



the right products,
the right people,
the right values
for the times.

about terex

Terex Corporation is a diversified global manufacturer of a broad range of equipment for the construction, infrastructure, quarrying, recycling, surface mining, shipping, transportation, refining, utility, and maintenance industries.

We are driven by our mission statement of manufacturing and marketing high-quality capital equipment designed to improve our customers' productivity and return on invested capital. Our products are manufactured in 49 facilities in North America, Europe, Asia, and Australia and are marketed in more than 100 countries. They are sold primarily through a worldwide network of dealers and distributors in over 2,000 locations.

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financial highlights

(in millions of U.S. dollars, except per share amounts)

	2001	2000	% Change
Net Sales	\$1,812.5	\$2,068.7	(12.4)
Gross Profit	\$ 305.8 ⁽²⁾	\$ 373.5 ⁽⁴⁾	(18.1)
Operating Expenses	\$ 168.5 ⁽²⁾	\$ 161.9 ⁽⁴⁾	4.1
Operating Profit	\$ 137.3 ⁽²⁾	\$ 211.6 ⁽⁴⁾	(35.1)
EBITDA ⁽¹⁾	\$ 175.1	\$ 249.8	(29.9)
Net Income	\$ 40.1 ⁽³⁾	\$ 78.7 ⁽⁵⁾	(49.0)
Earnings Per Share	\$ 1.39 ⁽³⁾	\$ 2.82 ⁽⁵⁾	(50.7)

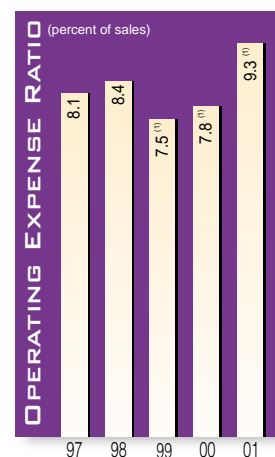
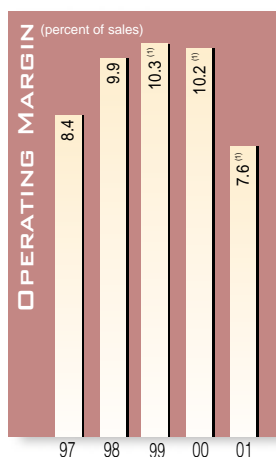
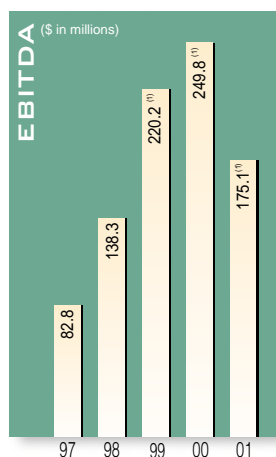
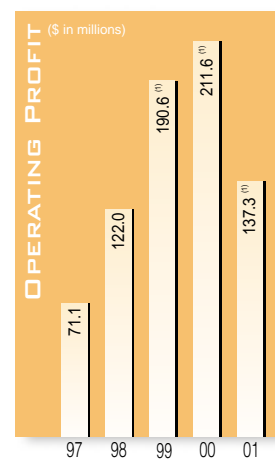
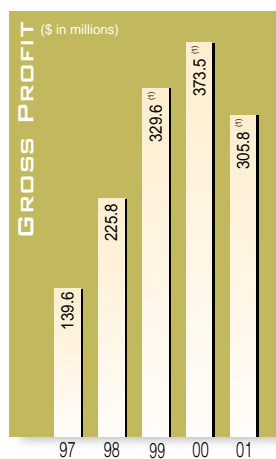
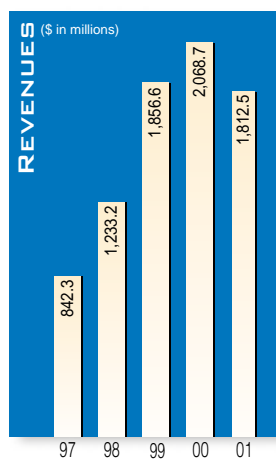
(1) The term "EBITDA" means income from operations before nonrecurring charges, plus depreciation and amortization charged to operations.

