

## China: Iveco Motors boosts presence

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A new contract between Iveco Motors and the B.P.T.C. (Beijing Public Transportation Corporation) was signed in April. It provides for **the supply by the end of July 2005 of about 1400 NEF 6-cylinder, 6-litre common rail engines** with three different output levels: 154, 176 e 194 kW. The engines will be installed on a new range of city buses ordered by the B.P.T.C. from three different Chinese manufacturers and will be earmarked for the renewal of the bus fleet of the city of Beijing.

This engine order forms part of the programme to improve environmental conditions in the city of Beijing being pushed through by the Chinese authorities in view of the upcoming Olympic Games of 2008.

The programme includes the development and supply of natural gas-fuelled NEF engines (CNG - *see the picture right below*) in cooperation with the Italian Ministry for the Environment and Land Protection, which has led to a batch of 300 very low environmental impact engines being delivered to the B.P.T.C. All Iveco Motors natural gas fuelled engines in fact fulfil the emission levels laid down by E.E.V (Enhanced Environmental Vehicle) regulations, which are already lower than future Euro5 limits.

The supply of the 1400 engines was assigned to Iveco Motors following meticulous examination of the product which came up against the very best world competition, and followed a trial period with an initial batch supplied in 2003 and 2004 that enabled the B.P.T.C. to assess and verify the working potential of Iveco Motors products.

With a view to improving service in the After-market, Iveco Motors has recently appointed a new Dealer for the city of Beijing specifically for after-sales activity. The new Dealer will provide all necessary operating support so as to guarantee full customer satisfaction.

With this supply, to which should be added 50 vehicles supplied by CBC-Iveco and fitted with Cursor engines, by the end of 2005 the city of Beijing will boast a fleet of about 2100 buses mounting Iveco Motors engines.

*«We are really proud of this result - says Riccardo Grisoglio (Iveco Motors, Sales & Marketing, Key Account Manager) - the contract we have just signed is a fitting outcome for five years of work carried forward with great effort and dedication on the part of everybody concerned, including the people on the ground. In addition, it provides confirmation that the B.P.T.C. recognises the validity of our products and the ability of Iveco Motors to adapt to a market that is very different to those in Europe».*

Considerable commitment is being deployed at the present time to develop and grow Iveco Motors in China so as to increase all activities relevant to the supply of Iveco Motors products in this fundamental market.