

## **Nissan inks key supplier agreement - contract negotiation**

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Nissan Industrial Engines, Marengo, Ill., announced it has formed partnerships with four key suppliers to provide "users more options, more versatility and 'one-source' convenience," the company said.

Nissan said its most extensive partnership is with Universal Radiator, Pittsburgh, Pa., which will supply radiator packages and mounting kits for all Nissan industrial engines. The company said that Hayes Manufacturing, Inc., Fife Lake, Mich., will supply SAE flywheels, flywheel housings and hydraulic pump mounts.

Also part of the Nissan partnership group is Zenith Fuel Systems, Inc., Bristol, Va., which will supply the fuel delivery systems for all of the company's multifuel engines. The fourth supplier is Precision Governors, Inc., Rockford, Ill., responsible for electronic governors.

Previously, said Ray Prussing, director industrial engine sales, Nissan distributors and customers had to go to many different sources for approved options and accessories. "Now there's 'one-stop shopping' and enhanced service and parts availability," Prussing said.