

April 2021

THE

UTILITYSOURCE

Products and Services for Today's Electric, Telecom, and CATV Utilities



**Creating a Safer
Work Environment
for Workers
Removing Heavy
Underground
Network Access
Lids**





The LifterSM

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Reduce the high cost of injury and improve worker efficiency.

- Automate manhole cover removal
- Reduce risk of injuries
- Reduce associated high costs of injuries
- Keep aging workforce safe & efficient



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Tool & Equipment Rental

Rubber Goods Testing & Refurbishment



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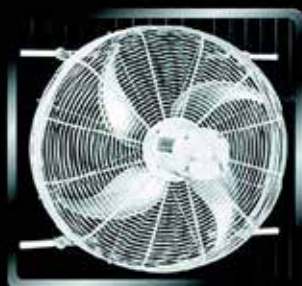
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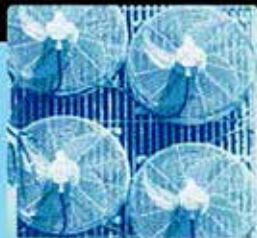
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L24 Alternator from LoadHandler Power® Products

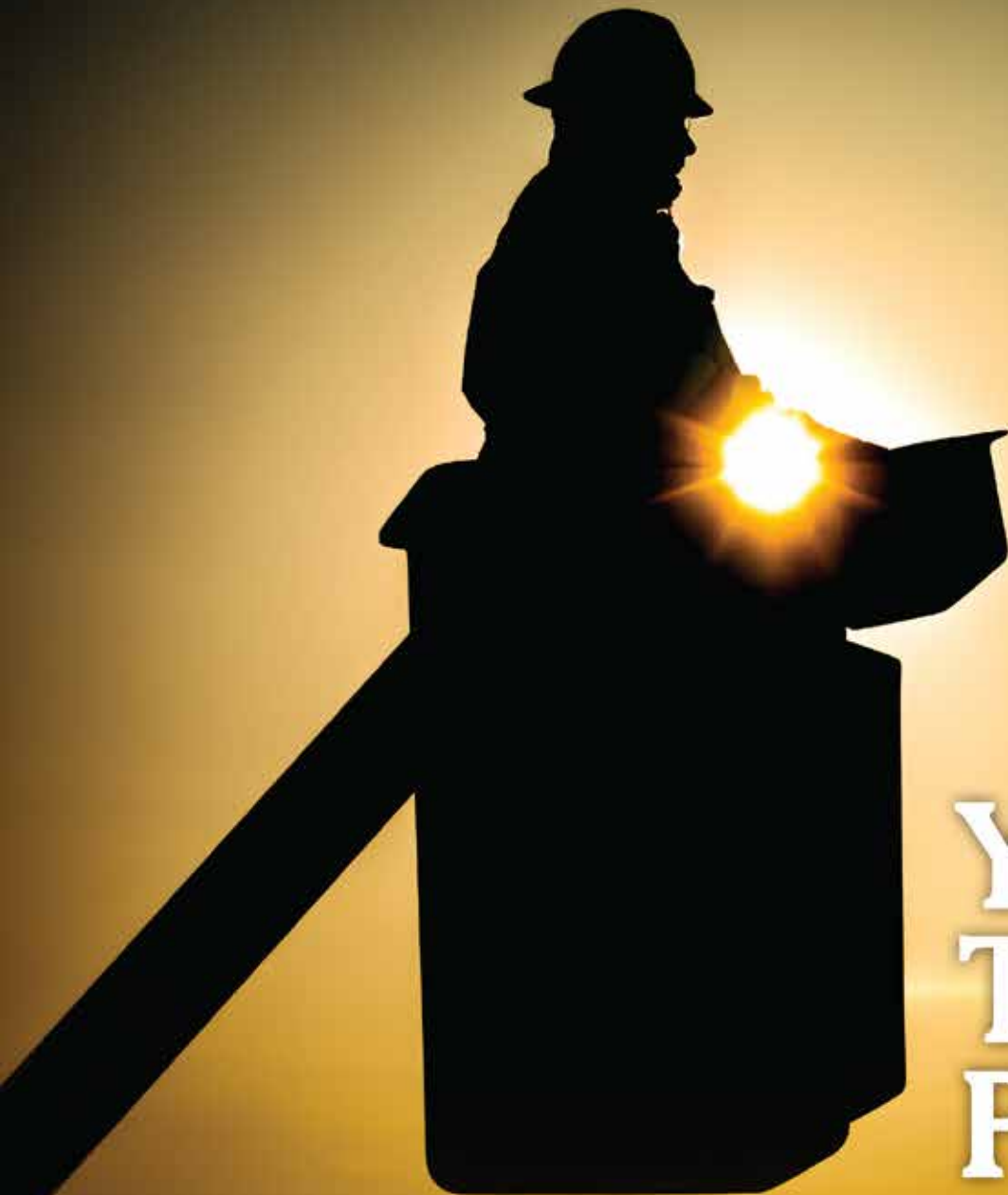
Now Available in 24V, 70-Amp Model



New alternator offers reliable performance for medium and heavy duty applications

The LoadHandler Power® Products starter and alternator family has expanded its portfolio with the introduction of a new 24V, 70-amp version of LoadHandler Power® L24™ alternator. This drop-in replacement alternator is engineered to match OE specifications for appearance, fit and function, and offers an affordable alternative to rebuilt units. It is an ideal solution for a variety of industrial, construction and agricultural applications.