(2) Excludes \$33.1 million in special items in 2001 primarily related to restructuring charges. The impact on gross profit and operating expenses was \$29.2 million and \$3.9 million, respectively.

(3) Excludes special items in (2) above, the operating losses of businesses held for sale, as well as the extraordinary loss on retirement of debt.

(4) Excludes \$13.3 million in special items in 2000 related to the closing of the Terex distribution facility in the United Kingdom, an aggregates customer filing bankruptcy, due diligence costs associated with a large potential acquisition which was not consummated, and further integration of the Company's surface mining truck and hydraulic shovel business, partially offset by a curtailment gain in one of the Company's pension plans. The impact on gross profit and operating expenses was \$9.9 million and \$3.4 million, respectively.

(5) Excludes special items in (4) above, as well as the loss from discontinued operations, extraordinary loss on retirement of debt and gain on sale of the truck mounted forklift business.



⁽¹⁾ Excludes the impact of special items.



terex corporation at-a-glance

Operating Units	Manufacturing Facilities
American Crane	Wilmington, North Carolina, USA
Amida Industries	Rock Hill, South Carolina, USA
Atlas Terex	Bremen, Germany
Atlas Terex UK Limited	Hamilton, Scotland
Benford	Warwick, England
Bid-Well	Canton, South Dakota, USA
B.L. Pegson	Coalville, England
Cedarapids	Cedar Rapids, Iowa, USA
CMI Terex	Oklahoma City, Oklahoma, USA; Cachoeirinha, Brazil
Coleman Engineering	Holly Springs, Mississippi, USA; Memphis, Tennessee, USA
Comedil	Fontanafredda, Italy
CPV	Clones, Ireland
Ferrec	Manchester, England
Finlay Hydrascreens	Omagh, Northern Ireland
Fuchs	Bad Schönborn, Germany
Jaques	Subang Jaya, Malaysia; Melbourne, Australia; Chomburi, Thailand
Load King	Elk Point, South Dakota, USA
O&K Mining	Dortmund, Germany
Powerscreen International	Dungannon, Northern Ireland
Powerscreen Limited	Kilbeggan, Ireland
PPM SAS	Montceau-les-Mines, France
Schaeff	Landenburg, Germany
Schaeff, Inc.	Sioux City, Iowa, USA
Simplicity Engineering	Durand, Michigan, USA
Terex Aerials	Cork, Ireland
Terex Bartell	Brampton, Ontario, Canada
Terex Equipment Limited	Motherwell, Scotland
Terex Handlers	Baraga, Michigan, USA
Terex Italia	Crespellano, Italy
TerexLift	Perugia, Italy
Terex Lifting Australia	Brisbane, Australia
Terex Lifting-Waverly	Waverly, Iowa, USA
Terex Peiner	Trier, Germany
Terex-RO	Olathe, Kansas, USA
Terex-Telelect	Watertown, South Dakota, USA
Unit Rig and Payhauler	Tulsa, Oklahoma, USA

