trimble technology and the services BuildingPoint SouthEast provide, Jerry and Innovative Construction Concepts, Inc. are beyond satisfied. "The team has been unbelievable - from the calibrations done at Duncan-Parnell to keep everything smooth, all the way to the individual representatives at BuildingPoint SouthEast," says Jerry. Currently, he uses the RPT600 and loves it. "It's been unbelievable how fast the tech is changing. The stuff I am able to do with the RPT is amazing."

He continues, "Over the last 10 years using Trimble, I've gotten the personal development and growth I've been looking for. Before Trimble, I felt like I wasn't getting the advancements in my career or the respect in the field, but now - it's just a game-changer from all aspects." He jokingly adds, "I always request a work truck and people always ask where I put my instrument. I say, 'my RPT600 is like my R2D2 - he sits right behind Luke Skywalker.'"

Are you in the VA area and interested in Trimble solutions? Reach out to your local representatives to get more information. Contact Scott Stevens at scott.stevens@buildingpointsoutheast.com or Jeff Soscia at jeff.soscia@buildingpointsoutheast.com

Interested in working with Innovative Construction Concepts, Inc? Click [here](#) to contact.

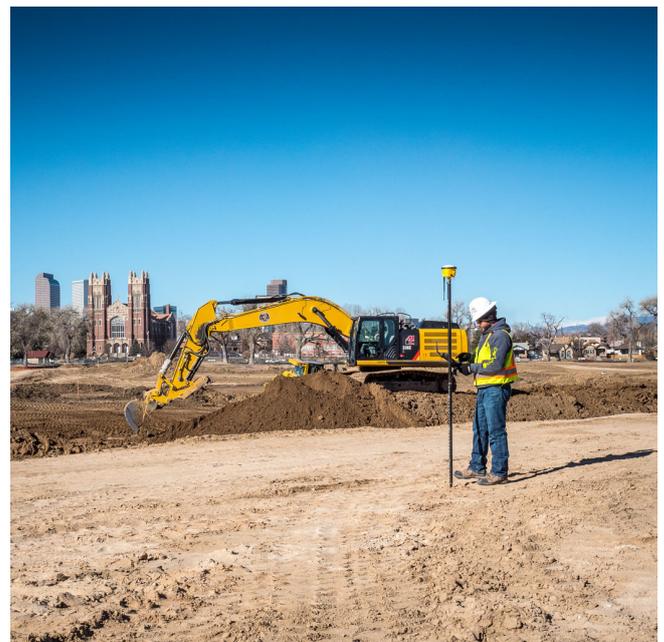
"Trimble equipment is essential for me. It makes me a very happy, productive person in the field and Innovative Construction has been able to produce beautiful work because of it."

Now Introducing: The Trimble SPS986 GNSS Smart Antenna

Are you a MEP or General Contractor looking for a simplified workflow, mobility and quick QA/QC? Look no further than the **Trimble SPS986 GNSS Smart Antenna** serving as either a GNSS rover system or as a base station for other GNSS operations.

KEY FEATURES:

- Tilt Compensation functionality to measure accurate points without leveling the pole
- Trimble ProPoint technology for greater accuracy, reliability and productivity in challenging GNSS environments
- Ultra-rugged housing built to withstand harsh construction site conditions
- Connected site enabled with integrated Wi-Fi, Bluetooth and wideband radio
- GNSS receiver, antenna and battery all in **one** unit
- Quick release connector makes it easy to move and set up



GNSS APPLICATIONS SUCH AS:

Footings | Pilings | Retaining walls | Deck layout | Grade QA/QC | and more!

Interested? Click [here](#) to learn more!

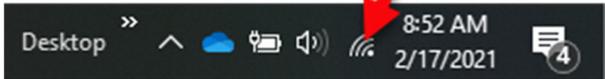
Rent our Equipment | Rentals that work best for any situation

We carry a large assortment of top-quality construction layout and scanner rental equipment at extremely affordable rates. At BuildingPoint SouthEast, we recognize that you may need equipment on a short or long-term basis. That is why we make our layout equipment rental solutions as flexible as possible.

