

# PipeLine Machinery



## Announcement

### December 10, 2010 Ternan to retire from PLM

HOUSTON, TX – The Board of Managers of PipeLine Machinery International (PLM-Cat) announced today that President Mel Ternan will be retiring effective December 31, 2010. The Board offers their sincere thanks and congratulations to Ternan as he begins the next facet of his life.



“Mel was instrumental in getting this PLM concept off the ground in 2005 and we will all miss his leadership and patient diplomacy,” said PLM-Cat Board



Chair Brad Tucker. “His ability to form a dynamic team that has succeeded in the unprecedented concept of an industry-focused, non-geographic Cat dealership is respected throughout the industry and within the Caterpillar community. We are happy that Mel is heading into retirement with his health and plans for further adventures in his and his wife Shirle’s lives.”

“It has been an incredible six years,” commented Ternan. “We were timed perfectly to service the pipeline industry through an unprecedented growth period in North America and around the world. It has been a privilege and an honor to lead this talented group of pipeline equipment specialists and the dedicated group of support staff we have grown around the world. I have every confidence the team will continue to grow in that success.”

Leading the PLM-Cat team in January will be Senior Vice President Tony Fernandez who will take on the new role of Executive Vice President and General Manager. Fernandez was also part of the four-dealer founding group that helped put the PLM-Cat dealership together. He has been instrumental in leading PLM operations in the Americas since the company’s inception in May of 2005. He will continue to expand his role, leading PLM-Cat towards increased international growth. Assisting in this transition will be PLM-Cat Board Chair Brad Tucker who will take on the additional role of president of PipeLine Machinery International.



“We at PLM face some great challenges ahead as we build the Caterpillar reputation in the international pipeline construction community,” said Fernandez. “We have enjoyed some success in the European and Africa/Middle

East community and have made significant inroads into Australia and the Asian community including China and much of that success is due to Mel's determination and that of the team we have built. Our challenge now is to continue to grow our pipeline solutions for these international markets so that Caterpillar machinery will take a leadership role on the world's pipeline right of ways as it has in North America. Having the assistance of Brad on a regular basis to coordinate Caterpillar, PLM Board and PLM's goals and objectives enhances the strength of the entire team."

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