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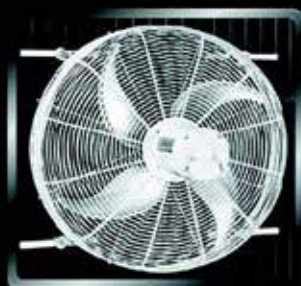
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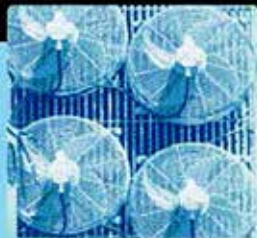
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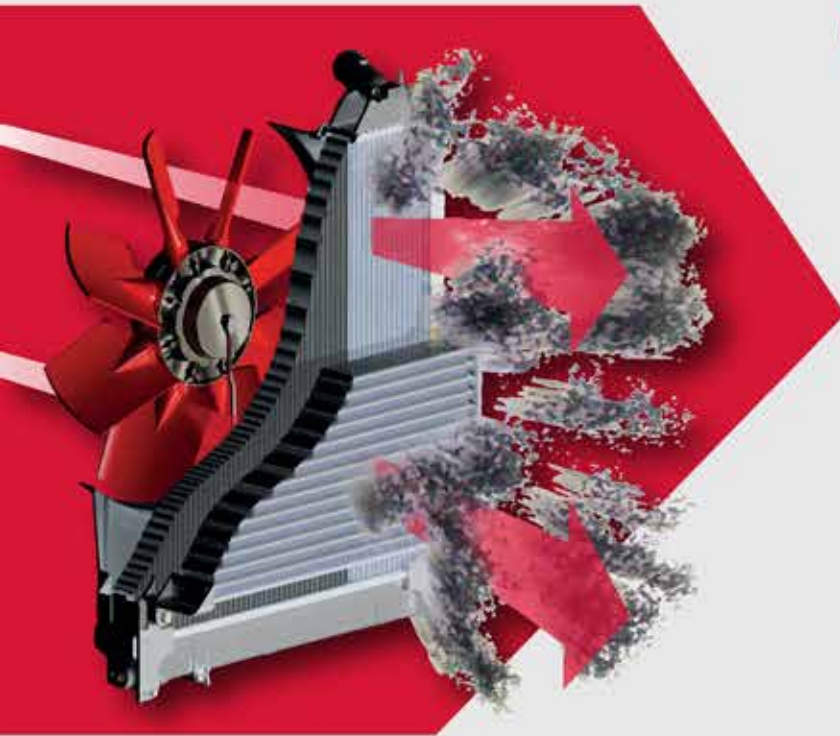
