

Dedicated
support all
across the
Americas.



A History of Service and Support



For more than 150 years, DEUTZ® engines have supplied customized, cost-effective power to a broad array of machine types and market segments. **In fact, DEUTZ produced its nine-millionth engine in 2015.** However, while we may have manufactured millions of engines over the years, we continue to nurture an ever-evolving, innovative spirit.

That innovative spirit means that DEUTZ is always one step ahead of the competition, developing new, more efficient engine

We are committed to providing optimized power solutions, from the drawing board to prototype to production release. The organization serves as a sales, service, parts, and application engineering center for the Americas, employing nearly 300 people.



DEUTZ Corporation also operates a value-added production facility for some of its key OEM partners, as well as an engine remanufacturing facility, in Pendergrass, Georgia.

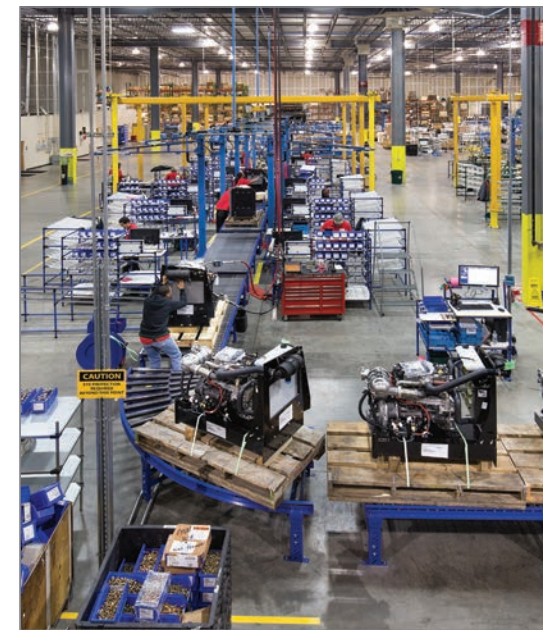
In 2016, we launched DEUTZ Power Centers and DEUTZ Service Centers, a new business concept designed to provide dedicated application engineering and technical sales resources closer to smaller and mid-sized machinery manufacturers that utilize DEUTZ products. These centers serve as one-stop shops for supporting OEM partners and end users who need quick, reliable access to DEUTZ Genuine Parts, service, DEUTZ Xchange remanufactured engines, and brand-new engines.

We know that productivity and profitability are on the line every day for all of our customers. That's why we're totally dedicated to providing the high-quality support our customers have come to expect and deserve.

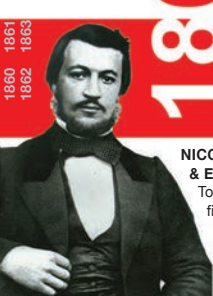


technologies. The DEUTZ TCD 6.1 was the first mobile machinery engine to receive EU Stage V emissions standard certification, which goes into effect in 2019. As a result, DEUTZ holds the Stage V certificate with the number "001." Over the years, other DEUTZ engine models have also quickly and successfully achieved emissions standard certifications.

From its headquarters in Norcross, Georgia, DEUTZ Corporation, a subsidiary of DEUTZ AG, supports a product range of 25-to 830-hp diesel and natural gas engines.




1860-1861
1862-1863



1864

NICOLAUS AUGUST OTTO & EUGEN LANGEN
Together they founded the first engine manufacturing factory in the world.


1865
1866



1867

The **ATMOSPHERIC GAS-POWERED ENGINE** developed by N.A. Otto & Eugen Langen. It is considered DEUTZ AG's very first engine.

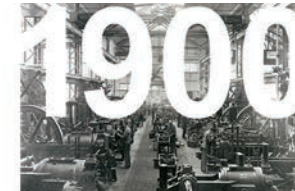
1868-1869
1870-1871
1872-1873
1874-1875
1876-1877



1878

FOUR-STROKE GAS ENGINE with gas flame slide controller.


