

TRAILER NEWS WORLDWIDE

Close to
the customer

TELEMATICS . . WABCO Trailer Telematics on show at IAA

IAA PREVIEW . . Latest product innovations

TONAR/RUSSIA . . Russia's TONAR moves up to Trailer EBS E

EDITORIAL

Dear Customers, What I intend to do for You

As the newly appointed Regional Sales Leader for WABCO Europe I would like to describe what I intend to do for you, our customer. It is my mission to do everything possible to enable your business as a trailer builder to grow and prosper. This of course, is not entirely an unselfish mission, because WABCO can also prosper when we help your business – and the road haulage industry in general – to grow.

How will I and my colleagues achieve this mission? Firstly, I will use my 14 years experience in the WABCO trailer division to identify and deliver commercial and technical advantages whenever we can. I will use my experience in sales, order fulfillment and the aftermarket – and all the close contacts with customers that those activities presented – to hone our customer services to best support your needs.

I will also use my experience and my colleagues' understanding of the current challenges facing you, and your customers: the fleet owners. Challenges such as escalating fuel costs, road taxes, and increased competition. We understand that these issues might force your customers to delay all form of capital investment and especially the purchase of your trailers.

But one way of re-igniting capital investment is to demonstrate how it can substantially reduce running costs. That is why I am particularly pleased to note that our new Trailer EBS E design incorporates new features such as



Christiaan Verschuere
Regional Sales Leader

finisher brake, improved cornering, standard integrated RSS. It is also an open system allowing further integration of auxiliary systems. At the same time the platform can connect to other new systems such as telematic solutions – which enable fleet owners to more efficiently manage their fleets and optimize their profit.

This and other trailer innovations will be showcased at IAA. It is a powerful example of how we intend to continue supporting your business. I hope you enjoy this newsletter.

Christiaan Verschuere
WABCO Europe

EDITORIAL

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TRAILER TELEMATICS

WABCO Trailer Telematics on show at IAA



Due to become available to customers throughout Europe early in 2009, the new WABCO Trailer Telematics system is on show for the first time on the WABCO stand at this year's IAA trade fair in Hannover, Germany.

Developed in collaboration with leading system partners, the new system takes full advantage of WABCO's extensive experience in the collection and management of vital operating and status data from its own trailer-mounted systems and components. The result is a system tailored to the real world needs of fleet operators, developed specifically to provide faster handling, communication and analysis of data in order to reduce operating and business costs and improve efficiency across a wide range of business areas.

WABCO Trailer Telematics can help you:

- monitor trailer and load status in real time, to ensure top vehicle and load conditions, journey by journey
- rapidly gather, handle, analyze and communicate vital information – for example, delivery times – in order to optimize transport processes, maximize efficiency and keep customers thoroughly informed
- prevent trailer theft and – should the worst come to the worst – assist in vehicle tracing and recovery.



WABCO Trailer Telematics improves efficiency across a wide range of business areas

The system allows for a broad range of applications in mixed fleets through the use of components fitted either as original equipment or retrofit. Services provided by the system can be individually tailored, thanks to standardized, demand-oriented service packages. System usage costs are completely transparent through the adoption of a Europe-wide telecommunications flat rate.

In short, in a commercial transport environment that is now more demanding than ever, WABCO Trailer Telematics helps you establish a solid, future-oriented business base that ensures that you are ready to face both today's and tomorrow's challenges.

TECHNICAL

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INTELLIGENCE MEETS INNOVATION

WABCO Premium Trailer EBS E and the JTB Tensfeld HP 49 boat trailer

The idea sounds simple: an intelligent axle system which relieves the driver, protects roads and environment, reduces costs and still is reliable in daily use.

WABCO took up this challenge and – in the eyes of the company **JTB Nutzfahrzeuge (Jörg and Tim Bendler)** in Tensfeld, Schleswig-Holstein, Germany – managed it brilliantly with the new WABCO Premium Trailer EBS E.

It was by coincidence that Jörg Bendler heard about the WABCO Trailer EBS E braking system for his new boat trailer type HP 49. After detailed discussions of its technical features and benefits, the company's interest grew in equipping a boat trailer commissioned by the company SL Yachttransporte with the WABCO Trailer EBS E. Thanks to the excellent cooperation of both companies, JTB was able to finish the HP 49 trailer incorporating the Trailer EBS E braking system and WABCO electronically controlled air suspension in around 6 months.

