

WABCO

Trailer News Magazine

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OPTILOAD™

Safe and stable distribution of load weight

OPTITURN™

A good alternative for a steering axle

TELEMATICS

Track & Trace: Monitor your trailer from a distance

IMMOBILIZER

Avoid vehicle and load theft

TAILGUARD™

Helps make driving in reverse safer

Intelligent Trailer Program Gains Ground



WWW.WABCO-AUTO.COM/INTELLIGENTTRAILER

September 2011

Christiaan Verschueren

WABCO Keeps On Innovating

As we know, the trailer market experienced severe downturn during 2009, resulting in major challenges for original equipment manufacturers, fleet owners and operators, and other participants in our industry. In 2010, trailer production increased by more than 70% around the world compared with 2009. Looking ahead, WABCO expects continued growth in global trailer production for 2011 along with expansion in the road transport segment.

Strong market growth means new challenges such as environmental impact, trailer operating costs, vehicle efficiency and business profitability. Simply stated: How to minimize costs and maximize profit without sacrificing quality, reliability, safety and other critical trailer attributes?

Technology leadership and innovation remain at the heart of WABCO. It continues to set us apart. We anticipate industry requirements, customer needs and market demand. We invent and continuously improve technology and services, and we bring them to market ahead of the curve. Deep and frequent connectivity with manufacturers and fleets enables us to establish strong and lasting relationships. As a result, WABCO keeps on innovating and developing new systems and products.

A case in point is WABCO's Intelligent Trailer Program. It bundles all functions concerning safety and efficiency. In fact, the kind of vehicle doesn't matter: WABCO has the functions to improve the management of any trailer.

Another example of WABCO's innovation is our TrailerGUARD system, a state-of-the-art telematics technology for trailer fleet management. TrailerGUARD recently won the 2010 Trailer Telematics Award for asset protection, a top industry honor in recognition of the system's value.

As a leader in our global industry, WABCO is known for vehicle safety and efficiency, driver effectiveness and environmental friendliness. We trust that Trailer News will keep you informed about our newest developments, products and services. Please contact one of our sales representatives to know more about the benefits that WABCO offers for your vehicles.

Best Regards,
Christiaan Verschueren



Christiaan Verschueren is Business Enterprise Leader for WABCO Trailer Systems responsible worldwide for development, production and sales

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Intelligent vehicles are the future

The evolution of trailers is seen in the Intelligent Trailer Program.

In the past, it was sufficient for a trailer to be able to brake and be equipped with the most elementary suspension. Over time, trailers have evolved to be furnished with advanced support systems. Today's "smart trailers" help transport entrepreneurs to reduce costs and thus increase return on investment.

This evolution is translated into a number of systems – all of which are combined to form WABCO's Intelligent Trailer Program. It consists of modules, which can be used separately or combined.

Efficiency, comfort, safety and environment



A trailer's braking system has evolved into a mini-computer; the most advanced version of these mini-computers is the Electronic Braking System (EBS). There are more than 20 functions pre-programmed within the EBS system, and vehicle manufacturers can program extra functions themselves. This way, every type of trailer can be equipped with functions that strongly contribute to: increasing vehicle efficiency; improving the driver's comfort; increasing vehicle and road safety; optimizing offloading or loading; reducing maintenance costs;

reducing unexpected immobility due to repairs, and reducing environmental impact.

WABCO's new Trailer Remote Control enables the driver to use most of these functions from within the cockpit.









Zero accidents

With our Intelligent Trailer Program, WABCO participates in the European Road Safety Charter and the Decade of Traffic Safety (www.erscharter.eu). It is a European initiative launched in 2011 to reduce traffic accidents by more than 50% before 2020 and save more than 25,000 lives.









