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## Shimco Set for Growth in Brazil

*Following a strategic AIAC business development mission to Brazil last month, Shimco has appointed Monica Santos Souza as the exclusive Sales Representative for Shimco in Brazil.*

**MARKHAM, Ontario** (April 22, 2015) – Shimco, [a world-wide leader in the manufacture of precision parts, laminated and edge-bonded shims, tapers and spacers](#), announced today the appointment of Monica Santos Souza as the exclusive Sales Representative for Shimco in Brazil. The agreement was finalized during a recent AIAC business development mission to Brazil, attended by Peter Voss, President, CEO and Owner of Shimco.

The Aerospace Industries Association of Canada (AIAC) is the national voice of Canada's aerospace industry and helps promote Canadian aerospace companies in foreign markets. Organized by the Consulate of Canada in Sao Paulo, the AIAC trade mission to Brazil March 3-5<sup>th</sup>, 2015, provided Shimco and other industry-leading Canadian companies the opportunity to learn more about the Brazilian aerospace and MRO industries and to network with key Brazilian-based aerospace companies, including Helibras and Embraer.

During the mission, Peter Voss of Shimco signed an agreement with Monica Santos Souza as the exclusive Sales Representative for Shimco in Brazil. Monica brings extensive experience in the Brazilian aerospace industry with positions previously held at Atech Negócios (Embraer Group) and AGS Aerohoses. In addition to supporting existing Shimco customers in Brazil, Monica will be responsible for business development, trade show management and attendance, lead generation and follow-up, obtaining RFQs, and supplier contract negotiations.

"Establishing a local sales representative in Brazil was a top priority for Shimco," commented Peter Voss. "The Brazilian supply chain is a key growth market for Shimco. With Monica's well-established industry contacts, knowledge of the aerospace market, and by providing local support and service, she will be instrumental in growing business with our existing customers in Brazil and building new supplier relationships. Alex Krell, the Canadian Aerospace Trade Commissioner who led the recent AIAC trade mission to Brazil, is also influential in providing industry contact introductions and will be a great resource for Monica. With this powerful combination, Shimco is well-positioned for further growth in Brazil of our extensive range of custom manufactured products of solid, laminated, edge-bonded and tapered shims, laminated sheets and precision machined parts."



**AIAC trade mission to Brazil delegates with Peter Voss (2<sup>nd</sup> from left), Monica Santos Souza (3<sup>rd</sup> from left) and Alex Krell (4<sup>th</sup> from left, front)**

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### About Shimco

For over 25 years, Shimco has served the aerospace, defense, space, industrial and other sectors worldwide. Shimco is a world-wide leader in the manufacture of precision parts, laminated and edge-bonded shims, tapers and spacers, in materials ranging from aluminum and titanium through to synthetics and composites.

Shimco offers a tradition of **innovation, precision** and **execution**, providing solutions that conform to exacting international and customer-specific standards. Shimco is registered with the Canadian Controlled Goods Program and is an ISO9001:2008 & AS9100C registered company. Their commitment to quality, on-time delivery, lean manufacturing, customer support, the environment and financial strength is unparalleled. Canadian Headquarters are located in Markham, Ontario.

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