

President's Message



Twenty years ago this June 4th, Putzmeister officially entered the North American concrete pumping industry by purchasing Thomsen Inc. in California. And well, the rest is history.

Putzmeister America... Celebrating 20 Years in the Concrete Placing Industry

Although Putzmeister had a marketing agreement with an American company in the 1970s, it wasn't until 1982 when buying Thomsen that strong roots were planted in American soil. Since that time, several milestones have helped make us today's leading manufacturer of concrete placing equipment within North America.

One of the most significant was breaking ground in 1993 to build a new state-of-the-art manufacturing facility in Wisconsin. This better served the customer from a centralized location with a dedicated work force focused on product excellence.

Then, major plant expansions followed almost every year from 1995 to 1999 to accommodate the rapid growth of our business and the increasing number of advanced products we were offering to the market.

These products include Tebelbelt conveyors, a product line acquired in 1997 which now accounts for about a third of our business. Others include concrete boom pumps up to 58 meters (America's largest), Multi-Z booms, separate placing booms, specialty Thom-Katt trailer pumps, a host of mortar machines, industrial pumps, tunnel and mining equipment and more.

We've established ourselves as long term players ... and that's something of great value that's difficult to put a price tag on.

Dave Adams

President and CEO

BULLETIN BOARD

Digging Our Way Through North America

We've become even more aggressive and successful promoting our tunneling and mining equipment within the North American market. Proof is in the orders we've been taking from big names in the business. To find out more about this product sector, contact Bill Carbeau at (941) 269-3261.

Literature on Demand; Get it from our Web Site

For the most CURRENT literature, go to our web site and conveniently download it. Or call the Putzmeister marketing department for a complete literature form listing.
www.putzmeister.com

TELEBELT® Tricks of the Trade

The latest informational bulletin, "Tricks of the Trade" for Tebelbels is in the mail. If you want your name added to our mailing list, call the marketing department and let us know.

CONTROLS...

Our new ergonomically designed control panel has now been phased in as standard on all new Tebelbelt conveyor models from 80- to 130-ft.

Upcoming Events

CFA - Concrete Foundations Assoc.
August 1-3 Mt. Hood, OR

Concrete Homebuilder Show
September 5-6 San Antonio, TX

Miacon
October 3-5 Miami, FL

NSPI - National Spa & Pool Inst.
October 29-November 1 Dallas, TX

TCA - Tilt-Up Concrete Assoc.
November 7-8 Ft. Lauderdale, FL

For more details, call the Putzmeister marketing department.

Farewell Ali

Ali Ettl has retired as head of the finance department and has moved to Arizona. Ali, we wish you all the best. And enjoy the warmer weather!

Genuine Parts

Look for our new parts flier, outlining all the benefits and significant cost savings of using original high quality Putzmeister parts.

FALL SCHOOLS...

REMAINING 2002 Putzmeister service schools follow:

Putzmeister Boom Pump Service Schools:

October 21 to 25
November 11 to 15
December 2 to 6

Tebelb® Service School:
October 7 to 9

Thom-Katt® Trailer Pump Service School:
October 10 to 11

Service schools are free with new equipment purchases. Register online at www.putzmeister.com or call Sue Chase at (262) 886-3200 to sign up. Hurry, space is limited.

PERMIT NO. 77
OAK CREEK, WI
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Looks Like New, Works Like a Champ

Refurbs – Take It to the Limit One More Time...

When a refurbished boom pump leaves our factory, it virtually looks like new and works like a champ. It has undergone a thorough update, including new parts; repairs and testing; structural checks; truck conditioning; and a professional prep and paint job. We're so confident of our quality workmanship that we even back it by a limited 6-Month Warranty – the best in the business.

So call us about this featured refurb unit (see right) for a complete listing of other units available. Our web site also features weekly updates for your convenience.

"As is" used boom pumps, conveyors, and trailer pumps are also available. Call Andy Duesing for details at (800) 884-7210 or (262) 886-3200.

FOR SALE ... Featured Refurb Pump

Fully reconditioned '89 Putzmeister TVS 36.4.14 on MR 688S Mack with radio remote, MBC controls, X-outiggers, and new 905 hopper.

Visit www.putzmeister.com for a complete listing of both reconditioned and "as is" units.