Intelligent Trailer Program



VEHICLE EFFICIENCY

-  TrailerGUARD Telematics
-  Lift Axle Control
-  Memory Level
-  Immobilizer
-  Notebook
-  OptiLoad
-  ExtensionControl
-  MultiVolt








DRIVER COMFORT

-  Operating Data
-  Trailer Remote Control
-  Return To Ride
-  Finisher Brake
-  Traction Help
-  OptiTurn

ENVIRONMENT

-  ECAS
-  Bellow Protector
-  Overload Warning

ADVANCED SAFETY

-  TailGUARD
-  Router
-  ABS
-  RSS
-  Forklift Control
-  Bounce Control
-  Emergency Brake Alert
-  Tilt Alert

■ Full overview: see www.wabco-auto.com/intelligenttrailer



■ New Trailer Remote Control



Solution for load and vehicle theft: WABCO's new Immobilizer system

The transport segment faces huge losses every year because of cargo theft and the theft of trailers and trucks. Introduced in 2010, WABCO's Trailer Immobilizer is an innovative solution.

The name says it all: activating WABCO Immobilizer means that the trailer becomes totally immobile. It is a simple yet effective way to reduce trailer theft, which frequently involves valuable cargo. According to the Technology Asset Protection Association (TAPA), approximately 8 billion euros worth of cargo is stolen annually. The number of stolen trucks and trailers continues to rise; such theft has already surpassed 2,000 vehicles per year.

Trailers parked in non-secured sites are targets for thieves, particularly those trailers containing valuable cargo or specialized trailers which themselves are worth a lot of money. Because it isn't possible, in practice, to guard a trailer 24/7, WABCO has developed Immobilizer. It provides a simple but highly effective solution: the driver activates the system by pressing a 4-digit PIN code on the Smartboard or the Trailer Remote Control. Doing so will lock all the trailer's wheels. Moving the trailer – after Immobilizer is activated – is almost impossible. When someone tries to move the trailer or tries to tamper with the brake system, it triggers multiple alarms.

WABCO's Immobilizer offers strong advantages:

- It is integrated into the WABCO EBS-E system
- It is easy to use and can be activated quickly
- It offers effective protection for vehicles in non-secured parking sites

Immobilizer is also a superb alternative to the old-fashioned kingpin lock as there is no need for a separate key to use Immobilizer. This means dirty locks and greasy hands are things of the past.

SCHMIDT FAHRZEUGBAU

Trailer manufacturers are an important link for the market adoption of WABCO's Immobilizer. Manufacturers must cope with the transport problems of their customers and provide effective solutions.

encompass the whole production process: from the drawing room to the production line, to their own paint shop – and then there are finishing touches in the final assembly. After final inspection, the vehicle is delivered.

“At Schmidt Fahrzeugbau, WABCO systems are almost always used,” said Richter. “Perhaps now and again a vehicle leaves our plant in Hagen without a WABCO system. Almost all brake and air systems that we assemble are made by WABCO. In 99% of the cases, we mount a WABCO system on the vehicle.”

Over time, this is the story of a relationship based on trust. “Of course, we keep a close eye on costs, but our cooperation goes a step further. It is based on knowing what both parties can bring to the table. It is grounded in the trust of the systems

WABCO's Immobilizer offers a solution to vehicle theft.



One of the manufacturers that recently supplied a number of vehicles with Immobilizer is Schmidt Fahrzeugbau based in Dortmund, Germany. The relationship between this manufacturer and WABCO goes way back – beyond many decades – according to Bernhard Richter, Schmidt Fahrzeugbau's technical advisor. Richter has been working for almost 30 years at Schmidt Fahrzeugbau; he has witnessed all the major developments in the trailer manufacturing process.

Schmidt Fahrzeugbau develops and manufactures special vehicles on customer request. Customers are active in different market segments and every vehicle must comply with a different set of demands. Efficiency is a key word at Schmidt Fahrzeugbau: over 70 employees deliver around 150 special vehicles annually. Schmidt Fahrzeugbau does as much as possible in-house, and the company has several factories that

that are delivered, along with WABCO's ability to think, together with Schmidt, about specific solutions and necessary applications,” added Richter.

