



News service MAN Group

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MAN Nutzfahrzeuge restructuring German sales and service organisation

MAN Nutzfahrzeuge to restructure German sales and service organisation as legally independent business unit as of May 2003. Talks with employee representatives already in progress.

The corporate strategy of restructuring into business units responsible for their own results began a year ago and is being consistently continued. The new company, MAN Nutzfahrzeuge Vertrieb GmbH, will have 5,200 employees and 900 apprentices.

Setting up the sales and service sector as a legally independent company was necessitated in particular by new EU rules, the new Block Exemption Regulation. The new rules will bring more competition into the sales and service landscape by restricting the possibilities of protecting brand-specific operations. In this context service outlets will be able to apply to serve other brands in addition to the one they have so far.

In the course of this new independence a switch from the wage and salary tariff as agreed for the metalworking industry to that of the German motor vehicle trade, which is better suited to the needs of this line of business, is envisaged. The arrangements for this changeover are to be agreed with the joint works council yet to be constituted for the new company.

"In making this part of the company independent MAN Nutzfahrzeuge, thanks to its strong customer orientation and its extensive network, has a good chance of further strengthening its market position and securing jobs within the separate organisation", said Peter Erichreineke, the future Managing Director of the sales and service company.