"Whether they are used on harvesters, wheel loaders or other medium or heavy duty applications, the 24-volt L24 alternator is built to improve performance, increase vehicle uptime and help extend service life," says Jonathan Smith, assistant director of sales and marketing, Prestolite. "It represents an important extension of our LoadHandler product family, providing an efficient and affordable option to a broad range of industries."



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Features of the new L24 alternator include:

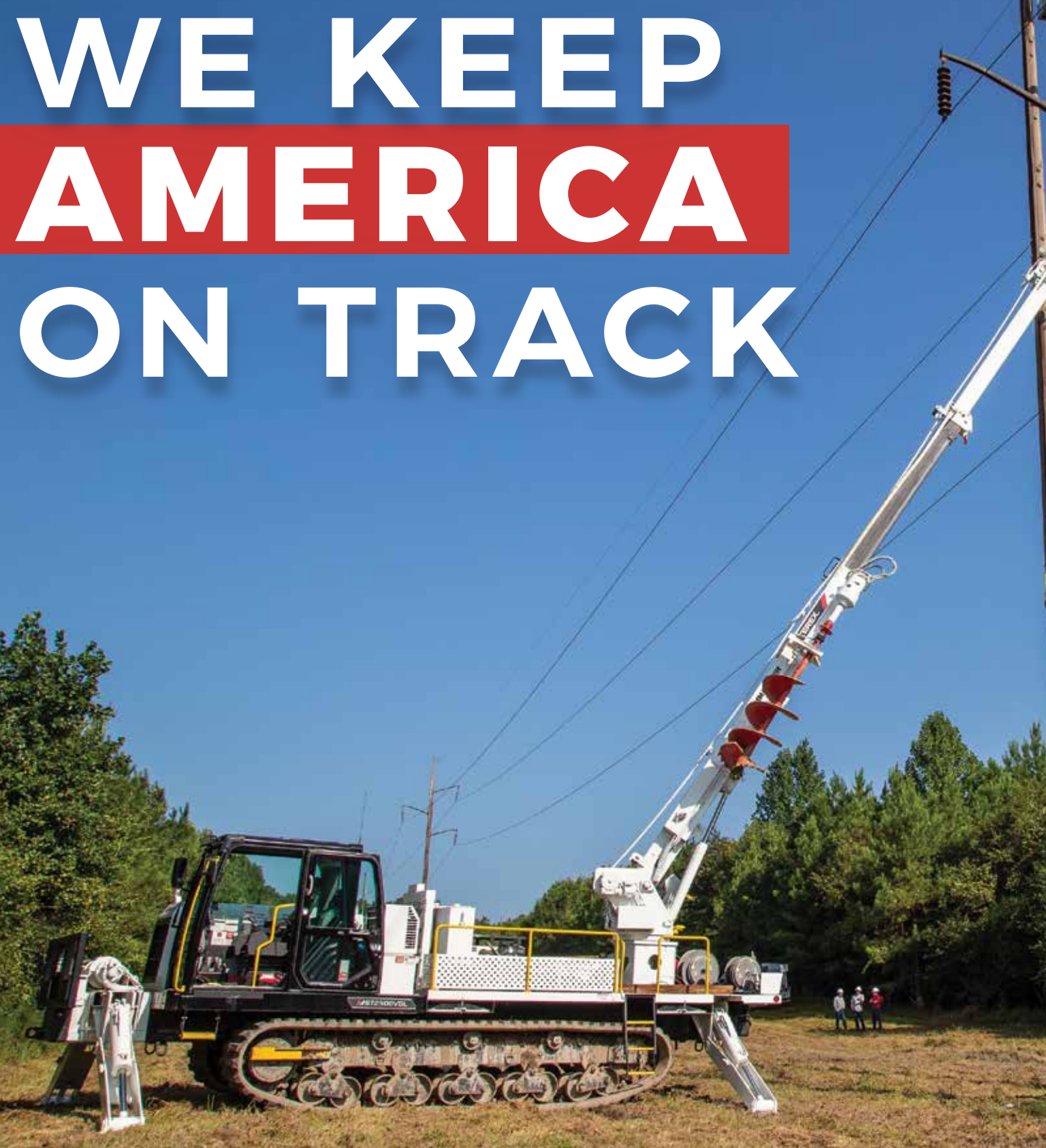
- 24V, 70-amp output
- 100-percent new, no core
- J-180 hinge mount with 4 pin regulator
- Dual Internal Fan design – maintains optimum bearing temperature during operation and minimizes heat damage for longer service life
- Durable brushed design – provides consistent, reliable performance in a wide range of operating conditions
- Fully and stringently performance-tested – helps ensure durability and performance
- Heavy duty bearing, rectifier and diodes – helps increase service life and improve performance in extreme operating environments
- One-year parts warranty