Products	Key Brands
Lattice boom cranes, tower cranes	American, Terex
Portable floodlighting systems, concrete power trowels, concrete placement systems, traffic control products	Amida, Bartell, Benford, Morrison, Muller, Terex
Wheeled excavators, truck mounted cranes, scrap handlers, tunneling equipment	Atlas, Atlas Terex
Truck mounted cranes	Atlas
Power buggies, rollers, soil compactors, vibratory plate compactors, material handlers	Amida, Benford, Matbro, Terex
Concrete paving	Bid-Well
Crushers	B.L. Pegson
Crushers, asphalt pavers, screens, trommels, recycling systems	Canica-Jaques, Cedarapids, Grayhound, Re-Tech, Royer, Terex
Reclaimers, stabilizers, profilers, asphalt plants	Barton, Cifali, CMI, Johnson-Ross, Standard Havens
Generators, light towers	Coleman Engineering, Terex Power
Tower cranes	Comedil
Tank containers	CPV
Loader backhoes	Ferrec, Terex
Crushers, washing systems, trommels, screens	Finlay
Scrap handlers, excavators, wheeled loaders	Fuchs
Screens, feeders, crushers	Jaques
Trailers	Load King
Large hydraulic excavators	O&K
Washing systems, screens, trommels	Powerscreen
Washing systems, screens, trommels	Powerscreen
All terrain hydraulic mobile cranes, container stackers	PPM, Terex
Mini excavators, midi excavators, mini wheeled loaders	Atlas Terex, Schaeff, Terex
Forklift trucks	Schaeff
Heavy duty screens, feeders, crushers	Canica, Simplicity, Terex Recycling
Aerial work platforms	Terex
Power trowels, concrete finishing systems	Bartell, Terex
Off-highway rigid and articulated haulers, scrapers	Terex
Rough terrain telescopic material handlers	Square Shooter, Terex
Rough terrain hydraulic mobile cranes	Bendini, PPM, Terex
Rough terrain telescopic material handlers, cement mixers, concrete pumps	Italmacchine, Terex
All terrain mobile cranes	Franna
Rough terrain hydraulic mobile cranes, truck cranes, aerial work platforms	Lorain, P&H, Terex, Terex Aerials
Tower cranes	Peiner
Truck mounted cranes	RO-Stinger
Utility aerial devices, digger derricks	Hi-Ranger, Telelect
Electric rear and bottom dump haulers, all wheel drive rigid off-highway trucks	Lectra Haul, Payhauler, Terex, Unit Rig



to our shareholders and stakeholders:

It was a year of opportunities and challenges for Terex. We experienced a significant downturn in many of our businesses in 2001. For much of our industry, the U.S. economic recession actually began in the second half of 2000, as economic and political uncertainties escalated around the world. Hard times notwithstanding, we continued to grow the Terex franchise and we believe that we are even stronger today than we were 12 months ago.

While no CEO looks forward to a recession, this one helped illustrate that the Terex business model does work throughout the economic cycle. Our business model is designed around improving our customers' return on invested capital. We support this strategy through outsourcing to achieve low cost manufacturing, while minimizing selling, general, and administrative expenses through aggressive cost management. These factors, combined with both product and geographic diversity, help lower our operating risk profile and enable us to be solidly profitable throughout the business cycle. For management and investors alike, it is a more certain course than structuring the Company to maximize earnings in the one or two peak years in the cycle.



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around improving our customers'
return on invested capital

Double-digit revenue declines in many of our businesses during 2001 presented many challenges for our team. Our outsourcing-focused strategy gave us the flexibility to stay agile and adjust quickly to changing market conditions. Management's continuing emphasis on keeping our cost structure in line with our revenues is always important, but particularly in times of economic uncertainty such as these. The acquisitions the Company has made over the past several years have likewise helped us weather the storm by improving both our product and geographic diversity. Today, we compete in 14 categories, versus just four in 1995, with balanced geographic revenue generation of 50% in North America and 50% internationally.

Our outsourcing-focused strategy gave us the flexibility to stay agile and adjust quickly to changing market conditions.

The success of any business model rides on superior execution. At Terex, our core values and culture foster a healthy competitiveness that enhances our ability to execute. Ours is a culture that seeks to minimize bureaucracy and rewards speed and agility in decision-making. We take pride in our ability to differentiate ourselves from competitors and compete in nontraditional ways. Moreover, our business culture is highly performance-based. Management's discretionary incentive compensation is based on return on invested capital, which ensures that the interests of management are aligned with those of our shareholders.

