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For Immediate Release

**KOBELCO Construction Machinery USA
Appoints Todd Dohnal as Southeastern Sales Representative**

Houston, TX – KOBELCO Construction Machinery USA is pleased to announce the appointment of Todd Dohnal as our new Southeastern Sales Representative. Dohnal brings with him to KOBELCO over 15 years of comprehensive experience in diverse sales management roles throughout the construction equipment industry.

In his new position, Dohnal will be responsible for providing support and assistance to KOBELCO dealers in the Southeastern Region of the United States. He will train dealer personnel on the features and benefits of KOBELCO products and ensure they are provided with the necessary tools to successfully market KOBELCO equipment. Dohnal will also assist dealers in development and execution of annual business plans including inventory control and sales strategies to increase their market share and profitability. In addition, he will be responsible for expanding KOBELCO's distribution locations through dealer recruitment and development in the Southeast.

Helping Dohnal succeed in his new role as a Southeastern Sales Representative with KOBELCO is his extensive background and knowledge of the construction equipment industry. Prior to joining KOBELCO, Dohnal held a variety of management positions within well-established companies including Liebherr Construction Equipment, Gehl Company, Mustang MFG and Carter Machinery. He brings with him a wide range of expertise ranging from territory, regional and international sales management. In his most recent position, Dohnal served as the Product Manager of Material Handling Equipment for Liebherr Construction Equipment. There, he managed the Port and Forest products markets for the



United States and was hands on with product promotion, site inspections and training to better assist dealer sales associates in representing and selling the product.

Highly qualified personnel such as Dohnal are essential to KOBELCO's long-term expansion strategy. "Todd has exhibited a proven ability in sales management and has achieved significant success throughout his career," states Randy Hall, Vice President of Operations for KOBELCO. "He displays motivation, passion for the industry and extensive experience, all of which are vital characteristics in driving and increasing KOBELCO's market share."

KOBELCO Construction Machinery USA is dedicated to producing a full range of crawler excavators in the 3,000 lb. to 184,000 lb. classes for the rental, landscape, construction, aggregate, roadbuilding, material handling, site preparation, recycling and ancillary markets, including zero tail swing, standard, long-reach and compact models. KOBELCO is well-known worldwide as The Excavator Authority for its steadfast focus on improving and enhancing its singular line of products. KOBELCO machines are well-known for their advanced technologies, including an innovative noise and dust reduction system, advanced hydraulic circuitry for reduction of pressure loss and superior fuel efficiency.

For more information on KOBELCO Construction Machinery USA or KOBELCO products, please visit www.KOBELCO-USA.com or call 281-888-8430.

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