6-Month Warranty
on reconditioned units

Please Route to:
Owner/President
Sales Manager
Service Manager
Operators
Others

Putzmeister America
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Sturtevant, WI 53177 USA
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Putzmeister Post

Volume 3 Summer 2002 – A "Positive" Approach to Promotion by Putzmeister America

AT YOUR SERVICE...

Putzmeister America Puts Fleet of Fully Equipped Service Vehicles on the Road

In a strategic move, Putzmeister America has placed a fleet of fully equipped service vehicles on the road, staffed by field service technicians. This service program enhancement is designed to both assist Putzmeister dealers and better serve our concrete placing customers.

"Placing well-stocked trucks with our field service techs will give our Putzmeister customers an even higher level of service."

Initially, four new service trucks have been equipped and positioned in strategic locations throughout the United States. They will travel within a 250-mile radius from their base of operation. These base locations include Philadelphia to cover the eastern United States seaboard; Omaha to handle the Midwest; Seattle for the Northwest; and Charlotte to take care of the Mid-Atlantic States.

Servicing locations outside the targeted areas will be handled in the same manner as before, supported by the several other field service techs within the company. Meanwhile, the existing service truck covering Southern California for the past five years remains operational under the Putzmeister West Coast Sales and Service Center in Los Angeles.

The enhanced service program is also designed to better utilize Putzmeister's resources, as the vehicles are fully stocked with tools and diagnostic equipment. Plus, they carry a minimal supply of wear parts and components. With the proper tools always at hand, the Putzmeister service techs are better equipped to diagnose and repair equipment in a quicker manner.

"As we're always looking for ways to service the customer better, placing well-stocked trucks with our field service techs will give our customers an even higher level of service," said Greg Giese, Service Manager. *"As a result, we anticipate the program will further expand and more trucks added next year."*

For dispatch info, call Putzmeister toll-free at 800-890-0269.



Spotlight

TELEBELT® TB 130 Maximum Reach, Minimum Setup

The Telebelt® TB 130 Gets Rave Reviews

Introduced as the longest reaching truck-mounted telescopic belt conveyor on the market, the Telebelt TB 130 is getting high praise from its users. Here's what they're saying...

"Although the TB 130 may look like a monster, it can still get into tight areas."

"The unique outrigger design makes the machine easier to setup and move than any other conveyor model."

"The removable feeder boot and flat feeder rails make cleanup easy. We washed out after three jobs without refilling the water tank."

"The machine did everything demanded of it ... plus a lot more. It's a winner."

TB 130 Highlights

- 5-section boom with 130-ft horizontal reach
- High outputs up to 360 yd³/hr
- Places concrete from 0" to 12" slump
- Handles sand, dirt, 4" rock and more
- Low 15'4" unfolding and operating height
- Patent-pending outrigger design with 27'9" front and 29'0" rear spread
- Hydraulically-actuated feed conveyor
- Integrated hopper in the feed conveyor
- Comparable to a 42 meter's net and horizontal reach



Kiewit uses the TB 130 on a powerhouse pour in Grand-Mere, Quebec on December 6, 2001. The unit placed 425 cubic yards of 2.5" aggregate at a 2" to 3" slump concrete.

"We've got a winner here."



A Recap of Events...



ConExpo-Con/Agg 2002, A Huge Putzmeister Success

Putzmeister America again made an impressive appearance to over 110,000 attendees who visited the ConExpo-Con/Agg exhibition in Las Vegas this year. It was deemed a huge success by Putzmeister, having taken several equipment orders while at the show. Thanks to all the attendees, customers and employees who helped make it such a grand event.



Mortar Machine Dealer Meeting Held in Wisconsin

Over 40 people attended Putzmeister's first mortar machine dealer meeting held in Wisconsin May 3rd and 4th.

Since the transition of the mortar machine product line from California over two years ago, many dealers had not seen the dedicated production area for building these units in the Wisconsin facility or met the people behind the scenes. This meeting provided those opportunities plus brought valuable input into ensuring the product line's continued success.

The brief two-day event started with factory tours Friday afternoon and a dinner reception that evening. Saturday's strategic meeting provided an opportunity for Putzmeister management and mortar machine dealer personnel to discuss sales objectives, new product developments and market opportunities. The event also had an open forum for dealers to address any topics of concern.



