

Focus On Solutions

A Terex Roadbuilding Parts & Service Publication

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Dale Jones Leads the Terex Roadbuilding Team

In our inaugural issue, Terex Roadbuilding President – Chris Ragot – conveyed his goals for the company as we move forward with “one face” to our customers and distributors. One such goal is to build a superior communications foundation that keeps everyone informed on the ever-changing marketplace – a foundation that will enable us to quickly implement effective and productive solutions. Ragot’s vision and goals will be achieved with his recent appointment of Dales Jones to VP & General Manager of Terex Roadbuilding.

“We must stay focused on our strategy of continuous improvement and outstanding customer service. Empowered employees and outstanding communications both internally and externally will be essential.” — Dale Jones, Terex Roadbuilding VP & GM



Jones’ strength, leadership, and growth of the Concrete Group over the past two years have proven him worthy of leading the entire Terex Roadbuilding Division. Both Jones and Ragot’s vision for the company parallel each other, and together with Jones’ unique style of

Photo top and photo left – Dales Jones addresses the employees at a recent employee communications meeting followed by an employee appreciation lunch.

management, communication, and drive for customer excellence, will complement our strategy and focus on the asphalt and concrete markets.

Jones brings over 17 years of experience in designing, manufacturing and marketing products in the heavy equipment industry. He has experience in a variety of business aspects including manufacturing, engineering, finance, sales, marketing, and product development.

With Jones’ positive energy, resilience, team ethics, and passion for continuous improvement, the future growth and long-term success of Terex Roadbuilding is inevitable.

Season's
Greetings

A World of Thanks for Your Business
from Everyone at Terex Roadbuilding



TEREX
Roadbuilding

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Our Parts and Service commitment is to make Terex Roadbuilding equipment the most reliable and productive in the industry.

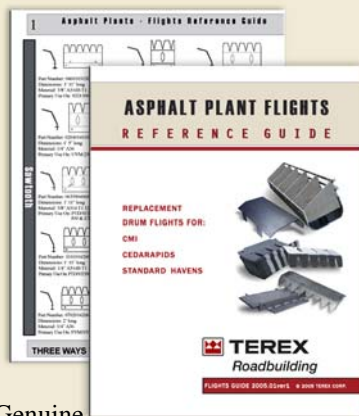
Parts & Serv

Reference Guides Make Ordering Easy

An Asphalt Plant Drum Flights Reference Guide is now available from Terex Roadbuilding. The guide is categorized by type (e.g., sawtooth, paddle, spiral, etc.), and features 175 line drawing illustrations of our most requested drum flights with their corresponding part numbers and descriptions. While the guide does not include every flight available used in Terex CMI, Cedarapids, Standard Havens, and other comparable applications, updates will be made periodically to capture those drum flights that generate demand, and flights for older production equipment. Having the advantage and ability to reference drum flight parts helps to:

- provide quicker service
- order the right part for the right job
- avoid unnecessary downtime by using Genuine OEM parts

Genuine OEM parts are made to plant specifications so you can be assured that your dollar will go further than with a part from a will-fitter. ****Look for our Asphalt Plant Drag Flights Reference Guide coming in 2006****



Coming Soon



Another reference guide to look for in the next few months is our full-color Asphalt Plant Parts Reference Guide. There is no cost for these guides. You can order any of these guides via phone, fax, or email. Be sure to provide your complete contact and mailing information.

Focus On... Lean Manufacturing

From philosophy to practicality, Trent Thomas has turned around Terex Roadbuilding's manufacturing process by using techniques that help set us apart from the competition. And when it comes to lean manufacturing, Trent's background and experience affords Terex the



Trent Thomas - Director of Operations
tthomas@terexrb.com

competitive advantage by using a manufacturing process that produces a better product, faster than our competition. Trent is process-oriented, considers himself a "change agent", and is dedicated to improvement and change. The key element of our process in place today is *time*. "Whether it's building a product, servicing a customer, or dealing with paperwork – it is all part of a process we can do faster and better because *time* is now our competitive advantage," Trent stated.

With lean manufacturing techniques instituted in the Oklahoma City facility, the lead-time building a machine on the RS line has gone from approximately six months down to three weeks. These techniques, known as pull manufacturing with a moving line, move the machine from one stage to the next so that cycles can be completed within a three-week lead time. That's a *time* reduction of 88 percent.

