

Dear Customer,

It gives me great pleasure to share with you a new development at Demag India.

Staying close to the customer, articulating their needs and offering the right solution that matches the customer's needs has been our strength.

Over the years, we have set up Regional, Area offices to stay close to our customers.

In our effort to strengthen our geographical presence across India, we have appointed Crane Partners in major cities and Industrial centers.

The Crane Partners will add a new dimension to our current expanse of 6 Regional Offices & Area Offices. The Crane Partners will give material handling solutions in alliance with Demag thus making the Cranes more affordable. This move would also enable better response time, less Delivery time and local support in terms of Service and spare parts by our Crane Partners. Needless to say the Cranes built by our crane partners will carry all the critical components supplied by Demag and hence would enhance the Safety, Reliability & Functionality of cranes.

We have appointed **GRIP Engineers Pvt. Ltd.**, as our authorized Crane Partner.

I look forward to having a continued healthy and fruitful business relationship with you and believe that Demag can act as a trust worthy partner in material handling space for years to come.

With Warm Regards

**Rohit  
Verlekar**

cc: Grip Engineers Pvt. Ltd.,  
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