Astec Bulk Handling Solutions Initiative Catapults Astec Industries into the Sea Ports and Inland River Terminals Markets

Friday, April 3, 2015

CHATTANOOGA, Tenn. (April 3, 2015) - Astec Industries, Inc. (Nasdaq:ASTE) today announced the launch of Astec Bulk Handling Solutions (ABHS). The Astec Bulk Handling Solutions initiative will focus on providing complete customized solutions to the sea ports and inland river terminals industry.

The new initiative creates a platform to combine the existing resources in material handling of Astec companies, such as KPI-JCI and Telsmith, with the expertise in sea ports and inland river terminals from the acquisition of Telestack Limited in April of 2014. Located in Northern Ireland, Telestack specializes in the complete in-house design, manufacture, installation, and commissioning of a full line of material handling systems used in the ports and terminals, aggregate, and mining industries.

Astec Bulk Handling Solutions leverages the Astec group’s strengths and global reputation in bulk handling to present a credible and unique alternative to established material handling companies in the sea ports and inland river terminals sector.

“With the addition of Telestack to our Astec family of companies, we can now align our internal resources through Astec Bulk Handling Solutions to deliver end-to-end solutions to our customers. Astec Bulk Handling Solutions can build complete customized material handling systems by choosing the best products from within the Astec family. Our customers will have to work with only one face to solve their bulk handling needs. This will reinforce the “one stop shopping” experience the Astec brand represents,” commented Jeff Elliott, Group Vice President, Aggregate & Mining at Astec Industries.

Astec Bulk Handling Solutions will supply a broad line of products from Astec facilities in the US, Canada and around the world. Use of the existing expertise, proven engineering designs and global manufacturing footprint is expected to create a competitive advantage for Astec Bulk Handling Solutions in the sea ports and inland river terminals sector. The Astec brand also offers significant value for customers who seek a solid North American partner for their business relations.

Astec’s expanded capabilities and demonstrated experience in material handling can deliver capital efficiencies and reduce the risk of a customized solution. “We are ready to dedicate significant engineering and project management resources to ensure Astec Bulk Handling Solutions delivers the optimum results for our customers. Our sales and engineering specialist will work jointly with each customer in all aspects of the solution design,” Elliott stated.

While the initial focus will be on North America, Astec Bulk Handling Solutions anticipates pursuing projects that will require multi-national solutions. “Our global footprint allows us to
leverage the presence of Astec locations around the world to offer extensive support and after-market services to our customers. We are ideally placed for growth and expansion in the dynamic ports and terminals sector,” Elliott said.

Astec Bulk Handling Solutions will be headquartered at the JCI facility in Eugene, Oregon and will employ a dedicated sales engineering specialist to sell direct to the market place. Astec Bulk Handling Solutions may also consider highly qualified agents and dealers in specific market locations as part of its continuing development of the sea ports and inland river terminals business.

To find out more about Astec Bulk Handling Solutions go to www.AstecBulk.com

Astec Industries, Inc., (www.astecindustries.com), is a manufacturer of specialized equipment for asphalt road building; aggregate processing; oil, gas and water well drilling; and wood processing. Astec’s manufacturing operations are divided into three primary business segments: road building and related equipment (Infrastructure Group); aggregate processing and mining equipment (Aggregate and Mining Group); and equipment for the extraction and production of fuels, biomass production, and water drilling equipment (Energy Group).

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