

The Attachment



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Coneqtec/Universal Construction Products

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What's inside:

Customer Testimonies	2
Tech Tip	2
Humor	2
Cochran Corner	3
News In Brief	3
Product Review	4

Expo 'huge success' Coneqtec/Universal attends ConExpo



SETTING UP. Employees prepare the booth for visitors at ConExpo 2002.

This past March Coneqtec/Universal along with its sister companies, Burlington Installation Corporation and Universal/Bingham attended ConExpo/ConAgg in Las Vegas, the largest construction and construction materials exposition in the western hemisphere.

With over 111,000 attendees, this year's show was a huge success for all of our companies. Thousands of people passed through the booth, and we enjoyed the opportunity to meet many of our dealers and customers. We welcomed their feedback and suggestions for new products.

Among the things to see were a slot cutter, a 16-inch backhoe planer, a high-flow stump grinder, a roto tiller, a compaction plate, a Universal/Bingham surface prep machine and a number of our cold planers, including a 40-inch, a 24-inch and two versions of a 16-inch.

Our planers' open-drum design and

their direct-drive motors particularly impressed Expo attendees.

We also unveiled our new UR-450 rock saw, which attracted a lot of attention. The saw is still in the design stages and will hopefully be ready for production later in the year.

Our sister company, BIC, had on display a 590 SMX Case backhoe fully loaded with all the options BIC has to offer: fenders, a radio, mirrors, a boom guard, beacons and strobes along with auxiliary hydraulics and tinted windows.

We would like to thank Mark Bingham and Tony Lewis from Universal/Bingham in Pontefact, England for coming to Las Vegas to help with the show. A big, "thank you," also goes out to the 14 sales reps from around the county who helped as well.





Children's books that didn't make it

- You're Different — and That's Bad
- The Boy Who Died from Eating All His Vegetables
- Fun Four-Letter Words to Know and Share
- The Kids' Guide to Hitchhiking
- Kathy Was So Bad that her Mom Stopped Loving Her
- Curious George and the High-Voltage Fence
- The Little Sissy That Snitched
- That's It, I'm Putting You Up for Adoption
- Grandpa Gets a Casket
- 101 Things You Can Do at the Bottom of the Pool
- The Magic World Inside the Abandoned Refrigerator
- Controlling the Playground: Respect Through Fear
- The Pop-Up Book of Human Anatomy
- Strangers Have the Best Candy
- Whining, Kicking and Crying to Get Your Way
- You Were an Accident
- Things Rich Kids Have, but You Never Will
- Daddy Drinks Because You Cry
- Your Nightmares Are Real
- You've Got Hepatitis B, Charlie Brown
- Valuable Protein and Other Nutritional Benefits of Things from Your Nose

In their own words

Customers praise Coneqtec/Universal products

"Service is one of the greatest things about Coneqtec/Universal products. When calling into the office you get a friendly and knowledgeable staff ready to help in any way.

[They are] willing to try and solve any problem on any machine, whether it's theirs or not.

I've used the competitions' units and they don't stand up to the Coneqtec/Universal strength and dependability. I milled 11,000 square feet, three inches deep, in nine hours [with a 24-inch planer.]

I'm using a 95XT high-pressure skid-steer with 30 gpm at 5,000 psi. I've never gotten this production with any other planer on the market."

Dee Willingham, Venture, Calif.

"We're a Case Dealer and have been using Coneqtec/Universal products for about 5 years now. The people there do anything and everything that they say they'll do for you and your customers."
Tom Gaedtke, Branch Manager Victor L. Phillips, Wichita, Kan.



EXCELLENCE. Coneqtec/Universal's AP 600 cold planer effectively planes a street curb.

"I couldn't be happier with our purchases of the Coneqtec/Universal AP-1000 cold planer and SSG-7 slot cutter.

We've increased our productivity, and our employees seem to like the simplicity of the operations of the products.

If Universal ever has any new attachments, we'd be happy to do the testing on the new products."

Tom Haggerty, Director of Public Works, Waukegan, Ill.



Tech Tip: Planetary reduction vs. direct drive motors

Ten years ago, planetary drive reduction systems were necessary in planer applications to obtain the required torque.

However, now with new technology and larger frame, low speed, high torque motors it is possible to achieve the necessary torque levels to effectively plane high horsepower applications.

To achieve the typical 28 to one reduction, the planetary design has many moving parts, which decrease the reliability of the drive system and can produce heat transferred to the host machine.

Planetary reduction systems are also driven by high speed, axial piston motors that tend to be more sensitive to contamination and should not be "reverse driven," when the drum touches any surface, i.e. the ground or a trailer bed when loading with the power off.

When this happens components in the piston motor can be damaged, resulting in the ultimate failure of the motor.

In the direct-drive system, the motor is mounted directly on the drive shaft on the outside of the planer and is supported by external bearings; therefore no power is lost like in a planetary reduction system. Any maintenance necessary can also be done with a minimal amount of work.