AFTERMARKET CUSTOMER SUPPORT CELL

Taking the principles of lean manufacturing a step further to better serve the customer, a special manufacturing area was developed within the plant specifically to serve customer machine-down situations. This customer support area supports all product lines for concrete, asphalt and Trashmaster equipment, and:

- is separate from the production of equipment, therefore does not interrupt machine production,
- provides a shorter lead time and a faster response to the customer,
- provides a better quality product while maintaining or lowering production cost without sacrificing quality.

ice Solutions

Trashmaster Landfill Compactors



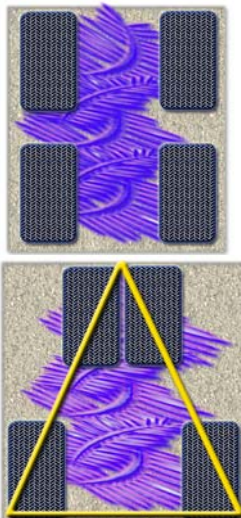
Every day, each individual generates 4.3 pounds of trash, contributing to a \$43

billion landfill industry. With a 75 percent drop in available landfill sites over the past 17 years from 8,000 to 2,000 due to stricter environmental regulations, landfill compactor equipment has to be more efficient, reliable, productive, and durable to operate 24/7. Trashmaster has a history and design that dates back over 30 years, and its two current product lines, the 3-75E and the 3-90E, have been in production for three years under the Terex name.

A key element that sets Trashmaster apart from the competition is the wheel design. Competitors use a loader design of four steel wheels spaced apart in a way that leaves significant gaps between the wheels. This design requires more passes, consumes more fuel, and takes more time to get the job done.

The Trashmaster's unique 3-point roller wheel design has no significant gaps between the wheel bases, covers the full width of the trash, thereby compacting more material in less time and fewer passes.

Trashmaster has made a commitment to the industry with improved parts availability and a rate fill that has jumped to 95 percent, as well as improved dealer services and support with dedicated service trucks, sales coordinators, and trained distributors. Over 100 end-users and dealer service personnel have recently attended our hands-on service training school, and increased communications include timely updates and notifications via email and newsletters.



Registration Open for 2006 Product Training

Terex Roadbuilding's 2006 Product Training School Course Catalog is now available. The catalog outlines our full offering of product training sessions for the industry's broadest line of asphalt and concrete equipment in preparing, paving, maintaining and reclaiming roads and bridges. The curriculum covers Terex branded products that include:

Terex | Advance Terex | Cedarapids
Terex | CMI Terex | Johnson-Ross
Bid-Well, A Terex Company



When you attend Terex Roadbuilding University,

you can be assured of the training curriculum's consistency from one campus to another. Each of the 23 courses offered at the four campuses lead to a Certificate of Completion in the areas of set-up,

operation, maintenance, and troubleshooting equipment.

Visit www.terexrb.com and click on the **Training** tab, then follow the **TRU** link to Terex Roadbuilding University where you can download course descriptions, learn more about the instructors teaching the courses, register online, or find the contact information for the appropriate campus offering the course or courses you wish to attend.

For more information about course offerings, fax or phone registration, course fees and cancellation policy, or to obtain a course catalog by mail, contact our training coordinator at (888) 837-3972 ext. 2031, Monday through Friday, between 8AM and 5PM CST. Classes are limited. Registration is available on a first come, first serve basis.

Tools & News

Protect Your Investment With Genuine OEM Parts

The best way to protect your investment and keep costs down is to use genuine Terex OEM parts. Terex parts are manufactured to the exact specifications of your equipment to keep your machine running like new. Our engineers choose materials and component designs based on the way each part interacts with another and the entire system, in order to maximize overall performance while giving you the lowest total cost of ownership.

Will-fit / look-alike suppliers will tell you their parts are just as good, but our rigorous machine testing proves why they're not. When a supplier

competes primarily on price, they have to cut corners anywhere they can. Will-fit suppliers do not take into consideration how their parts affect other system



components on your equipment, nor do they focus on improving system reliability and improving long-term value. So a lower priced, will-fit part is no bargain if you have to replace it more often, compromise the

performance of other components, or even risk the machine itself.

Common problems with look-alike parts include poor fit, possible safety issues, poor performance, and potential damage.

And when you rely solely on the low cost of will-fit, look-alike parts, you increase your risk of downtime, costly repairs, and the potential for an unsafe operation.

When should cost be a factor? Consider how long the part will last and what kind of performance will it provide. A deal is not a deal if a part only looks like an OEM, but does not perform like one, or fails to improve your equipment's reliability. With Terex genuine OEM parts, you are assured of getting the highest quality parts to keep your machines performing at the highest level, and achieving the lowest total cost of ownership.

Lockout - Tagout Kit



For safety on the job, this Lockout - Tagout Kit, together with its bright red carrying case constructed of durable heavyweight plastic, contains:

- 5 distinctive color-coded locks with keys
- 5 lockout HASP 1 1/2" clamps
- 10 plastic seals
- 10 danger / warning tags with both English and Spanish

The kit also contains five *Lockout for*



PART NUMBER: 22-460000409

Safety on the Job booklets with a "Test Your Knowledge" quiz included on the back cover.

Magnetic Base Lamp



PART NUMBER: 544090024000

When you need a light with pinpoint accuracy, extend night-time operations and don't have a portable light set with you, or when you just need extra light anytime - anywhere, look to Terex to provide you with professional, on-the-job tools. This magnetic base, sealed beam lamp is portable, adjustable, movable and ideal for night work. It features the on/off switch on top of the lamp for easier access, and a mil spec plug for increased durability and better connectivity than standard plugs. Great for use on Trimmers, Profilers, and around asphalt plants.



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