Additional LoadHandler starters and alternators for these critical performance markets, as well as over-the-road trucks, emergency vehicles, school buses, light-duty fleet trucks and more can be found at www.LoadHandlerProducts.com.

LoadHandler Power Products

*LoadHandler Power Products is a value-driven product line that includes 100-percent new starters and alternators for on- and off-highway trucks, refrigeration trucks, school and city buses, heavy duty equipment, light trucks and other uses. Each drop-in replacement LoadHandler product features application-specific technology that's undergone stringent testing to help ensure durability and performance in a wide array of operating environments. To learn more about these and other LoadHandler products, please contact your LoadHandler sales representative or visit **www.LoadHandlerProducts.com*** •

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Creating a Safer Work Environment for Workers Removing Heavy Underground Network Access Lids

Underground infrastructure workers are challenged each day to remove heavy access lids to access the network. Manually removing heavy lids exposes workers to the risk of back, shoulder, hand, and foot injuries. This is a particularly challenging task for electric utility, telecom, airports and other organizations. These access lids can weigh in excess of 500 lbs and are very physically challenging to remove.



A large public utility contacted us in search of a solution to provide a safer, more efficient work environment for their field team. Their search was initiated as a result of two of their field team suffering severe back injuries attempting to manually remove covers weighing 600 lbs. After trying several products, The Lifter PLUS was the only product that offered an automated solution capable of removing the lids. Safely, efficiently, with the simple push of a button on a hand held remote. They now have multiple units installed on their field service fleet trucks to provide a safer work environment for their field teams.

A large telecom company contacted us in search of a product to provide a safer work environment for their field team challenged with removing covers weighing 700 lbs. They also experience worker injuries as a result of attempting to manually remove heavy network lids. The Lifter PLUS was the only automated solution they found capable of removing these very heavy, large diameter covers.

The Lifter and The Lifter PLUS are industry leading products that offer a vehicle mounted, automated solution to remove a broad range of cover sizes and weights. These products are easy to install and operate. They are powered by the vehicle battery and can make cover removal as simple as pushing a button on a hand-held remote. Safely, Efficiently. The Lifter for conventional size and weight lids, The Lifter PLUS for more challenging removal tasks.

