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Improved Focus: Caterpillar Marine realigns management structure to weather economic storm

Hamburg, Germany – Following a number of record years in marine business, 2009 and 2010 definitely will be more challenging for the entire market. However, with good products, trusted services and a team of dedicated marine professionals, Caterpillar Marine Power Systems (CMPS) is prepared to weather the storm. The realignment of CMPS Director level management structures will improve our customer relationships while allowing for sustainable growth.

Effective April 1, J. Florian Gruber will become CMPS Sales Director, based in Hamburg. Gruber will be responsible for all commercial Cat® and MaK marine engine sales around the world. He will oversee a global team of sales representatives as well as the MaK dealership for Asia Pacific. Gruber will concentrate on supporting key Cat and MaK dealers and will work closer with strategic customers and the sub-segments that they operate in.

Also effective April 1, P. Jaime Tetrault will become CMPS Product Support Director, based in Miramar, Florida, in the USA. Tetrault will have responsibility for all after-sales strategic initiatives, including product support, parts distribution and dealer development. He will oversee a team of product support professionals around the world, ensuring that local customer needs are met while global service consistency is guaranteed.

“Our decision to establish dedicated global leadership roles for Sales and Product Support reflects the changing nature of our growing customer base,” said Nigel Parkinson, CMPS Managing Director, Hamburg. “Our previous leadership structure was more regionally focussed. By making these changes our aim is to better align Caterpillar® and our Dealer Network to meeting our customers’ requirements consistently wherever they operate around the world.”

Background J. Florian Gruber

J. Florian Gruber started his professional career with the largest German shipbuilder and has worked in various positions in the marine industry. He is a graduate of the Fachhochschule für Schiffsbetriebstechnik (Marine Engineering Academy) in Hamburg and spent several years as a Chief Engineer on ocean-going vessels. Gruber joined Krupp MaK Maschinenbau GmbH – now Caterpillar Motoren GmbH & Co. KG – in Kiel, Germany, as a Senior Warranty Engineer in 1987.

In 1988, Gruber assumed responsibility for the global service of MaK engines in marine and power plant applications. From 1996 to 1999, he headed the MaK sales and service subsidiary in Bremen, Germany. In 1999 Gruber was assigned to build up Asian business for the MaK brand out of Singapore, and later headed the complete Caterpillar Marine Asia Pacific team for both Cat and MaK brands out of Shanghai, in the P.R. China, until 2008.

Background P. Jaime Tetrault

P. Jaime Tetrault is a graduate of the United States Merchant Marine Academy. He gained product support experience with another medium speed engine manufacturer before joining Caterpillar in 1994 as a Project Engineer in the Lafayette, Indiana, engine manufacturing facility. Tetrault was active in the placement, project management and support of many Caterpillar engines in both ships and power plants around the globe. He obtained his MBA from Indiana Wesleyan University and subsequently spent two years with Caterpillar Financial Services.

Tetrault returned to the marine market in 1997 when he was Territory Manager for the US and Canadian west coast region. In this position, he contributed to the market leadership Caterpillar enjoys in the ship assist tug market. In 2000, Tetrault was promoted to Marine Manager in the Europe, Africa and Middle East (EAME) region. Most recently, Tetrault led the Caterpillar Marine Americas organisation, where he was responsible for prime sales and product support within the North and Latin America regions. His team more than doubled sales volume and was instrumental in improving product support levels.

Characters: 3,972

Pictures available on request:

- 1.) Nigel Parkinson**
- 2.) J. Florian Gruber**
- 3.) P. Jaime Tetrault**

About Caterpillar Marine Power Systems

Caterpillar Marine Power Systems, with headquarters in Hamburg, Germany, groups all the marketing and service activities for Cat and MaK marine engines within Caterpillar Inc. The organisation provides premier power solutions in the medium- and high-speed segments with outputs from 93 to 16,000 kW in main propulsion and 10 to 7,680 kWe in marine generator sets. The sales and service network includes more than 2,100 dealer locations world-wide dedicated to support customers in ocean-going, commercial marine and pleasure craft wherever they are.

More information is available at: www.Marine.Cat.com.

About Caterpillar

For more than 80 years, Caterpillar Inc. has been making progress possible and driving positive and sustainable change on every continent. With 2007 sales and revenues of \$44.958 billion, Caterpillar is a technology leader and the world's leading manufacturer of construction and mining equipment, clean diesel and natural gas engines and industrial gas turbines.

More information is available at: www.Cat.com.

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