Although net income was down year-over-year, Terex posted a strong performance in a very challenging market place. The business climate, in fact, presented opportunities to acquire under-performing businesses that may not have been available in a more robust economy. We were also able to access capital markets despite the economic uncertainty, which we feel reflects investor confidence in our business and our strategy. In a difficult year for all equities, the Terex share price outperformed the S&P 500, the S&P 400 Mid Cap, and the S&P 600 Small Cap indices even after accounting for the approximately 9.4 million additional shares of common stock we issued during the year. The market value of the Company rose over 45% in 2001, resulting in enhanced liquidity for Terex stockholders. We expect 2002 to remain challenging but believe the actions implemented in 2001, and planned for 2002, will continue to strengthen the Terex franchise and create future shareholder value.

Financial Performance

The Company's consolidated revenues in 2001 declined 12%. Many of our businesses saw revenue declines of 15-25%. Excluding acquisitions,

the decline in our core businesses was 17%. However, this difficult environment also demonstrated the strength of our diversification strategy. Powerscreen, acquired in 1999, to allow the Company to enter the crushing and screening business, continued to grow in 2001. Our boom truck business, although down year-over-year, increased its market share approximately six percentage points. Our lattice boom crane and tower crane businesses continued to grow, as these businesses have been less impacted by the slowdown of the U.S. economy.

While operating profit declined in 2001, operating margins remained relatively solid at 7.6%. Given the double-digit decline in our overall business, margin performance underscored the effectiveness of the Terex business model. EBITDA for the year was \$175 million and cash flow from operations was essentially break-even. Operating expenses in our core businesses, although higher as a percentage of sales, decreased in dollars in 2001, reflecting management's unrelenting emphasis on cost control. Our previously announced restructuring plan calls for closing and consolidating 11 facilities and other cost initiatives, resulting in \$40 million in annual cost savings, \$25 million of which will benefit the Company in 2002.

Terex entered 2001 with revenues of \$2.1 billion and ended the year with proforma revenues of \$2.4 billion, including the CMI, Schaeff and Atlas acquisitions. Terex is a company with significant upside earnings potential within its current portfolio of businesses, and I am committed to exploiting the acquisitions and consolidations we have made in order to realize their full potential to create shareholder value.

Cash Flow and Capital Structure

We delivered on our commitment to improve the Company's balance sheet in 2001. Net debt to book capitalization ended the year at 57.5%, the best ratio Terex has had since it was founded in the late-1980s. In 2001, we successfully tapped the capital markets in three separate transactions, issuing \$500 million in high yield notes and \$96 million in common stock. The proceeds were used primarily to repay debt, improve the balance sheet, and strengthen our financial position. The Company also issued approximately 3.6 million shares of common stock in connection with the CMI acquisition, consistent with our commitment to maintain a balance between growth and leverage. Over the past three years, the Company has reduced net debt to book capitalization by approximately 29 percentage points from 1998's level of 86.1%, while growing revenues by over 45% during this same period.

Our efforts to reduce working capital needs in 2001 were not as successful. Last year, I committed to reducing working capital to 25% of sales. However, the sharp drop in our revenues kept us from achieving that goal. As a result, working capital finished the year at 38% of sales.

A goal of 25% is still our long-term target, but given current market conditions and the mix of our businesses, we have extended the timetable. Our near term goal is to reduce working capital to 30% of sales in the next 12 to 18 months.

When you look at 2001 from a cash flow perspective, it is really a story of two halves. While the first half of the year was difficult, we generated \$85 million in the second half of the year, adjusting production schedules and reducing our investment in working capital. We feel we have momentum, and we believe that this trend will continue into 2002.

Strategic Intent

We continue to build a growing franchise under the Terex brand name. Staying lean, profitable, and customer-focused in this difficult environment has enabled us to capitalize on opportunities during the year. Whether accessing the capital markets, further diversifying our Terex franchise through opportunistic acquisitions, or staying focused and executing our business strategy to gain market share, we acted with speed and decisiveness to take advantage of these marketplace opportunities during 2001.

Terex hallmarks of speed, agility, and solid execution will continue to differentiate our product offerings and build value for our shareholders.

The Company's reorganization, from a product line to a geographic focus to better serve the customer, is paying dividends through lower costs and better sales execution. We also continued to execute our acquisition strategy with the addition of Fermec in December 2000, Jaques, CMI, and Atlas during 2001, and Schaeff in early 2002. These acquisitions added over \$700 million in proforma revenues and provide further geographic and product diversification.