VALUABLE CARGO

Six vehicles equipped with Immobilizer have recently been delivered to one of Schmidt Fahrzeugbau's customers. This customer transports goods with high market value and, as a result, criminal organizations target these highly valuable goods. It includes products such as mobile phones, razor blades and electronics. “It is important to the customer that these vehicles are properly secured. Our customer already knew about the existence of WABCO's Immobilizer and, therefore, asked Schmidt to implement it on their vehicles. The trailers equipped with Immobilizer are in use for a while now, and customer satisfaction is sky high,” said Richter.

Peter Appel Transport B.V.

Optimal return without compromising safety and the environment

One of WABCO's customers is Peter Appel, a transport company based in The Netherlands. This organization, with approximately 375 vehicles and 700 employees, is one of the largest carriers in The Netherlands. It also has a long and successful history with WABCO.

Peter Appel Transport B.V. is specialized in refrigerated transport. Their customer base consists mainly of companies in the food retail industry. This means a lot of distribution involving vehicle electronics. Peter Appel Transport has found WABCO to be a state-of-the-art supplier that delivers robust and innovative braking and control systems for trailers.

Marcel Pater is fleet manager at Peter Appel Transport. In his position, he has frequent contact with John van der Graaf, technical advisor at WABCO. "For us, it is really important to be in close contact with our suppliers so that we can adjust systems wherever necessary and keep on developing," said Pater. "With WABCO, our contact is highly intensive. We have a clear vision of how we would like to see things, but then there is the part of actually executing it. Good examples are OptiLoad and OptiTurn systems."

For years, Peter Appel Transport has been convinced about the functionality behind the OptiLoad and that's why they equipped all their trailers, as a test, with the mechanical version of the system in 2003. "As a carrier service, you are engaged daily in efficiency and safety. How can we get optimal return from our vehicles with as much focus as possible on environmental and safety issues?" said Pater.

One of the issues that drew attention at Peter Appel Transport was the problem associated with partial loading. "WABCO passionately embraced the idea that we also regarded as the solution. I believe this is how OptiLoad came into existence," said Pater.

OptiLoad kept on evolving – fueled by feedback from companies such as Peter Appel – to the system that it is today. This fact is confirmed by WABCO's John van der Graaf: "Peter Appel Transport was one of the first customers that mounted OptiLoad systems onto their trailers while giving useful and timely feedback about the functionality and its performance in a daily routine."

At Peter Appel Transport, OptiLoad and OptiTurn applications are being leveraged to their fullest extent. According to the carrier, the modules pay for themselves by saving on tire wear and indirectly saving on fuel.

"The combination of OptiLoad and OptiTurn creates the possibility to replace old trailers with steering axles by trailers with multiple advantages such as the lower maintenance costs and more operational flexibility," said Pater. Looking at tire wear in daily operations, there is a comparison between the effects of the axle-exoneration by OptiLoad and OptiTurn and the controlled 3-axle version. Results will become clear in the long run.



OptiLoad is a system that adjusts the bellow pressure to the weight distribution on a trailer. During partial loads, OptiLoad provides safe and stable weight distribution. In short, it means that – by applying OptiLoad – the overloading of the powered axle will be reduced.

See the video at www.wabco-auto.com/optiload

OptiTurn ensures that a trailer has a small turning circle, resulting in less tire wear and less damage to the road. During a short turn – for example, in roundabouts or driving slowly through narrow turns – OptiTurn activates automatically. The rear axle is lifted while the turning circle increases. OptiTurn is a superb alternative to a steering axle

See the video at www.wabco-auto.com/optiturn



Fewer accidents while driving in reverse

TailGUARD offers “extra eyes” while driving in reverse.

Accidents while driving a truck in reverse is a truck driver’s and carrier’s worst nightmare. Not only do these accidents create lots of physical damage, but even worse, there can be human injuries and fatalities. WABCO’s TailGUARD can significantly reduce accidents while driving in reverse. The aim is to reach “zero accidents.”

