



MAN opened Commercial Vehicle plant in Mexico

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Commercial Vehicles and Industrial Services strengthen their international cooperation

On June 1, 2006, MAN will open its new production plant for commercial vehicles in Querétaro, Mexico. Initially, fully built-up buses such as the MAN Lion's Coach L and bus chassis will be assembled there. The new plant will be integrated into the bus production network of MAN Nutzfahrzeuge. MAN's Industrial Services area (MAN Ferrostaal) will handle sales and service.

For this a network made up of the existing locations in Mexico City, Querétaro, Guadalajara and Monterrey will be formed. In the next few years this sales and service network is to be expanded to 16 outlets nationwide, in some cases together with certified external partners.

MAN Ferrostaal successfully entered the Mexican bus market in 2004. Since then it has acted as general agent for MAN Nutzfahrzeuge. Currently, around 1,000 MAN vehicles are in service throughout the country, a figure that is to increase substantially in coming years. In the quality chassis bus segment MAN is already the market leader in Mexico with a market share of 40%.

The Mexican project is the first step in a broad-based cooperation arrangement in which the strengths of MAN Nutzfahrzeuge as a producer of market-orientated transport solutions and MAN Ferrostaal as an international sales platform are to be combined in other parts of the globe as well.

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