

PRESS RELEASE

DEUTZ AG

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Major increase in use of DEUTZ engines by Italian genset manufacturer Visa SpA

- Visa Group uses DEUTZ engines in genset and pump applications
- Supply agreement volume to increase approximately fourfold
- Quick, first-rate service around the world for DEUTZ engines in Onis Visa machines

Engine manufacturer DEUTZ and Visa Group are expanding their supply agreement. In future, the Italian genset manufacturer with brands such as Onis Visa, Nettuno and Tecno-plus S.A. will use significantly more DEUTZ engines in its extensive genset and pumps portfolio. The volume will already start to increase gradually over the course of 2017, with a view to eventually increasing the supply to around four times the original volume.

The agreement encompasses the supply of type B/FM 2011 and type BFM 1013 engines with a power output range of 30 to 250 kVA for genset applications as well as type B/FL 2011 and air-cooled type 912/914 engines for water pumps. These particularly robust diesel engines are ideal for use in the Middle East and Africa. The gensets can be used at any time, offering high availability and low maintenance even in extreme temperatures and under tough environmental conditions. This is reflected in the strong market demand for the products in these regions.

Under this supply agreement, DEUTZ guarantees its trademark rapid, high-quality service, provided through its global service network for all Visa Group gensets and pumps that are fitted with DEUTZ engines.

“This agreement will help us to strengthen the growth potential of our company,” says Marco Barro, General Manager of Visa Group. “We are proud to be a partner of one of the world's leading engine manufacturers.”

Georg Diderich, Senior Vice President for Sales & Service EMEA (Europe, Middle East & Africa) at DEUTZ AG, adds: “We are delighted that Visa Group has decided to use more DEUTZ engines in future and that our partnership will grow substantially as a result.”

About Visa SpA

Visa was founded in 1960 by Benvenuto Barro and has remained a family-owned business. Today, the company is run by brothers Lorenzo and Marco Barro and over the course of the past 50 years, it has become one of the biggest European genset manufacturers. From its headquarters in Fontanelle (TV) Italy, Visa Group manages business activities in more than 80 countries around the world.

About DEUTZ

Originally founded as N.A. Otto & Cie. in Cologne, Germany, in 1864, DEUTZ AG is now the world's oldest engine company and one of the world's leading independent engine manufacturers. Its core competences are the development, production, distribution and servicing of diesel and gas engines for professional applications. The engine specialist offers a broad spectrum of liquid-cooled and air-cooled engines with capacities ranging from 25 to 620 kW that are used in construction equipment, agricultural machinery, material handling equipment, stationary equipment, commercial vehicles, rail vehicles and other applications.

13 sales companies, seven sales offices and more than 800 sales and service partners in over 130 countries enable DEUTZ to provide support to its customers nearly everywhere and with very quick response times.

The engine company.



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