

A Consultant's Perspective

Instantel Dealer Seismic Surveys, Inc. has been successfully using InstaLink™ web based vibration monitoring for some time now, and we thought it important to share their success story with other Instantel users.

Instantel Dealer David Miller of Seismic Surveys Inc. feels that InstaLink provides his company with a competitive edge and their clients with faster, more cost effective service.



"The InstaLink technology has been a long time coming. This State-of-the-Art technology brings the seismic monitoring business into the 21st century," commented David Miller, President of Seismic Surveys, Inc. "When I started in this business, we used seismographs that recorded analog data with a magnetic tape recorder, and to label your events you would speak into a microphone. You would have to mail your tapes into the consultant and then some poor schlub would have to listen to the high pitched sound until something sounded different and they saw a blip on a screen. The event would be "captured" on a black and green screen using a DOS program to be analyzed. Sometimes we even used light sensitive tape and would measure the readings and calculate frequency by hand."

Now, Seismic Surveys sets their Instantel vibration monitors to automatically trigger, digitally stamp the events with the date and time of the measurement, and accurately analyze the digital data. However, even in the last few years, they would have had to send a person into the field to retrieve the data with a laptop computer. The data then needed to be brought back to the office to be printed and faxed or e-mailed to the client.

With InstaLink and cellular modems, Seismic Surveys Inc. has been able to monitor several remote sites without having staff at the sites. This has enabled them to operate their business more efficiently and to provide

their clients with faster, more cost effective service. It has also made them more competitive.

"Seismic Surveys Inc. has built what we refer to as Seismo-bots," explained Miller. "Working with Instantel and Mobile Electron, we have built totally self sufficient, wireless seismograph stations that have cellular modems. These stations are deployed around construction projects and mine sites throughout the Eastern USA. They are programmed to call into our office and download their data automatically each day. The data is then sent to key project personnel via e-mail or text message using the Auto-Call Home™ and Blastware® Mail features. The data is posted to our customized InstaLink web site automatically, where it can be viewed and downloaded by approved key project personnel at any time. The site is password protected and is totally safe. We are very excited about having this capability!"



Seismic Survey has built "seismo-bots" which work in conjunction with modems and InstaLink to monitor several remote projects without having staff on site.

Instantel has also recently expanded the InstaLink service which allows the server to now accept data from four or eight channels in either Histogram or waveform mode. For more information on how your organization can benefit from the InstaLink advantage, visit the InstaLink micro-site at www.instantel.com/instalink. We'd be happy to set up a free, no obligation demonstration account for you to test its capabilities.

We have made some changes to our corporate branding and have just changed our company name to Xmark Corporation. There are no ownership changes - this is solely a change in the company's name. Other than noting "Instantel is a division of Xmark Corporation" in the fine print on our marketing materials and on our web site, to reflect our recent change, there is no impact to the Instantel division.