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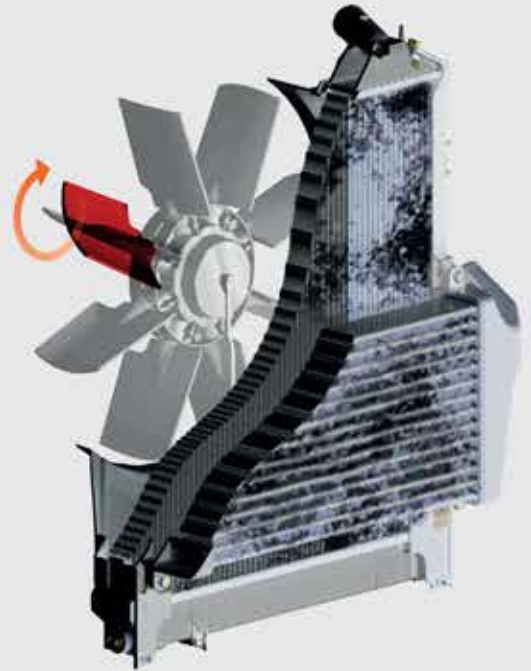
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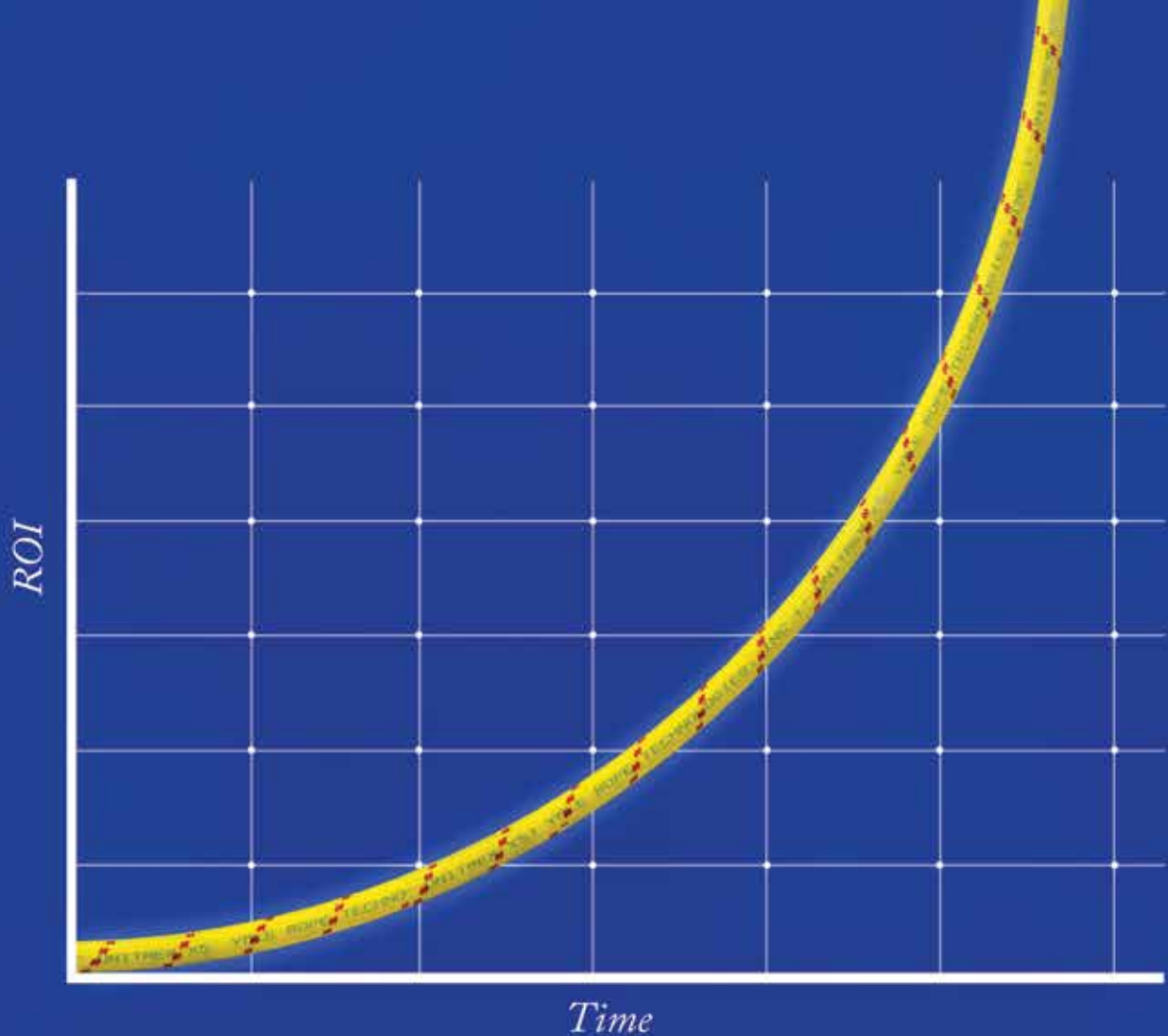
Central Contractors Service Moving to Expanded HQ