Making perfect connections has never been simpler. In fact, now it's a **SNAP!**

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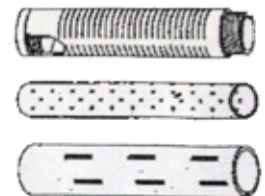
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Municipalities, public utilities, telecom, airports, large government and industrial complexes, universities, O&M contractors, are examples of organizations using The Lifter and The Lifter PLUS to provide a safer work environment for their field teams. Reducing the risk of injury helps workers stay on the job and reduces the direct and indirect costs associated with injuries for the organization. Everyone wins with a safer work environment.

When Product Quality and Worker Safety Matter, The Lifter and The Lifter PLUS are the Answer. Automate the Process-Manage the Risk. •



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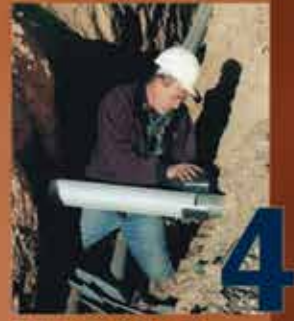
**Step 1: Remove
Damaged Conduit**



**Step 2: Cut Split
Duct Conduit to Fit**



**Step 3: Snap in
Place**



**Step 4: Attach
Adapters**



**Step 5: Finish Job
in Record Time**

Please Visit Our Website at WWW.CONDUITREPAIR.COM

WE LISTEN. WE RESPOND. WE DELIVER.

Terex Utilities is a leading global manufacturer of aerial devices, digger derricks and auger drills for the electric utility industry worldwide. We provide multiple avenues of support throughout North America, including manufacturing, distribution, service, training, parts and dealers. Terex Works for You™ by listening, responding and delivering innovative solutions.

We work to understand your challenges and earn your trust. Our team is committed to delivering reliable equipment, innovative technology, quality service as well as parts and auger tooling. The company continues to be the leader in technology and innovation in the utility industry.

Our History

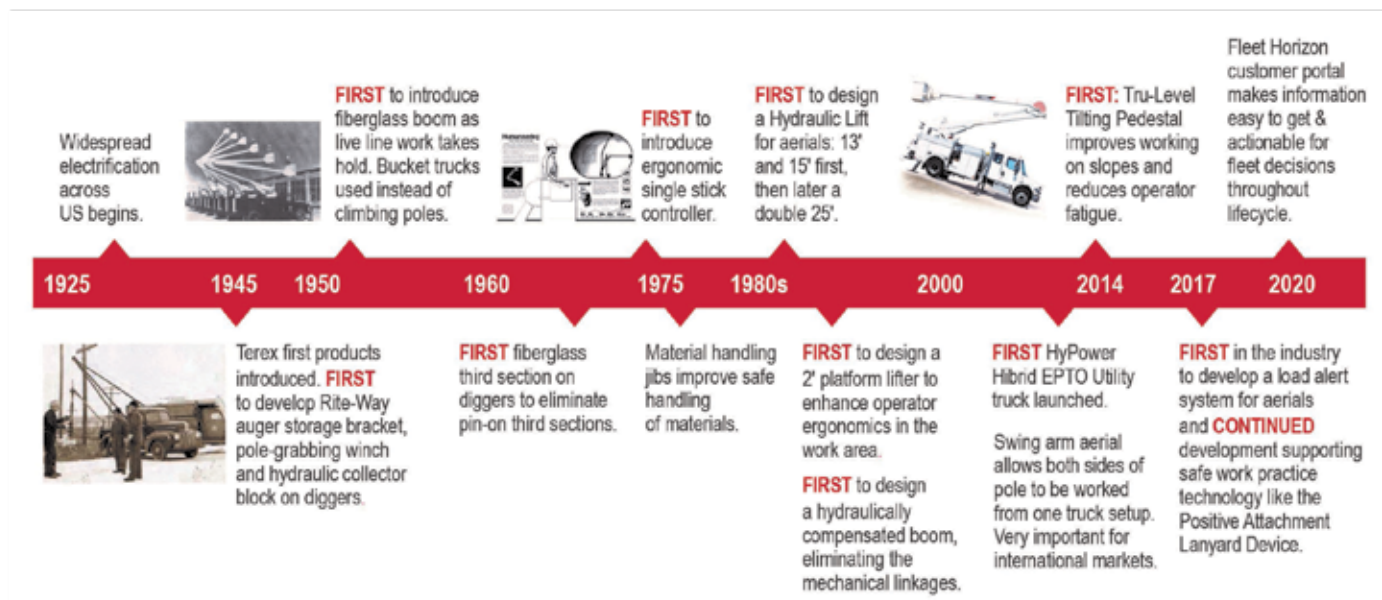
Terex Utilities was founded in 1945 with the advent of the groundbreaking Tel-E-lect digger derrick and has been rooted in the growth and maintenance of this nation's electric utility infrastructure for over 75 years. We've seen the good times and the bad and through it all, we've been there for our customers. We've listened to the challenges faced in the daily operations of a utility company and have turned them into workable solutions.

