



BEHIND THE BUSINESS

Puckett Machinery Co.

Hastings Puckett

“Mississippi’s economy is made up of the most creative, unique, and innovative businesses in the entire world. The Secretary of State’s Office is proud to spotlight these businesses, and provide support for all ventures which choose to invest in our great State.”

Puckett



Hastings Puckett’s personal family tree is inseparably entwined with the corporate roots and expanding branches of Puckett Machinery Company, Inc. “It’s our family’s legacy,” said Puckett, the third generation of his family to lead the Caterpillar heavy equipment, rental services and power systems dealer for the 42-county sales territory of central and southern Mississippi.

In 1953, Hastings’ grandfather Ben Puckett first joined Stribling Brothers Machinery Company as a staff accountant. Nine years later, he and two associates purchased the Caterpillar dealership. After another twenty years of sales growth and facilities expansion, Puckett became sole owner and changed the business name to Puckett Machinery Company. In 1987, the family’s second generation began leading the business when Richard Puckett was named President and General Manager. In 1994, the elder Puckett sold his interest in the company to three of his sons: Richard, Ben and John. In 2000, Hastings, Richard’s older son, joined the company and in January, 2011, he was named company president.

Over the last thirty two years, the company has expanded its footprint to include heavy equipment branch locations in Gulfport, Natchez, Meridian, Hattiesburg and Brookhaven and Puckett Rents rental services stores in Biloxi, Hattiesburg, Madison, Meridian and Richland. A dedicated power systems division with offices in Jackson and Gulfport serves the marine/petroleum/industrial engine and electric power generation markets. In 2013, under Hastings’ leadership, the company relocated its corporate headquarters from the original Highway 80 location in Jackson to a new, state-of-the-art 150,000-square-foot facility in Flowood.

In late 2010, Puckett Machinery Company acquired D-M Equipment, the Blount/Prentice Forest Products dealer for southwest Mississippi and eastern Louisiana. In 2011, they launched a new business, SITECH South Mississippi, a Trimble dealer for Heavy and Highway machine guidance and control technology products. Puckett Global Services is an international division of the company that provides specialized heavy equipment and product support services. They successfully completed a three-year contract at the Air Force base in Khandahar Afghanistan in late 2013.

Hastings explains that Caterpillar’s distribution model is for the dealerships to be privately owned family businesses that transition through multiple family generations. Many Caterpillar dealerships are currently in their third or fourth generation of family ownership. “They have been very effective with that type of model and they help facilitate successful generational transitions” he said. “Where they are different is the amount of time and money they spend investing in families and their transitions. Caterpillar and its dealers have a very close, trusting, and collaborative relationship. I think both Caterpillar and its dealers each realize that neither would be as successful without the other. A high degree of mutual respect and appreciation exists between the organizations.”

