



**G R E A T   C O M P A N I E S   A R E**

**B U I L T   O N   G R E A T   P R O D U C T S**



“ ”

# A Dynamic Business Opportunity !!

## Terex Finlay is seeking new distributors for its established Crushing and Screening equipment business.

This booklet summarises our company, our portfolio of products and services, and the level of support and assistance we can offer new distributors wishing to get involved in the mobile crushing and screening industry.

### A Dynamic Opportunity

For over 65 years Terex Finlay products have been working in a wide range of applications across the world. An installed base of over 10000 machines operate throughout the Globe, creating an immediate business opportunity to provide additional machine sales and local parts and service support to our customers. The exceptionally strong reputation of our products has helped to drive growth within both existing and emerging markets. This represents an excellent opportunity to participate in a thriving and dynamic business.

### A Foundation of Strength

Terex Finlay was founded in 1958 and is a recognised global pioneer in the manufacture of mobile crushing and screening equipment for the construction and mining industries. Our comprehensive range of products are established within the quarrying, mining, construction, demolition and recycling industries. Our parent company, Terex Corporation, is a global manufacturer of a diverse range of equipment for the construction, infrastructure, extraction, shipping, transportation, public service and industrial segments.

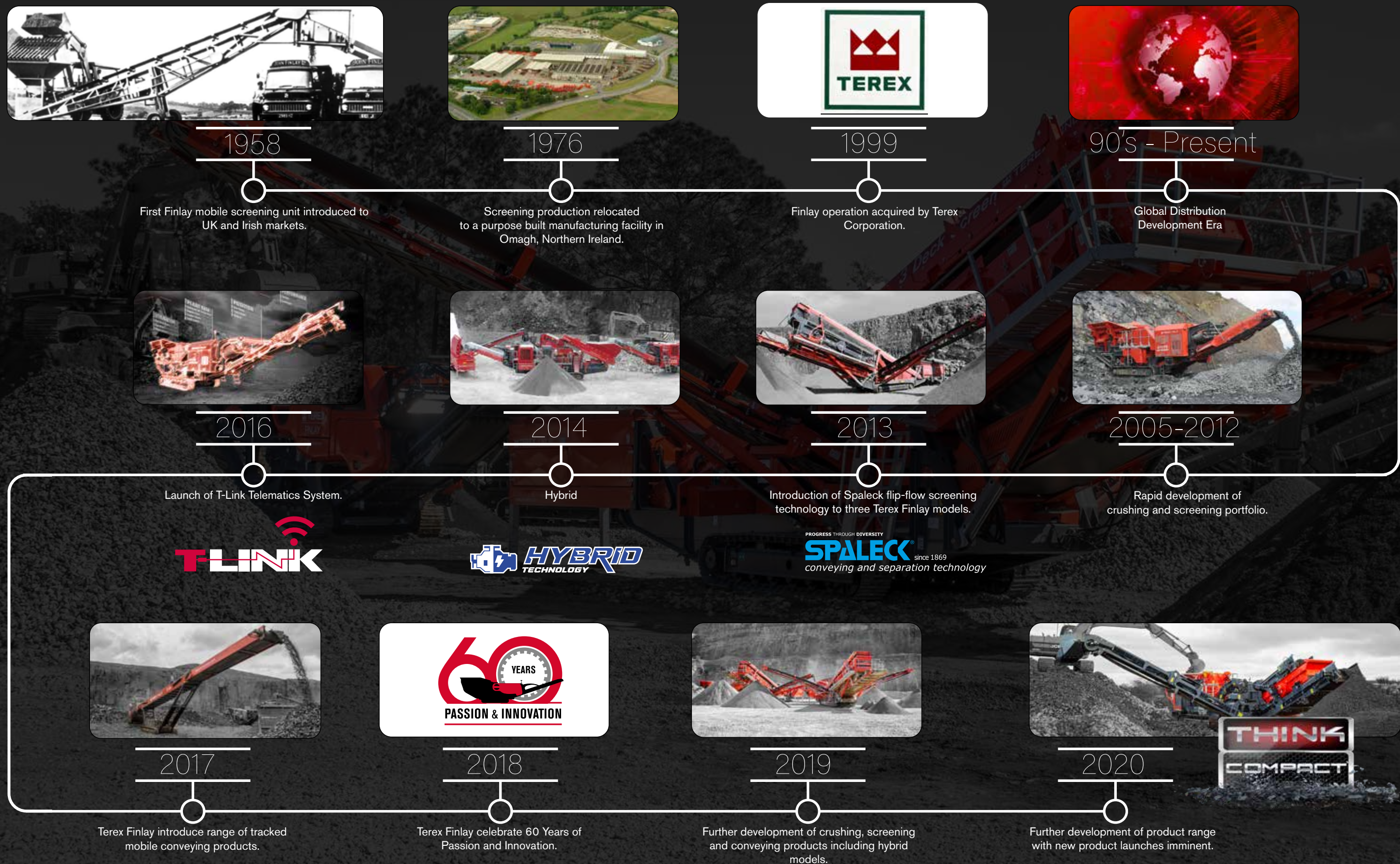
## Terex Finlay. Working for you:

At Terex Finlay we work hard to create a strong global brand that is recognised and respected throughout the capital equipment industry. We are driven by our mission to delight our end users with value added offerings that exceed their current and future needs.



We strive to deliver products that are safe, reliable and cost effective. Our equipment provides real value that is backed up with a knowledgeable and dedicated team of professionals. From customer service to engineering, manufacturing to marketing, we are strengthening a brand that our equipment distributors will be proud to represent and grow with for years to come.









Terex Finlay. Our business is growing your business:

Terex Finlay is in the business of helping you grow. Ultimately your success will be our success. We understand and provide our distributors with relevant solutions for end user applications. With industry leading levels of productivity, efficiency, ease of maintenance and inbuilt operational and safety features, our proven range of equipment is designed to maximize our customers return on investment.



#### What it means to you:

The competitive advantage is clear: by having Terex Finlay behind you, your business will deliver on what customers really want and need. We'll help you to obtain and provide:

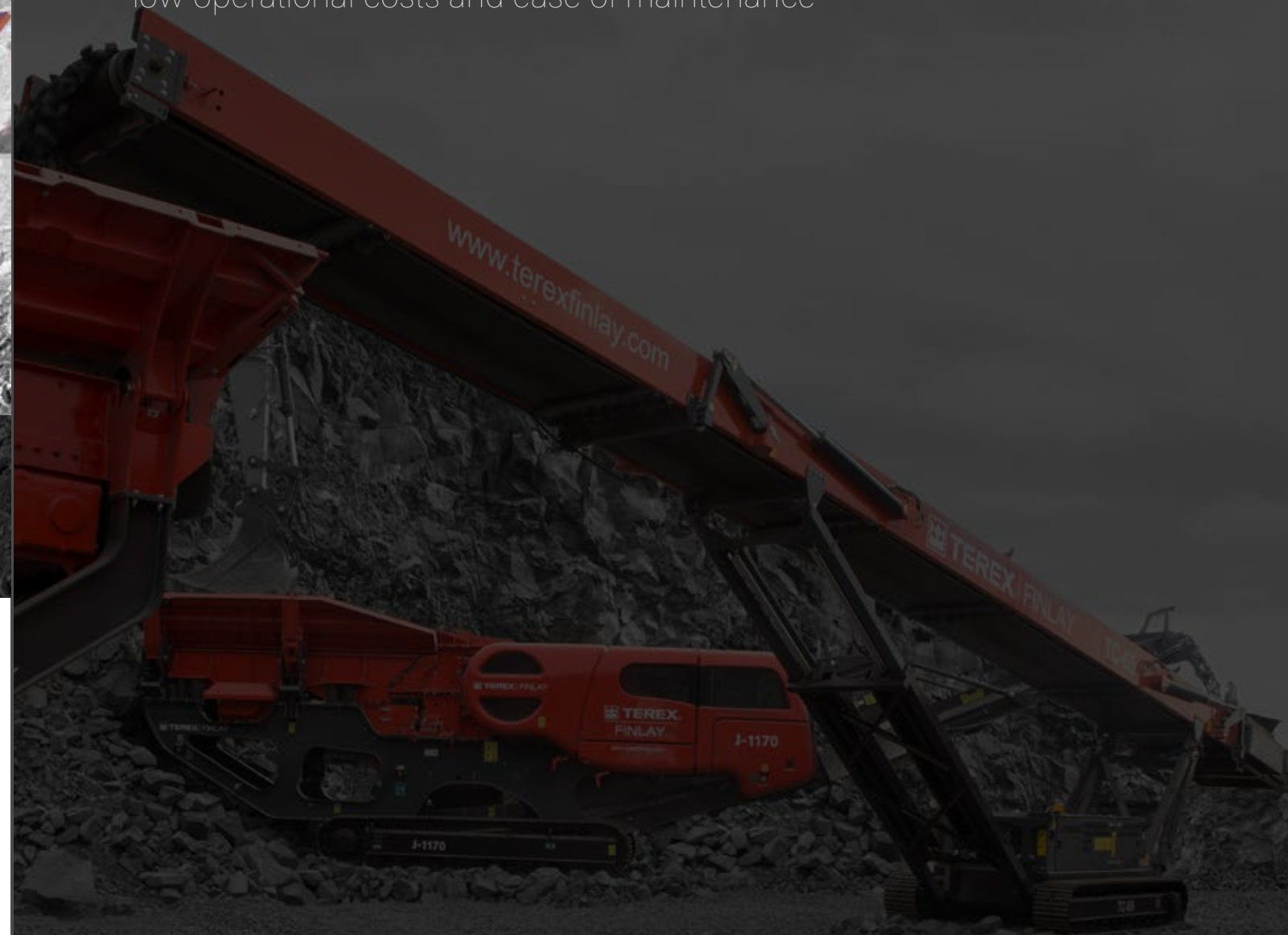
- The ability to support, retain and win new customers – with fast access to parts and technical solutions for service issues
- Clear, concise, effective customer centred operator and technician training

