



RUBBLE MASTER successful in turbulent times

Global market leader in compact class mobile recycling stands out in key markets

- Company has optimised processes, streamlined organisation and reduced costs
- New product (RM80 GO!) makes starting out in recycling even easier
- Four success stories about satisfied customers

Linz, 20 April 2010 – "While other companies took a passive approach during the financial crisis we took advantage of 2010 to consolidate the position of RUBBLE MASTER, the global market leader for mobile recycling in the compact class," explains Gerald Hanisch, RUBBLE MASTER founder and CEO. "We used this difficult time to closely examine all our corporate processes, optimise them and significantly streamline the entire organisation. In this respect the crisis was also a powerful impetus for us to prepare the company for a positive future." The result is that RUBBLE MASTER now works even more efficiently and cost-effectively and can reap the benefits of the work it carried out the year before.

New markets

Gerald Hanisch is also highly optimistic about chances for RUBBLE MASTER in new markets: "We have also expanded on an international scale, in prospering markets such as India, South Africa, USA and China, and this positive trend can also be seen in our existing markets. I returned from China last Thursday and came back from the trip with several interesting orders."

RUBBLE MASTER on the road to success

And with the **RM80 GO!**, the company has another new product to its name. "We used the last year to be able to immediately offer our customers the very latest technological advancements in terms of product development and service," explains Gerald Hanisch. "When the economy picks up again – and there are already signs of this – we will have a product portfolio that makes it even easier for our customers to start out in the recycling business." The extension to the building at the Linz headquarters also shows how important investments in ideas and the Lifetime Support programme are for RUBBLE MASTER.



For all market segments: four familiar faces and the new addition – RM80 GO!

Now with five models – the compact problem solver **RM60** for smaller businesses, the **RM70 GO!**, an ideal crusher for newcomers to recycling, the mobile power pack **RM80**, the profitable high-performance crusher **RM100** and the **RM80 GO!** (set to be launched at the bauma 2010 show) RUBBLE MASTER offers machine solutions for success with niche applications in recycling. With the RM80 GO! the inventor of compact recycling will be presenting a new, innovative crusher from the house of RUBBLE MASTER.

Growing markets

The RUBBLE MASTER sales structures were optimised during the previous year: there are now new sales partners in the USA, Switzerland, Poland, the Netherlands, South Africa and India. "Investing in North America in 2009 was a step in the right direction for us," says Gerald Hanisch. The installation of the logistics centre for spare parts in Memphis, USA at the beginning of 2009 shows that RUBBLE MASTER is fully committed to service, products and the brand. "We wouldn't have managed without RUBBLE MASTER," says Ron Garofalo, owner of DAG Mobile Aggregate Recycling, a customer of RUBBLE MASTER in the USA.

Sales partner in Switzerland

As part of the strategic development of the sales network RUBBLE MASTER is delighted about its new sales partner for Switzerland who has been with the company since the beginning of April 2010. Customers in Switzerland regard Biedermann Unterhalt- und Vertriebs GmbH to be a reputable, trustworthy and respectable partner when it comes to advice, sales and, above all, service.

Sales partner in Poland

Another new partner was welcomed into the RUBBLE MASTER sales network at the beginning of February 2010 – the company Interhandler Sp. z.o.o. Thanks to its lean but finely coordinated product portfolio Interhandler is a well-known, long-standing partner to the construction and recycling industry in Poland. Customers in Poland always associate the name Interhandler with advice and service.



Sales partner in the Netherlands

The company Jager Ophof Handelonderneming b.v. joined RUBBLE MASTER at the beginning of 2010 as the new dealer for the Netherlands. The company Jager Ophof Handelonderneming b.v. has an excellent reputation in the Netherlands for its high-quality product portfolio and outstanding service. Jager Ophof Handelonderneming b.v. is one of the biggest and most successful dealers in the field of construction material processing machines in the Netherlands.

