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Contact: David Phillips, 412-809-7170
dphillips@heylpatterson.com
www.heylopatterson.com

Heyl & Patterson Signs Representative Agreement with Tecnagent in Chile

Pittsburgh, PA (August 23, 2011) – [Heyl & Patterson Inc.](http://www.heylopatterson.com), a world leader in thermal processing systems and bulk material handling, today announced the signing of an exclusive representative agreement with [Tecnagent](http://www.tecnagent.com), a marketer of mining equipment based in Santiago, Chile.

This agreement combines Heyl & Patterson’s world class engineering and manufacturing skills with Tecnagent’s sales and marketing expertise in Chile. Heyl & Patterson has been an industry leader in the design and manufacture of [thermal processing systems](#) and [bulk material handling equipment](#) since its founding in 1887.

The representative agreement between Heyl & Patterson and Tecnagent was signed to enhance the sales of thermal processing systems to the mining industry in Chile. Heyl & Patterson had previously established customer relationships in Chile in the mid-1990s.

“This agreement opens the door for many new opportunities for Heyl & Patterson,” said John Edelman, President of Heyl & Patterson. “Tecnagent provides a knowledgeable sales team and their abilities will expand our reach geographically.”

Tecnagent was established in 1940 and is a leading marketer of equipment, instruments, services and systems of international manufacturers. These products include state-of-the-art technology for industries such as mining, forestry, pulp and paper, energy, sanitation, chemical and petrochemical, oil and gas, lime, cement and food.

“Tecnagent is pleased to enter into this partnership with Heyl & Patterson and to be given the opportunity to market their products in Chile,” said Raul A. Sigren, General Manager of Tecnagent. “We are confident that combining Heyl & Patterson’s high-quality products with Tecnagent’s expertise in Chilean sales and distribution will offer added value to our shared customers.”

“This arrangement offers Heyl & Patterson the opportunity to strategically leverage Tecnagent’s capabilities throughout Chile,” said Edelman. “Tecnagent’s broad geographic and commercial presence enhances the opportunity for Heyl & Patterson to make a positive impact in mining and minerals.”

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About Heyl & Patterson Inc.:

Founded in 1887 in Pittsburgh, PA, Heyl & Patterson Inc. provides high quality, custom engineered solutions for thermal processing and bulk material handling applications around the globe. Thermal processing products and services include some of the largest high-efficiency [Dryers and Coolers](#) in the world, as well as [Calciners](#), [Bulk Material Processors](#) and [Pilot Plant Laboratory Testing](#). Heyl & Patterson innovated the [Rotary Railcar Dumper](#) and offers a wide range of bulk material handling equipment, including [Railcar Movers](#), [Barge Unloaders](#) and [Hammermills](#). For further information, contact David Phillips at 412-809-7170.

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