#### The Bottom Line:

You'll have the support you need to keep and to win more customers than your competitors.

# Terex Finlay Working for you!

Our range of machines are manufactured to provide efficient production, low operational costs and ease of maintenance



Terex Finlay products provide the features and benefits that customers want and need, to keep them working profitably.





Mention tracked mobile crushers and screens to experienced industry professionals and Terex Finlay is sure to be named as one of the chief innovators today. Because no project is the same, we manufacture a broad range of high quality, innovative equipment to meet the application requirements of most customers.

### Jaw Crusher

The Terex Finlay range of jaw crushers are designed to meet the toughest demands of most primary crushing applications. Impressive power, reliability and performance characteristics all mean they are renowned for the reduction and sizing of aggregates for construction and recycling material.

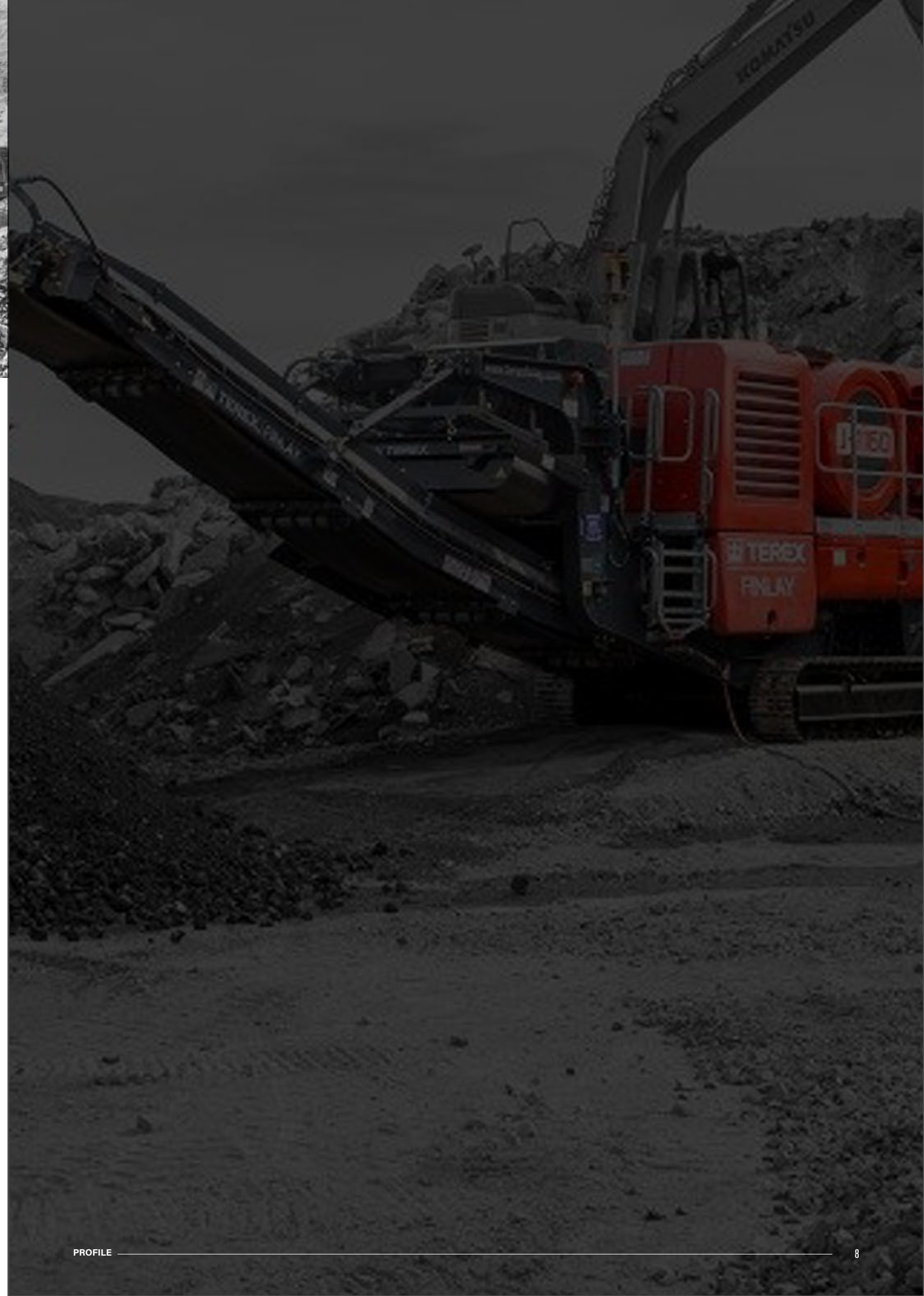


### Impact Crusher

Terex Finlay tracked mobile impact crushers are renowned for their versatility and capabilities in the reduction and sizing of soft to medium natural granite and limestone and non-abrasive materials as well as recycling construction demolition waste. The Finlay range of impact crushers are ideal for producing a quality end product where grain shape, distribution and consistency is paramount.

### Cone Crusher

Terex Finlay cone crushers are renowned for their capabilities in crushing mid-hard ores and rocks. The Finlay range of cone crushers provide flexibility, high rates of productivity and excellent product shape in secondary and tertiary applications.







## Heavy Duty Screens

The Terex Finlay range of tracked heavy duty screens are versatile and efficient machines that can be operated in a wide range of primary and secondary screening applications. This range of machines offer operators great flexibility with the capability to select from a range of media options including abrasion resistant punched plate, bofor bars, tines and a selection of heavy duty mesh sizes.

