



Trimble to Acquire MobileTech Solutions for Field Workforce Management

SUNNYVALE, Calif., Oct. 20, 2005 -- Trimble (NASDAQ: TRMB) today announced that it has entered into a definitive agreement to acquire privately held MobileTech Solutions, Inc. (MTS) of Dallas, Texas, in an all-cash transaction. MTS provides field workforce automation solutions and has a leading market position in the Direct Store Delivery (DSD) segment. Closing of the transaction, anticipated in the fourth quarter, is subject to usual and customary closing conditions. Financial terms were not disclosed.

Today, there are approximately 200,000 vehicles in the DSD segment. The MTS solution automates the sale and delivery of high-volume consumer products such as baked goods, beverages, dairy, frozen foods and snacks to retail stores. It provides real-time information to mobile field workers via handheld mobile computing devices to improve customer service levels, on-time deliveries and accurate invoicing. The turnkey solution includes mobile hardware and software that seamlessly integrates with a supplier's existing enterprise resource planning (ERP) software system. With the acquisition, Trimble can now offer highly integrated fleet management and mobile computing solutions into the DSD segment.

"MTS is an industry leader in the Direct Store Delivery segment. The company has successfully built a strong market position and has demonstrated profitable revenue growth," said Steven W. Berglund, president and CEO of Trimble. "The MTS acquisition opens up a new vertical segment in which Trimble can integrate fleet management and field workforce applications into a powerful and seamless mobile resource management solution."

"We are pleased to join Trimble," said John Allen, co-president of MobileTech Solutions, Inc. "With the convergence of mobile computing and location technologies, the acquisition is an ideal fit. Now our customers will have the opportunity to fully capitalize on the unique advantages offered by Trimble's positioning technology."

MTS will be reported within Trimble's Mobile Solutions business segment. Trimble expects the acquisition to be accretive in 2006.

About MobileTech Solutions

MobileTech Solutions, Inc. (MTS) is a leading supplier of turnkey mobile computing system solutions for the Direct Store Delivery (DSD) segment.

MTS provides a complete solution-hardware, software, and services-for field workforce management. The company integrates the mobile system for the DSD operation into host systems, routing systems, sales information systems, or other decision support systems clients have chosen for their organization. MTS clients include dairies, ice cream distributors, soft drink bottlers, bakeries, snack food companies, pizza distributors, coffee companies and more.

Headquartered in Dallas, Texas, MTS currently services clients throughout North America. For more information visit: <http://www.mobiletechsolutions.com>.

About Trimble Mobile Solutions

Trimble Mobile Solutions (TMS) offers complete solutions for mobile resource management (MRM). These solutions integrate real-time vehicle and driver information with location and time data to provide fleet owners with reliable control to optimize fleet performance. Customers throughout the construction, field service, and enterprise vehicle markets rely on TMS solutions.

About Trimble

Trimble is a leading innovator of Global Positioning System (GPS) technology. In addition to providing advanced GPS components, Trimble augments GPS with other positioning technologies as well as wireless communications and software to create complete customer solutions. Trimble's worldwide presence and unique capabilities position the Company for growth in emerging applications including surveying, automobile navigation, machine guidance, asset tracking, wireless platforms, and telecommunications infrastructure. Founded in 1978 and headquartered in Sunnyvale, California, Trimble has more than 2,000 employees in more than 20 countries worldwide.

Certain statements made in this news release are forward looking statements within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934, and are made pursuant to the safe harbor provisions of the Securities Litigation Reform Act of 1995. This press release contains forward-looking statements that include risks and uncertainties such as the satisfaction of the conditions to closing and the expected financial performance of MobileTech Solutions, as well as Trimble's ability to offer integrated solutions in the future.

Additional risks and uncertainties include the risks inherent in acquiring and integrating a company, unanticipated expenditures and changing relationships with customers. Among other things, economic trends and additional competitive issues may have an adverse effect on the success of the proposed acquisition. These and other risks are detailed from time to time in reports filed with the SEC, including Trimble's quarterly reports on Form 10-Q and its annual report on Form 10-K. The consummation of the acquisition is subject to certain closing conditions and may not be consummated on the terms proposed or at all.

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