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## **AT&T purchases telecom equipment distributor in Mexico**

NEW YORK -- AT&T said today it has purchased Virmar Telecomunicaciones, S.A. de C.V., a distributor of business communications systems in northern Mexico.

The agreement is effective immediately. The new AT&T unit, which will serve customers in Monterrey and the surrounding region, will be known as AT&T Business Communications Systems (BCS) del Norte, S.A. de C.V. Virmar has been an authorized AT&T distributor for DEFINITY(R) Communications Systems, MERLIN LEGEND(R) systems, and PARTNER(R) systems.

AT&T is purchasing the company from Ernesto Villarreal Trevino, majority owner and director general. Villarreal will become director general of AT&T BCS del Norte.

Financial terms of the agreement were not disclosed. "AT&T BCS del Norte gives us a direct presence in the region, and further demonstrates our commitment to provide businesses with the best possible products and service," said Russ Hawkins, regional sales director-Latin America and Canada, for AT&T's Global Business Communications Systems.

"This is good news for our customers, who gain the added assurance that AT&T's more than 100-year reputation for quality and service stands behind every product they purchase," said Villarreal. "And it's good for our community, since we intend to increase the number of employees serving customers in the region."

Virmar currently employs approximately 30 people.

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