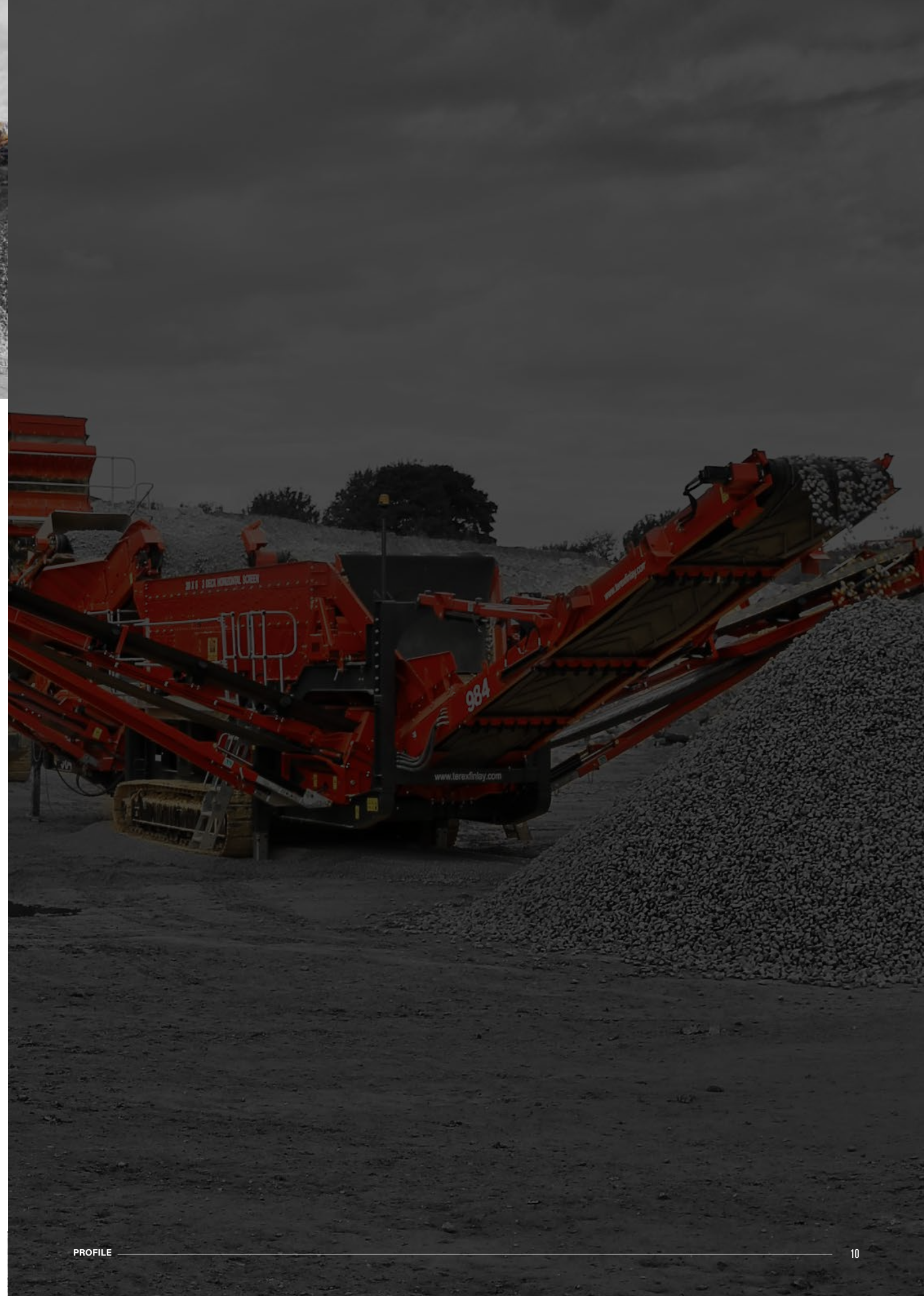
## Horizontal Screen & Heavy Duty Grid

The Terex Finlay 984 horizontal screen is a high capacity, robust machine for primary and secondary screening applications. This machine is ideal for handling large volumes of materials in quarrying, mining and recycling applications. The Terex Finlay 595 heavy duty mobile scalper is a versatile and compact machine that can be used for primary screening and recycling applications on restricted work sites where space is at a premium.



## Inclined Screens

The 6 Series range of Finlay tracked inclined screens are versatile, high capacity, robust and durable machines that can be operated in a wide range of primary and secondary screening applications. The 6 Series range incorporates three-way and four-way split screeners that are equally suitable for processing and sizing aggregates, minerals and recycling applications.





## Conveyor

Terex® Finlay Conveyors have been developed as a comprehensive range of robust, reliable and efficient bulk material handling and stockpiling solutions. The range is comprised of Tracked Mobile Conveyors, High and Low Level Feeders, Radial and Telescopic Stockpilers. Each of our Conveyors provides mobility and flexibility in a wide range of free flowing bulk material applications including aggregates, ores, coal, wood chips, pellets, fertilizers, grains and truck loading. Each model has been designed for moving or stockpiling material efficiently and productively whilst minimizing operator and other associated on-site costs.