1901-1902-1903
1904-1905-1906
1907-1908-1909
1910-1911-1912
1913-1914-1915
1916-1917-1918
1919-1920-1921
1922-1923-1924
1925-1926-1927
1928-1929-1930
1931-1932-1933
1934-1935-1936
1937-1938-1939
1940-1941-1942
1943



1900

Photograph of gas engines in the **DEUTZ AG ENGINE FACTORY.**


1944



DEUTZ introduces its first **AIR COOLED DIESEL ENGINE.**

1945
1946
1947
1948
1949
1950
1951
1952
1953
1954
1955
1956
1957

1988



DEUTZ produces the first **OIL COOLED ENGINE SERIES.**

1989
1990
1991
1992
1993
1994
1995
1996
1997
1998
1999
2000
2001
2002-2003
2004-2005
2006-2007
2008-2009

2010


Market launch of **TIER FOUR ENGINES.**

2011
2012
2013

2014

The Origin of High Tech.

2015



150
years DEUTZ


DEUTZ produces its **9,000,000TH ENGINE.**

2016

2017

DEUTZ becomes **FIRST ENGINE MANUFACTURER** for mobile machinery to receive **EU STAGE V CERTIFICATION.**

2018
2019
2020



STAGE V
certified

Powered by Partnership

Whether DEUTZ customers are depending on one of our DEUTZ Power Centers or Service Centers, DEUTZ authorized distributors, full service dealers, or franchise dealers, they'll encounter a highly trained service staff with the tools and know-how to get the job done right the first time.

Each DEUTZ service provider must meet stringent training and tooling requirements to ensure that customers are in competent hands, whether they need periodic scheduled maintenance or emergency service.

DEUTZ conducts strict annual audits across the Americas and grades each service provider to guarantee that they meet not only our strict standards, but our customers' standards as well. In fact, these service providers must submit quarterly training and tooling reports to DEUTZ Corporation to confirm that each service provider is in compliance.

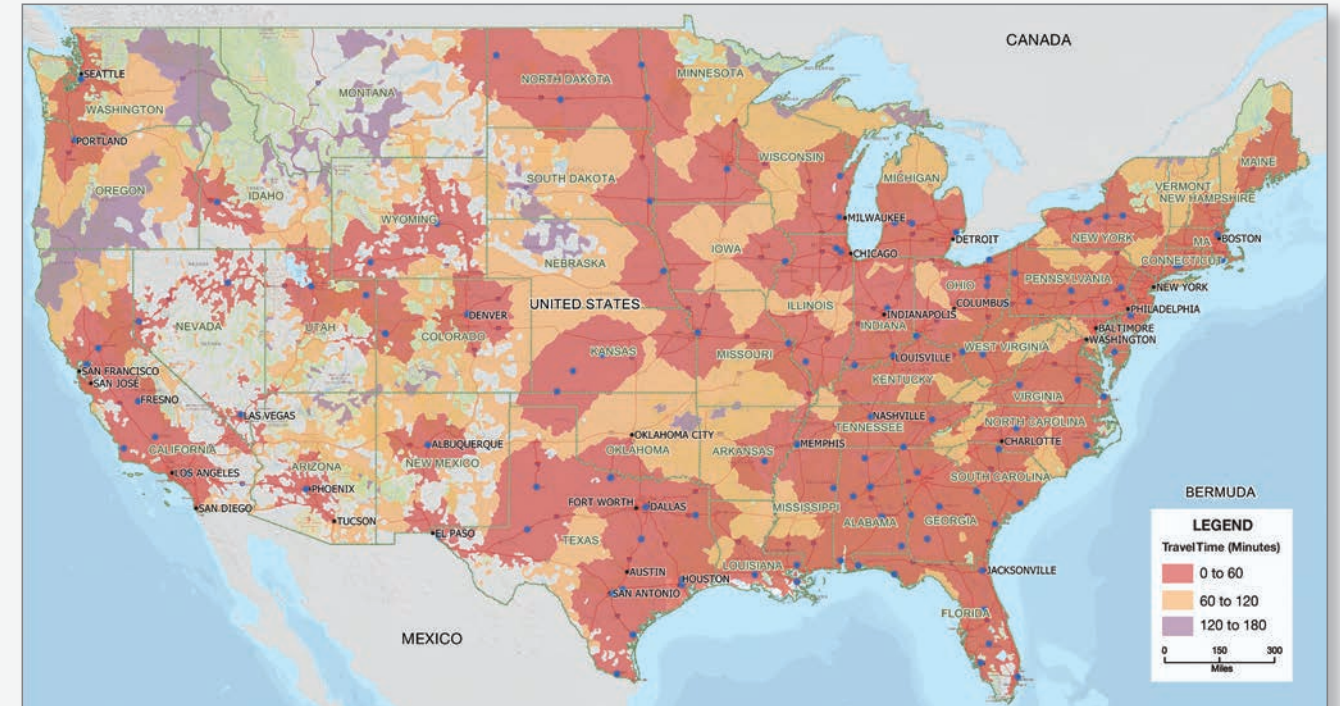


And, when it comes to DEUTZ Genuine Parts, you can rest assured that DEUTZ service providers have them on their shelves. You can count on them to have the right parts, right now.

