



## APG selects Equitel as Colombian distributor

American Power Group Inc. (APG) has entered into a Distribution Agreement with Organización Equitel SA (Equitel), to become its authorised dealer and certified installer in Colombia.

Equitel is the largest Cummins Engine Dealer in the Republic of Colombia.

### **Dual-fuel conversion**

APG has also received an evaluation order from one of Equitel's business units, Cummins de los Andes, to convert three heavy-duty trucks and two cement mixers to operate on APG's Turbocharged Natural Gas® dual fuel system.

The evaluation period is due to be completed during Q4 2014. The end customer previously placed an order for 38 APG vehicular conversion systems with APG's Dominican Republic dealer in June. The value of the order and identify of customer have not been disclosed.

### **Colombian market**

Commenting on the agreement, Juan Jose Piedrahita, President of Equitel, said: "After 55 years of involvement in the power generation and automotive markets in Colombia and more than 17 years developing solutions related to the gas business, it is a tremendous pleasure for us to have found a company with the technology, principles and marketing capability as APG.

"We believe that with their expertise and our experience in the Colombian market we will soon become leaders in turnkey solutions on dual fuel for our automotive customers. We will start a pilot with one of the largest cement companies in the world with a potential of more than 250 vehicles to be transformed in Colombia. We are certain that after succeeding with the pilot test that we are working on today, becoming leaders in our market with this important alliance will become a reality."

### **International network**

Lyle Jensen, APG Corporation's CEO, added: "We are pleased to add another strong partner to our growing international dealer/installer network. Equitel is a well-recognised and well-respected company and the leader in sales and service of primary and emergency back-up power generation systems in Colombia. They specialise in the marketing and service of one of the world's leading engine manufacturers [Cummins] for construction, power generation, industrial, agricultural, mining, marine, military, cargo, on-highway, and passenger transportation applications.

"We look forward to supporting Equitel's strategic vision of expanding natural gas usage in Colombia where there are approximately 55,000 Class 8 trucks in operation."

Jensen added: "We are very pleased to see this customer expand their evaluation efforts to more of their operations and are confident in our ability to once again provide acceptable results for this new location and application. We are now working with them in both the Caribbean and South America which we believe can provide the opportunity for expanded globalisation opportunities in the building materials industry as well as other additional on-road and off-road conversions in and beyond the region."

<http://www.lngindustry.com/news/small-scale-lng/articles/APG-selects-Equitel-as-Colombian-distributor-1187.aspx#.U-oMKcZ0yM8>