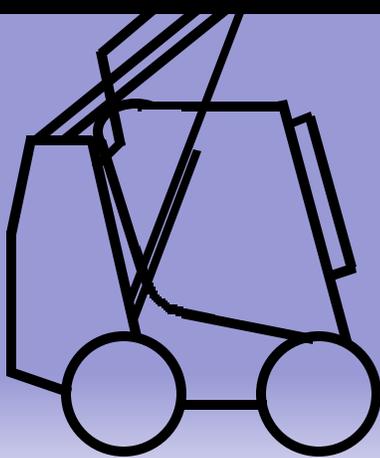


# The Attachment



brought to you by



Coneqtec/Universal Construction Products

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## Coneqtec celebrates 10 years, new building

Coneqtec/Universal manufactures construction equipment attachments, specializing in cold planers for skid steers. We offer a wide variety of planers from 12 to 40 inches wide, in addition to products such as slot cutters, rock saws, stump grinders and compaction plates.

Coneqtec/Universal is headquartered in Wichita, Kan., where the sales and marketing take place, and our manufacturing plants are located in Carbon, Ind., and Columbia, S.C.

The Carbon plant is our newest addition; manufacturing was previously in Brazil, Ind. Operations moved to the new facility at the end of last year, coinciding with Coneqtec's 10th anniversary. Phase

II is now underway with the addition of a new paint system.

Such changes are just the most recent evidence of our commitment to excellence. The new building has increased our production capacity, improving our lead time, and has allowed the addition of new equipment to improve the quality of the products.

The new paint line will further improve the product by bettering its quality, look and durability.

As part of our commitment to excellence, you can count on us to continually make new im-

provements as they become available, and you can rest assured that Coneqtec/Universal products will always be the best on the market.

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## Worst Analogies (taken from actual high school papers)

From the attic came an unearthly howl. The whole scene had an eerie, surreal quality, like when you're on vacation in another city and "Jeopardy" comes on at 7 p.m. instead of 7:30.

*The little boat gently drifted across the pond exactly the way a bowling ball wouldn't.*

McBride fell 12 stories, hitting the pavement like a Hefty bag filled with vegetable soup.

*Her eyes were like two brown circles with big black dots in the center.*

Her vocabulary was as bad as, like, whatever.

*He was as tall as a six-foot-three-inch tree.*

Long separated by cruel fate, the star-crossed lovers raced across the grassy field toward each other like two freight trains, one having left Cleveland at 6:36 p.m. traveling at 55 mph, the other from Topeka at 4:19 p.m. at a speed of 35 mph.

*The politician was gone but unnoticed, like the period after the Dr. on a Dr Pepper can.*

John and Mary had never met. They were like two hummingbirds who had also never met.

*The red brick wall was the color of a brick-red Crayola crayon.*

# Indiana plant now boasts new painting facility

## State-of-the-art system further improves quality

Coneqtec/Universal is pleased to announce the addition of a new paint line to our newest facility in Carbon, Ind. The Carbon plant is built on a beautiful 79-acre tract of land that has a 13-acre lake on it, making the scene very picturesque.

The addition of the new paint line will add another 1,200 square feet to our manufacturing capabilities.

In addition to improving the paint-job quality, the paint system will also improve the look and durability of the product.

"It will be a state-of-the-art painting facility," Carl Wineinger, Carbon plant manager, said. "The new line will be a

down-draft design with capabilities of power coat, E-coat and wet spray."

Another addition is also being added to the facility to provide additional inside steel storage, keeping the steel in prime condition and allowing for a better surface for painting.

Frequent rains have delayed the building process, but the project should be done by the end of the summer.

Coupled with the new inside steel storage, the new paint system will yield the highest quality paint job – just another example of our commitment to excellence at Coneqtec/Universal.

## Meet the faces from the phone

"Good morning, Coneqtec/Universal. May I help you?" is what you hear, but what you do not see is the hardworking sales and marketing team of Jeff Berger and Sandy Rink.

More than just order takers, Jeff and Sandy can provide you with answers to technical questions, sales support, help on bids and specification writing, availability, special options and shipping information.

Additionally, Jeff travels to dealers for demonstrations and sales and product training while Sandy handles literature, billing and parts support.



Meet Jeff Berger and Sandy Rink, two of the fine employees at Coneqtec/Universal.



## Tech Tip: How large a planer will my skid steer run?

One of the questions we are most often asked is, "How large a cold planer will my skid steer run?" A simple way to determine this is to add approximately two hydraulic horsepower for every inch of cold planer width. The hydraulic horsepower of your skid steer can be found simply by multiplying the pressure (psi) by the displacement (gpm) divided by the constant 1,714.

$$\text{Hydraulic HP} = \frac{\text{Pressure (psi)} \times \text{Flow (gpm)}}{1,714}$$

For example: 3,000 psi x 15 gpm = 45,000 ÷ 1,714 = 26.2 hydraulic HP. Thus, allowing for two hydraulic horsepower per inch, either an AP or APX 300 (12") planer would be the best match.

# Cochran Corner



Gary Cochran,  
CEO

Change is the only constant in the universe, or so they say.

Coneqtec/Universal has changed and improved dramatically over the past 11 years, but two things will never change: our commitment to providing the very best in customer service and satisfaction and our commitment to providing the very best products at a competitive price.

Looking back over the last 30 years in the equipment business, one could not have predicted the explosive growth of the skid steer market or the important role that attachments would play in the equipment business.

In 1971, an attachment was a bucket. Backhoes dug holes, and skid steers moved dirt. Backhoes and skid steers were designed for this sole purpose.

In the late '80s and early '90s, hydraulically driven attachments began to appear, and dealers quickly learned that attachments sold skid steers and backhoes.