Offering Rentals: Daily, Weekly or Monthly! Ask us about our competitive rental rates [here](#).

Tech Tip How to Install/Update Trimble FieldLink

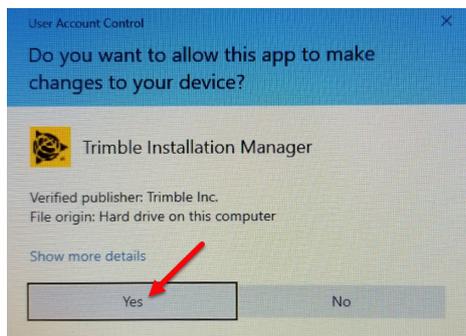
1



- Make sure that your tablet or computer is **connected to Wi-Fi or cell data (hotspot) signal**
- To do this, **go to the Wi-Fi icon** on the bottom right of your Windows task bar
- Select the available Wi-Fi or hotspot that you have credentials to and **click connect**

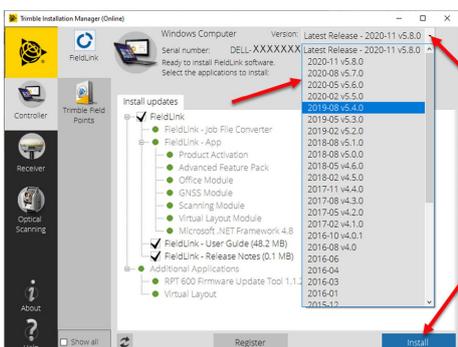
3

Windows 10 will then ask if you want to allow the app to make changes to your device. Click **YES** to continue.



5

After the TIM has located the FieldLink software that is available for you to download, **click the Version drop-down menu** in the upper righthand corner of the dialog box.

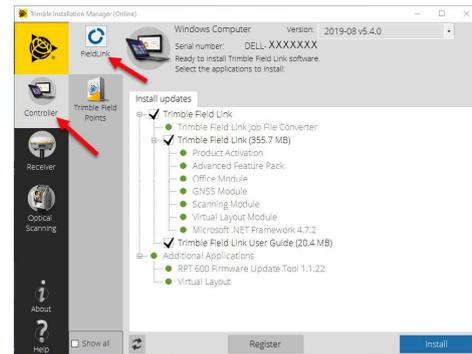


2

Next, **locate the Trimble Installation Manager icon** that looks like the one pictured below and **double click it**.



4

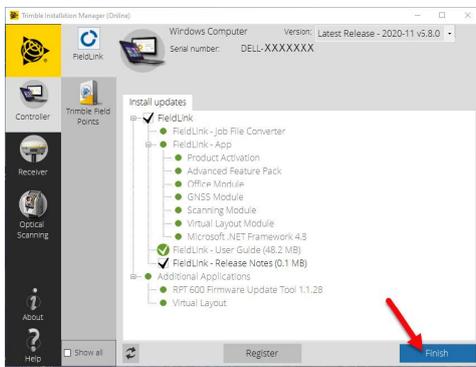


- The Trimble Installation Manager dialog box will now pop up
- Make sure on the left that Controller is selected, then make sure that FieldLink is selected. (These items should be selected by default. Check to make sure!)

6

- Here, you will find all versions of FieldLink that is available for you to download and install. Select the version you wish to install/update. **Note: The latest version available will always display at the top of the drop-down menu.**
- Next click **Install** at the bottom righthand corner of the dialog box. This will begin the process of downloading the software.
- Follow all prompts as they pop up for software installation

[Continue to next page for more...](#)



- Once software has finished downloading and installing, click **Finish** at the bottom righthand corner of the dialog box to finish the install and exit the Trimble Installation Manager
- You are now ready to use the installed or updated version of FieldLink software!

Notes:

- If you are using a Trimble Kenai tablet, the latest version that can be installed is version 5.4.0.
- If you need to install a previous version than is already installed on your tablet or computer, then you will need to use the Windows Add/Remove programs tools to uninstall FieldLink first before using the Trimble Installation Manager to install the previous version.

