

WORLD'S LARGEST

New Putzmeister 63Z-Meter Concrete Boom Pump – A Show Stopper



Why the crowd? Why all the excitement? Well, it was the chance to see the world's largest concrete boom pump on display – the new Putzmeister 63Z-Meter.

Show attendees, media and even other exhibitors gathered around the latest Putzmeister model to stand in awe of its impressive size and over 200-ft vertical reach. As the longest reaching concrete boom pump in the world, it was clearly a show stopper at ConExpo-Con/Agg.

More than 120,000 visitors from over 120 countries (including the dominant presence of our North American customers) had the opportunity to see the new 63Z along with a wide array of other innovative Putzmeister equipment exhibited outdoors. Meanwhile, the Putzmeister Water Technology Dynajet™ line was making a splash with its indoor display of high pressure water jetting equipment.



See Center Spread
for 63Z Details

President's Message



At Putzmeister, we invest a great deal of time, energy and resources into training. In particular, we focus on the proper operation and servicing of PM equipment as it applies to dealers, customers and even our own internal personnel.

As a result, we've invested in a state-of-the-art classroom and highly advanced hands-on training tools to assist. We also offer a variety of training schools throughout the year. Although these schools are tailored to customers, our personnel from the sales, documentation, engineering, and manufacturing departments also attend. This helps them better understand what customers face in the field.

Last year alone, our efforts included a multitude of technical training events held at our facility and customer sites. In total, more than 250 customers and about 25% of our own personnel received additional training from a meticulously-prepared curriculum.

These figures translate into over 6,000 man-hours in direct training contact with customers, and over 850 man-hours devoted to training our own personnel – and that doesn't include our support and active participation at various ACPA safety training seminars.

Since we take training very seriously, we naturally encourage dealers and customers to take advantage of these after-market support programs. Refer to our web site for the latest listing of training school dates and times.

Sincerely,

PUTZMEISTER AMERICA

President and CEO

EXPANDING

Midwest Repair Center Opens *Handling Equipment Repairs and Service for the Midwest*

Putzmeister recently expanded service capabilities in the form of a new Midwest Repair & Service Center. Located at 445 West Oklahoma Avenue in Milwaukee, Wisconsin, the facility will handle service requests on truck-mounted boom pumps, Telebelts®, trailer-mounted pumps and mortar machines.

Services include everything from replacing major wear components and re-splicing conveyor belts to providing boom inspections and handling maintenance requests.

“Opening a repair and service center in the Midwest is one more example of our commitment to being more than equipment,” says Putzmeister America President

and CEO Dave Adams. “The new facility is staffed by a highly skilled team that knows our products inside and out, and it is being supervised by Lee Arquette who recently joined as our Midwest Repair & Service Center Manager.”

The new Midwest operation is targeted to serve customers in a ten-state region, but will service equipment brought to its facility from any customer location. Questions and appointments are handled via phone at (800) 890-0269.



Training School Schedule *Providing the Time, Tools for Effective Learning*



Large Line Maintenance and Service

Mon, Oct. 24 to Wed, Oct. 26
Mon, Nov. 28 to Wed, Nov. 30

Large Line Operations

Mon, Oct. 17 to Wed, Oct. 19
Mon, Nov. 14 to Wed, Nov. 16

Telebelt®

Mon, Dec. 5 to Thurs, Dec. 8

Several service schools have already taken place this spring. However, the fall session of open dates are listed above. For more details or to register on-line, go to our web site – www.putzmeister.com – or call us at (800) 890-0269.

MORE THAN EQUIPMENT

AFTER-MARKET CAPABILITIES

Pro-Tech Equipment Center Relocates to Milwaukee *Offering Three Tiers of Refurbishment Services to Accommodate Varying Customer Needs*

Putzmeister recently opened its 36,000 square foot Pro-Tech Equipment Center. This facility has capabilities to restore original truck-mounted concrete boom pumps, Telebelts® and trailer pumps to PMA factory standards.

