



News Release

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Terex Trainers Provide Excellent Instruction to Global Utilities Customers and Dealers

Watertown, S.D. – (September 15, 2016) – For 39 years, fleet managers, technicians, purchasing managers, and other office personnel have attended Terex Utilities’ annual Hands On Training Seminar. Described as “helpful, informative and detailed,” by one attendee, the event held August 21-23, 2017, provides customers and distributors with a better understanding of typical applications and proper use of Terex equipment.

“The intent is not to make participants qualified operators, but to provide people who don’t operate aerial devices or digger derricks on a day-to-day basis with a hands-on learning experience. We hope to make them more informed about the equipment,” said Ken Vlasman, Customer Service Manager, Terex Utilities “Whether it’s showing a purchasing manager the added value of optional equipment or giving a technician insight into how the equipment is used, Terex Utilities strives to be a strategic business partner for users; from the smallest municipality to the largest investor owned utility,” he added.

This year, 36 people from Australia, Chile, El Salvador, New Zealand, Trinidad, and the United States (including one from Hawaii), participated in equipment operation tasks at the company’s training headquarters. Those attending represented utility companies, utility co-ops, rental companies, and dealers.



“Instructors were knowledgeable and easy to learn from,” said one attendee. Over the course of three days participants rotated through 10 stations where they operated 17 pieces of Terex Commander digger derricks and Hi-Ranger aerial devices. Equipment included Commander 4000

and 6000 models, and TM Linesman, HRX Overcenter, and TCX Non-Overcenter models. In addition, the Hi-Ranger L17i, an articulating telescopic aerial device with swing arm was featured.

Activities supervised by Terex trainers represented actual job tasks, such as installing screw anchors, digging holes, and setting and tamping poles in place. To make the instruction fun, a friendly competition to demonstrate operator speed and accuracy involved moving a 5 gallon water-filled bucket through an obstacle course. The bucket was suspended from a line attached to the jib of an aerial device. "Every station throughout the three days sets participants up for the line building exercise that concludes the event. It's a favorite among participants," said Vlasman.

For more information about Terex products and services, as well as the company's training and certification schools, visit www.terex.com/utilities.

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, and on its LinkedIn page -- www.linkedin.com/company/terex and Facebook page -- www.facebook.com/TerexCorporation.

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