DEUTZ customers depend on the power of partnership between DEUTZ Corporation and its authorized service network.



We've Got You Covered



The heat map of our authorized distributor and dealer network across the United States, shown above, represents the strong partnerships we forge in order to better serve our customers. **The map clearly shows the areas covered up to three hours away from each of the 55 authorized DEUTZ distributor locations, and 70 authorized DEUTZ dealers.**

In addition to the locations shown on the map, we have also trained and partnered with 140 OEM franchise dealers across the United States. In many cases, this provides a "one stop shop" for customers operating some popular OEM brands, powered by DEUTZ engines.

So while having a total of 265 service partners across 50 states might seem like a lot, we're just getting started. Each month, we're adding even more locations to serve you across the Americas.

Our coverage is solid – and growing!



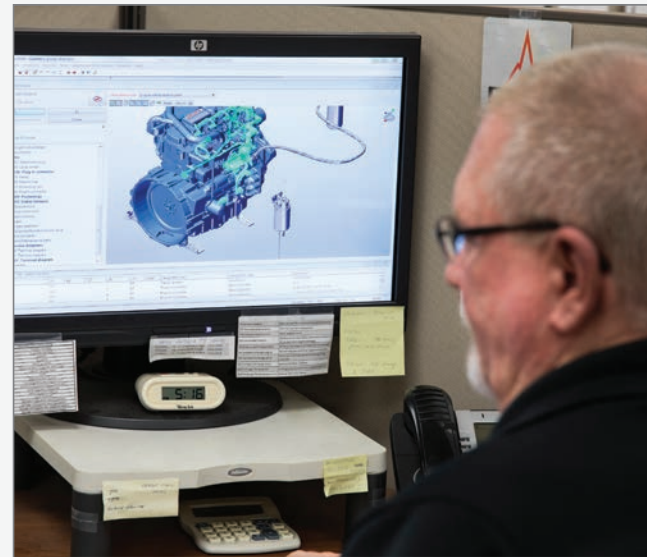
At Your Service

DEUTZ Corporation averages about 300 calls a week during business hours. These calls are for support on parts and technical issues. We provide support for not only engines, but also for tools and service programs.

DEUTZ has several tools currently available to our service partners. We have a PC based scan tool that can not only access engine information, but it can also perform diagnostics and software updates using information online directly from the DEUTZ main servers. The tool known as SERDIA 2010 has a powerful set of tools built in, as well as many add-in software pieces to diagnose both machine and engine issues.

We also have a 3D parts and service information system called SERPIC that uses CAD modeling to deliver up-to-date and accurate engine parts information and workshop manuals with technical information by system and part.

These tools, combined with our SIS (Service Information System), Training, and complete line of special tools give DEUTZ authorized distributors and dealers a set of powerful resources to support your DEUTZ engines.



The Right Parts, Right Now

When your productivity is on the line, there's no time to wait for your DEUTZ Genuine Parts. That's why we've stocked nearly **15,000 line items** and have invested more than **\$23 million in parts** in order to serve our customers.

On any given day, our parts fulfillment team sends out 700 shipment line items, with an average daily value of \$300k.

We take pride in our **95% fill ratio**, ensuring that your authorized DEUTZ service provider has the right parts on the shelf – right now!



The Reman Difference

DEUTZ Xchange engines are remanufactured at our Pendergrass, Georgia facility. These engines are made to provide immediate availability, should a customer need an engine. In addition to servicing customers all across the Americas, we also have exclusive agreements with the JLG and Terex AWP Reconditioning programs.



Each DEUTZ Xchange engine is remanufactured to original DEUTZ factory standards:

- 300-point reconditioning process, including all the latest engineering advancements
- National three-year limited, fully transferrable warranty
- Assembled with 100% DEUTZ Genuine Parts



DEUTZ XCHANGE®

Knowledge is Power

When it comes to servicing and maintaining our customers' engines, knowledge is power. That's why DEUTZ Corporation provides its service network with the best training available in the industry, providing training to more than 1,100 people each year.