For concrete boom pumps and Telebelts®, the Pro-Tech Center offers three tiers of service (from highest to lowest): Premier, Select and Standard. Therefore, customers can choose from Putzmeister's inventory of pre-owned equipment at a refurbished level that meets their needs and budget.

Units certified as Pro-Tech Premier and Pro-Tech Select feature new and remanufactured parts, testing and repair of the

unit, Putzmeister certified structural inspections, truck condition assessment and repair including a 119-point D.O.T. inspection, prep and paint and documentation upon request.

In addition, Pro-Tech Premier equipment includes a warranty against defects in material or workmanship on everything but the truck for six months or 1,100 hours and another six months or 1,100 hours on major components. Warranty for Pro-Tech Select units covers 90 days on the truck engine, transmission and drive train.

Pro-Tech Standard tier units are sold "as is" and "where is" without a warranty - offered for both Putzmeister products and other brands.

The new Pro-Tech Center is located at 445 West Oklahoma Avenue in Milwaukee, Wisconsin - (866) 884-8801.



Spare Parts in a Hurry *Filling Parts Orders with Greater Efficiency*

Putzmeister has made a substantial investment in two highly advanced parts storage and retrieval systems to serve after-market parts needs with even greater efficiency.

The growing population of Putzmeister equipment has resulted in stocking a larger spare parts inventory. As a result, Putzmeister installed two special "Lean Lift" parts stocking and retrieval systems to save space, keep sensitive parts in a protected environment and provide greater proficiency in processing spare parts orders and production floor needs.

Each system houses thousands of parts in a vertical structure, which extends from floor to ceiling yet saves up to 70% in

square footage space by fitting more parts in a smaller area.

To activate the system, an employee keys in a specific number on a key-board, and the part is electronically retrieved. The greater efficiency in filling parts orders translates into faster shipments to customers while reducing the chance of erroneously picking the wrong part for shipment.

Ranga Katti, Supply Chain Manager for Putzmeister America is coordinating the system setup and said, "Parts can be retrieved much faster as the part comes to the person instead of someone going down an aisle in a man-lift to retrieve it. With the new system, the average time to electronically retrieve a part is now under 30 seconds, which is three times faster than before."

A third system is planned by year-end.

**Clearly Above
the Rest...**



World's LONGEST Reaching Concrete Boom Pump

At this year's ConExpo-Con/Agg, Putzmeister unveiled the largest truck-mounted concrete boom pump in the world - the **NEW 63Z-METER**.

The latest Putzmeister BSF 63Z.16H model offers the longest reach available by any concrete boom pump in today's global market.

At record-setting heights, it reaches over 200-ft vertically and 190-ft, 7-inches horizontally. Its special five-section boom (designed specifically for the North American market) and its versatile Z-fold configuration help achieve exceptional boom maneuverability in difficult-to-reach areas.

Dave Adams, President and CEO noted, "Putzmeister developed the first 62-Meter almost 20 years ago, and it held the record as the world's largest boom pump until we exceeded our own success with the introduction of the new 63Z. Today's version is a complete redesign using highly advanced technology."

The first 63Z unit was delivered to Pioneer Concrete Pumping of Smyrna, Georgia.

One of the most revolutionary advances is Putzmeister Ergonic® technology, a main control system that encompasses various modules. These include EBC for

The new 63Z is a complete redesign using highly advanced technology including the Ergonic® system – a far superior system to anything on the market today.

the boom, EPS for the pump and various other operational functions to accommodate future developments. The 63Z-Meter, in particular, features all existing Ergonic technology as standard equipment.

The Ergonic system is far superior to anything on the market today, as it goes beyond just monitoring performance. It actually allows the operator to specifically set automatic parameters to control the boom, the pump and other functions.

The 63Z-Meter can be mounted on a seven-axle Mack or Tor chassis for an extremely tight turning radius. With the maneuverability of its rear-steerable configuration, the truck provides an efficient design for higher performance both on-road and off.

