Dear Sir,

尊敬的先生

Glad to hear that XXX has stayed on the **FORKLIFT** sector of Brazilian market with such great performance. We **HANGCHA** are now looking for experienced and qualified forklift dealers in your country and we are very interested in your company.

很高兴得知贵司在巴西叉车行业取得了如此辉煌的成绩。我们HANGCHA正在你们国家寻找经验丰富且具有资历的叉车代理商，我们对贵司非常感兴趣

HANGCHA will attend Cemat South America 2015. We believe it would be a great chance for both of us to have a meeting at the exhibition. I hereby sincerely invite you to visit our booth No. E33 at Transamerica Expo Center–Sao Paulo Brazil.

Exhibition address: Transamerica Expo Center–Sao Paulo Brazil

Booth No.: E33 (90m2)

Date: From June 30th to July 3rd, 2015

杭叉会参加2015南美CEMAT展会。能够在展会见到您，我相信这对我们双方来说都是一个契机。借此衷心邀请您参加我们的展台

Exhibition address: Transamerica Expo Center–Sao Paulo Brazil

Booth No.: E33 (90m2)

Date: From June 30th to July 3rd, 2015

Please allow me to introduce you our brand HANGCHA**.** We areforklift manufacturer, whose sales quantity is **No.6 worldwide** and exportation **NO.1 in China**. The current HANGCHA factory covers land area of 426,240 m2, equal to 60 standard FIFA football grounds, with annual production capacity 100,000 forklifts, which is one of the biggest forklift manufacturers in the world. The sales data for recent years are as below.

请允许我介绍我司品牌HANGCHA。我们是叉车专业制造商，全球销量第六，中国出口第一。我们工厂占地面积426240m2，相当于60个国际标准足球场大小。年产能达到了10万台叉车，是全球最大叉车制造商之一。近年来我司销售数据如下。

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
| Year年份 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 |
| Total Sales(unit)全球销量（台） | 37036 | 37126 | 34402 | 57675 | 68183 | 66044 | 76188 | 77567 |
| Export Sales(unit)出口销量（台） | 9758 | 12538 | 4180 | 6913 | 14056 | 16334 | 19264 | 16471 |
| Sold to Brazil卖到巴西 | 147 | 453 | 170 | 847 | 1421 | 827 | 661 | 548 |

HANGCHA’s current products & warranty covers:

杭叉现有产品和质保如下：

1. 1t--32t diesel forklift 1到32吨柴油叉车
2. 1t--7t gasoline / LPG forklift 1到7吨汽油/LPG叉车
3. 1.3t--2t 3-wheel electric forklift 1.3到2吨3支点电叉
4. 1t—8.5t 4-wheel electric forklift 1到8.5吨四支点电叉
5. 1t--2t reach truck 1到2吨前移式叉车
6. 2t/4t/6t/10t/15t/25t electric tow tractor 电动牵引车
7. 2t--3t IC tow tractor 内燃牵引车
8. Warehouse equipment 仓储车
9. Nearly all the spare parts & attachments 几乎所有的备件和属具
10. 24 months export warranty 24个月质保