



### MAN Diesel Group at SMM 2006

## First Trade Show under new Company Name

As well as the presentation of new products in its ranges of two-stroke engines, four-stroke engines and turbochargers, and the debut of the MAN Diesel PrimeServ after-sales brand at SMM 2006, the show also marks MAN Diesel's first appearance at a public event under its new name.

The Company's new legal status "Societas Europaea" (European Company or SE for short) was introduced in early September 2006 with the intention of establishing the Diesel Engine Division of the MAN Group as an even more international player showing a single face to the customer.

Dr.-Ing. Georg Pachta-Reyhofen, who became Chairman of MAN Diesel's Executive Board on 1 July 2006, agrees. "MAN Diesel has sites in several European countries and boasts a global customer base, both for marine engines and stationary power plants. As a European Company, we will be able to speed up the integration of our sites and enhance our international competitiveness even more."

In order to preserve B&W's excellent reputation on the two-stroke engine market, product brands will be introduced under the overall company name. Accordingly, products from the MAN Diesel Group will in future be marketed under the following brand names:

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COMPANY LEVEL (Buildings, signs, forms...)	
Brand	Logo
<b>MAN Diesel</b>	
PRODUCT LEVEL (Brochures, ads, name plates...)	
Brand	Logo
<b>MAN Diesel</b> (Four-stroke + Turbochargers)	
<b>MAN B&amp;W</b> (Two-stroke)	
<b>MAN Diesel   PrimeServ</b> (After-sales service)	

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**Below is an overview of new products presented by the MAN Diesel Group at SMM 2006:**

### **32/44CR Common Rail Engine**

A major product highlight on the MAN Diesel Group stand at SMM 2006 is the new 32/44CR common rail diesel engine, the first fully electronic four-stroke diesel featuring MAN Diesel's own, in-house developed common rail fuel injection system. The new engine features a market-leading cylinder output of 560 kW and is offered in 6, 7, 8, 9 and 10 cylinder in-line versions and 12, 14, 16, 18, and 20 cylinder vee versions. First orders for the 32/44CR are in-house, reflecting the market's eagerness to benefit from the operating cost and emissions advantages of common rail fuel injection. In particular, the market recognises the ability of the 32/44CR engine to meet the proposed IMO emissions limits for oxides of nitrogen without the need for additional measures.



***The 32/44CR engine is described in detail in a feature article on the CD-ROM accompanying this press kit.***

### **Two-Stroke Engines**

In the past few years, the market for two-stroke diesel engines has been characterised by demand for increasingly high outputs. Representative of the latest MAN B&W brand two stroke engines at the MAN Diesel Group stand are the piston and connecting rod from a 98 cm bore engine - the world's first diesel engine with an output of over 100,000 HP is a 98 cm bore MAN B&W 12K98MC producing 74,7560 kW (101,640 HP) for a new container ship.

Likewise, a large bore cylinder liner represents new and further developed versions from the 90cm bore range - the power outputs of the K90ME (4 to 12 cylinders) and K90ME-C (6 to 12 cylinders) have been raised by 25%, giving power ranges of 8.84 to 54,84 and 18,78 to 54,84 MW respectively.

Completing the two stroke exhibits is an interactive ME engine simulator enabling visitors to experience the dynamic response, emissions and fuel consumption behaviour of a powerful ME two-stroke with advanced electronic fuel injection technology.

### **Turbochargers**

Three themes, all with the same underlying aims, characterise the new product presentations of the MAN Diesel Turbocharger Business Unit at SMM 2006.

The underlying targets are increasing engine efficiency, system efficiency and maintenance-friendliness and takes three forms:

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## Press Release

Extending the application range of TCR radial turbochargers with their lower purchase and operating costs

Extending the application range of the largest TCA axial turbochargers to keep pace with demand from builders of ever more powerful two stroke engines

Applying the latest turbine technology from the TCA and TCR turbochargers to MAN Diesel "Thermal Efficiency Systems" (TES), which enable considerable fuel cost savings at this time of high fuel oil prices

***The latest products from the MAN Diesel Turbocharger Business Unit are described in a feature article on the CD-ROM accompanying this press kit.***

### **MAN Diesel PrimeServ**

In the After-Sales area, MAN Diesel has united all customer service activities under the new MAN Diesel PrimeServ brand.

A central theme of PrimeServ strategy is the expansion of the MAN Diesel service network by establishing new PrimeServ hubs as part of a constantly expanding network of service outlets. As a result, since the start of 2006 MAN Diesel PrimeServ has opened nine new hubs - in Houston, Los Angeles, Guangzhou, Dalian, Dubai, Mumbai, Colombo, Madrid and Rotterdam.

Likewise, the PrimeServ organisation is dedicating considerable resources to optimising its spare parts logistics arrangements, and to the creation of new service offerings. In this latter category is the provision

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of online service to allow the operation of engines in both marine and stationary applications to be monitored by MAN Diesel PrimeServ staff from service hubs. Using online monitoring, faults can be diagnosed early and approaching malfunctions recognised early. In this way, corrective action can be well planned and coordinated to minimise engine downtimes.

A further major element in PrimeServ strategy is the provision of qualified training in the operation and maintenance of MAN Diesel engines to customers at MAN Diesel Academies. Beyond this training, MAN Diesel educates especially talented apprentices to the status of "International Service Engineer".

### **Propellers and Propulsion Packages**

The MAN Diesel Group is also exhibiting a blade from one of its very successful controllable pitch propellers, which also form part of its complete marine propulsion packages. These propulsion packages consist of finely tuned engines, reduction gears, controllable pitch propellers and aft section designs covering a power range from 1,000 kW to more than 20,000 kW per ship.

### **Dual-Fuel Engine**

A further emphasis at the MAN Diesel Group is the introduction of the new four-stroke 51/60DF dual fuel engine for the propulsion of LNG carriers. The 51/60DF engine can be operated on both gaseous and liquid fuels. It achieves its market-leading output of 1000 kW per cylinder in both operating modes and can be switched from one mode to another without interruption of propulsion power. It is offered in in-line versions with 6, 7, 8 and 9 cylinders and vee configurations with 12, 14, 16 and 18 cylinders.

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***The 51/60DF dual-fuel engine is described in detail in a feature article on the CD-ROM accompanying this press kit.***

### **Offshore.**

The MAN Diesel Group's reference list of offshore applications continues to expand rapidly. As well as four-stroke engines from Denmark and Germany, MAN Diesel's complete propulsion systems are very popular, especially in vessels like PSVs and AHTSs.

### **About MAN Diesel**

MAN Diesel is the world's leading provider of large-bore diesel engines. The company designs two-stroke and four-stroke diesel engines, generating sets and turbochargers, for manufacture by MAN Diesel and its licensees. The engines have outputs ranging from 450 to 97,300 kW. MAN Diesel has approximately 6,400 employees, located in Germany, Denmark, the UK, France, the Czech Republic and China. The company's worldwide service organisation, MAN Diesel PrimeServ, consists of a network of own service centres, supported by authorised partners. MAN Diesel is a subsidiary of the German industrial group MAN AG which is listed on the DAX stock index comprising the 30 largest companies in Germany.

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