

# PipeLine Machinery



## Announcement



**April 12, 2010**  
**Scot Jenkins, P.E., MBA**

PipeLine Machinery International (PLM) President Mel Ternan, on behalf of the Board of PLM is pleased to announce that Scot Jenkins has taken on the new position of Vice President Asia- Pacific Region. He joins the executive team at PLM and will hold full responsibility for growing PLM's investment and impact in the China and Asia Pacific pipeline markets.

Scot joined PLM in 2009 and has been working on developing PLM's presence in China and the Asia-Pacific region. While leading the sales and product support team on the ground in the area, he has been instrumental in establishing a corporate presence in Beijing as well as setting up region headquarters in Singapore.

Scot holds Mechanical Engineering and MBA degrees and has extensive experience with establishing support and sales offices in the Asia-Pacific region, including China. Prior to joining PLM, he held senior positions in the compression industry providing marketing and business development in Asia and China along with sales and manufacturing-side experience in Europe.

"Scot has built some solid relationships throughout the China and Asian business community and is well-respected for his knowledge and sensitivity to the needs and styles of the international business community," Ternan said. "With the growth of our business in the region, Scot's expertise in the establishment of local processes and agreements suited to that business environment has been a tremendous advantage. In the past year he has shown an excellent grasp of the customer base and the inherent business challenges of the region."

The expansion of PLM's Asia-Pacific team is designed to address the long-term growth in the China pipeline construction industry as well as growing pipeline and LNG opportunities throughout India and Southeast Asia. "With the current success of our equipment provisioning contract on the Papua New Guinea LNG

plant construction and pipeline project, we see many opportunities ahead for Caterpillar purpose-built and traditional equipment to serve the industry,” remarked Ternan. “Scot will lead the PLM team in Asia-Pacific and participate at the executive level in overall leadership of the company.”

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 headquarters office in Houston, Texas, the Canadian operations headquarters in Edmonton, Alberta, the European operations headquarters in The Hague, Netherlands, the China office in Beijing and soon to be established Asia-Pacific headquarters in Singapore.

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For further information, contact PLM Communications Manager Sherry Gettis at [sgettis@plmcat.com](mailto:sgettis@plmcat.com) or by telephone at 780-377-0338. Additional PLM information is available on the PLM website at [www.plmcat.com](http://www.plmcat.com).

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