



Trimble Navigation Limited

Infrastructure Division
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Westminster, CO. 80021-4075

October 05, 2012

Dear Trimble and RefTek customers,

Today, Trimble announced that it has acquired privately-held Refraction Technology, Inc. (REF TEK) of Plano, Texas, a leading provider of seismic sensors and high-frequency data logging systems. The acquisition is expected to extend Trimble's infrastructure solutions for scientific research and monitoring applications.

This is a significant moment in the evolution of essentially two parallel technology providers serving a common customer market focusing on precise monitoring of either earth tectonics or natural & man-made structures at the highest level of resolution and accuracy.

While these technologies have been used for similar purposes or applications in the past, this acquisition clearly indicates the convergence and complementarity of each technology so as to create a more complete and integrated total solution for you, our customers.

We look forward to presenting you with our current combined GNSS, seismic sensors, data loggers and system software solutions, and a more integrated observation flow in the near future.

As always, we both look forward to your input and comments so as to continue developing solutions that best meet your specific needs.

Sincerely,

A handwritten signature in blue ink, appearing to read "Pierre Desjardins".

Pierre Desjardins
Director of Sales
Pierre.Desjardins@Trimble.com

A handwritten signature in blue ink, appearing to read "Paul Passmore".

Paul Passmore
Business Area Director
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