Alsip, Ill., location to be site of new 12-acre yard, centralized office and maintenance facilities

Midwest crane-powerhouse Central Contractors Service, a member of the ALL Family of Companies, is unifying its operations into a single, larger yard. The expansion provides a spacious 12 acres to contain a more modern logistics hub and operations department, a storage yard, and state-of-the-art offices and maintenance facilities. Already respected by contractors throughout the Chicago metropolitan area for its high-quality equipment and turnkey crane service, the consolidation will allow the branch to provide even more efficiency to its customers.

The larger yard was made possible when properties neighboring Central's four-acre Alsip, Illinois, yard came available for sale. The branch seized the opportunity because its operations had become spread over three separate sites.

Central was originally founded in Chicago in 1946 and has occupied its main headquarters in Crestwood, Illinois, three and a half miles from the Alsip yard, since 1995. The Crestwood location is surrounded by development and cannot be expanded. Consequently, over the years, Central began add-



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ing yards to its footprint. First, Alsip in 2004 for aerial lifts and boom trucks, then a Gary, Indiana, location for tower cranes in 2005.

"The three separate locations have worked well for us," said John Martello, general manager of Central Contractors Service. "But I'm looking forward to the operational efficiencies that will be afforded by the centralized facilities and yard. It should mean even faster, more responsive service for our customers."

A warehouse located at the new compound has already been converted into new space to house offices and dispatch services. "It's a very cool space," said Martello. "Very wide open with an industrial feel. I expect it to make communication among the team even easier than before, which will add speed to our problem-solving. It's all about passing on these efficiencies so customers see them reflected in their bottom lines."

Maintenance operations will remain at the Crestwood location in the short term, but construction will begin on new maintenance facilities in Alsip beginning in 2020. "It will be state of the art," said Martello. "We break ground in the spring and will be completed by next fall. At that time, all operations will be centralized here at the Alsip yard."

Martello says the new HQ couldn't have come at a better time. "We already have work being booked into 2020 and 2021. We're in the midst of another uptick in downtown high-rise construction, and wind farms have really taken off as well. Many other sectors remain strong and, as a result, we're busy as ever."

Central Contractors has—for generations—maintained a sterling reputation amongst contractors in Chicagoland for maintaining and delivering excellent people and equipment to job sites. Consolidating yards is expected to make the branch stronger at its core while expanding its regional influence.

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Discover Safe, Quick Pavement Drying at CONEXPO-CON/AGG 2020



Road Dryer's innovative pavement-drying units allow roadwork to commence after just one pass

Greenville, South-Carolina-based Road Dryer, LLC, will have its experts on hand in Silver Lot 3 Booth #S6509 during CONEXPO-CON/AGG, March 10-14, 2020, in Las Vegas, Nevada. Visitors will learn how the truck- or trailer-mounted Road Dryer RD-1200XT quickly dries asphalt and concrete pavement, allowing crews to pave or apply surface treatments or striping after just one pass. The unit, which blows heated air up to 400° F (204° C) directly downward through multiple nozzles, eliminates the risk of “flying objects,” and allows traffic to flow in nearby lanes — thus reducing congestion caused by traffic restrictions. The Road Dryer unit can be adjusted for drying widths of 8-ft to 12-ft (2.4m to 3.7m). Because it dries pavement on demand, it provides flexibility for contractors and government agencies to meet timetables by minimizing delays from weather- and project-related wet conditions. Road Dryer's booth will have an RD-1200XT on display for visitors to explore.

The Road Dryer unit provides safety benefits not possible with most widely used pavement drying methods. Traditional attempts at drying pavement for construction or maintenance work have typically involved the use of jet engine dryers, infrared heat, or portable blowers, combined with brooms and manual squeegees. Each of these methods has its own limitations and safety concerns, including the use of jet fuel, noise, melting pavement, danger from thrown rocks or other objects, and slow results. Because of this, traffic is often fully restricted from traveling on roads or runways where drying work is taking place. The Road Dryer eliminates all of these issues, as it swiftly and safely dries the pavement.



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The RD-1200XT preconditions the incoming air to remove moisture prior to heating and directing the heated air to the road, allowing faster drying time. The unit will not harm asphalt, as the flow of drying air does not exceed 400° F.