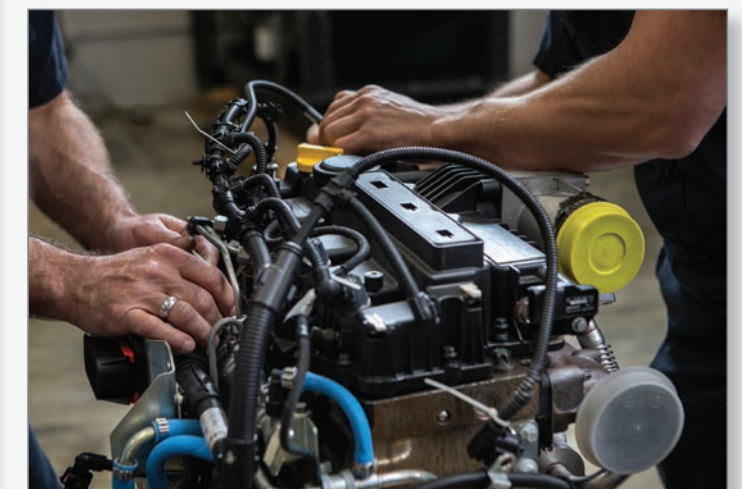
We offer approximately 35 technical service training courses at our Norcross facility, with more than 500 students attending annually.

And, in situations where it isn't feasible to take technicians away from their work for very long, we offer more localized training with our "Train the Trainer" program. Train the Trainer instructors go through rigorous training criteria themselves, with annual audits to ensure that each of the 600 students who attend their courses receive the same quality of instruction as they would if they traveled to Norcross.

Currently DEUTZ Corporation has 18 certified trainers in the field, authorized to certify

technicians in regard to all service or warranty repairs.

When in-person training simply isn't an option, our newly introduced online portal contains self-paced online courses in Sales, Service, and Parts. By offering this type of training online, we're able to conduct more hands-on technical training in Norcross or anywhere else across the Americas.



Engineered for Success

Our Application Engineering and Design Engineering teams work closely together on the entire product release process, listening carefully to the needs and ideas of OEM customers and applying highly sophisticated application engineering guidance to transfer those ideas into reliable and achievable technology.

Our engineers ensure that requirements around vibration, noise isolation, and all other necessary specifications are in alignment with specific performance criteria for an assortment of environmental conditions all across the Americas.

In addition to customizing over 40,000 ECU data sets, our engineering teams apply the correct EAT combinations for each specific application, in the early stage of development.

With literally decades of long-term experience in value add systems and lean concepts development, our engineers guide customized development through the product development process into series production and sign-off with our OEM customers on the first series production application during the initial final approval phase.

System integration support is the hallmark of our engineering teams, whether the need is for custom assembly for Power Packs, or other optimized engine configurations.

And whether optimal engine specs call for EC Kits, Cold Climate Kits, Water Pump Kits, or other customized solutions, our engineering teams deliver.

OEM customers have come to expect highly valuable guidance from our engineering team, so that once their units start rolling off the assembly line, they have a high degree of confidence in knowing that from an engine standpoint, their product is engineered for success.



Adding Value for OEM Customers

Some of our key OEM customers have come to rely on DEUTZ Corporation for its production expertise, as well as DEUTZ global purchasing agreements that offer lower costs for various components.

In many cases, our Engineering department provides the final design solution for our Value-Add team to implement on our assembly lines.

With three assembly lines in Pendergrass, Georgia, we're able to ship more than 15,000 engines to our OEM customers each year.

We not only assemble the engines according to spec, but we also add all operating fluids for seamless assembly into our OEM customers' units.





Find out how DEUTZ can support you today.

DEUTZ Corporation serves as a sales, service, parts, and application engineering center for the Americas. Nearly 300 people within the organization come to work each day with one central purpose: to help DEUTZ customers grow their businesses by providing them with the service and support they deserve.

Contact DEUTZ Corporation today to learn more about how we help your business achieve greater profitability and productivity.



DEUTZ Corporation | 3883 Steve Reynolds Boulevard | Norcross, Georgia 30093 | 770.564.7100 | www.deutzamericas.com