



Changes at Leica Geosystems GIS & Mapping GmbH

Ladies and Gentleman,

Leica Geosystems GIS and Mapping GmbH (LGGM) have been privileged to be an important manufacturer and supplier of aerial sensors and photogrammetry systems to the Swiss market for more than 60 years. This business has been carried out under previous names of Leica Geosystems, namely Wild Heerbrugg AG, Kern Suisse, Wild Leitz AG, Leica AG, LH Systems GmbH and, since March 2003, Leica Geosystems GIS & Mapping GmbH. These company names and daughter companies have indeed changed depending on the differing emphasis and legal structure of the same basic company but the development and manufacturing location has always remained at the same Heerbrugg factory site, since the establishment of the company in 1921.

The sales and marketing of photogrammetry and aerial sensors has been performed by Mr. Marc Gimmel, Sales Manager, since 1998. Marc has done very good and professional work in increasing the presence and use of our systems within Switzerland and has recently reluctantly had to leave our company. Marc has since found employment with Applanix as their European Sales Manager. Other changes within the company, especially the acquisition of ERDAS Inc., a developer of remote sensing and image analysis software, have given Leica Geosystems the opportunity to develop their own digital photogrammetry software and gain independence from BAE Systems Solutions Inc. with regard to this product line.

This strategic change has resulted in different business interests for both BAE and LGGM and lead to the termination as of the 18th June 2003, of the exclusive selling mandate exercised by LGGM, of SOCET SET digital photogrammetry software. LGGM are please to say that their own digital photogrammetry packet, the Leica Photogrammetry Suite LPS, is planned for market introduction in November 2003. LPS will ultimately form part of a process and workflow-driven suite of photogrammetric production tools which will integrate all of the product lines from flight planning to data finishing. LPS is now in beta testing, we will provide more new and exciting information as this comes available. LPS features now on the website:

www.gis.leica-geosystems.com

Another opportunity offered to LGGM through the takeover of ERDAS, was to take a look at the distribution channels within the enlarged organization and together with the exclusive distributor for ERDAS products in Switzerland, MFB-GeoConsulting GmbH. We believe that the advantages to users, of being able to have sales, marketing and support matters in the technologies of remote sensing, image analysis and digital photogrammetry from one source

MFB-GeoConsulting GmbH

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and, considering that ERDAS products have contributed to the extended functionality within LPS, leads us to appoint MFB-GeoConsulting GmbH as the new distributor for these products. This change will be effective from the 1st October 2003. MFB will now employ a dedicated and experienced photogrammetric engineer, Mr. Oliver Zimmermann, to serve the needs of the photogrammetry community and they will also expand their services to the photogrammetry and remote sensing communities. Their location is:

MFB-GeoConsulting GmbH,
PD Dr. Michael F. Baumgartner,
Managing Director
Hauptstrasse 17
CH-3254 Messen

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Email: baumgartner@mfb-geo.com; contact@mfb-geo.com
Website: <http://www.mfb-geo.com>

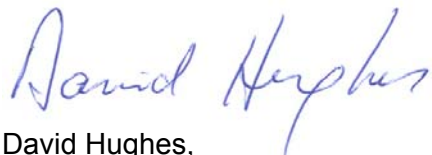
Other products and solutions offered by LGGM will be available as before, from Heerbrugg.

Several changes you will say – let us summarize these for Switzerland as follows:

- Mr. Marc Gimmel: has left the employment of LGGM. He has accepted a position with Applanix, as Sales Manager, Europe
- SOCET SET: no longer sold by LGGM, support available from LGGM to users with valid software maintenance contracts sold by LGGM, until 30th June 2004
- LPS: the Leica Photogrammetry Suite available for sale, November 2003, more information to come
- MFB-GeoConsulting: responsible from 1st October 2003 for the sale, support of the following systems:
- ERDAS software for geographic imaging and remote sensing
 - ESRI extensions written by LGGM
 - LPS Leica Photogrammetry Suite
 - Software support, installation, training, hardware associated with digital photogrammetry
 - Specific courses on remote sensing for photogrammetrists
 - Mr. Oliver Zimmermann will be responsible for photogrammetry sales and support and contactable at:
Tel: +41-31-765- 5063; Fax: +41-31-765-6091; Email: zimmermann@mfb-geo.com
- LGGM: to retain the sales and marketing of other systems namely:
- ADS40 3-line push-broom airborne digital sensor
 - ALS50 airborne laser scanner
 - RC30 aerial film camera and auxiliary flight management systems
 - DSS area array digital camera
 - DSW600 precise digital photogrammetry scanning workstation
 - SD2000/3000 analytical photogrammetry workstation and software
 - Hardware service and support for these systems
 - See the website: www.gis.leica-geosystems.com for the full range of systems
 - The responsible person: David Hughes,
Tel: 0041-71-727 34 12; Fax: 0041.71.727 46 91;
Email; david.hughes@gis.leica-geosystems.com

To you, our customer, we wish to thank you for your past confidence in LGGM to supply you with what you need concerning sensors and photogrammetry systems. We are able to do even better together with MFB-GeoConsulting GmbH and we both look forward to continuing this service with a supply of world class and innovative solutions and systems, practical and enthusiastic expertise to help you extract, analyze and visualize precise geospatial information for your purpose, from imagery.

Yours sincerely,
Leica Geosystems GIS & Mapping Division GmbH.

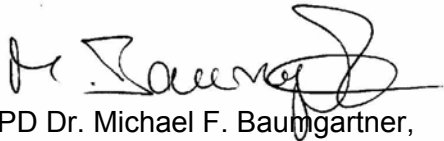


David Hughes,
Regional Sales Manager.



Rolf Schaeppi,
Director EMEA Sales.

Yours sincerely,
MFB-GeoConsulting GmbH



PD Dr. Michael F. Baumgartner,
Managing Director



Mrs. Dr. Gabriela Apfl Baumgartner
Head of Marketing and Sales