

1st October 2014

## JT & Partners to represent MANTSINEN in Brazil

Finnish MANTSINEN Group Ltd Oy has chosen JT & Partners as its dealer in Brazil. JT & Partners will represent the full range of Mantsinen hydraulic cranes and material handlers as well as spare parts and service support.

JT & Partners is a well-established company with an impeccable reputation in port sector as well as industrial segments. JT & Partners is already a dealer of Konecranes STS's and RTG's, Mafi and Gantrail, among others. MANTSINEN will bring new alternatives to several customers. JT & Partners is located in São Paulo and co-operates a service partner with several locations country-wide.

Thomas Valentin, Sales Director at JT & Partners, has a long history in port equipment. "Mantsinen represents a technology which is missing in Brazil at the moment. The quality and productivity of Mantsinen material handlers impressed us as well as the company itself". In Brazil, ports and inland waterways are under continuous development and material handlers have attracted a lot of interest. Mr. Valentin continues: "especially Mantsinen HybriLift® energy saving solution will benefit our customers. The system increases fuel economy by up to 35 %, reducing operational costs considerably."

Mr. Valentin adds: "Mantsinen material handlers will improve the efficiency, speed and safety of bulk and general cargo handling to a next level. Mantsinen material handlers can provide the lowest cost per ton solution, which is essential on the highly competitive Brazilian markets."

Sales and Marketing Director of MANTSINEN, Ms. Mia Mantsinen was pleased to find a strongest possible partner in Brazil. "MANTSINEN will enter Latin American markets during next years and Brazil was a logical starting point. JT & Partners is the ideal partner, because we share the same values and are committed to bring our customers the best possible products and services."

### Mantsinen Group Ltd Oy

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### JT & Partners

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