



CNH Parts & Service and Fiat Powertrain Technologies Partner to Expand FPT North American Dealer Network

CNH Global N.V. (NYSE: CNH) and Fiat Powertrain Technologies (FPT), both companies of the Fiat Group (MI: FIA), announce a joint agreement to expand the FPT North America (NA) dealer network. FPT NA and CNH Parts & Service will cooperate in the areas of after sales service and parts.

FPT NA will select and designate approximately 300 independently owned dealers from the CNH family of brands, to operate as authorized FPT service dealers. Ted Bregar, General Manager and Chief Operating Officer of FPT North America, said: "The dealer principals have expressed a high level of interest, capability and commitment for expanding their participation in the North American engine business." Case, New Holland and Kobelco Construction and Case IH and New Holland Agriculture dealers are attracted to the unique opportunity to become a part of the FPT brand in North America because of its international reputation, and the attractive features and benefits which FPT engines offer to the North American customer base.

"Teaming with FPT provides our dealer network with an opportunity to increase their parts and service sales, while also expanding their product offering," says Eric Bippus, Vice President of Sales and Marketing for CNH Parts & Service North America. "Because a large proportion of Case, New Holland and Kobelco Construction and Case IH and New Holland Agriculture equipment features FPT engines and components, our dealers are already prepared to support FPT engines and their industry-leading technology."

The move leverages FPT technology and expertise and provides FPT with a comprehensive, established dealer network of experts to service and support their OEM engine business in the industrial and power generation market segments.

The new FPT dealers will be strategically located to serve current and future customers; the network will be further expanded as the customer base increases.

The FPT NA dealer network is expected to provide a larger, efficient and highly competent service network for FPT customers.

The main services provided to FPT customers will be:

Press Release

- ✍ Parts sales from a network of 10 North American parts distribution centers and approximately 300 new dealer locations
- ✍ Parts technical support
- ✍ Service support at each of the approximately 300 dealer locations
- ✍ Technical service support through help desk and automated query systems
- ✍ Training using state of the art classrooms and training devices

FPT offers a wide range of industrial diesel engines with displacements from 3.0 liters to 20 liters, serving the industrial, power generation and marine market segments.

"This plan confirms our commitment to customers' satisfaction. Thanks to a comprehensive dealer network, FPT's presence in North America is dramatically strengthened. The new FPT Dealer network will contribute heavily to the development of the FPT brand in North America," says Bregar.

Press Release