WABCO Trailer EBS E equipment:

The boat trailer is equipped with the full WABCO Premium Trailer EBS E:

- ECAS with dynamic wheelbase control on axle 3 and lift axle on axle 1
- SmartBoard for the control of the ECAS functionalities
- ECAS functions controlled from the driver cab
- IVTM tire pressure monitoring

TRAILER TECHNICAL DATA:

Length: 12 meters, loading area 3.5 meters extendable, steps of 250 mm

Minimum load height:

low-bed	outer frame	constantly over the axles
10 mm	360 mm	160 mm

- Chassis: high-class Dillidur steel
- Empty weight: 7 100 kg
- Max. permissible weight: 34 000 kg
- Ground clearance: adjustable from 0 to 250 mm
- Circular area: circular ring width 6.70 m to max. 8.70 m
- Low-bed length: 6 000 mm to 9 500 mm
- Wheelbase: first axle to kingpin 8.80 m to 12.30 m
- Axle distance: 1 000 mm
- GFA axles with disc brakes and tires: Toyo 245/70 R 17.5

“The WABCO dynamic wheelbase control is simply great,” says Jörg Bendler. “In France or Denmark, where narrow roundabouts often make it difficult to drive through towns and cities, it is easy for the driver since the Trailer EBS E automatically recognizes cornering and discharges pressure from the 3rd axle, acting like a steering axle.”

How does it work?

This function is integrated in the electronically controlled air suspension (ECAS) in the Trailer EBS E and reduces the wheelbase automatically when cornering is recognized. So, when driving into a roundabout the 3rd axle of the boat trailer lifts automatically or simply runs as trailing axle without axle load.

What do the practitioners think about it?

After several months of testing, JTB Nutzfahrzeuge and SL Yachttransporte feel sure that the WABCO Trailer EBS E with the electronically controlled air suspension and the dynamic wheelbase control will be integrated in future trailers. All trips with the new system have been trouble-free and the carriers agree that WABCO has made a significant step into the right direction with this innovative product.



The boat trailer is equipped with the full WABCO Premium Trailer EBS E

WABCO UNIVERSITY



New online course selection at your service

Visit the Technical Training page on the WABCO University website today and you'll find a brand new online search tool developed for you to speed up and simplify the process of finding the right training course to meet your needs.

"We're committed to providing the best in training, learning services and consulting to meet customers' needs globally," says WABCO University's Uwe Rossberg. "The University's new online search tool is one of the results of that commitment."

In addition to course selection by course subject, name and preferred dates, the new search tool allows selection based on course language, country and city. Available languages are German, English, French, Italian and Spanish. Consequently customers are now able to choose more accurately – and faster – the right course, at the right time, in the most convenient location, and conducted in their own language. Then it is simply a matter of sending a registration request.

If a course is fully subscribed, for example, it will be deleted from the site, so there is no risk of double booking and you can then sign up for a later date.

He adds: "This is just one more step in our strategy of harmonizing training on a global basis. The new search tool gives our customers everywhere rapid, straightforward access to course content, which will be the same wherever they want to attend and in whatever language they choose to learn."

Several courses related to Trailer Systems are available: Trailer EBS, IVTM, VCS II, ECAS, etc.



THE WORLD'S LARGEST CABLE-STAYED BRIDGE HAS OPENED

China's booming economy demands high-tech solutions in transport and logistics

After five years of construction, on May 1st, the Chinese Sutong Bridge was opened for traffic. With 8,206 meters it is the world's longest cable-stayed bridge and is certainly one of the most spectacular ones. The Sutong Bridge crosses the six kilometers wide Changjiang River near Nantong City in the booming industrial province Jiangsu in the east of China. It completes the Ningbo-Qidong expressway in the north and the expressway to Shanghai in the south. With the new bridge traffic can now easily cross the river within few minutes instead of one hour by ferry. With the fast growing economy in China, transportation of goods on the road becomes more and more important. Therefore, a higher standard of vehicles and extension of Chinese infrastructure is essential. The Sutong Bridge is a symbol of the onset of a new era of transportation and logistics in the country.

