

## BT in European co-operation with TOYOTA

BT Industries AB and TOYOTA Industrial Equipment Europe S.A.R.L. have entered an agreement under which BT will manufacture warehouse trucks under the TOYOTA brand. The trucks will be distributed through TOYOTA's distributor network in 20 European countries, meaning improved market coverage for BT in Europe.

The 3-year agreement comprises warehouse trucks from BT's range of powered pallet trucks, -stackers and hand pallet trucks. The products have been modified for TOYOTA.

"The agreement means that we strengthen our coverage of the European market", says **Christer Högberg**, President of BT Europe AB.

"It enables us to reach some of the customer segments which we normally do not reach through our own channels, often small and medium sized companies."

"The agreement also contributes to a product segment where manufacturing volumes and efficient distribution is decisive for continued competitiveness."

Series deliveries will commence in April, 1999. Over time, the additional volume will be a few thousand warehouse trucks and hand pallet trucks at BT's manufacturing in Mjölby.

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