Now, as we move forward, we will continue to provide state-of-the-art solutions to those who build and maintain the electric power grid – worldwide. As the industry veteran, we will listen, respond and deliver. We remain steadfast in doing the right thing, every time.

Timeline of Innovation

Innovation is a foundation of our continuous improvement.

Terex Utilities has a legacy of innovative solutions that have changed the industry - from the first hydraulic digger derrick to our latest new products. We have proven time and again, that we listen to our customers to find and deliver solutions, as shown in the timeline above.



WORKS FOR YOU.™



**WE LISTEN.
WE RESPOND.
WE DELIVER.**



Our Future

Terex Utilities is headquartered in Watertown, SD and a leading business within Terex Corporation. In 2020, Terex completed the construction of a state-of-the-art manufacturing facility on a 55-acre site in Watertown, SD. The new facility brings all production operations under one roof, which improves internal communication, drives better performance, and minimizes lead times so we can better serve our customers.

CALL US AT 844-TEREX-4U (844-837-3948) or visit www.terex.com/utilities.

Effective Date: January 2021. Product specifications and prices are subject to change without notice or obligation. The photographs and/or drawings in this document are for illustrative purposes only. Refer to the appropriate Operator's Manual for instructions on the proper use of this equipment. Failure to follow the appropriate Operator's Manual when using our equipment or to otherwise act irresponsibly may result in serious injury or death. The only warranty applicable to our equipment is the standard written warranty applicable to the particular product and sale and Terex makes no other warranty, express or implied. Products and services listed may be trademarks, service marks or trade-names of Terex Corporation and/or its subsidiaries in the USA and other countries. All rights are reserved. Terex is a registered trademark of Terex Corporation in the USA and many other countries. © 2021 Terex Corporation.

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DOING IT RIGHT, EVERY TIME

Terex Utilities is committed to the Terex Way values and overall purpose of improving lives around the world. We accomplish this through sustainability, corporate responsibility and delivering results that matter for our customers and team members:

HEALTH, SAFETY & ENVIRONMENTAL STEWARDSHIP:

For Terex, safety is an absolute way of life – whether you work for us, supply us, use our equipment or receive our services. All team members are committed to our journey to “**Zero Harm**” and are responsible to each other for continuous improvement in safety. We operate in an environmentally conscious manner and comply with all local, state and federal requirements.

- We offer green solutions for our customers, which includes the **Terex® HyPower™ IM** idle mitigation and the **Terex HyPower™ Hybrid System**. Both are designed to help reduce overall emissions while working in the field.
- Our new facility has an onsite storm water treatment basin and drought resistant plantings, which include approximately 2,000 perennials and shrubs and prairie grass that is supportive of storm water infiltration and pollinator habitat.
- The new facility also utilizes LED fixtures, which have around 54% energy savings and LED Site poles, with around 70% energy savings.
- We work to meaningfully reduce waste and foster a culture of conservation. We continually work to identify waste reduction, recycling and re-use opportunities.



Sharing electrical safety tips with students.

OUR TEAM, OUR WORKPLACE & OUR COMMUNITIES:

One of our key values is Citizenship. We encourage our team members to get involved in their local communities, such as supporting STEM education in middle schools, participating in a run for a local charity or building a home for a family in need, our team members are at the ready to give back.

