



## **KOBELCO Construction Machinery Gains Presence in Latin America with Signing of New Dealerships**

*Houston, TX* – KOBELCO Construction Machinery, a leading crawler excavator manufacturer, continues to make progress towards penetrating the South American market with the signing of 8 new dealers covering 13 countries. The addition of these dealerships will help KOBELCO continue to grow their presence in South America.

“KOBELCO excavators were marketed in South America as yellow machines by CNH for a 10-year period. As such, the KOBELCO name is relatively new, as is the new blue-green paint color introduced last year. We’ve been working diligently to establish an independent dealer network since the relaunch of KOBELCO as an independent brand in 2013,” states Joao Luis Oliveira, District Business Manager for KOBELCO in Latin America. “Representation through these dealers is helping us establish a strong foundation to build upon in the coming months and years.”

While KOBELCO excavators are considered a relatively new excavator brand in Latin America, the Japanese brand has a rich history and legacy of researching and developing many of today’s leading excavator technologies. By focusing on a single line of equipment and dedicating its research and development dollars to improving and enhancing this singular line, the company has become known as excavator perfectionists, ensuring they deliver excavators that can withstand the day-to-day rigors of demanding jobsites, while providing operators with all the production and comfort features required for a profitable days work.

The new dealerships signed include: Andesminerals SAC covering Chile, EXCAVANDO SAS covering Colombia, ICMA Cia. Ltda. covering Ecuador, Grupo DISAGRO. S.A. covering Guatemala, Costa Rica, Honduras, Nicaragua and El Salvador, FIORAZIO de Panama / MEGAMAQ covering Panamá,



Guytrac covering Guyana and Surinam, Inversora VG&V, C.A. covering Venezuela and Oro Verde S.A. covering Paraguay.

In addition to adding dealerships, KOBELCO continues to expand their field service team in South America. All new dealerships will be provided with professional sales, service and product support training to help deliver on KOBELCO's promise of customer satisfaction.

KOBELCO has long been recognized for its world class line of excavators in the 1,400 kg to 84,000 kg classes for the rental, landscape, construction, aggregate, roadbuilding, material handling, site preparation, recycling and ancillary markets, including zero tail swing, standard, long-reach and compact models. KOBELCO machines are well-known for their advanced technologies, including an innovative noise and dust reduction system, advanced hydraulic circuitry for reduction of pressure loss and superior fuel efficiency.

For more information on KOBELCO Construction Machinery or KOBELCO products in South America, please visit [www.KOBELCO-USA.com](http://www.KOBELCO-USA.com) or call 832-244-9257.

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