

## Fairbanks Scales

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For Immediate Release

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### **FAIRBANKS SCALES AND TEREX AWP WORK TOGETHER FOR PRE-DELIVERY INSPECTION OF GENIE® PRODUCTS**

National network of Fairbanks Scales Industrial Service Technicians to perform Pre-delivery Inspection and Operator Familiarization on Genie® equipment

Fairbanks Scales, a worldwide leader in weighing systems and the only scale company with a direct national service organization, will be providing exclusive support and service to Terex Aerial Work Platforms (AWP) for pre-delivery and operator familiarization services for all Genie® branded products and Terex® light towers.

Fairbanks Scales, headquartered in Kansas City, MO will provide factory-trained service and support to end-users who purchase Genie equipment and Terex light towers through retail distribution channels. A unique customer delivery process has been developed to provide customers with a convenient and professional service experience.

“We believe that Fairbanks Scales can leverage its direct national industrial service and calibration organization to provide responsive and convenient delivery and training services, and enhance the value of the Genie product line,” said Richard Norden, President and C.O.O. of Fairbanks Scales.

#### **About Terex**

Terex Corporation is a diversified global manufacturer of a broad range of equipment that is focused on delivering reliable, customer-driven solutions for many applications, including the construction, infrastructure, quarrying, mining, shipping, transportation, refining, energy, utility and manufacturing industries. Terex reports in five business segments: Aerial Work Platforms; Construction; Cranes; Material Handling & Port Solutions; and Materials Processing. Terex offers financial products and services to assist in the acquisition of equipment through Terex Financial Services. More information can be found at [www.terex.com](http://www.terex.com).

#### **About Fairbanks Scales**

For 181 years Fairbanks has provided top quality industrial weighing equipment and dependable service through a network of Fairbanks sales and service representatives and authorized distributors. Fairbanks Scales Industrial Service Organization provides field service and depot center repair on various equipment including AWP's, optical readers, motorized security vehicles and process controls. With nationwide coverage, technical support and training, and a national account program, Fairbanks Scales Industrial Service partners with manufacturers worldwide to provide comprehensive field service and support. More information can be found at [www.fairbanks.com](http://www.fairbanks.com).