Every day, a driver encounters situations in which traditional aids (such as mirrors) fail to provide any or enough safety overview. These blind spots include the right and left side of the cockpit as well as behind the trailer. TailGUARD registers small and large – as well as moving and stationary – objects behind the trailer. TailGUARD is activated automatically when driving in reverse as the system gets a signal from the gearbox. It is compatible with every truck. TailGUARD can be supplied optionally with a unique remote control, which shows the distance to an object behind the trailer.

How does TailGUARD work?

A beeping signal and a blinking light warn passers-by when the vehicle is backing up. The closer the trailer approaches an object, the faster the beeping signal will sound and the faster the lights will blink. During activities at night, the system can be turned into “silent mode.” When TailGUARD detects an object within a distance of 3 meters, then a message appears on the remote control. Importantly, the distance to the object is visualized by green, yellow and red indicators. TailGUARD

also controls the vehicle’s speed when driving in reverse. At a speed higher than 9 km/h, TailGUARD brakes immediately until 9km/h is reached.

TailGUARD also automatically stops a trailer at a programmable distance to an object (30-100 cm). After this automated stop, the driver can slowly advance the final few centimeters until reaching, for example, the loading dock.

Which version best suits your company?

Consider the complexity of your logistics and its surrounding environment. Evaluate the experience of your drivers. Take into account the regulations that you should apply. As a result, you can choose among different versions: TailGUARD-light, TailGUARD, TailGUARD-roof or TailGUARD-MAX.

WABCO’s sales team offers expert advice as to which version best suits your company. Also look at

www.wabco-auto.com/tailguard

Reisch Fahrzeugbau builds intelligent trailers

Intelligent Trailer Program in Germany

In 2010, WABCO introduced its Intelligent Trailer Program worldwide.

It offers diverse modules that can make a trailer as efficient and safe as can be.



It is possible to retrofit modules such as OptiLoad, OptiTurn, TailGUARD and Immobilizer (depending on the type of EBS). These modules can also be used together or separately. The thinking behind this program is that transporters can customize their vehicles, according to demands and requirements that are relevant per type of transport. TrailerGUARD, the extended telematics module, offers the ability to completely monitor a vehicle and thus increases efficiency.

Manufacturers of various types of trailers play an important role in the market introduction of the WABCO's Intelligent Trailer Program. Based on the various components of the program, vehicle makers can deliver highly customized trailers.

Reisch Fahrzeugbau, based in Germany, is a manufacturer of tippers and moving floor trailers. It is also a long-time customer of WABCO systems. Recently, Reisch Fahrzeugbau had built

a demo model of a moving floor trailer to acquaint its target group with modules from WABCO's Intelligent Trailer Program.

Smart options for an intelligent trailer

This moving floor trailer comes equipped with: TailGUARD, which allows driving safely in reverse and maneuvering safely on difficult or busy loading and unloading docks; TrailerGUARD, which provides optimal control and monitoring of your trailer; and Immobilizer, which is WABCO's innovative solution to prevent trailer theft.

Patrick Reeg, head of sales at Reisch Fahrzeugbau, is closely involved in the tuning of the delivery of vehicles that address a range of market demands. He also follows developments in the transport sector. Reeg thinks that WABCO's Intelligent Trailer Program is a logical consequence of a market trend. "Higher demands are made on vehicles. The vehicle's weight



Intelligent trailers can help transporters: more comfort for the driver, reduced operational costs, fewer accidents and a smaller “carbon footprint”

must be as low as possible, its lifespan must be long and there is an increasingly heavy emphasis on vehicle efficiency,” said Reeg. “In other words, there is a demand for systems that help a trailer to be as profitable and as safe as can be.

This is a reality because the transport sector is going through challenging times. Costs are increasing, especially fuel, but for most carriers their income is not rising proportionately. What’s more, efficiency is a key word.”