## Hybrid

Terex Finlay offer a comprehensive line up of hybrid crushers, screeners and conveyors that can be electrically driven allowing the operator to power their machines using mains electricity supply where available. For versatility and flexibility the machines can also be powered by on-board diesel engine or gen-set for sites that do not have available direct mains power source infrastructure. When working in a crushing and screening train the hybrid screeners can be connected to upstream or downstream hybrid crushers that generate sufficient electricity to power the screeners providing significant cost savings.



DIESEL



PERFORMANCE



ELECTRIC

We will work with you to build  
relationships in your market







## GROW WITH TEREX FINLAY

There are many compelling factors that will support, sustain and strengthen your future as a Terex® Finlay distributor. Here are just a few:

### Flexible Finance For Dealers and Customers

#### - Financial solutions made easy:

Terex Financial Services are able to offer finance solutions to our customers.

Our team of finance professionals know the importance of working closely with customers to understand their unique business challenges as well as their financial goals and requirements. Obtaining financing is often a time-consuming task, so we work hard to provide a reliable, flexible and responsive service.



### A Respected Brand

#### - A proven door opener:

The Terex® Finlay brand will give your business credibility in the crushing and screening arena as it has done time and time again, with other new distributors.

### Team Work

#### - Great relationships built on superior service:

From our team through to your business and right down to your customer's operation, we'll help you build relationships and success by helping you become a trusted partner resource for Terex® Finlay equipment, service and support.

### A Real Going Concern

#### - With Multiple immediate Profit Centres:

- Enjoy the immediate benefits of all of the following:
- New equipment sales to a variety of end user segments – owner /operators, contractors, national, multinational and corporate companies.
- Used equipment sales to an expanding local market.
- Short or Long term rentals contracts.
- Substantial Parts sales to an existing fleet of working units.
- Technical and Service support to new and used equipment.







# WE GIVE YOU THE TOOLS TO SUCCEED

**Terex Finlay doesn't just promise you opportunities – we provide the tools and guidance with which to maximize the opportunities. We believe in innovation in every aspect of our business, from the products we bring to market but just as importantly in how we bring them to market. We recognise that our distributors are the key to our continued success; more than that, as a Terex Finlay dealer you become part of the Terex family. We offer every support in helping you become the market leader in your territory giving you access to the best equipment, the best people and the best resources in the industry.**

## A Comprehensive Business Plan

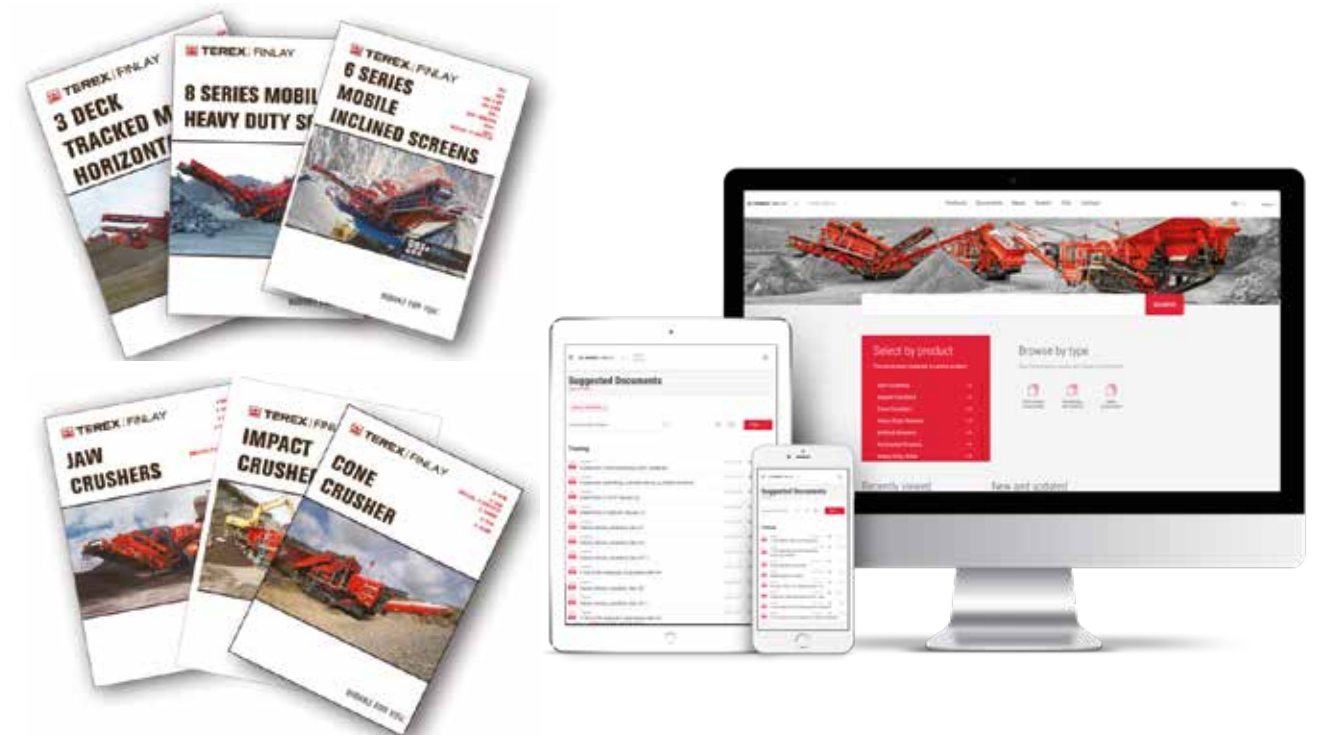
Your Terex Finlay journey starts with the development of your business plan. We will work with you to build solid and aggressive action plans, tailor our support to your individual market and needs, deliver the most appropriate training and sales tools, as well as program focused and productive market visits with your team members and customers.