Hand in hand with the accelerating development of the road network goes the expansion and modernisation of Chinese truck and trailer fleets. Accordingly, for WABCO China is a fast growing market, and in the first quarter of 2008, the sales already grew dramatically versus a year ago. WABCO increasingly offers its innovative trailer solutions such as the Electronic Braking System for trailers (Trailer EBS) and the monitoring tool SmartBoard to Chinese customers.



The Chinese Sutong Bridge crosses the six kilometres wide Changjiang River

XXIX OLYMPIC GAMES

XXIX Olympic Games: innovative solutions from WABCO help the Beijing Public Transport Corporation to master the logistical challenge



WABCO supplies a range of innovative products and aftermarket services for the XXIX Olympic Games

This summer, thousands of people from all over the world met in Beijing for the XXIX Olympic Games. “One World one Dream” was the claim for athletes, spectators and organisers when they met to celebrate sports and cultures in the vibrant capital of China.

For Beijing, the Olympic Games were a huge logistical challenge. 26 special departments of the Beijing Organizing Committee ensured a smooth operation of the world’s largest festival of sports and cultures. Two of them, the Logistic Department and the Transport Department faced the logistical complexity of this huge event. These departments took care of the shipping, storage and distribution of the more than 1.2 million pieces of sports instrument and equipment that was needed for hosting and staging the Olympic and Paralympic Games. These goods that came to a total of 75,000 tons were handled each day by 150 trucks, 1,200 hand carts, 171 fork lifts and 525 cranes.

For the public transportation of visitors from all over the world, a fleet of more than 20,000 buses operated by the Beijing Public Transport Corporation (BPTC) was ready for service. WABCO supplies a range of innovative braking and air suspension products and aftermarket services such as training and diagnostic systems to the operator of one of the world’s largest municipal bus services. “WABCO understands our aftermarket needs and contributes technical know how and offers expert teamwork. We expect WABCO to partner with us to achieve our Olympic objectives and, furthermore, help increase vehicle safety life while reducing downtime and driving down operating costs,” said Zhong Qianghua, Deputy Technical Director of BPTC. The company’s customized solutions for BPTC include electronically controlled air suspensions, airdryers and compressors as well as braking and stability systems.

WABCO advanced braking and air suspension products do not only make buses safer but also trucks and trailers.

GENERAL INTEREST

SPECIAL VEHICLE BISCHOFF + SCHECK

Motorhome, or mobile castle?

With the help from WABCO, German company Bischoff + Scheck is redefining the art of building a home away from home.

When it comes to the world of Formula 1 motor racing, you learn to expect the unexpected. Faster, lighter, stronger, more powerful, more expensive; everything about the business tends to surpass whatever most of us think of as normal. And these days that goes for the humble motorhome as well.



The new Lotus mobile castle

Humble? Well, not really; at least not when it is built by Rheinmünster-based Bischoff + Scheck. In business since 1997, the company has constructed bespoke trailers

and motorhomes to meet the specialized transport and accommodation needs of the car and motorcycle racing fraternity, including – among others – Zakspeed, Yamaha, Porsche Carrera racing and NGK. And for the whole of that period the company has turned to WABCO for the Electronically Controlled Air Suspension (ECAS) and ABS systems that enhance the performance and safety of their vehicles.

Their latest creation, however, marks a radical change in the definition of the word 'motorhome', even by Formula 1 standards. Commissioned by the McLaren racing team, Mercedes and sponsor Vodafone, it measures 16 x 18 metres, stands two storeys high, is transported from race to race in 12 truck-trailer combinations, and takes 20 men around 40 hours to construct at each track. Oh yes, and it costs a cool 11 million Euros to produce – a cost that McLaren reckon will be recouped in business deals made within its substantial office and conference room complex over a period of only 5 years.

First erected at last year's British Grand Prix at the Silverstone circuit, the new Vodafone-McLaren mobile castle is already an established part of the international Grand Prix circus – a home away from home that is set to attract widespread attention and more than a few envious glances wherever it is erected.

TONAR IN RUSSIA

TONAR moves up to Trailer EBS E in Russia

For trailer manufacturer TONAR, located 100 km from Moscow, business is booming – and the company has made the most of growing sales opportunities by a switch to fitting the latest generation WABCO Trailer EBS E as original equipment in all its trailers.