Sales partner in South Africa

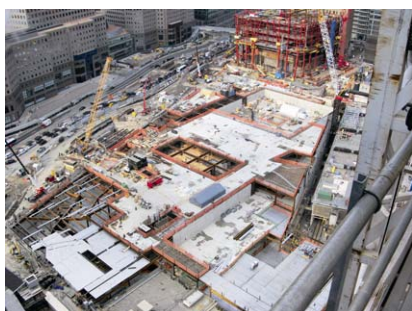
RUBBLE MASTER has been working exclusively with Pilot Crushtec since June 2009. Pilot Crushtec is South Africa's leading provider of machines for crushing, screen technology and material transport in the fields of recycling, construction, civil engineering, stone quarrying and mining. RUBBLE MASTER signed the contract with Pilot Crushtec due to their impressive success story, their leading position in the crushing sector, the acknowledged support and the widespread service network of the company. Additionally this collaboration is an ideal platform for RUBBLE MASTER to successfully continue to extend its activities to other African countries in 2010.

Success times four

The RUBBLE MASTER success stories show once again how right it was to uphold the RUBBLE MASTER philosophy of always making every effort for customers and counting on service and product enhancement in what has not been an easy year for business.

USA – RUBBLE MASTER at Ground Zero

An RM70 GO! is in action on what is without doubt the most well-known construction site in the world. "This is the only recycling machine that can be used here with these tight space conditions and so close to the many people queuing for the Visitor Center," says the project engineer responsible. Minimum dust, minimum noise,



extremely safe working conditions with high throughput performance – once again proof that RUBBLE MASTER Compact Recyclers are also a welcome sight in sensitive inner city areas. (Bild 1 und 2: RM am Ground Zero) *More on: www.rubblemaster.com*

Nepal – service on the roof of the world

The RUBBLE MASTER Lifetime Support programme guarantees customers top service quality wherever they may be in the world. A RUBBLE MASTER service engineer recently visited the Gemini Group in Nepal, for example, to offer advice on site. The customer uses an RM80 with OS80 and RFB plus a downstream tracked TS 3600 screen, primarily



to process riverbed gravel for road building. The machine works very close to a river where at times a fast exit has to be possible due to rising water levels. The mobility of the RM80 and the tracked TS3600 screen make this possible. The customer also uses the mobility of the RUBBLE MASTER products to carry out jobs on nearby sites. (Bild: RM in Nepal)

More on: www.bhpengeers.com

China – recycling rules in Xuchang City

The construction company Jin Ke Group, founded in 2000 and located in Xuchang City, Henan Province – nominated for the "Greenest City in P.R.C." in 2008 and "Very Clean City" in 2009 – has relied on the profitable high-performance crusher RM100 since 2009. It was the aim of the Jin Ke Group from the very beginning to, on the one hand, do something good for their city and, on the other, take advantage of the opportunity and earn money from rubble recycling. The Jin Ke Group recently received confirmation from the Mayor of the City of Xuchang that



in terms of quality and usability, the aggregate produced with RM crushers is as good as natural material and suitable for road building and also as base course material for buildings. The Jin Ke Group is currently the only company in Xuchang City that recycles rubble, making it the leader and a pioneer in environmentally friendly recycling throughout the province. (Bild: RM in Xuchang City) More on: www.epc.com.hk



Aspern – Vienna's Urban Lakeside

A new urban district is to be developed on the approximately 240 hectare site of the former Aspern Airfield. Bernhard Radinger, Waste and Environment Manager at the HABAU Group, is using the RM80 with mobile oversized grain solution once again for this project. "The fact that we have such a good compact RUBBLE MASTER in use here is all down to the excellent experience we have had with similar projects and the RM80. This has saved us around a third of the normal workflow and expense."

More on: www.rubblemaster.com

Current developments

The continued growth and **success of the company meant that it became necessary to expand the company premises.** Work began on extending the company headquarters in Linz-Pichling in 2008 and the new building was opened in 2009.

(Photo: RUBBLE MASTER HMH GmbH headquarters)

At the same time the company group was restructured which also entailed changing the name of the operative business to RUBBLE MASTER HMH GmbH.



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