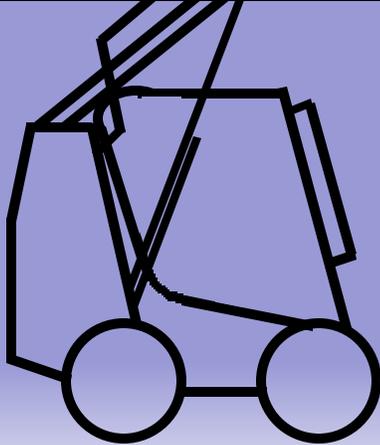


The Attachment



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Coneqtec/Universal Construction Products

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Equipment show hosted in Las Vegas Coneqtec/Universal attends largest fair

This March 19-23, the hottest place to be in the construction industry will be the ConExpo-Con/Agg 2002 Exposition in Las Vegas.

ConExpo-Con/Agg is the western hemisphere's largest exposition for the construction and construction materials industries, and this year, the show will cover more than 1.74 million square feet, making it the largest ConExpo-Con/Agg exhibition ever.

Coneqtec/Universal will again be attending the show and is sharing a booth with its sister company, Burlington Installation Corporation.

Some of the products Coneqtec/Universal will have on display include the AP 1000, AP 600 Heavy Duty and APX 300 cold planers, the DC 8000 compaction plate, the SSG-7 slot cutter, the SC-21 stump grinder, the RT-1500 rotary tiller and the new rock saw and surface prep machines.

BIC will display a fully-loaded backhoe including fenders, strobes, beacons, auxiliary hydraulics and a boom guard.



Big and Tall. Equipment stretches across the sky at the 2001 ConExpo.

If you are planning to attend the ConExpo-Con/Agg show, please be sure to visit our booth and check out the many quality products we have to offer.

ConExpo 2002

When: March 19-23
Where: Las Vegas
Lot: Silver #2
Booth: #875





Humor

Things to consider ...

funny conclusions drawn from uncommon logic

Ever wonder about those people who spend \$2 a piece on those little bottles of Evian water? Try spelling Evian backwards: NAÏVE.

If the Jacksonville Jaguars are known as the "Jags," and the Tampa Bay Buccaneers are known as the "Bucs," what does that make the Tennessee Titans?

If four out of five people suffer from diarrhea, does that mean the other one enjoys it?

If people from Poland are called Poles, why aren't people from Holland called Holes?

If love is blind, why is lingerie so popular?

Why is the man who invests all your money called a broker?

Why do croutons come in airtight packages? Aren't they just stale bread to begin with?

Why is the person who plays the piano called a pianist, but a person who races a car is not called a racist?

What hair color do they put on the driver's licenses of bald men?

If American mothers feed their babies with tiny little spoons and forks, what do Chinese mothers use? Toothpicks?

If Fed Ex and UPS were to merge, would they call it Fed UP?

Coneqtec/Universal hosts national sales rep meeting

Reps get training, experience on products

Coneqtec/Universal hosted a national sales representative meeting in Wichita, Kan Nov. 11, 12 and 13.

The meeting's primary purpose was to better train and educate representatives about Coneqtec/Universal equipment, and it was attended by 20 sales representatives from around the country, along with representatives from all of Coneqtec/Universal, BIC and Universal/Bingham locations.

There were both informative classroom seminars and hands-on training sessions, where every sales rep was able to run the equipment.

Some of the equipment demonstrated were the AP 1000 cold planer, APX 300 cold planer, SSG-7 slot cutter, SC-21 stump grinder, RT-1500 rotary tiller and the DC-8000 compaction plate.

The classroom sessions included topics such as hydraulics, auxiliary kits, troubleshooting and electric controls versus hydraulic controls on planers.

Coneqtec/Universal also introduced its new four-colored product literature, featuring more eye-catching graphics, additional product information and better technical support, all of which will be very helpful to dealers.

"Everyone felt the sales rep meeting



Mark Bird

Vern Anderson, Coneqtec/Universal representative at Marv Haugen Enterprises in North Dakota, operates a Coneqtec/Universal 1300 rotary tiller.

was a success" Randy Stanbary, Director of Business Group, said. "It gave the reps information and hands-on experience that will be very helpful in guiding dealers toward the right attachments to satisfy their customers' needs."



Tech Tip: How can I maximize the life of my pics?

Customers frequently ask us how long their pics will last. That is a tough question to answer, however, because there are a number of variables that influence pic life such as the material being planed and the depth of the cut. However, there are a couple of guidelines to follow when using your pics that can significantly maximize their use.

- Use a water kit.
- Keep your pics clean.
- Make sure that pics are free to rotate in their holders. Each day before you start to operate the machine have the operator check each pic to make sure they turn freely. If not, pic life will be drastically reduced.
- Use asphalt pics for most planing projects.

Following the above guidelines should ensure the long life and maximum use of your pics.

Cochran Corner



Gary Cochran,
CEO

It is time once again to say, "thank you," as we close the books on another record year.

Our success, as always, is based upon your success as dealers in providing our products and services to your customers.

In a year when so many companies have experienced a slump in the market place, we feel blessed that through your efforts, our sales have remained strong.

