

## PRESS RELEASE

DEUTZ AG

Ottostraße 1  
51149 Cologne (Porz-Eil)

Tel: +49 (0)221 8220  
Fax: +49 (0)221 822 3525  
Email: presse@deutz.com

Cologne, 5 October 2016

### DEUTZ supplies Terex with Xchange engines

- Expansion of collaborative relationship to the field of reconditioning
- A cost-effective alternative to buying new engines

The DEUTZ Corporation based in Georgia in the United States and Terex, the multinational manufacturer of powered access equipment, have concluded to expand their relationship to the field of reconditioning. Under this new arrangement, DEUTZ AG's American subsidiary will supply Terex with exchange engines for reconditioning its Genie aerial working platforms (AWP). DEUTZ sells its exchange engines under the brand name DEUTZ Xchange.

"Terex was impressed with the three-year transferrable warranty that we offer with our DEUTZ Xchange engines," explains Robert Mann, DEUTZ Corporation's president and CEO. "Also our product quality and the fact Xchange engines can be serviced by any DEUTZ distributor were critical factors in selecting DEUTZ for the business."

"Terex AWP reconditioning services provides customers with a cost-effective alternative to purchasing new machines," adds Bob Bartley, Genie senior director of product support and reconditioning. "The increasing popularity of reconditioned Genie aerial equipment is supported by a same-as-new warranty, short lead time and strong service network. DEUTZ Xchange engines mirror the fundamental qualities integral to these reconditioned units."

The DEUTZ production facility in Pendergrass, USA, was able to deliver engines to Terex within two weeks of receiving the initial purchase order.

The engine company.



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For further information on this DEUTZ AG press release, please contact:

Public Relations

Michael Ziegler

Tel: +49 (0)221 822 2494

Fax: +49 (0)221 822 152 494

Email: [ziegler.m@deutz.com](mailto:ziegler.m@deutz.com)