Weather is not the only cause of wet pavement. Milling processes also use water to cool grinder teeth, leaving the road surface wet and unsuitable for paving until dry. The Road Dryer can follow behind a milling machine and immediately dry the pavement for resurfacing. Because the pavement is typically ready for paving or surfacing within an hour, it allows for increased throughput by several road miles per shift. For striping operations, hydro-blasting leaves the road surface wet, and it must be dried be-

fore new paint may be sprayed.

With a Road Dryer RD-1200 following the hydro-blaster to dry the surface, a paint sprayer may be run immediately behind the Road Dryer unit, to paint or repaint lines.

Road Dryer, LLC, brings innovative technology to the paving industry, providing contractors and government agencies with efficient, safe, time-saving options. The ability to dry paving surfaces on demand provides unprecedented flexibility in meeting budgets and timetables by minimizing delays caused by wet conditions or processes. With corporate offices in Greenville, South Carolina, a manufacturing facility in Palm City, Florida, and a growing dealer network, Road Dryer provides equipment sales and leasing throughout North America and around the world. The company can provide onsite training for crews. For more information, contact Road Dryer at +1 864-272-2988, email info@roaddryer.com, or visit www.roaddryer.com.

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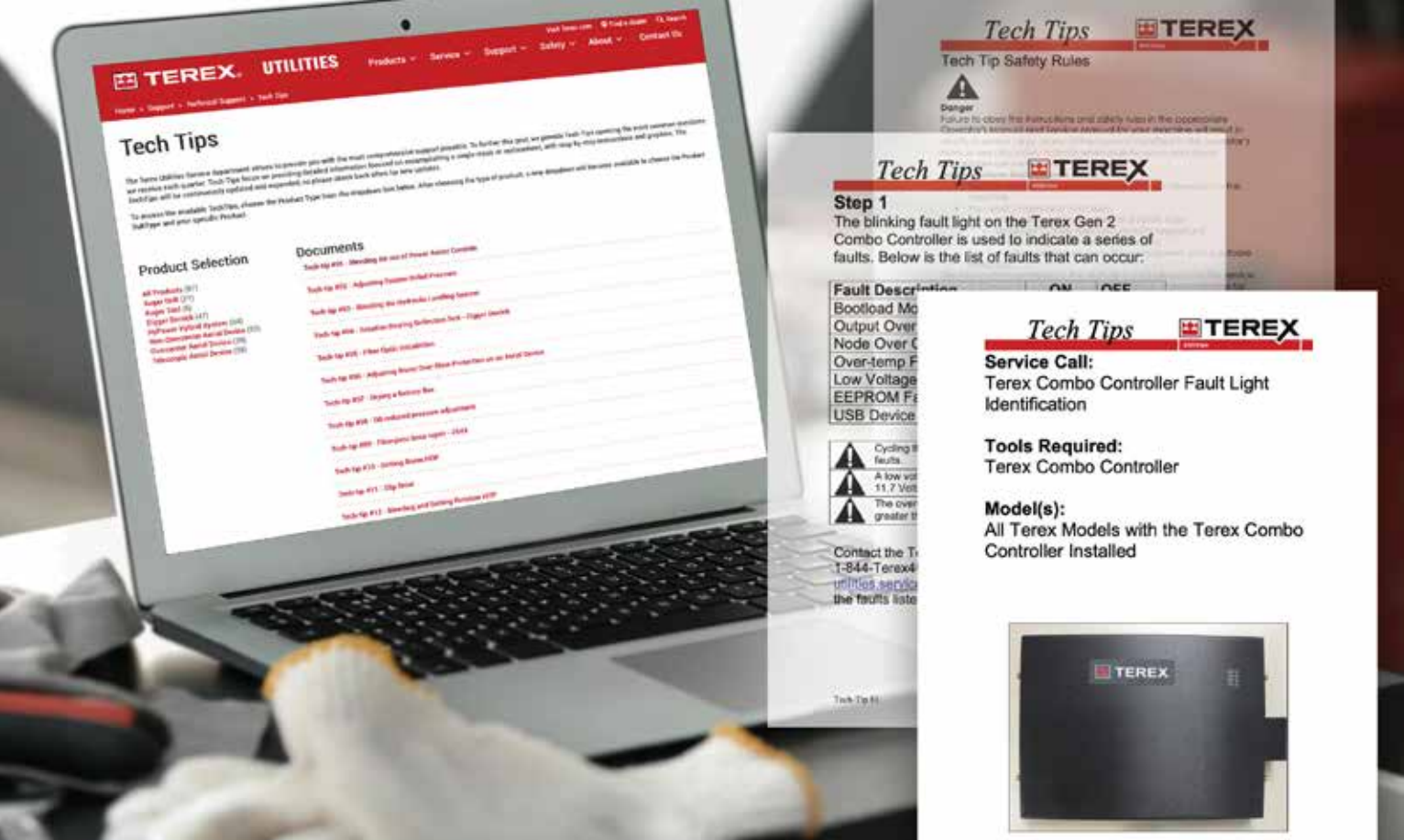
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Technical Service and Support Tools Deliver Uptime Solutions for Service Personnel