The Fermec acquisition put us into the new product category of loader backhoes and gave us a manufacturing plant in Manchester, England. The Jaques acquisition added a vertical shaft crushing machine to our infrastructure product line, as well as giving us a strong presence in the Australian market. The CMI acquisition, completed in the fourth quarter of 2001, continues to grow our road building product offerings. CMI adds a hot mix asphalt plant product which, combined with the Cedarapids product line, makes us a very strong player in this important market. When you combine the CMI, Cedarapids, and Standard Havens product lines, there are more asphalt plants in the marketplace

carrying our brand names than anyone else's. The Atlas and Schaeff acquisitions put us into sectors such as wheeled excavators, mini-excavators, wheeled loaders, truck-mounted articulated cranes, and a full range of scrap handlers. They also gave us a presence in the important German market, where we have been historically under-represented, and added over 60 locations to our dealer network.

Looking Ahead

We expect to see another challenging year in 2002, but we will stay committed to our "return on invested capital" marketing strategy and to improving customers' profitability. Nevertheless, I am cautiously but firmly optimistic for the coming year, based on actions we've taken in 2001 and the further actions we plan on implementing in 2002. Revenue should grow 25-30% solely from the impact of the acquisitions we have recently made. While we see our core businesses remaining flat in 2002, soft markets in some areas should be offset by market share driven revenue growth in other products. Because we do not expect to get much help from the overall markets in 2002, we will concentrate on growing our existing markets and harvesting gains from consolidations and acquisitions.

We will again focus on our long-standing priorities to reduce working capital, generate cash and pay down debt. We will continue to execute on our business model, looking at initiatives to lower our cost base, improving our revenues by building market share, and attacking the competition in ways that are unique to our industry. Improving our balance sheet will be another important focus, as we will work to lower leverage while delivering on savings plans and acquisitions already completed. Our fundamental business strategy has not changed. In fact, we have strengthened our commitment, encouraged by the Company's performance in the current downturn. Terex hallmarks of speed, agility, and solid execution will continue to differentiate our product offerings and build value for our shareholders.

Our entire organization joins me in thanking you for your continued support.

Sincerely,



Ronald M. DeFeo

Chairman, President and Chief Executive Officer

the right products

Our basic mission at Terex is to manufacture and market high-quality capital equipment designed to improve our customers' productivity and return on invested capital. Providing customers with the right equipment to fit their task is critical to the execution of this mission. At the end of the day, customers are concerned with the end result and the most cost-effective way to get the job done.

The Terex loader backhoe is one of many Terex products that meets those criteria. Part of our growing product portfolio, as a result of the acquisition of Fermec in late 2000, the loader backhoe, which was previously marketed primarily in Europe, is known for its quality and dependability.

Supported by an offbeat "We Must Be Crazy" themed ad campaign, the product was successfully launched in North America under the Terex brand name. The new machines employ the latest materials and manufacturing techniques to ensure reliability, excellent service access and modern durable styling.

Whatever the model, whatever the environment, the loader backhoe's new low emission engines provide power that is always available and is delivered smoothly and efficiently. To these benefits, add aggressive pricing, up to 25% below the competition, and one of the most advanced hydraulic systems in its class, enabling the operator to easily execute all craning, loading and excavating tasks. The new loader backhoe's high quality and dependable performance, coupled with its significantly lower cost, illustrate how Terex consistently delivers higher profits and a better return on invested capital to its customers.





providing customers with
the right equipment to fit their
task is critical

the right people

In today's fiercely competitive business environment, a company is only as successful as its people. The right people drive execution. They are continually looking for opportunities to work smarter, better, and more efficiently. For a company such as Terex, which values agility, market reaction time, and decisiveness, having the right people on its team is mission critical.