In contrast to the old complex planetary drive systems, new high tech direct drives provide high torque capabilities without the inherent disadvantages of the old planetary systems.

Cochran Corner



Gary Cochran,
CEO

Another fine time was had by all at this year's ConExpo in beautiful, downtown Las Vegas.

ConExpo is always an enjoyable (but really exhausting) time. It is a time to talk to old friends, talk to end users and meet new dealers.

We also look upon it as a training session for our nation-wide group of product reps. ConExpo gives us an opportunity to update our reps with the latest product and technical information. Keeping a close link with our reps gives you the dealer and your customers, first hand on-site expertise and support in your sales and service efforts.

If you are a new dealer and are unsure who the rep in your area is, call Jeff or Sandy and they will get them in contact with you. All of our reps have or have access to our full product range and are available to assist in product demonstrations, product training, open houses or sales shows.

We believe that our reps, along with Jeff, Sandy, Dennis and all our other support staff at Coneqtec/Universal can help you increase your profits through sales of our attachments.

As the sales season for 2002 begins to wind down and with many dealers having flat or down years, it is important to look ahead to determine what the 2003 sales strategies will be. We all know that a lot of folks have been "getting by" with their old equipment reluctant to make the commitment to new equipment in these uncertain times. The good news is that these purchasing decisions can't be put off forever and we can help in the purchasing decisions. It is a proven fact that attachments sell skid steers.

Attachments can figure prominently in the purchasing decision. Decisions, like "How can I get full utilization out of my skid steer?" "Can I replace a dedicated milling machine with a skid steer mounted planer?" "Will a slot cutter improve my productivity on asphalt patch jobs?" or "Would owning a compaction plate eliminate the hassle and time loss incurred in the rental process?" We can help you answer these questions and give your customers the right products to get the job done efficiently and dependably.

I think it is interesting to note that slow times are often beneficial because they force the market place to look at what they are doing, what they are doing it with and give the customers the incentive to look for and evaluate better and faster ways to get the job done.

This is where we at Coneqtec/Universal can be of great service and value to our dealers and their customers.

By dealing direct to the dealers and with the support of our reps we can quickly help you identify your

customers' needs, and provide specific information on how the attachment will function in its application; We can help determine the size of the product that best fits his needs, answer any questions or concerns and provide, direct from the manufacturer to dealer, support after the sale should questions arise. We believe the time is right for our customers to evaluate their equipment needs. We at Coneqtec/Universal and our reps stand ready to assist you and your customers in their purchasing decisions.

We can help determine the size of the product that best fits his needs, answer any questions or concerns and provide, direct from the manufacturer to dealer, support after the sale should questions arise.

News in brief

South Carolina plant relocates. To better serve our customers' needs our Coneqtec/Universal South Carolina facility has relocated.

Our previous address was at 285 E Chapin Road, Chapin, SC 29036 but our new location is 151 Riverchase Way, Lexington, SC 29072.

The new location offers 50 percent more floor space, according to Dennis Skraba, South Carolina facility plant manager. This will increase our production capacity, improving our lead-time, and thus allowing the addition of new equipment to improve the quality of our products.

We also now have a loading dock, and the building is located right off the freeway, making it easier and more efficient for trucks to come in and pick up shipments for delivery.

Additionally, we are located nine miles closer to the main town, which makes running into town for supplies a lot easier.

As a part of our commitment to excellence, you can count on us to continually make new improvements as they become available.

You can always feel rest assured that Coneqtec/Universal products will be the best on the market.

Web site

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

Product Review:

Surface Prep

One of the newest products to be offered by Coneqtec/Universal is its SP-200 Surface Prep attachment.

The SP-200 Surface Prep is the ultimate choice in line removal from asphalt to concrete road surfaces.

The SP-200 Surface Prep has the power and productivity for small parking lot jobs or for major highway stripe removal projects.

It can also be used for preparing surfaces in facilities ready for renovation.



Close up.

ity of the surface preparation project.

The exclusive (patent in process) side pivot floating head design of the

The SP-200 Surface Prep has the power and productivity for small parking lot jobs or for major highway stripe removal projects.

SP-200 allows the cutting head to pivot to respond to uneven surfaces, both across the direction of travel and parallel to the direction of travel.

The direct-drive motor efficiently delivers power to the cutting head at high speeds producing a smooth surface with maximum

productivity.

The SP-200 comes standard with high speed flails for most surface preparation requirements.

An optional high pic count interchangeable drum is also available for particular specialized applications.

Although Coneqtec/Universal still offers stripe removal drums for its line of planers, the SP-200 is the first purpose-built line removal attachment for skid steers.

Its narrow width and high strength skids allow it to



Coneqtec/Universal SP-200 Surface Prep.

follow the exact contour of the road at the edge of the stripe, providing a more precise removal of the stripe with minimal disruption to the adjoining surface.

For more information about the SP-200 Surface Prep attachment please contact us at 1-888-832-3462.

Specifications

- cutting width 8 inches
- number of flails 136
- side-shift travel 24 inches
- weight 1,000 pounds



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