In 2019, Terex Utilities released or updated more than 50 Tech Tips and service presentations. “Terex equipment has a reputation for long life. Over the course of that in-service life, we strive to partner with fleet managers and maintenance personnel to provide professional resources to make their jobs easier,” said Jason Julius, Technical Support and Training.

Some Tech Tips are applicable to specific Terex digger derricks, aerial devices, or auger drills, while others address frequently asked questions or common challenges faced by customers. “We know that up-time matters. These documents are great tools for service personnel,” said Julius. These are just a few of the topics Terex Utilities covered in 2019.

The Hi-Ranger TM Series is a heavy-duty transmission aerial device used by line crews, offering working heights to 125 ft., basket capacities of up to 800 lbs., and material handling capacities of 1,500 lbs. Three of the new Tech Tips released in 2019 provide practical troubleshooting assistance in addition to manuals. Tech Tip #57 explains how to use the manual letdown system; Tech Tip #82 provide guidance on how to set zero on the TM Leveling Control-

ler; and Tech Tip #77 assists in evaluating the cause of top controls not working.

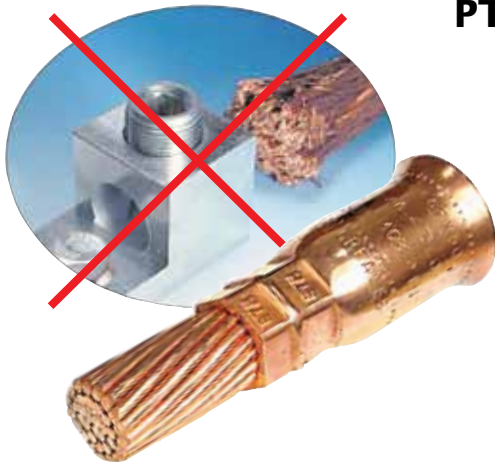
Load Alert, Terex Utilities’ aerial device technology for monitoring jib and platform capacity and boom position, was updated in 2019 with new screen notifications for the operator. Two Tech Tips (#118 and #119) explain what to do if sensor communication is lost or inaccurate. “Sometimes the solution is as simple as replacing a low battery or cleaning fiber optic connectors,” said Julius.

Terex’s evolving chassis controller systems interfaces between Terex equipment and the OEM chassis computer system for DC pump control, throttle control, and remote stop/start. If service personnel need help with programming or want to refer to an easy cheat sheet of fault codes, Tech Tips #78 and #81 are useful.

These and other technical support documents are available online at the Technical Support tab at www.terex.com/utilities, or users can sign up to receive email notifications at <https://www.terex.com/utilities/en/links/preferences> •

