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## Trimble Navigation Q1 2007 Earnings Call Transcript

### Question-and-Answer Session

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#### Operator

(Operator Instructions). Our first question comes from Amit Kapur from Piper Jaffray.

#### Amit Kapur - Piper Jaffray

Great, thanks a lot guys. I was wondering if you could talk a little about how the integration of @Road is going and in particular -- you talked after the acquisition about having two platforms. I think you trying to migrate on one, how is that migration coming along?

#### Steve Berglund

Sure. So, first of all, let me characterize the transition as going well overall. As I pointed out in the scripted remarks, we've done a number of things, all of those have gone pretty much as we expected to go and we haven't seen any early disruption. So, in terms of product rationalization in all that, I don't want to say too much, I'd just assume to keep some competitive secrets here, but lets just say that we have the old PMS bunch with combined with the @Road people and I think there what we do see is a whole lot of potential both at hardware level and the software level to lets say rationalize platforms both in terms of a simpler, a more compact set of offerings. Again both hardware and software, but also in terms of being able to put together capabilities in creating new product offering. So, I am going to be less than specific on it, and I not giving a timetable, but let's just say is that as we march through 2007 I think that will bring to you, I have more and more to show in that recurrent on it.

#### Amit Kapur - Piper Jaffray

Sure. And maybe turning to some of the international markets that you talked about, are any geographies kind of standing out in your mind or you are just seeing kind of across the board strengthen in a lot of international markets?

#### Steve Berglund

If I would point at one -- first of all, I think those geographies which actually embraces much of the world outside the North America, they are all strong and we are seeing very strong growth in most of them, but I would say is if I were to point more specifically at one over the other, it would be the Middle East. The Middle East for us is a very good market at this point in time, and starting from a lower base but in terms of percentage growth is very good at this point.

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