- Terex team members visit local schools and share electrical safety tips to students.
- Team members also volunteer at the local PACH program, which helps to feed children and youth in need.
- Team members are supported as they volunteer in their local communities as coaches, volunteer fire fighters, 4-H leaders and much more.
- The Terex Gives Back Matching Gifts Program provides matches for team members' donations to approved nonprofit 501c3 organizations.



Pink auger campaign for breast cancer services and education.

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DOING IT RIGHT, EVERY TIME

INTEGRITY, COMPLIANCE & BUSINESS ETHICS:

We are committed to creating and maintaining an ethical business culture. We are an organization of high integrity – and continually work to do things right, the Terex Way. Every Terex team member is a guardian of our Company's reputation. Terex has Business Practices Advocates (BPA) identified at each Terex business segment that support team members on business practice-related questions. The BPA works closely with the site leader in achieving our business ethic goals.

OUR PRODUCTS AND HOW CUSTOMERS USE THEM:

Our products help improve the lives of people – by being used to build and maintain the electric utility infrastructure around the world. But that is only a start. By working with our customers, we continue to develop products, features and solutions that will continue to help meet the changing needs of the industry.

THE TEREX WAY VALUES

Integrity

Respect

Improvement

Servant Leadership

Courage

Citizenship



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OUR MANUFACTURING PROCESS: BUILDING THE BEST IN THE INDUSTRY

Terex Utilities works to provide quality products that meet our customer's needs. We strive to add value and continuous improvement through our Quality Management System in all areas of our company. We accomplish this by setting, reviewing and updating our quality objectives and by focusing our resources on customer satisfaction. Terex Utilities is certified under ISO 9001:2015 in the design, development and manufacturing of digger derricks, auger drills and aerial devices.



SUPPLY CHAIN: Terex Utilities has a stable and robust U.S.-based supply chain, which allows for us to be a dependable supplier to the electric utility industry. We self-produce 80% of our steel weldments and 95% of our fiberglass booms. Our critical components, including cylinders, are produced within 400 miles of our South Dakota manufacturing locations. Terex Utilities component suppliers are required to conform to our standards and ultimately our customers' expectations. To do this we perform first article inspections on new or updated parts. Additionally we utilize a detailed supplier qualification process and work with a sustainable and diverse group of suppliers. On critical components, we conduct in depth incoming product inspections to the acceptable quality limit (AQL) method.



MANUFACTURING: Our team members have knowledge and core competencies on the machining, welding and overall manufacturing of the different components that make up our products. Quality is controlled through incoming material inspections, welders certified to American Welding Society requirements (AWS D1.1 Steel Structural Welding), quality checkpoints throughout machining and welding processes. Our components are designed and manufactured with the priorities of safety, quality and reliability.



POWDER COAT: The team at Terex recognizes the importance of aesthetics and durability of paint finish on your finished products. Therefore, we've invested in a state-of-the-art powder coat system. Our design team has improved the design of many of our products, to be powder coated before assembly, allowing for increased performance of the finish.

FIBERGLASS: Our state-of-the-art fiberglass procedure is a core Terex competency. The bi-axial filament winding process, along with our rectangular design, achieves consistency in strength-to-weight ratio, density, size and insulating properties while minimizing deflection. Our processes are in line with all other aspects of the build process; incoming inspections of raw materials, in process quality checks and final verification. Electric utility crews are often required to perform live-line work and need reliable equipment that supports their safe work practices. Our fiberglass booms are the highest quality in the industry – and help your team as they work.

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**New For
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(Override key switch, rear view camera, ext. LMI utilization light)



M300 - 30 TON

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OUR MANUFACTURING PROCESS: BUILDING THE BEST IN THE INDUSTRY



ASSEMBLY: Our aerial devices, digger derricks and auger drills are assembled, and 100% operationally tested. Dielectric tests are performed to ANSI standards. In-line critical quality check points are performed on every unit, and line audits are conducted weekly. Customers can expect Terex units to perform from day one based on the validation processes built into the production processes.