Ed Samera, Vice President, Product and Training Support, North America, one of our approximately 7,300 employees, exemplifies that spirit. Two years ago, Ed took on the challenge of upgrading Terex's service and support capabilities in the North American marketplace. The solution, the "Terex Support Plus" program, has helped upgrade Terex's service and support efforts dramatically. What was once a competitive disadvantage is now a valuable strength. In just two short years, Ed molded "Terex Support Plus" into a model team of mobile experts serving the support capabilities of Terex's entire North American distribution network. More than 20 of the team's technicians are in the field at all times, equipped with sophisticated technology to access parts, service and maintenance materials. Armed with global positioning systems to reach customers quickly, the fast moving "Terex Support Plus" trouble-shooters can promptly deploy anywhere to help distributors maintain the highest levels of equipment availability and usage.

A program originally established to service only lifting equipment now works for almost all Terex equipment in North America. Using a toll free number, a regional representative can be reached 24 hours a day, seven days a week to help customers with fast, cost-effective solutions to any and all operational problems.

Ed Samera's "Terex Support Plus" program handles approximately 6,000 customer calls a month from every region of North America. Calls deal with everything from parts numbers and pending orders to requests for immediate repairs needed to ensure maximum operating uptime. This widely praised program, unique to Terex in the industry, is a perfect example of how the right people drive results at Terex.



the “Terex Support Plus” program has helped upgrade Terex’s service and support efforts dramatically



the right values

Our corporate values did not materialize overnight. They are deeply held beliefs and principles that have successfully guided managers and employees through years of reinventing and rebuilding Terex into the highly efficient and successful organization that it is today. Animated by an overriding mission to increase our customers' return on invested capital, those values are reinforced on a daily basis.

One core principle is Terex's powerful commitment to a lean anti-bureaucratic working environment - a climate that promotes and fosters independence, individual responsibility and accountability. By minimizing bureaucracy, management can react with agility to changing market conditions and make decisions quickly and confidently. This principle places a high value on a performance-based culture that rewards and encourages out-of-the-box thinking to find customer solutions that set us apart from the competition.

The stunning speed with which Terex is executing its post acquisition integration of CMI illustrates this value. An empowered management team, free of bureaucratic constraints, swiftly identified over \$20 million in annualized cost savings and proceeded to take immediate, decisive actions to execute and deliver on the plan. On a broader, company wide scale, it is Terex's minimum bureaucracy that has enabled the company to maintain selling, general, and administrative expense levels well below the industry average.

Another recent non-traditional Terex solution stemmed from genuine creative thinking about the Atlas Weyhausen acquisition. Frankly, there is no better pre-acquisition due diligence than taking a company for a "test ride." And that is exactly how Terex came to a decision to acquire Germany's Atlas Weyhausen. After being involved on-site as management consultants, Terex knew well in advance of acquiring Atlas exactly what operating costs could be removed, a striking instance of how Terex routinely challenges industry norms.

These are but a few examples of Terex's willingness to take a fresh, non-bureaucratic approach to problem solving. They illustrate a value system that prizes creative, unconventional thinking. Those values will continue to guide us as we build an even stronger and clearly differentiated company able to produce steady revenues and earnings growth as it builds significant value for shareholders.





one core principle is Terex's powerful commitment to a lean anti-bureaucratic working environment

shareholder information

Terex Corporation**Board of Directors**

Ronald M. DeFeo
Chairman of the Board

G. Chris Andersen
Partner, Andersen, Weinroth and
Co., L.P.

Don DeFosset
President and Chief Operating
Officer, Walter Industries, Inc.

William H. Fike
President, Fike & Associates

Dr. Donald P. Jacobs
Dean Emeritus, J.L. Kellogg
Graduate School of Management,
Northwestern University

Marvin B. Rosenberg
Senior Vice President and General
Counsel, Terex (retired)

David A. Sachs
Managing Director, Ares
Management, L.P.