The downside to this was that the new attachments were being used on skid steers and backhoes that were not designed with high-horsepower hydraulic attachments in mind.

Many of you or your customers suffered through problems with low performance and overheating problems, and many dealers became reluctant to push the sale of these attachments.

Fortunately, change has occurred throughout the industry. Skid steers are now designed with high-flow hydraulics in mind, hydraulic horsepower available to run the attachments has skyrocketed, and cooling systems have been increased to handle the increased output.

Standard flows and pressures on some models of skid steers now approach the power available from the old high-flow units.

We at Coneqtec/Universal have changed too.

Through experience, we carefully match the motor size to your skid steer, the open-drum design increases productivity, optional control configurations increase operator satisfaction, and new products like the slot cutter, stump grinder and compaction plates increase your customers' versatility and your sales.

Attachments now not only sell skid steers, but with our new discount structure, can be a very profitable part of your product line.

To better our ability to serve you and your customers, Coneqtec/Universal has embarked on a facility expansion and process upgrade that will allow us to give you a better finished product with reduced lead times from your order to shipment.

We believe continued improvements to our planer line give your customer a unit that performs better, is easier to use, and more trouble-free than any other planer on the market.

New products like the DC8000 and others under development open up new markets and customers for your products.

At Coneqtec/Universal, hydraulic-powered attachments are our business, not a side line. We have the knowledge and experience to provide the level of service that you need to satisfy your customer.

By buying direct from the manufacturer, not only are you increasing your profitability, you also receive technical and sales support directly from the people that have the knowledge and experience.

We place the highest value on our dealers and believe that it has truly been a team effort that has allowed us to grow and improve our products and services and wish to thank all of you out there who are a part of the Coneqtec/Universal team.

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## News in brief

### Price Reduction

We at Coneqtec/Universal are constantly looking for ways to bring products to the marketplace at a reduced price for the benefit of both you and your customer. Consequently, we have just changed the list price of three of our products.

- The DC8000 Compaction Plate has been reduced to \$5,900, list.
- The SSG-7 Slot Cutter has been reduced to \$5,900, list.
- The BSG-7 Slot Cutter has been reduced to \$5,200, list.

We are currently in the process of creating new literature to reflect the price changes and will have it available as soon as possible.

### Web Site

New additions have been made to the Coneqtec/Universal web site, which can be accessed at [www.coneqtecuniversal.com](http://www.coneqtecuniversal.com). There you will find all of our products and the specifications for each. Please visit our website often and utilize its many features and helpful information.

### Design Changes

We have recently changed the design of the open-drum plate configuration to offer the best performance possible. The end plates are now straight up and down, and extra pics have been added to them. These changes will keep the unit from oscillating from side to side, making the product even more reliable and effective.

You will also see some noticeable changes on our AP Series cold planers. We are adding both a tilt indicator and a step to insure safety getting in or out of the skid steer.

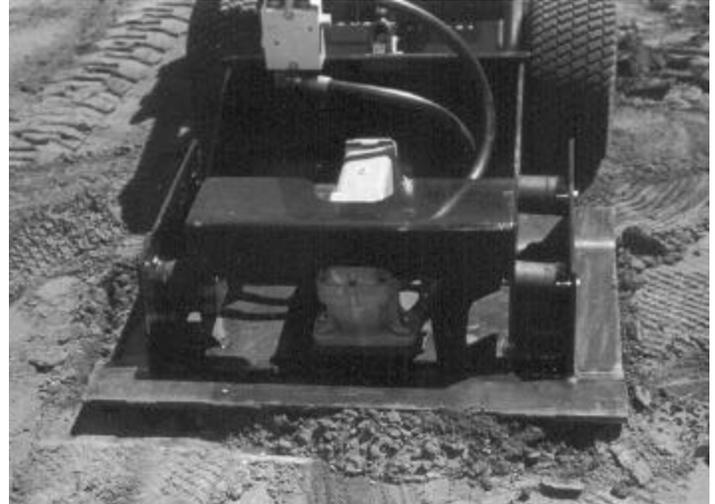
# Product review: mini compaction plate

One of the newest products from Coneqtec/Universal is the mini compaction plate. It is an excellent tool for landscaping and concrete work.

Easily attachable to a compact utility loader, the DC5500 mini compaction plate delivers 5,500 pounds of compaction force to easily and effectively compact soil, sand or gravel.

With its patented dual counterweight design, the DC5500 delivers true vertical compaction force for both improved compaction re-

sults and reduced vibration transfer back to the compact utility loader, thus improving comfort and reducing wear and tear on the utility loader unit. An additional exciting feature of the DC5500



compaction plate is the patented, specially formed front lip that allows the plate to be used for backing, dragging and leveling prior to compaction.

## DC5500 Specifications

width	43"
vertical force	5,500 lbs
frequency	1,900 vpm
hydraulic flow (gpm)	8.5 min
base plate dimension	43" x 18"
weight	514 lbs

**List Price** \$4,250

# Recent company acquisition extends product line to Europe

We have formed a partnership with Bingham Engineering Ltd. in Doncaster, England to

manufacture and sell products into the European market. The new company is called Universal/Bingham. We are in the process of evaluating the products developed and sold in Europe by Universal Ltd. to determine if they are marketable in the United States.

Bingham Engi-

neering Ltd., an England-based manufacturer produced attachments for Universal Ltd., which did the sales and marketing through Europe of Universal products. Coneqtec/Universal along with Bingham Engineering bought out Universal Ltd. to form Universal/Bingham.

All of the products offered from Coneqtec/Universal in the United States will now be available from Universal/Bingham throughout Europe.



## The Staff

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