TONAR has been in existence for around 18 years. The company started as a builder of light trailers, but has been in the business of building semi-trailers for a wide range of commercial vehicles since 1999. The company's relationship with WABCO dates back to April 2005, when TONAR turned to our company "partly because of the quality and price combination offered by Trailer ABS, but more because WABCO offered greater flexibility than our previous supplier," according to TONAR Commercial Director Denis Krivtsov.

The company made the decision to switch to Trailer EBS E and Smartboard in October 2007, and by February this year the system was incorporated into all their trailers.

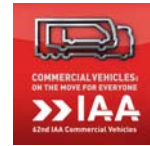
"For us the shift made perfect sense," says Denis Krivtsov. "The move from Trailer ABS to Trailer EBS E with SmartBoard has advantages both for us and our customers.

Trailer EBS E is lighter, smaller and easier to assemble and fit. And of course WABCO supplies the full kit – cables, testing equipment, everything – and full support and back-up as and when necessary, so we can work more efficiently. Our customers, too, benefit from SmartBoard, which offers them more options, and from the high levels of security and safety offered by Trailer EBS E."

With TONAR's trailer business continuing to flourish largely thanks to the rapidly expanding amount of civil engineering, building and commercial development currently taking place in Russia. Denis Krivtsov is optimistic for the future "In the beginning TONAR started from a low base," he says, "but we have grown rapidly, keeping pace with increasing demand. Currently we are producing twenty trailers a day, expansion is likely to continue for the foreseeable future, and WABCO Trailer EBS E is now an integral part of that process."

IAA PREVIEW

WABCO will be exhibiting at the 2008 edition of IAA in Hannover



WABCO will participate at IAA Commercial Vehicles 2008, one of the world's most comprehensive commercial vehicle industry tradeshows. IAA will take place this year in Hannover, Germany, from September 25th through October 2nd, 2008.

As a global technology leader in the commercial vehicle industry, we will present our passion for innovation, technology and the world. WABCO's stand will feature an

exciting range of new products, systems innovations and many of our latest developments.

We are proud to participate at IAA and we look forward to welcoming you on our stand at **Hall 26, Stand B14**. Every day, you will see live demonstrations of commercial vehicles equipped with innovative WABCO systems just outside Hall 26.

VAN ECK BEESD BV

Van Eck's tailor-made commercial vehicles

For already more than 95 years, the Dutch company Van Eck Beesd BV offers tailor-made solutions for commercial vehicles. In the family-owned enterprise, more than 160 employees work in the production of carriages, trailers and semi-trailers striving to improve their customers' cost-effectiveness.

Close cooperation with WABCO

It is of utmost importance to Van Eck to have a stable and close cooperation on a high-quality level with its partners. That is why Van Eck has been working with WABCO for many years already. A result of their successful collaboration is the joint development and production of Eckstreme® Twin Deck Trailer. Thanks to this success, Van Eck became the market leader of double-stock trailers in Europe.

Eckstreme® Twin Deck Trailer

Innovative features of the double-stock Eckstreme® Twin Deck Trailer, such as two tailboards each with a height of 1.80 meter that create an additional volume of 60 %,

significantly contribute to the reduction of transport costs. The same freight can be transported with less rides – a contribution to cost minimisation and with a reduction of CO₂ emissions by 40 % also to the climate protection.

WABCO's ramp approach assistance with integrated brake application

A hydraulic tailboard is used for loading and unloading of the Eckstreme® Twin Deck Trailer. A modification protects the tailboard against rain and wind. Also mounted on it is the Ramp Approach Assistance with automatic braking. The Eckstreme® Twin Deck Trailer is equipped with ultrasonic sensors that control the stopping distance to the loading bay. The trailer stops exactly 10 cm in front of the loading platform. Damages to the rear end of the trailer as well as on the loading platform while approaching a loading bay are reduced to a minimum. The driver receives a 'flashing' feedback from the side markers when the system is active.



A European market leader for double-decker trailers: Van Eck

RSSPLUS INTRODUCTION US



Meritor WABCO launches RSSplus in North America

Michigan based WABCO Joint Venture Meritor WABCO Vehicle Control Systems has recently introduced RSSplus, a new trailer ABS system with roll stability support specially tailored to meet the needs of North American fleet operators.