Visit our web site at www.putzmeister.com for literature and more details.





New Tower, New Platform Walkway

Setup and Assembly Just Got Even Easier

Showing strength in placing systems at this year's ConExpo-Con/Agg show, Putzmeister showcased a newly designed tower, more spacious platform walkway, and popular diversion valve for use with all Putzmeister placing boom models.

TOWER: The new tower is functionally and visually different due to more horizontal braces incorporated into the improved design. With the extra horizontal braces, a host of different tower combinations can accommodate varying floor spaces. As a result, a faster and easier process results in both assembling and applying the tower to virtually any application.

Contractors no longer have to precisely adjust to match the floor spacing within 10 inches (250mm), as the newly designed tower has no restrictions of the wedge point location – provided that the minimum anchoring height is met.

The tower is still capable of freestanding up to 80-ft heights without counterweight, and can reach even greater heights using a universal tie-frame.

Although enhanced, the modified design is still interchangeable with all components of the previous tower version.

PLATFORM: The optional Putzmeister platform has also been redesigned to feature a solid walkway with extra space for standing/moving. Its new design incorporates four identical 45-degree mitered sections that are bolted together with common hardware for easy assembly.

VALVES: In addition, three types of Putzmeister valves are offered to better handle large volumes of concrete on placing jobs. They include:

- DVH - Hydraulic Diversion Valves
- GVH - Hydraulic Shutoff Valves
- SVH - Hydraulic Swivel Valves

Each offers multiple ports and can be mounted vertically or horizontally.

The latest addition in valves is the company's SVH - Hydraulic Swivel Valve, which can be used as a stop valve or with a diversion function to automatically equalize the height difference between the pump outlet and the pipeline on the ground.

NEW PERSONNEL AT P

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Lee Arquette was hired as the new Midwest Repair & Service Center Manager. He will manage in-house repair and service support for the company's new Midwest Repair & Service Center located in Milwaukee.

In his new position, Lee will be responsible for managing all equipment repair functions associated with the Midwest location and overseeing its service personnel. His background includes 30 years of manufacturing experience at Rotec Industries, where he was plant manager prior to joining Putzmeister.

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Shannon Foster is our new Warranty Administrator. She is responsible for all aspects associated with equipment warranty and processing parts returns. In addition, she will assist as telephone backup by answering and routing service calls when the customer support switchboard is busy. Shannon has vast knowledge in warranty administration from her previous employer and brings this experience to her new position.

Raised near New Orleans, Shannon moved to the Midwest nine years ago and now resides near the Kenosha area.

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Melissa Yester joined as Sales Coordinator, responsible for scheduling concrete boom pump and Telebelt® deliveries. She will also deal with finance companies and help process sales orders, records and reports.

Melissa brings seven years experience in the equipment manufacturing industry, including four years in direct inside sales related to gantry cranes and man/material lifts.

A native of Wisconsin, Melissa resided in South Carolina for four years before returning to the Racine area in 1997.

Presentations, Awards and Accomplishments



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Carbeau Speaks Out at ConExpo

In conjunction with this year's ConExpo-Con/Agg, Putzmeister helped present an informative seminar titled, "Specialty Concrete Placement". The seminar was sponsored on behalf of both the American Concrete Pumping Association and National Ready Mixed Concrete Assoc.

During a major portion of the 90-minute seminar, **Bill Carbeau**, Putzmeister's Telebelt® and Specialty Products Sector Manager, presented information about the increasing use of separate placing booms, high pressure trailer pumps and tunneling equipment. He informed how this equipment is used to more efficiently handle today's challenging concrete placing projects.



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Rudin Receives Pioneer Award

The American Concrete Pumping Association honored **Dave Rudin** with the prestigious Pioneer award for outstanding contributions to the concrete pumping industry. Dave has been involved in the pump industry for 32 years, and has been highly instrumental in developing the small line pumping equipment market. Presently, he is the National Sales Manager for Thom-Katts® and Mortar Machines at Putzmeister.

