

PipeLine Machinery



Announcement

November 12, 2010

McCullough and Schulte serve eastern pipeliners

HOUSTON, TX – PipeLine Machinery International (PLM-Cat) today announced that Account Manager Howard McCullough is retiring from PLM effective at year end. McCullough has been with PLM since June of 2006 when he was convinced to come out of retirement to bring his extensive pipeline experience to work for PLM in the eastern United States.



“We were fortunate to gain Howard’s experience with the local pipeline community which he earned over his long career with Walker Machinery-Cat,” said PLM Senior Vice President Tony Fernandez. “He brought us that regional experience and successfully grew the pipeline relationships with the focussed industry attention and solutions available through PLM.”

Fernandez went on to praise McCullough for his industry intelligence and skill in mentoring new PLM staff. For the past year, James Schulte has been working with Howard and the eastern pipeline customers and is poised to take responsibility for the region.



Schulte joined PLM in July 2007 as equipment support coordinator for the southeast States. He began his Cat career with Ring Power (Florida) as parts and services sales representative. He joined the PLM sales team in September 2009 and has been working closely with Howard McCullough and the rest of the sales team.

“James has been very well-received by the pipeline contractors, especially with his product support background,” says Fernandez. “His depth of product knowledge and experience with the unique nature of pipeline equipment and how it is utilized is appreciated by the customers. With Howard’s guidance over the past year, James’ transition into managing the accounts in this very busy region has been seamless.”

“I am enjoying the challenges presenting in the eastern US region,” said Schulte. “With the extensive development in shale play regions plus the upgrades and extension projects in the central and southeast areas, there are interesting times ahead.”

PLM was established in 2005 and is the first Caterpillar dealership to focus on a particular industry on a global basis. PLM provides purpose-built and traditional construction equipment to the mainline pipeline construction industry on projects around the world. PLM works closely with

pipeline owners, contractors and local Caterpillar dealers to provide solutions tailored to the unique product and service needs of this industry.

PLM's worldwide activities are currently supported through the corporate offices in Houston, Texas, USA, Edmonton, Alberta, Canada, The Hague, Netherlands, Beijing, China, Melbourne, Australia and Singapore.

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For further information, contact PLM Communications & Marketing Manager Sherry Gettis at sgettis@plmcat.com or by telephone at 780-377-0338. Additional PLM information is available on the PLM website at www.plmcat.com.