

Honesty + Integrity



Foundation for a Successful Business

"Our philosophy is to provide a good service to our clients backed by integrity and honesty; then the rest falls in place by its own weight."
... Stewart Graham, CoreProbe International, Inc.

Stewart Graham and Hamid Khorzani always give their customers more than is expected. "We have a wealth of 'free' information and knowledge that we never hesitate to share with our customers," Stewart said, one of the owners of CoreProbe International. "Our customers always get more than they pay for."

A conscious decision by the work team at CoreProbe keeps the concept of unbeatable customer service at the forefront of their business dealings. It begins with the telephone. "You will never get an answering machine if you call us," Hamid said. "We don't believe that our time is more important than our clients'," Stewart added. Field crews are constantly being

trained on new products or new techniques, and know that

safety on the jobsite, workmanship, and job performance all add value to the customer. "Our field crews always try to be early to the jobsite," Stewart said, "and they know that integrity is as important as workmanship in the field." Customers know the capabilities of the CoreProbe work team, they know what to expect, and they know the team will always offer more.

Their customers agree. "We've found CoreProbe to be consistently safe, responsive, cost competitive, and flexible," said Kyle Emerson, Principal Geologist with the Redlands Office of SECOR International. "We have many drilling firms trying to provide direct push services with Geoprobe® equipment to us in southern California, but we have found none of them can consistently compete with the quality and response we receive from CoreProbe." Geologist Brian Viggiano, also with the SECOR office in Redlands added, "We continue to use CoreProbe ... because they have continually offered a high level of technical expertise, quality equipment, and well-trained and efficient employees at competitive prices."

Stewart and Hamid agree that they look to Geoprobe® Systems for many of the same qualities they provide their customers. "We know that Geoprobe® Systems manufactures a quality product," Stewart said, "and that we can rely on them to be responsive to our needs. We also like the flexibility that comes when determining what options to add to our machines."

CoreProbe just purchased their fifth Geoprobe® direct push machine, a Model 6610DT, in August. "We knew when we first saw a Geoprobe® machine demonstration," Stewart said, "it would change the way we did business. We knew there had to be a better way than hand augering!"

Geraldo Villarreal, a Geoprobe® machine operator for CoreProbe, is especially sold on the Dual Tube Soil Sampling System. According to Stewart, Jerry and the dual tube system are real workhorses! "Jerry has become so good working with the dual tube system, operating it so well, he about puts us out of business getting the work done so efficiently!" Even using the Model 540M, the CoreProbe team has pushed the dual tube system to 70 feet at 80 different sample locations during a 10-day project.

Stewart and Hamid became sold on Geoprobe® machines and products several years ago. Their relationship began as childhood friends, growing up in the same southern California community. They briefly lost track of each other after graduation, but met up again in the Geology Department at Cal State – Los Angeles. With backgrounds in consulting geology and engineering, they teamed up after college to forge a business partnership. In 1994, they mortgaged their homes to purchase Drilling International (the name was changed to CoreProbe International in 1995). Then they saw the Geoprobe® machine demonstration and the rest is history.

These lifelong friends, who have spent so much time together, work like true team members. They've extended their customer philosophy of integrity and honesty to each other, and their success shows it. They've fostered a company-wide work ethic that places the needs of the customer first. The underlying message they want their customers to know is "we do good, honest work at a reasonable price."



Hamid Khorzani and Stewart Graham

Part of the Core Probe fleet of Geoprobe® machines (top to bottom): Model 6610DT, Model 5410, and Model 540MT.



Core Probe International, Inc. (CPI) is an experienced, fully insured, competitive company offering complete direct push services using Geoprobe® machines and equipment throughout southern California and other selected western states.



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Stewart Graham had a "meeting" with a 426-pound Mako shark which nearly ended his partnership with Hamid Khorzani. Read about this meeting at www.geoprobe.com.

Team Geoprobe Celebrates New Patent and PE License

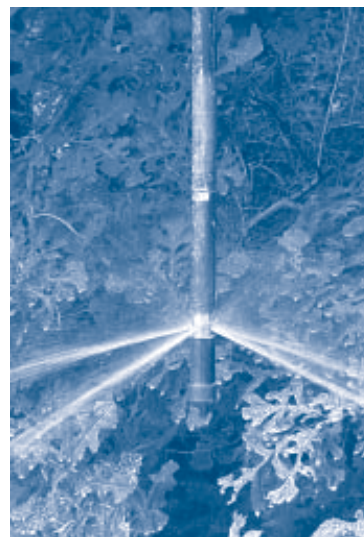
Mike Carlin, Project Engineer at Geoprobe® Systems, announces the arrival of the patent for the Pressure-Activated Injection Probe from the U.S. Patent and Trademark Office.

The Pressure-Activated Injection Probe allows for either top-down or bottom-up injection of remediation materials when using any Geoprobe® grout or injection machine. The probe allows for materials to be injected laterally into the subsurface. Unlike conventional injection methods, this probe ensures accurate placement of the material into the intended injection interval. A key feature of this probe is that it acts as a backflow preventer, keeping injection material IN the ground and not ON the ground! The probe is available for use with 1.5 in. probe rods (21479) and with 1.25 in. probe rods (18735). Need to know more? Call us at 1-800-436-7762 for details.



Mike Carlin, Project Engineer

Manufactured under U.S. Patent 6604579



This backyard demonstration shows how the Pressure Activated Injection Probe laterally injects materials (including powdered milk!) into the subsurface.

Nathan Lee, P.E., Project Engineer



Nathan Lee, Project Engineer at Geoprobe® Systems since 1998, has earned his Kansas Professional Engineers license (17492) by passing the 8-hour NCEES (National Council of Examiners for Engineering and Surveying) exam. Nathan graduated from Kansas State University with a BS in Mechanical Engineering in 1998. Nathan's work list has included the development of DT21 liners with integrated core catchers; the DT21 liner grooving tool; prepacked screen monitoring wells; SP16 groundwater samplers; and teaching his 2-year-old son, Payton, the names of car parts, hand tools and power tools!