



APG partners up with Equitel of Colombia

Posted on Aug 11th, 2014 with tags [APG](#), [Colombia](#), [Equitel](#), [News](#), [partners up](#), [with](#) .



LNG WORLD NEWS



American Power Group has entered a distribution agreement with Organizacion Equitel, Cummins Engine Dealer in the Republic of Colombia to become its in-country authorized dealer and certified installer.

In addition, APG 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 anticipated to be completed during the last calendar quarter of 2014. The end customer, a large global leader in the building materials industry with a presence in more than fifty countries, previously placed an order for 38 APG vehicular conversion systems with APG's Dominican Republic dealer in June.

Juan Jose Piedrahita, President of Equitel, commented, *"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."*

Lyle Jensen, American Power Group Corporation's Chief Executive Officer, stated, *"We are pleased to add another strong partner to our growing international dealer/installer network. Equitel is a well-recognized and well respected company and the leader in sales and service of primary and emergency back-up power generation systems in Colombia. They specialize 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 globalization opportunities in the building materials industry as well as other additional on-road and off-road conversions in and beyond the region."*