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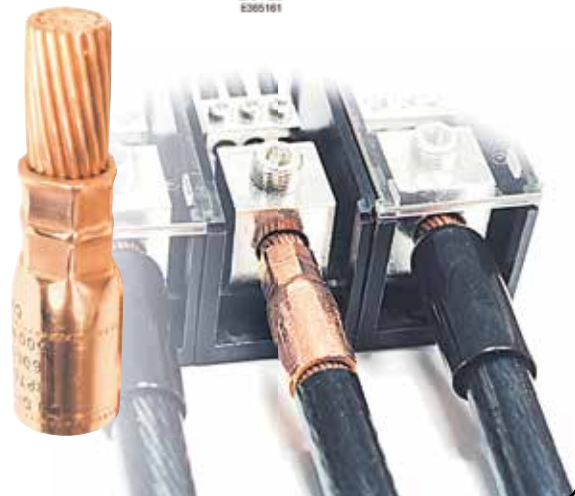
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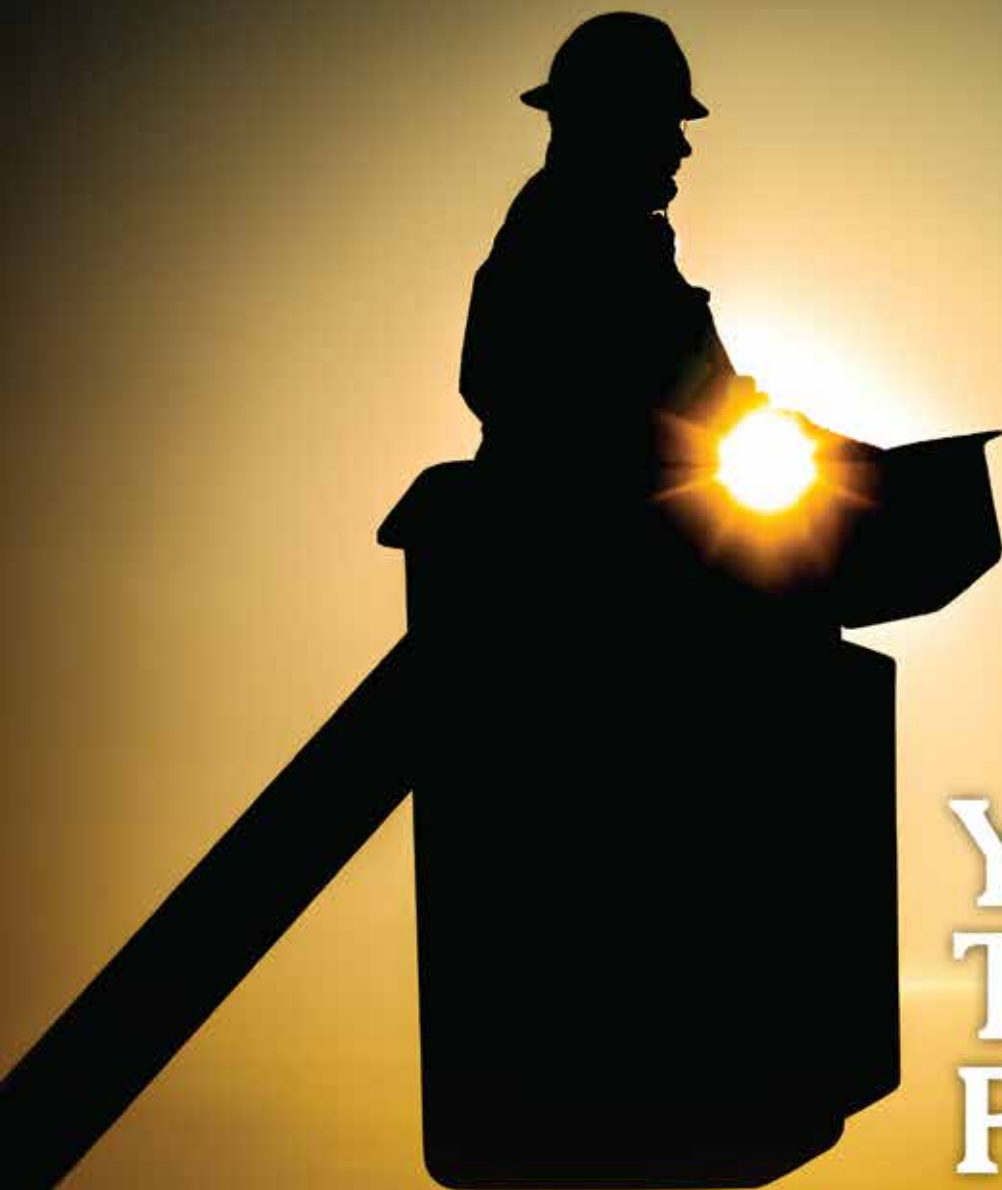


