

LATEC EG-2

Designed for Accuracy and Productivity

An Exclusive Interview with Rob McIntosh



Aiming for the Niche

Latec Instruments Inc. is a high-quality designer and manufacturer of laser and machine control systems that are devised to reduce costs and increase productivity. Their products serve a wide variety of applications in agriculture, drainage, construction, survey, machine control, parks and recreation, mining, and industry.

Latec, located in Ontario, Canada, began manufacturing in 1994. Since then, they have designed and produced many unique technology solutions for the markets they serve in North America and across the World.

On Latec's website (<https://latec.on.ca/>) the word "niche" is used repeatedly. The company's goal is to provide devices, hardware, and software that fill the gap in technology left vacant by the major manufacturers. Translated into customer terms, Latec provides products for specific applications where no other solution is commercially available.

Latec Instrument's customer-oriented strategy can be summed up in their corporate slogan - "Developing Systems to Control YOUR World!"

AN INTERVIEW WITH ROB MCINTOSH – THE MAN IN CHARGE

Rob is a dedicated family man – and a loyal Canadian. Married, with three young children, Rob’s passion is Hockey. He coaches a local team and aggressively supports his country’s signature sport. McIntosh came up through the ranks to assume leadership of Latec Instruments three years ago. He has a total of 20 years experience working in management and field service for Latec’s parent company.



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Question: What are your duties as General Manager?

McIntosh: “I oversee the staff and the sales team, as well as being involved in sales myself. I also oversee the production floor with our engineer, and am directly involved in designing and building new products.”

Question: Would you explain your product development focus on “niche” markets?

McIntosh: “When we started Latec Instruments, we wanted to design and develop unique systems for applications that no one else offers. We sell all over the world.”

EG-2 Development and Accuracy

Question: How was the EG-2 developed?

McIntosh: “We started with the EG-1 system many years ago. We call it a single system because it provides one application – elevation only. We sold them for many years and realized there was a need for a dual application – a low cost, high-grade system for these markets.”

Question: Can you explain the transition from the EG-1 to the EG-2?

McIntosh: “It was based on different applications. With the EG-2 we can broaden our markets to some of the bigger customers who are doing slope as well as elevation. With this system, they can do both. It’s a lot better for grading, more productive, and more accurate.”

Question: What accuracy levels are you seeing with the EG-2?

McIntosh: “We’re within millimeters – two to three millimeters. And this is all laser-based, no GPS.”



EG-2 Operation

Question: Can you explain how the EG-2 operates?

McIntosh: “We have different models of the EG-2. We can run it with two laser receivers for sloping grades – it will hold the required grade throughout. We also have a slope sensor that can be added to the system. We can tie into any hydraulic valve system, even on the electrically-actuated hydraulics on a skid steer. We support seven different valve types.”

Question: What does a customer get with the EG-2 System?

McIntosh: “The system comes with a very user-friendly control box – it’s easy to set up for the first-time operator. All necessary connection cables are included – power, valve, sensor, and receiver. It’s basically a complete system and all the components are plug- and-play. You can choose between a single laser receiver, two laser receivers, or a laser receiver and a slope sensor.”

Question: What type of laser source is required for the system?

McIntosh: “You can use any manufacturer’s rotating laser with the system.”

Question: What would you want a potential customer to know about the EG-2?

McIntosh: “The EG-2 System provides millimeter-accurate grading results in less time and with less labor. It’s user-friendly and easy to install.”



Many thanks to Rob McIntosh
for taking his valuable time to participate in this interview.
For more information about
the EG-2 go to <http://latec.on.ca>

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