



## **Trimble and McNeilus Expand Alliance for Ready Mix**

**LAS VEGAS, Jan. 17, 2006** -- Trimble (NASDAQ: TRMB) and McNeilus Companies, Inc. announced today that they have expanded their alliance to offer Trimble Mobile Solution's auto-status fleet management solution on McNeilus' ready mix concrete trucks. McNeilus and Trimble have worked together since early 2002, when McNeilus became the industry's first truck manufacturer to offer customers a complete auto-status system to improve fleet utilization.

The announcement was made today at World of Concrete 2006, one of the world's largest international exhibitions for the construction and construction materials industries.

As part of the alliance, McNeilus will continue as the exclusive ready mix factory installer of Trimble's TrimView™ RM auto-status system for ready mix fleets in the U.S., Canada and Mexico. In addition, McNeilus will offer aftermarket installation services at McNeilus locations using its Trimble certified installers and will be an authorized distributor of service parts for the TrimView RM system. McNeilus factory and aftermarket installations will be warranted by McNeilus.

"Our relationship with McNeilus over the past four years has contributed to Trimble becoming the industry standard auto-status solution used by ready mix producers. The alliance expands our relationship beyond factory and aftermarket installation," said Rick Beyer, president of Trimble Mobile Solutions. "Both companies have spent considerable time determining how to better serve ready mix fleets in the areas of service parts, distribution, installation and warranty support. This will provide a means for McNeilus and Trimble to deliver in these important areas."

"We are pleased to announce this extended relationship," said Tom Harris, vice president of fleet sales for McNeilus. "Customers can now look to McNeilus for a complete ready mix auto-status solution for sale at the factory or in the aftermarket. McNeilus will also stock service parts and provide warranty on all of our installations. Trimble's auto-status solution allows fleets from 30 to 3,000 vehicles to improve productivity and their customer service while lowering their variable costs."

### **TrimView Ready Mix Fleet Management Solution**

The TrimView RM fleet management system includes hardware, wireless connectivity, software and service. The automated system allows fleet managers to use real-time vehicle location and status to improve dispatch decision making. In addition, TrimView is compatible with most dispatch and enterprise software products used by ready mix concrete producers.

To be efficient, ready mix concrete dispatchers must constantly check incoming customer orders against concrete production and delivery capacities. Historically, truck drivers have used radio, cell phones, or push button status boxes to send information to dispatchers. The problem: drivers must provide status updates manually, and do it consistently. Often the dispatcher receives incomplete or inaccurate information from the field.

The TrimView RM fleet management system solves this problem by using GPS technology and sensors to automate the delivery cycle. Dispatchers no longer need to depend on drivers for timely status information. Instead, they receive automated information via the Internet including: truck status when loading at the plant, leaving the plant, arriving at the job, adding water to the concrete, starting/ending the concrete pour, washing the vehicle, leaving the job, and arriving at the plant to complete the delivery cycle. The TrimView RM fleet management system automates the entire process.

### **About McNeilus**

McNeilus Companies, Inc., a subsidiary of Oshkosh Truck Corporation [NYSE: OSK], is a leading manufacturer of concrete mixers, concrete batch plants and refuse bodies. For more information on the company, go to [www.mcneiluscompanies.com](http://www.mcneiluscompanies.com).

### **About Trimble Mobile Solutions, Inc.**

Trimble Mobile Solutions, Inc. 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 and optimized 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, agriculture, machine guidance, fleet and asset management, wireless platforms, and telecommunications infrastructure. Founded in 1978 and headquartered in Sunnyvale, Calif., Trimble has more than 2,000 employees in more than 20 countries worldwide.

For an interactive look at company news and products, visit Trimble's Web site at <http://www.trimble.com>.

Certain statements made in this press 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. These statements involve risks and uncertainties, and actual events and results may differ materially from those described in this press release. Factors that could cause or contribute to such differences include, but are not limited to: the ability of the parties to successfully offer cost-effective aftermarket installation, services and support; customer and market acceptance of the products and services offered through the strategic alliance; the impact of competing products and services; and the ability of the parties to maintain their strategic alliance in the face of disagreements or changing business or economic conditions. More information about potential factors which could affect each of the party's business and financial results is set forth in reports filed by the parties with the SEC, including Trimble and Oshkosh Truck Corporation's respective quarterly reports on Form 10-Q and their respective annual reports on Form 10-K. All forward looking statements are based on information available to the parties as of the date hereof, and neither Trimble nor Oshkosh assume any obligation to update such statements.

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