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E-mail: [Erwann.Maillot@terex.com](mailto:Erwann.Maillot@terex.com)**TEREX CRANES APPOINTS SCHRÖDER, NATARAJAN AS GLOBAL PRODUCT MANAGERS**

**ZWEIBRÜCKEN, Germany**, October 4<sup>th</sup>, 2016 – Terex Cranes announces the appointment of Frank Schröder as Director of Product Management, All Terrain Cranes and Suresh Natarajan as Director of Product Management, Rough Terrain Cranes. In these newly established positions, Schröder and Natarajan will lead the global product management teams in the development and execution of product line development and strategies, based primarily on feedback from customers and regional sales team members.

These key appointments are part of Terex Cranes' new product engineering, development and management approach. The strategy better aligns the company's resources toward a more efficient design and development process that fosters innovation, increases crane quality and reliability, and speeds up product development and introduction to the market.

"We have assembled a global product team for our four global crane product lines: All Terrains, Crawlers, Rough Terrains and Towers," explains Ken Lousberg, President of Terex Cranes. "These teams will work closely with our customers to ensure we develop products that benefit their current and future needs. At the same time, they will also work closely with our local engineering teams and new Engineering Competency Centers to ensure consistency in product design."

Terex Cranes will announce further positions in the course of the year.

Leading these efforts for Demag® All Terrain Cranes, Schröder has been with Terex Cranes for 16 years and has held various roles in the Zweibrücken manufacturing headquarters. He began his career with Terex in the engineering department and later moved to customer support, where he held multiple management positions and served as Director of Parts & Service for four years. Most recently Schröder was the Director of Commercial & Product Support Strategy, where he supported the segment's processes for improving and developing global sales and service.

Natarajan returns to Terex Cranes from a multinational crane equipment manufacturer to lead product development and strategy efforts globally for Terex® Rough Terrain Cranes. Natarajan

offers 8 years of experience in the crane industry and served as Director of Global Electrical Engineering prior to departing Terex in 2011. Before returning to Terex in early September, he served as Director of Global Engineering Services.

“Both Suresh and Frank offer a wealth of crane equipment engineering and development experience for Terex Cranes,” comments Harry Bussmann, Group Vice President, Global Engineering, Product Management and Marketing. “They are the right fit to lead our product management teams at the global level and advance our engineering expertise, responsiveness and excellence.”

For more information on the Terex Cranes, please follow this link: [www.terex.com/cranes](http://www.terex.com/cranes).

#### **About Terex**

Terex Corporation is a global manufacturer of lifting and material processing products and services delivering lifecycle solutions that maximize customer return on investment. Major Terex brands include Terex, Genie, Powerscreen and Demag. Terex solutions serve a broad range of industries, including construction, infrastructure, manufacturing, shipping, transportation, refining, energy, utilities, quarrying and mining. Terex offers financial products and services to assist in the acquisition of Terex equipment through Terex Financial Services. More information about Terex is available on its website: [www.Terex.com](http://www.Terex.com), and on its LinkedIn page -- [www.linkedin.com/company/terex](http://www.linkedin.com/company/terex) and Facebook page -- [www.facebook.com/TerexCorporation](http://www.facebook.com/TerexCorporation).



Frank Schröder and Suresh Natarajan