Process Heating Company at CONEXPO-CON/AGG 2020:

A View from the Inside: New Animated Videos Show Visitors How One Simple Component Can Benefit Their Asphalt and Contracting Operations

Visitors at CONEXPO-CON/AGG 2020, March 10-14, 2020, in Las Vegas, will have an insider's view when they visit Process Heating Company (PHCo) in the Bronze Hall, booth #B91203. New animated videos show how PHCo's products actually work, effectively illustrating what sets the company's Lo-Density® drywell-style electric heat apart from fossil-fuel burners. From PHCo's unitized asphalt and industrial tank heaters, hot oil circulation heaters and all-in-one heaters to its unique distributor truck tank heaters, visitors will discover how PHCo's simple, clean source of heat can positively affect their operations — lowering operating costs, improving product quality, reducing maintenance, significantly increasing heater life and enhancing sustainability.

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or emissions exhausted into the air. Unlike fossil-fuel-fired burners, which, at best, offer 80% to 85% efficiency when new and then drop in efficiency over time, electric heaters always provide 100% energy efficiency, even after many years or even decades of operation. They also are virtually maintenance-free. In addition, electric heaters may be interfaced and coordinated with other plant electrical equipment so that their load can be reduced to base rates, thus preventing increased demand charges or peak-use rates, ultimately lowering consumption cost.

The company's Lo-Density heating systems feature low heater sheath temperature, reducing potential damage to liquid asphalt cement and emulsions, while keeping buildup/coking to a minimum in tanks and hot oil systems. This low-watt density heat also greatly extends heater life. PHCo Lo-Density heaters are known to provide service life of three decades or more.

The drywell design of PHCo's electric heaters allows service personnel to remove and perform minimal required maintenance on the heating elements without draining the tank that they are heating. In addition, electric heat is safe and environmentally friendly, helping customers to achieve sustainability goals, because it heats without combustion—eliminating stacks that must be monitored for emissions, along with eliminating air quality and boiler permits that must be pursued and maintained. It also eliminates a source of fuel spills, protecting groundwater supplies.

Process Heating Company has more than 70 years of experience in manufacturing 100%-efficient Lo-Density® low-watt density electric heating systems, designed to spread heat over a larger surface area, eliminating high element temperatures that damage the product. Common products that benefit from electric heat include asphalt, light and heavy fuel oils, diesel, bio-diesel, glycerin, lube oils, hydraulic fluids, resins/epoxies, animal fats, molasses and other materials that are sensitive to high temperatures. For more information about Process Heating Company's entire line of electric heating systems, call 866-682-1582 or visit www.processheating.com •



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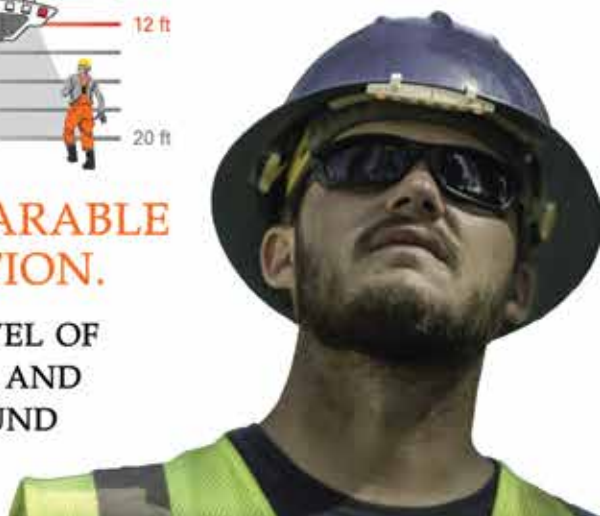
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