

Engcon signs major distribution agreement with John Deere for North America

Engcon, the world's leading tiltrotator manufacturer, and John Deere have entered into a major agreement focusing on the US and Canada markets. Through this preferred supplier agreement, Engcon's products will be available to end users through the John Deere and Hitachi excavator dealer network throughout the US and Canada. This collaboration will ensure that customers are able to purchase their John Deere and Hitachi excavators equipped with Engcon's productivity enhancing products.

Engcon's mission is to change the world of digging. With Engcon the excavator is turned into a tool carrier changing the way operators dig and enabling new ways to use an excavator. Engcon's tiltrotator together with an Engcon quick hitch gives operators the ability to change tools without leaving the cabin and use them in new ways that increase the flexibility and efficiency of their excavators. All this ultimately leads to increased productivity and profitability for customers. Engcon is now a preferred supplier of John Deere, which means end users can access Engcon's smart products from the John Deere and Hitachi excavator dealer network throughout the United States and Canada.

"This journey started in the Nordic countries 30 years ago based on the idea that it was possible to dig and utilise excavators in a better way. At Engcon we are thrilled to increase the pace of this journey together with John Deere, we believe that we will both benefit by making Engcon's proven solutions available in the US and Canada together with John Deere and Hitachi excavators. However, the real winners in this are the operators and end customers that will be able to work in new ways and be more productive and profitable", says Krister Blomgren, CEO Engcon.

Thanks to the new collaboration, customers will be able to choose Engcon's tiltrotators and automatic quick mounting system with EC-Oil, where the driver can connect hydraulic tools without leaving the cab, through authorised John Deere and Hitachi dealers in the USA and Canada.

"At John Deere, we have always been focused on providing products and technology that enable our customers to optimise efficiency and uptime on the job site. Through this agreement with Engcon, customers are further equipped to benefit from enhanced jobsite performance and ultimately profitability said David Thorne, senior vice president, sales & marketing, John Deere Construction & Forestry.

This agreement makes it possible for customers to benefit from easier and quicker access to Engcon's products through their local John Deere and Hitachi excavator dealers. This marks a milestone in making the tiltrotator concept more accepted and

known globally, particularly in the US and Canada where Engcon is expecting an increased rate of growth in the coming years.

Facts:

- Through authorised John Deere and Hitachi excavator dealers in the US and Canada customers will be able to select Engcon's tiltrotators for the John Deere excavator range from 26G to 345G and the Hitachi excavator range from ZX26 through ZX345.
- Engcon's EC-Oil automatic quick hitches will also be available through authorised John Deere and Hitachi excavator dealers for the John Deere 75G to the 380G excavators and Hitachi ZX75 to the ZX380 excavators where the operator can connect hydraulic tools without leaving the cab, Engcon's standard locking control QSC and the proportional DC2 control system.

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Engcon, founded in 1990, is the world leader in the manufacture of tiltrotators and their attachments, which increase the efficiency, profitability and safety of excavators. The parent company is located in Strömsund in northern Sweden. Through its local sales companies supplies products and services in Finland, Norway, Denmark, France, North America (US and Canada), Benelux, UK, Germany and most recently in Korea and Australia. Engcon also exports tiltrotators worldwide from Sweden. In 2019, Engcon Group achieved approx. £135 million in sales with 300 employees.
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