RSSplus, claims Robert Sibley, Meritor WABCO Director Trailer Products, represents the next step in trailer ABS with stability controls. It is a 2M (two-modulator) stability system developed for North American trailers with spring or air suspensions which, along with its ability to reduce the potential for rollovers, has the capacity to receive, process and communicate a wide range of information. Its ECU has generic input/outputs that can continuously monitor or control up to five functions, including lining wear, push-rod stroke, hubodometer miles, air reservoir pressure and door-open sensors. Information can be displayed in the tractor or can be relayed to fleet managers via telematics.

Says Robert Sibley: "Reception for RSSplus has been very encouraging so far. The new product is particularly interesting right now for trailer manufacturers in specialist areas such as tank, flatbed, and hazardous materials transport. Among these people there is a lot of interest, and even before the launch a couple of trailer OEMs expressed significant interest in offering RSSplus as standard on their trailers.

"Although there is no legal requirement envisaged yet for the compulsory fitting of trailer roll stability systems, the Federal Government is already showing interest in legislating for it in the future, so who knows what the true potential could be?"

10 YEARS TRAILER EBS

Trailer EBS 700,000+ in ten years



In 1996 DaimlerChrysler introduced the world's first truck equipped with a WABCO EBS and disc brakes at all wheels – shown at the Frankfurt IAA Commercial Vehicles. That same year, the IAA Commercial Vehicles visitors also saw WABCO's first Trailer EBS prototype. Two years later and in cooperation with leading trailer manufacturers, WABCO introduced its first Trailer EBS.

Since then WABCO has sold more than 700,000 Trailer Electronic Braking Systems world wide. Road safety has substantially been improving and also the well being of millions of road users across the globe.

Like most success stories, this is a result of teamwork with our customers. EBS was first introduced in 1998 in some vehicle lines because the end-of-line test was much easier than with a conventional braking system. Some of our customers helped to introduce the Trailer EBS in some vehicle lines making equipped trailers out of regular production available for DaimlerChrysler to demonstrate at several press events – events that clearly showed the significantly reduced stopping distances provided by EBS and disc brakes in the complete vehicle combination.

It is a powerful example of how WABCO and its customers are shaping our industry.

HIGHLIGHTS

5TH BRAZIL INTERNATIONAL SUSPENSION & TRAILER COLLOQUIUM

WABCO Brazil wins the award "Best paper"

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WABCO cooperates with the trailer manufacturer Randon

WABCO Brazil has participated in the "5th SAE Brazil International Suspension and Trailer Colloquium & Engineering display" which was held during May 2008 in Caxias do Sul, Rio Grande do Sul Brazil.

During this international event, WABCO has been awarded "Best paper" for its presentation on "Application of Trailer EBS with RSS on combination type Bi-trem tank" in collaboration with the trailer manufacturers Randon, one of the most important trailer manufacturer in Brazil.

WABCO is therefore continuing to drive growth in South America and to develop customer partnership.

EXTENSION OF JEVERSEN TEST TRACK



WABCO extends Jeversen test track capabilities

The extended WABCO test track near Hannover, Germany, opens on September 25. It was adapted to accommodate final tests on vehicle stability control systems. In February, 75,000 square meters (19 acres) of land adjacent to the current test track was cleared to make way for the new test track.

“We are adapting the test track to the evolution of our vehicle control systems and their development in recent years,” said Dr. Christian Wiehen, Chief Technology Officer.



75,000 square meters of land was cleared for the new test track

He noted that since the current track was opened in 1995, WABCO has evolved from supplying pure braking systems to vehicle stability control systems to its customers. In 2010, he added, electronic vehicle stability control systems will become mandatory in Europe, dramatically increasing the number of tests conducted.

