

For worldwide release: December 3, 2008

Release Number: M23PR08

Pushing the limits: Florida Marine Transporters goes Caterpillar

Hamburg, Germany – Caterpillar marine dealer Louisiana Machinery Power Systems (LMPS) has concluded a deal to supply Cat® engines for 10 inland river push boats. LMPS, which is covering parts of the US Gulf Coast and the Mississippi River, signed the deal with Florida Marine Transporters (FMT), Mandeville, Louisiana. The push boats will be built at Eastern Shipbuilding Group, Panama City, Florida. Each boat will feature 2x Cat 3512C main engines and 2x Cat C4.4 generator sets and all will be financed by Cat Finance.

Back in 2005, Florida Marine Transporters signed a contract for 25 new push boats, each of 90 feet (27 metres) length, 32 feet (10 metres) width and 10 feet (3 metres) draught. This first series of vessels has already been delivered. In 2007 and 2008, FMT signed two additional contracts for 10 vessels each. Under the latest order one boat a month will be delivered starting in February 2009. In addition, FMT is purchasing 10 Cat C9 generator sets to re-power aged gensets in their existing fleet.

A working relationship

Florida Marine Transporters was established in Florida in 1994. After being bought by Dennis Pasentine, the company moved to Louisiana and has since grown strongly. Today, FMT operates a fleet of more than 50 tugs/push boats and over 100 barges. Around 650 employees provide a full range of marine services on the Mississippi River and the US Intracoastal Waterway, with a special focus on the oil and gas industry in the Gulf of Mexico.

Of the existing fleet, more than 30 boats are powered by Cat 3500-series marine engines. According to Jeff Brumfield, Senior Project Manager at FMT, the key reasons to go with Caterpillar Marine Power Systems have been engine price, dependability, maintenance and

support. Furthermore, Louisiana Machinery Power Systems' team of marine experts is always close to the customer. "For example, we have an employee who is dedicated to train FMT personnel in engine maintenance and troubleshooting", said Bob Tournet, Sales Representative at LMPS. In cooperation with Caterpillar laboratories, LMPS also provides lube oil analysis (Sample Oil Service, SOS) for Cat marine engines in the FMT fleet. "There have been a couple of cases where SOS provided valuable insights into engine health", Brumfield confirmed.

A team approach

The latest contract between FMT and LMPS to power another 10 push boats with both Cat main engines and generator sets has reinforced their partnership and the business ties established with CMPS. This is also underscored by FMT's intention to replace third-party gensets on 25 of its existing vessels with Cat product over the next 1-2 years.

All 20 Cat 3512C engines sold under the latest contract will get new EPA (Environmental Protection Agency) Tier 2-compliant ratings of 969 bkW (1,300 mhp) at 1,200 rpm, suitable for unrestricted continuous operation. So the FMT project marks another chapter in the success story of the Cat 3500-series, of which thousands have been sold for workboat applications across the globe.

CMPS Sales Representative John Shock, Cat Financial Account Manager Robert Hughes and the team at Louisiana Machinery Power Systems worked together to offer FMT a comprehensive solutions package. Shock commented, "This is a great example proving that if we sell the value of Caterpillar, i.e. the integration of prime product, financial solutions and lifetime product support, we will meet highest customer expectations. Quality, reliability and durability of Cat marine product are undisputed anyway."

Characters: 3,594

Pictures available on request:

- 1.) FMT Push Boats powered by Cat 3512C Marine Engines**
- 2.) FMT “Trina Smith” powered by Caterpillar**
- 3.) Cat 3512C Tier 2 Marine Engine right side view**

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.

CAT, CATERPILLAR, their respective logos, "Caterpillar Yellow" and the POWER EDGE trade dress, as well as corporate and product identity used herein, are trademarks of Caterpillar and may not be used without permission.

Editorial information:

Ronald Brüggmann

Manager Media Relations

Caterpillar Marine Power Systems

Phone: +49 40 2380-3104

E-mail: Brueggmann_Ronald@Cat.com

Caterpillar Marine press releases can also be accessed via:

www.Cat-Marine.com/news/news_press.php or www.Catnewsinfo.Cat.com.