With global experience spanning decades our team are on hand to help understand and develop the full potential of mobile crushing and screening in your market. When we couple this with your local knowledge and customer base we have a true recipe for success.

## Dedicated Sales, Service & Support

We believe that rapid-response, qualified, and effective support is crucial in meeting end user needs and to developing long term client relationships. This starts before the sale, with accurate and timely guidance and technical advice. Full appraisal and understanding of project needs and expectations followed by comprehensive system and project planning, installation and after sales support from our dealer network: local experts, local parts availability, local care.

All this backed by Terex Finlay at an international level through our regional teams and ultimately from our Northern Ireland headquarters.



## Training & Sales Tools

From our exclusive dealer web portal offering up to date sales and technical resources, our dealer app giving portable and instant access to a wide range of sales tools, and our use of benchmark platforms including Aggflow and Visio, Terex Finlay is dedicated to making your sales process as efficient and professional as our equipment.

One to one sales training is carried out on an ongoing basis at our headquarters and locally with your team to ensure that you are the established crushing and screening experts in your territory.



## Dedicated Sales, Marketing Tools

Terex Finlay distributors enjoy significant marketing assistance and co-operation in delivering industry leading marketing initiatives, from print and online advertising to exhibition and conference attendance and our extremely effective demonstrations and open days. Our ongoing and consistent programme of press releases, case studies and advertising ensures widespread recognition of the Terex Finlay brand, underlining our market position and driving inward enquiries.

We have an unrivalled suite of marketing collateral available in multiple languages. All of which can be accessed from our online dealer portal and our industry leading dealer app. The Terex Finlay App is the one-stop-shop for the Terex Finlay dealer network. Available on the iPad, the app is a comprehensive and in depth tool that puts all our marketing collateral for our equipment at your finger tips.





HAVE YOU GOT IT – And got what it takes to succeed?

**We are looking for full-line distributors:**

- Who are passionate about developing and growing their business with us.
- Who can provide our customers with unmatched levels of technical and solutions based advice.
- Who are well capitalized, with strong financial resources and strong leadership team.
- Who understand the importance of operating their own crushing and screening rental fleet and have the knowledge and know how to maximise this potential profit stream.
- Who have, or can develop a professional organisation with well trained, qualified personnel.
- With a culture that understands that Customer Satisfaction is the key to long term success.



If you feel your company meets the above criteria, and you are interested in pursuing this opportunity, please contact [sales@terexfinlay.com](mailto:sales@terexfinlay.com) providing relevant background on your company. All enquiries will be treated in confidence.

“  
Take this opportunity and  
turn it into a reality  
”



