

## E-Crane reaches commercial representative agreement in Latin America

E-Crane International has announced a commercial representative agreement for Latin America with Ingeber SRL in Rosario, Argentina.

After receiving training at the E-Crane facilities in the USA, Ingeber will also be able to offer E-Crane's existing and future clients technical support. Ingeber will be responsible for the marketing and support of E-Crane products in Argentina and the region of influence. The contract was signed by Steve Osborne and Steve Suter on behalf of E-Crane and Germán Bertolo of Ingeber SRL.

This agreement clearly reflects E-Crane's desire to have a greater presence in the region. The partnership with Ingeber reflects E-Crane's commitment to provide comprehensive and innovative solutions in the handling of bulk materials to its potential customers.

The CEO of E-Crane Steve Osborne, said: "We are very pleased to have Ingeber as our partner in South America. Germán brings a strong technical background and experience in the unloading of barges, a key market segment in the important regions of the Paraná River, the River Uruguay and Plate River Basin."



*Steve Suter of E-Crane (left) with Germán Bertolo of Ingeber SRL.*

## Another E-Crane milestone in Latin America

On 22 March, E-Crane USA announced a sales and service agreement with SIMEHSA Sa de CV (Sistemas Mecánicos e Hidráulicos, SA de CV) located in Santa Catarina, Nuevo Leon, Mexico (Greater Monterrey area).

Alejandro Garcia Senior and Junior as well as Federico Santillana and Alberto Reyes are excited to be able to offer E-Crane products and services to their clients in the steel and maritime Industries. E-Crane looks forward to a fruitful and prosperous relationship.



*Photo: Federico Santillana (Sales Department), Alberto Reyes (Sales Department), Alejandro Garcia Suarez (Founder of Simesha), Alejandro Garcia (Son of the founder), Jerry Hoffman (E-Crane).*