Vegas Bound in February

Plans for World of Concrete 2003 are already under way. Mark your calendars to attend this trade show February 4-7 in Las Vegas.



New Frequency Hopping Technology

Our new "frequency-hopping" radio remote virtually eliminates interference when operating our boom pumps and conveyors. Developed in conjunction with HBC-radiomatic, this unique system is a Putzmeister exclusive within the industry.

A continuous signal is sent between the transmitter and receiver on the truck and "automatically" hops every 60 milliseconds, never shutting down. This ensures the strongest signal without ever losing contact.

The radio transmits commands through a series of 127 different frequencies – more than double that of competitors. Plus, it operates on a 900Mhz frequency and has double the output power of other systems.

It will be phased in as standard on our core line of boom pumps up to 58-meters and Telebelts at 80-, 105- and 130-ft reaches.

Product Plus Showcase



Tunnel-Kreter SP 40 Announced

Large shotcreting applications for tunnel construction can now be handled with our self-propelled Tunnel-Kreter SP 40.

We brought the Tunnel-Kreter to the North American market because wet shotcreting is becoming more common in tunnel construction. This state-of-the-art unit offers speed, efficiency and a semi-automatically controlled continuous output.

The most significant feature of the unit is the unique kinematics of its spraying arm and its oscillating nozzle, which increases spraying speed. Aligned parallel to the wall, the lance can be set to travel at variable speeds - automatically back and forth - so the operator can cover a 10-ft (3m) section of the tunnel by simply controlling the main boom.

The unit is highly compact, making it ideal for low tunnels and convenient transportation. It is also self-propelled and easy to maneuver. From the operator's cab, it can be driven to the point of spraying with the arm extended in front and quickly repositioned on site.

The concrete pump has a 1088-psi (75 bar) pressure with outputs up to 40 cubic yards an hour (30 m³/hr). The chemical additive pump works with all appropriate accelerators. It is proportionally controlled and "automatically" adds the chemicals in the same proportions to the mix, regardless of pump volume.

The all-wheel drive unit is offered in electric/diesel combinations to accommodate tunnel ventilation systems. Contact Bill Carbeau, Product Specialist for more information.

People in the Spotlight



On March 4, Putzmeister America appointed Bryan Blankenship as Central Regional Sales Manager.

In his new sales role, Bryan is responsible for the full line of Putzmeister new and used concrete equipment for the company's Central region. This sales territory includes the states of Michigan, Indiana, Kentucky, Tennessee, West Virginia, Ohio, Western New York, Western Pennsylvania and the province of Ontario, Canada.

Bryan is very familiar with the capital equipment industry, as he previously held various sales positions with Hoist Liftruck, BGM Equipment Company and Hyster Company. A 1995 graduate of Indiana State University with a BS in Economics, Bryan will remain based from his Covington, Indiana home. He currently resides there with his wife and their one-year-old daughter.



Effective April 1, Paul Loth joined Putzmeister America as Field Service Technician for the southeastern part of the United States.

For over 20 years, Paul has been employed in service and maintenance related positions at Reliable Concrete Pumping, Loth Lumber Company and Boeing.

Paul joins Putzmeister already highly knowledgeable about the company's concrete boom pumps, as he managed the equipment maintenance, safety and operations for a Seattle-based pumping company during the past six years. However, he will be further trained at the factory to support the company's full line of other products. Paul will predominantly concentrate on service-related calls in the Southeast.

Paul is married with three children and resides in Seattle. Relocating to the Southeast is planned this summer.



On May 13, Tom Laverty re-joined Putzmeister as Field Service Technician for the southwestern part of the United States.

Tom's past experience includes owning a diesel engine repair shop in Orlando for about ten years. In 1990, he became entrenched in the concrete industry, managing service departments for various concrete pumping companies in Orlando and Chicago prior to joining Putzmeister in 1994 as a Field Service Technician. After seven years with Putzmeister, Tom left in the spring of 2001 to pursue other opportunities, but now returns to again assist in field service responsibilities at Putzmeister.

Tom will support the company's full line of products and will travel wherever a technical support concern arises. However, he will predominantly concentrate on service-related calls throughout the Southwest while based from his home in Galveston, Texas.