The year 2001 will always stand out in our memories for the tragic events of Sept. 11, the changes and uncertainty that resulted and the realization that we are no longer safe from the reaches of terrorism.

It is safe to say that the changes to our lives and lifestyles will not only continue throughout 2002 but for several years to come.

We at Coneqtec/Universal are optimistic about the future, not only for our business, but also for our dealers' businesses. We believe that now more than ever, our customers will seek to become more efficient and demand more from their equipment.

We believe this will not only increase their need for attachments, but it will also push them to buy the best, most productive attachments, therefore leading them to you as our dealer.

One of the best ways for us to meet with our dealers and customers is ConExpo, a construction/agriculture equipment exhibition in Las Vegas, March 19-23, and we are pleased to be attending for another year.

ConExpo has always been a special place to meet old friends, make new ones and see the latest in construction equipment.

Back when ConExpo was held every six years, the major manufacturers would base their design cycles around the show and spend millions of dollars to launch their next generation equipment at the show.

These units were shrouded in secrecy and proudly unveiled at the start of ConExpo.

However, we now know that continuous product improvement is a better process and that a customer should not have to wait six years for those improvements.

For a case-in-point example of continuous improvements, stop by our booth at ConExpo to see the many advancements we have made in our products over the last three years, including improved open-drum design, better steps and tilt indicators, larger motor selection to match the larger ranges of pressures and flow provided by skid steers, and many other improvements as well.

In keeping with tradition, we also have three new "top-secret" products that we will be unveiling at ConExpo.

Our first top-secret product is shown in our article about our national sales meeting. This is our new line of rotary tillers. Without giving away too many of its features, it will use our patented roll-in depth

control similar to our slot cutter.

From our England branch, we will have our new line removal attachment.

This incorporates many unique design features that take the process of line removal to a newer level.

Finally, we will have our new concept rock

wheel.

Three years in development, this rock wheel defies conventional thinking to provide significant improvements in productivity and ease of operation.

In all, this is shaping up to be an exciting ConExpo for us, and we are looking forward to seeing all of you there.

Be sure to bring plenty of patience for the wait at airport security, pack lightly, and speaking of what is new at ConExpo 2002, check out the **Cessna Single Engine Aircraft display at the Gold Lot, booth 480.**



News in brief

Hydraulic/electric controls

Eager to meet all of your needs, Coneqtec/Universal is the only manufacturer of cold planers that offers both hydraulic and electric controls.

The AP hydraulic controls, with fold in and out design, require no additional option package for the host machine, allowing control of depth, side shift and tilt from the operator's seat.

Utilizing the three-spool BLB valve in the controls allows the operator to feel for feathering of the milling head, creating the perfect option for a planer to run on several host machines.

Electric controls utilize either the existing controls of the host machine or can be equipped with a controlling box that attaches inside the cab.

With electric controls the operator has total control of side shift and tilt with the use of the host machine's joysticks.

New literature

Coneqtec/Universal recently introduced new four-color product literature.

The literature features eye-catching graphics, additional product information and extended technical support.

Currently available are the AP and APX series cold planers, slot cutters, compaction plates and stump grinders. Literature for rock saws and rotary tillers is underway.

Contact your local sales representative about receiving the new literature.

Web site

All of the Coneqtec/Universal products and their specifications can be found on our web site, www.coneqtecuniversal.com.

Product Review:

APX Cold Planers

One of the newest cold planer designs is the Coneqtec/Universal APX series.

The APX series cold planer is one of the simplest planers to maintain and to operate in the marketplace today.

It is the ideal planer for the rental market and municipalities where ease of operation, maintenance and price competitiveness are primary concerns.

The innovative power adjust depth control utilizes the hydraulics of the skid steer, making it a natural function for the host machine.

Controlled by the bucket function on the skid steer, as the operator tilts the bucket cylinder out, the drum rolls into the cut. Likewise, when the cylinder is tilted back, the drum rolls out.

The unit also features a front-down design that controls debris and stabilizes the planer when cutting and an exclusive open drum with a direct-drive system.

Clearly, there is no other planer in the industry that comes close to its

quality and capabilities.

Additionally, the drum and pic serviceability are made easy on the APX series cold planer.

When the unit is tilted down and the arms are lowered until the front rollers touch the ground, the drum and the shell are pushed forward.

Then, as the tilt is worked and the boom arms are lowered until the unit is on the ground, the planer is ready to be serviced. The pics are out in the open and readily accessible to be removed and easily replaced.

With this feature, almost half of the pics can be serviced at one time.

When finished, the drum is simply rolled back, and the unit is ready to go.



If ease of operation, convenient serviceability and cost competitiveness are all concerns, the APX series cold planer is by far the clear winner in the cold planer market.

No matter what your planing needs, Coneqtec/Universal is ready to meet your expectations.

It is the ideal planer for the rental market and municipalities where ease of operation, maintenance and price competitiveness are primary concerns.

APX Cold Planers

- | | | |
|-----------|----------|---------|
| • APX 300 | 12" wide | 38 pics |
| • APX 400 | 16" wide | 48 pics |
| • APX 450 | 18" wide | 56 pics |
| • APX 600 | 24" wide | 68 pics |



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