

U.S Manufacturer Wins Exclusive North American Distribution Contract

International joint venture favors a private US manufacturer based in Western Michigan. The manufacturer gains exclusive North American Distribution rights and is valued at several million dollars. Covers the construction, excavation, utility, water, sewer and building sectors

Union City, MI ([PRWeb](#)) October 13, 2004 -- Griswold Machine & Engineering (GME) announced today that they have been awarded the exclusive North American distribution rights for the E+S Verbau slide-rail system. This agreement also provides GME with sole U.S. manufacturing rights for this product line. The terms of the agreement were not disclosed except that it is a multi-year contract including the territories of Canada, Mexico and the United States and is valued at several million dollars of impact to both companies.

Slide Rail is a form of linear trench shoring, which allows a contractor to gain excavation safety and economy by reducing the installation and removal time of linear shoring versus competing systems. We are very pleased with the confidence E+S has shown in the manufacturing/distribution/marketing model GME has crafted for this product. This is an 'in-demand system here in North America and is growing in market presence and utilization as a direct result of the E&S and GME relationship," according to Timothy M. Zimmer, Director of Corporate Marketing for GME. He continued, Slide-rail is a complimentary product to our existing offerings. The economies, ease of use and effectiveness it provides underscore the high quality, reliability and availability GME product stands for. The GME manufacturing, sales and customer service groups remain strongly committed to the success of this system in North America."

GME is an original equipment designer, manufacturer and distributor of construction and excavation related products that include steel, aluminum and linear trench shoring and shielding products. For more information about GME or trench shoring contact them at their headquarters in Union City, Michigan, 8530 M-60 East, Union City, MI 49094 Attention: Timothy Zimmer or Danette Hempsted, 517-741-4300.

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