Corporate Officers

Joseph F. Apuzzo
Chief Financial Officer

Kevin A. Barr
Vice President, Human Resources

Eric I Cohen
Senior Vice President,
Secretary and General Counsel

Mark T. Cohen
Controller

Ronald M. DeFeo
Chairman, President and
Chief Executive Officer

Fil Filipov
Executive Vice President

Brian J. Henry
Vice President, Finance, Business
Development

Kevin M. O'Reilly
Vice President, Investor Relations
and Corporate Communications

Susan K. Sutherland
Treasurer

Group Presidents

Thys de Beer
President, Terex Mining

Colin Robertson
President, Terex Europe

Ernest R. Verebelyi
Group President, Terex Americas

Transfer Agent and Registrar

American Stock Transfer
& Trust Company
40 Wall Street, 46th Floor
New York, New York 10005
(800) 937-5449

Shareholders seeking information
concerning stock transfers, change
of addresses and lost certificates
should contact the Company's
stock transfer agent directly.
American Stock Transfer & Trust
Company may also be contacted
at www.amstock.com.

Stock Information

Stock Symbol: TEX

Stock Exchange: New York Stock
Exchange

The high and low quarterly sales
prices for the past two years of
Terex Corporation are as follows:

	Q1	Q2	Q3	Q4
2001				
High	20.35	24.50	22.94	19.00
Low	14.50	16.75	15.35	15.78
2000				
High	28.88	17.25	19.50	17.19
Low	11.13	12.38	12.00	11.56

Annual Report/Form 10-K

Additional copies of the
Annual Report/Form 10-K
are available from Terex
corporate headquarters
by calling (203) 222-5942.

Annual Meeting

The Annual Meeting of Shareholders
will be held at 10:00 a.m. (Eastern
Time) on Thursday, May 16, 2002
at Terex Corporation, 500 Post
Road East, Suite 320, Westport,
Connecticut.

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NYSE

Corporate Headquarters

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Business Operations**Terex Americas**

American Crane
Wilmington, North Carolina, USA

Amida Industries
Rock Hill, South Carolina, USA

Bid-Well
Canton, South Dakota, USA

Cedarapids
Cedar Rapids, Iowa, USA

CMI Terex
Oklahoma City, Oklahoma, USA

Coleman Engineering
Holly Springs, Mississippi, USA;
Memphis, Tennessee, USA

EarthKing, Inc.
Westport, Connecticut, USA

Jaques
Subang Jaya, Malaysia; Melbourne,
Australia; Chomburi, Thailand

Load King
Elk Point, South Dakota, USA

Schaeff, Inc.
Sioux City, Iowa, USA

Simplicity Engineering
Durand, Michigan, USA

Terex Bartell
Brampton, Ontario, Canada

Terex Handlers
Baraga, Michigan, USA

Terex Lifting Australia
Brisbane, Australia

Terex Lifting – Waverly
Waverly, Iowa, USA

Terex – RO
Olathe, Kansas, USA

Terex-Telelect
Watertown, South Dakota, USA

Terex Worldwide Parts
Distribution Center
Southaven, Mississippi, USA

Terex Europe

Atlas Terex
Bremen, Germany

Atlas Terex UK Limited
Hamilton, Scotland

Benford
Warwick, England

B.L. Pegson
Coalville, England

Comedil
Fontanafredda, Italy

CPV
Clones, Ireland

Fermec
Manchester, England

Finlay Hydrascreens
Omagh, Northern Ireland

Fuchs
Bad Schönborn, Germany

Powerscreen International
Dungannon, Northern Ireland

Powerscreen Limited
Kilbeggan, Ireland

PPM SAS
Montceau-les-Mines, France

Schaeff
Landenburg, Germany

Terex Aerials
Cork, Ireland

Terex Equipment Limited
Motherwell, Scotland

Terex Italia
Crespellano, Italy

TerexLift
Perugia, Italy

Terex Peiner
Trier, Germany

Terex Mining
O&K Mining
Dortmund, Germany

Unit Rig and Payhauler
Tulsa, Oklahoma, USA

Terex Employees Worldwide
7,363 Full-time



For additional information
about our company
and our expanding line
of products, please
visit our website
www.terex.com



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