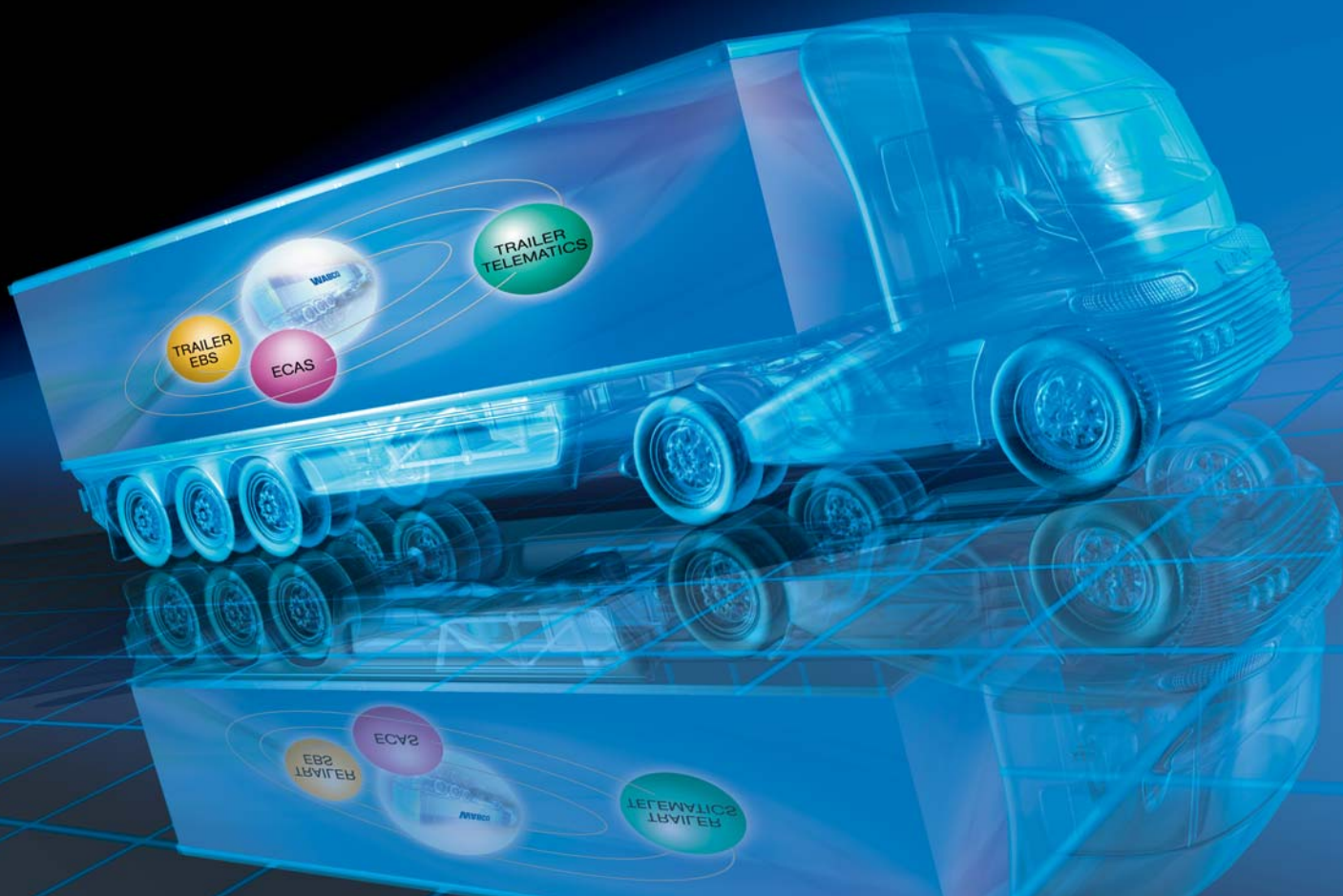
Speeding up development

Since the current track permits only limited testing on vehicle stability control systems, Trailer Systems and Vehicle Dynamics & Controls business units have been conducting tests at a rented track 250 km away from Hannover. Now we are saving time to access the test track and are improving development process as there is no need to re-equip test vehicles for transport to the rental track. We can therefore supply faster results to our customers.

Currently, WABCO pre-tests vehicle stability control systems on a circular track at Jeversen, which is joined to a straight-line braking track, but this track cannot accommodate the 90 km/h speeds necessary for final testing.

“Having access to an appropriate test track at any time will enable WABCO to offer better customer service,” said Dr. Wiehen. “In terms of cost savings, enhanced customer service and minimized safety risks, a vehicle stability test area on the Jeversen test track will be indispensable.”

Discover WABCO Trailer Systems



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