



FOR IMMEDIATE RELEASE

June 20, 2016

Headline: The Robbins Company Announces Joe Lechner to SBU Sales

Sub-Headline: Lechner brings industry experience and extensive knowledge

The Robbins Company announced the appointment of Joe Lechner to the role of Small Boring Unit (SBU) Sales Manager. With over 18 years of industry experience, the role is a natural career progression for Lechner. It brings him back to his early roots of working with SBUs, while more recently he worked with TBMs. Lechner can continue his success with the company in this new capacity with the trenchless division.

In his new position, Lechner will handle SBU sales and rentals for Robbins, assist customers in equipment specifications for projects, and provide full-spectrum customer support. In addition, Lechner will be responsible for many other tasks such as generating quotes for cutters and spare parts, shop scheduling, forecasting, internal operations for Robbins, and field service support, as needed.

“I want customers to know they can come to me with any issues. I have a good understanding of the industry and our business,” said Lechner. “I want to provide an all-around good experience. Robbins wants your project to be successful, with our equipment and support.”

Lechner began working with SBUs in 1998, starting in field service. When he wasn't out in the field, he was building SBUs and cutters. He started up and commissioned SBU-As in the field, and transitioned over to working with TBMs worldwide in the mid 2000's. With his diverse worldwide field experience, Lechner's knowledge will continue to benefit Robbins and its customers.

Lechner said his goals as Sales Manager for the SBU product line for the next two years include increasing stocking levels and providing fast deliveries to customers. He noted the division is streamlining inspection quoting and repair processes to ultimately provide the most efficient services possible. With a few hundred machines in service, some of which are working around the clock, he anticipates product sales, rentals and repairs all will remain consistent moving forward.

“We're lucky to have Joe working with Robbins,” said Tom Fuerst, Utility Tunneling Sales Manager. “With his background and extensive knowledge, he'll easily implement the best solutions for our customers.”

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Side bar or callout text:

- Robbins employee Joe Lechner has been appointed to SBU Sales Manager
- Lechner has over 18 years of industry experience
- Lechner will specify appropriate equipment for projects, and assist customers throughout the sales and project processes

The News In Brief:

Images Attached to Email. If you need a higher resolution image, please contact Amey Yong.

Captions for Images:

Image 1: Joe Lechner, SBU Sales Manager

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