INSTALLATION: Integration of the assembled unit, body and chassis is the next step. Installation processes are

performed following customer approved engineered drawings calling out specifics of the physical assembly, electrical and hydraulic systems. Installation processes have in-line critical quality checks that include chassis and body inspections, pre-paint validation, stability testing, post painted truck dielectric testing and the final function test. When the installation process is complete, and the unit meets all Terex and ANSI requirements and regulations; the unit is ready to go to work.



CUSTOMER: The Terex unit is complete and ready to ship once the Customer Perspective Audit is successfully completed. Terex support does not end there. Terex provides multiple avenues of service and support throughout North America, including technical support and training – both online and in-person. We also offer eCommerce options – such as an online parts store and interactive parts manuals. We are committed to delivering reliable equipment, innovative technology, quality service and efficient parts ordering.

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HOW WE LISTEN. WE RESPOND. WE DELIVER.

We LISTEN.

Terex strives to understand our partners' challenges through what we call the Voice Of the Customer (VOC) process. We are committed to our customers' success – and we demonstrate that by delivering new products, features and solutions that fit their needs. Before we can do this, we must learn what those challenges are. We do this through a multifaceted VOC research process:

- VOC summits where we collect feedback regarding Terex products, industry trends and common challenges that our customers encounter
- Utilize a dedicated Product Management team tasked with representing our customers within Terex
- Regular product improvement meetings between customers and Terex engineering and product management team members
- Field visits to understand how our equipment is used daily and learn from the operators
- Continuous interactions between the Terex sales team and customers where we seek to understand their business and how we can help

Through these interactions, we focus on collecting information from all stakeholders – from the utility president to the line worker in the field to a service technician in the garage. VOC research can span the continuum – from financing needs to emerging technologies to lineman ergonomics. It is critical to us that we understand all facets of our customers' needs and their internal customers' needs as well.

We RESPOND.

Developing solutions is an interactive and collaborative process. As part of Terex's desire to innovate with our customers, solutions are oftentimes jointly developed and vetted with our partners to ensure the solution really meets the need. This was the case with the Positive Attachment Lanyard device or PAL™ in a bucket.



The PAL™ device aids in supporting safe work practices by providing audio and visual warnings to the operator and workers when the lanyard is not attached.

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Steel Tracks available to fit any articulating tractor.

HOW WE LISTEN. WE RESPOND. WE DELIVER.

We DELIVER.

After a solution to an industry need has been identified, a time proven Terex wide New Product Development (NPD) process is used to ensure that new products and options fully meet our customer's needs and are delivered on-time. The process consists of a series of phases followed by milestones referred to as gates. Each phase and gate combination is designed to maintain project momentum while ensuring key NPD requirements are being met.

During each phase, the project team is refining the design, testing prototypes, working with partners on field tests, developing manufacturing capability and ensuring we are set up for aftermarket support. When the project team is ready to move on to the next phase, a cross functional gate review team consisting of product management, engineering, quality, manufacturing, sourcing, HS&E and marketing reviews the deliverables and ensures everything meets our safety, quality, design intent and on-time delivery standards.

Throughout the phase and gate process, we collect customer feedback as appropriate. This may take the form of customer design reviews or field tests. The intent is to ensure the design truly meets their needs.

In the final phase and gate, a series of performance evaluations are done. We perform a structured pre-production run to ensure that the production system functions as intended, and we perform a series of functional tests and cross-functional quality audits to ensure product performance and quality meet customer expectations. All of our products are designed to meet or exceed ANSI standards. Products are also life cycle tested to ensure durability and reliability.



A New Product Development (NPD) process is used to ensure that new products and options fully meet our customer's needs and are delivered on-time.

CALL US AT 844-TEREX-4U (844-837-3948) or visit www.terex.com/utilities.

Effective Date: June 2020. Product specifications and prices are subject to change without notice or obligation. The photographs and/or drawings in this document are for illustrative purposes only. Refer to the appropriate Operator's Manual for instructions on the proper use of this equipment. Failure to follow the appropriate Operator's Manual when using our equipment or to otherwise act irresponsibly may result in serious injury or death. The only warranty applicable to our equipment is the standard written warranty applicable to the particular product and sale and Terex makes no other warranty, express or implied. Products and services listed may be trademarks, service marks or trade-names of Terex Corporation and/or its subsidiaries in the USA and other countries. All rights are reserved. Terex is a registered trademark of Terex Corporation in the USA and many other countries. © 2020 Terex Corporation.