Dave noted, "I've been involved with trailer pumps since day one; and over the years, I've been fortunate to meet several great people while involved with a product line I enjoy promoting and selling. I'm very honored to receive the award."



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PMA Achieves MERLIN Award

The German American Chamber of Commerce of the Midwest (GACCoM) honored Putzmeister America with a MERLIN Award this April. The award was presented during the association's Fifth Annual MERLIN Excellence-in-Business Awards Gala held in Chicago. The Gala is GACCoM's annual signature event, which honors companies located in the Midwest and Germany for exceptional achievements in German American business.

L to R: Vicki Fox of Emory Business Advisors; Putzmeister personnel: Matthias Heinz, Kathi Haugh, Randy Ziarek, Bill Dwyer, Dave Adams (with award), Stefan Fritz, and Carsten Funk.

U T Z M E I S T E R A M E R I C A

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Dennis C. Drotar joined our Water Technology Division as Southeast Regional Sales Manager. He comes from a highly diversified background, which

includes over 25 years of sales and management experience along with a degree in mechanical engineering. Based from Houston, Dennis will be responsible for establishing a sales and distribution network along with handling direct sales to key accounts for eight states. This includes Georgia, Florida, North Carolina, South Carolina, Tennessee, Mississippi, Alabama and Louisiana. He can be reached at (281) 723-0416.

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Greg Laux assumed the new role of South-Central Regional Sales Manager for our Water Technology Division. Greg is highly familiar with the water jetting

equipment industry, as his background includes over 15 years of sales and management experience specifically related to this product. His territory covers Texas, Oklahoma, New Mexico, Kansas, Arkansas, Colorado, Missouri, and Nebraska – where he will be responsible for setting up a sales and distribution network and handling key accounts. Greg is based from his native home of Houston, TX. His cell phone is (281) 723-4759.

Eric Gray brings eight years design and drafting experience as the newest Engineer to join our Putzmeister America engineering team.

Jeffrey Harvey is added as our new Technical Publications Specialist to assist in the production of technical documentation manuals.

Danilo Radoicic is our new West Coast Operations Service Supervisor, responsible for the shop floor and its personnel in Santa Fe Springs, CA.

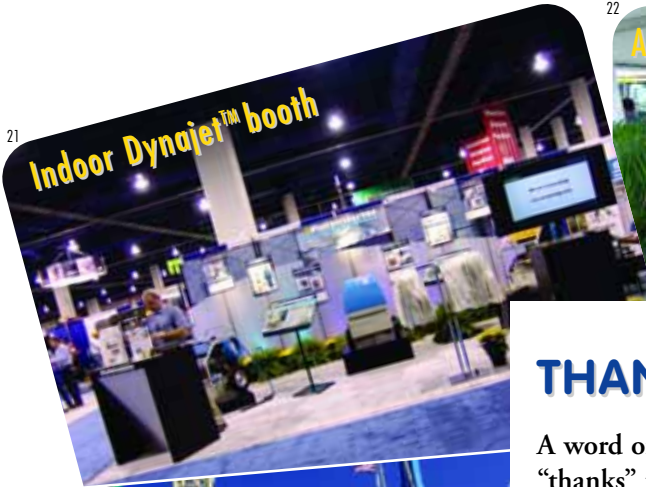
Christopher Thomack joins our inside service and support group in his vital role as a Customer Support Representative.



Putzmeister America
 1733 90th Street
 Sturtevant, WI 53177 USA
 Telephone (262) 886-3200
 Facsimile (262) 884-6338
www.putzmeister.com

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THANKS

A word of "thanks" to all who visited our ConExpo-Con/Agg booth. Plus, our sincere appreciation to all the dedicated Putzmeister personnel who worked many long hours to make it all happen once again.

ConExpo-Con/Agg 2005