LAST CHANCE TO REGISTER

Webinar: Creating A Successful Layout Department

Department

When? May 5 @ 1 PM EST

Are you a construction, MEP or concrete firm interested in adding layout into your business but not sure where to start?

This webinar is for YOU! Scott Stevens, one of your local VA-based Layout Specialists is hosting a 30 minute webinar to breakdown what it takes to have the most efficient layout department and we'll also be joined by Shawn Spencer from Trimble! Coming from the field himself, Scott has a well-rounded grasp of how a layout team should operate.

Here's what will be covered:

- Deciding the right fit for your team - what skills do they need?
- How to specialize in layout that best fits your company and its goals
- Dedication of time and effort to maximize potential
- Research - doing the homework!
- Establishing control of your site



[REGISTER HERE](#)

Can't make it? Register anyway to receive a recording!

Other Events

June 21 | ABCC Charlotte Golf Tournament @ Palisades Country Club

June 24 | ABC GA Safety Awards Luncheon @ Georgia Tech Hotel & Conference Center

August 18-20 | ABCC Construction Convention @ Marriott Myrtle Beach Resort & Spa

For more information, reach out to us [here](#).

News & Blogs

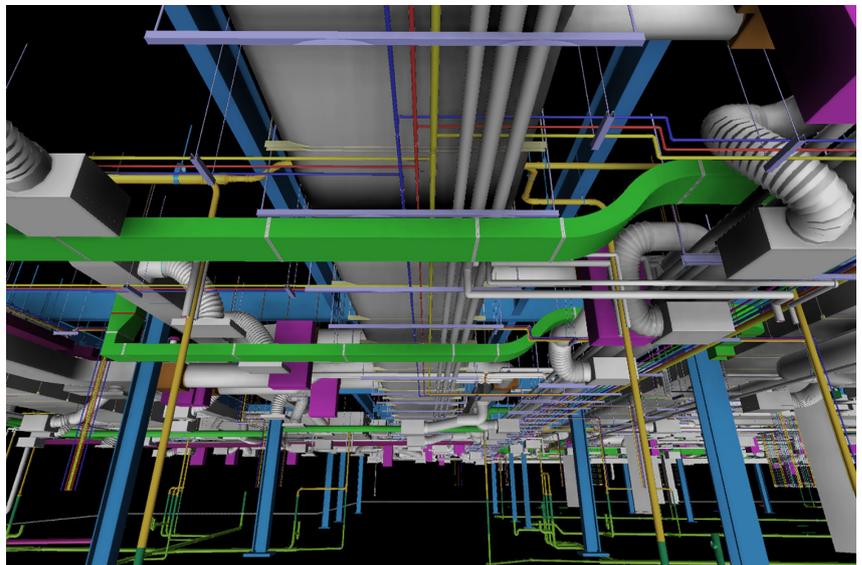
Check out a great customer story from our very own Virginia Sales Rep, Scott Stevens while he was employed at Southern Air. Click [here](#) for the full video!

Carolinas AGC's **Build Your Career Program** is a construction-wide program that is designed to educate young kids in middle school and high school on all the career opportunities in the construction space. Click [here](#) to learn more how BuildingPoint SouthEast partnered with AGC in demonstrating construction technology such as VDC, RTS applications and much more!

VDC Corner Our Newly Improved VDC Services Webpage is Officially LIVE!

Did you know that BuildingPoint SouthEast offers VDC services for all projects and customer types? Our team utilizes the latest 3D modeling techniques to produce quality results for your building projects. See below for more:

- Converting 2D drawings to 3D Models
- Scan to BIM - Modeling from Point Cloud Data
- Clash Detection Resolution (See Righthand Image)
- BIM Coordination Services
- Layout, Shop, Spool and Sleeve Drawing Creation
- Total Station Layout Point Creation
- 3D Laser Scanning Support
- Quality Control - QA/QC services via constructability reporting
- Work In Place Verification Using **Mixed Reality** and Much More



[CHECK OUT OUR NEW VDC PAGE HERE](#)

Shop smarter, not harder.

Click [here](#) to check out all our Field Supplies and Accessories to complete your project!



Competitive Pricing | Wide Selections