



## **NEWS RELEASE**

### **FOR IMMEDIATE RELEASE**

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### **MOBIL STEEL SELECTS VETERAN TO LEAD BUSINESS SALES TEAM**

**HOUSTON (May 31, 2013)** – [Mobil Steel International, Inc.](#) announced today that Stuart Robles joined the company's management team where he will lead sales, marketing and business development efforts for the 44-year old Texas Gulf Coast steel fabricator. Robles, who joins Mobil Steel as business development manager, has more than 18 years experience as a recognized sales professional and business development manager. Robles will help develop Mobil Steel's network of potential customers in the expanding energy, refining and petrochemical industries, including the rebounding commercial market.

Robles experience includes significant contacts and relationships with Mobil Steel's existing customer base. Before joining Mobil Steel, Robles served as business development manager for Norman Smith Equipment, a heavy equipment rental house servicing the Gulf Coast industrial and commercial sectors. He also worked for Acton Mobile Industries, Vanguard Modular Building Systems, Williams Scotsman and Space Master Buildings in the modular building industry providing mobile offices and portable space for the oil and gas, manufacturing and construction industries, and government and

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## **Robles started career as a veteran of the United States Nuclear Navy (page 2)**

education. While at Williams Scotsman, Robles was recognized as the top sales producer in the U.S. and consistently earned the company's coveted sales masters club designation.

Robles is a veteran of the United States Nuclear Navy, a graduate of the Navy's Nuclear Power School, and has a Nuclear Technology associate degree from City University in Washington. Robles started his sales career with the Navy when he served as a Navy recruiter where he was a top producer exceeding national recruiting goals. Robles continues to gain recognition, twice having been named Volunteer of the Year (2011 & 2012) for the Associated Builders and Contractors of Greater Houston.

"We are excited that Stuart Robles joined our Mobil Steel management team. He is a highly respected and effective business development and relationship management professional. He exhibits high integrity, commitment to purpose and willingness to exceed customer expectations," said Leonard A. Bedell, president and CEO of Mobil Steel. "I am confident Stuart will continue to excel at Mobil Steel and make a great contribution to our industry."

Robles continues the trend at Mobil Steel of adding qualified personnel to enhance Mobil Steel's customer service to industrial and commercial construction segments requiring reliable, on-time, quality steel fabrication. Mobil Steel added engineering, estimating and project management capability in 2012 and now has enhanced business development and sales expertise. "We have added project management and professional business development to enhance Mobil Steel's goal to be a major contributor to help rebuild and expand America's infrastructure," Bedell said. "We have more than enough capacity to increase production at Mobil Steel."

Mobil Steel has more than 80,000 square feet of fabrication and administration space at its South Wayside fabrication facility, including six fabrication bays. The company has capacity to produce more than 1,000 tons monthly of fabricated steel to

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### **Robles sees dedicated Mobil Steel employees as key to expanding capacity (page 3)**

meet customers' schedules. Mobil Steel is one of only a few Gulf Coast area steel fabricators to embrace quality certification through its commitment to the annual certification by the [American Institute of Construction \(AISC\)](#) and active participation in professional organizations such as Associated Builders and Contractors (ABC); [Associated General Contractors \(AGC\)](#); [Economic Alliance Houston Port Region](#), Association of Chemical Industry of Texas (ACIT); and the [American Welding Society](#).

“Mobil Steel provides me a great opportunity to work along side dedicated, principled employees and managers in a positive environment where we can expand our capacity and accelerate the industrial and commercial industries' mission to develop America's infrastructure,” said Robles. “I am honored to join this talented team and take up that charge.”

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#### **About Mobil Steel International, Inc.**

[Mobil Steel International, Inc.](#) fabricates steel used in some of the world's essential industries: chemical, manufacturing, petroleum, communication, clean fuels, and power utilities, as well as commercial construction. Mobil Steel, which has been at its South Wayside Drive facility in Houston for 43 years, has a production capacity of more than 1,000 tons per month in its 80,000 square feet of plant and office facilities under roof, providing flexibility to manage multiple projects. The 8.5-acre site is located within major freeway access to the refining and petrochemical complex in the Gulf Coast region. Mobil Steel is quality certified by the [American Institute of Steel Construction \(AISC\)](#). Mobil Steel is active in [Associated Builders and Contractors](#), [Associated General Contractors](#) and is a sponsoring member of [Economic Alliance Houston Port Region](#) and a member of the [Pasadena Chamber of Commerce](#). For information about Mobil Steel visit [www.mobilsteel.com](http://www.mobilsteel.com).