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Greater Reliability
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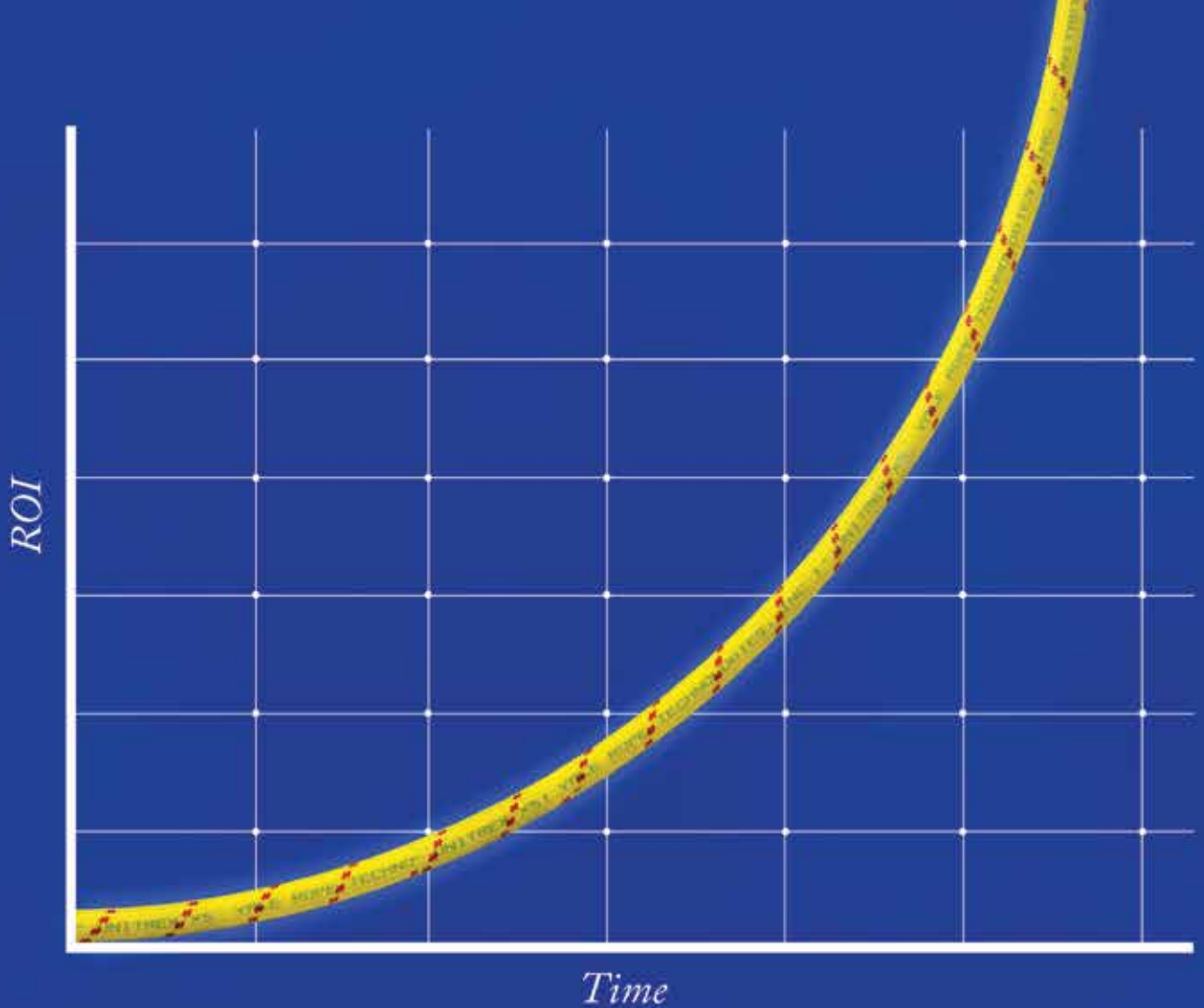
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- **Conduit Repair**
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