Reeg was immediately enthusiastic about WABCO’s Intelligent Trailer Program and its modularity. Reeg continued: “The relationship between Reisch Fahrzeugbau and WABCO goes way back. All of our moving floors are supplied standard with WABCO air suspension. There are also parallels within the processes of WABCO and our organization as Reisch stands for quality and highly developed trailers. Every trailer can and should be modified according to the customer’s needs and

preference. We discuss these fundamentals with WABCO, and in turn WABCO implements appropriately with outstanding results.”

In summary, WABCO’s program helps carriers to fully modify their vehicles according to the logistic environment in which they operate. The program also shows how trailers have evolved over the past decade. Back then, it was about a vehicle whose most important technical characteristic was its ability to brake and bounce. And now, we see vehicles not only with a longer lifespan but also with increased safety and improved driver comfort.

[Want to know what the Intelligent Trailer Program can offer you? Contact your local WABCO representative.](#)



Vehicle tracking systems enable good fleet management

TrailerGUARD proves essential to help increase return on the fleet.

With TrailerGUARD, WABCO offers the telematics solution that supports the fleet manager to expose hidden costs and increase return. This means more efficient planning and reduced maintenance costs while optimizing the safety of drivers, cargo and vehicles.

TrailerGUARD clarifies issues involving vehicle management:

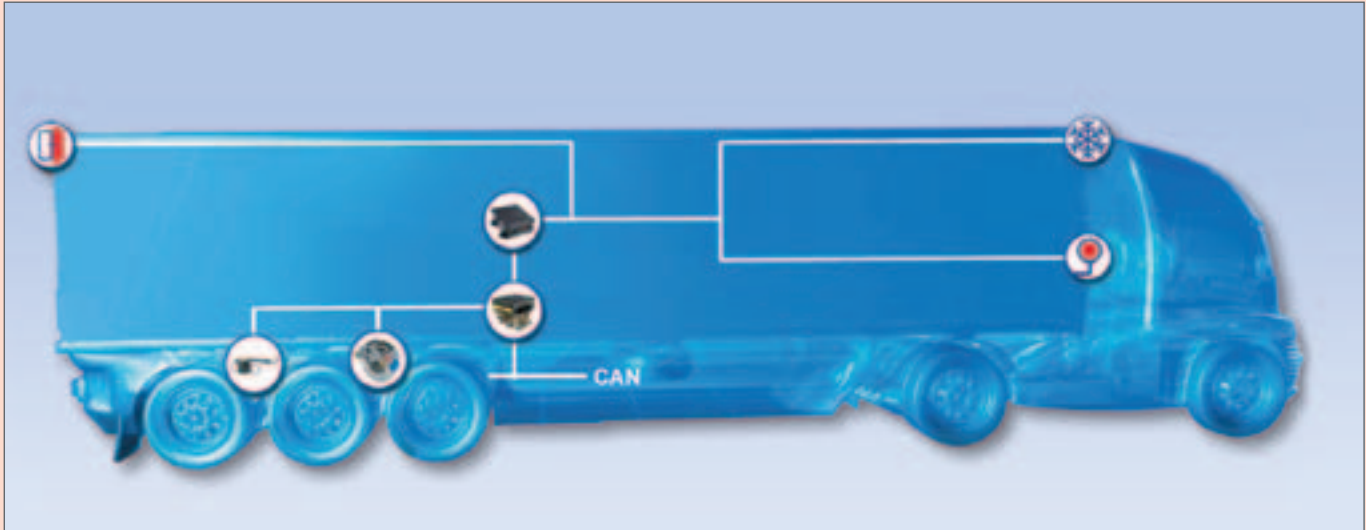
- Are my trailers regularly overloaded?
- Which trailer has its red ABS indicator turned on and needs to be brought in for inspection?
- How many trailers are regularly stationary for a couple of days?
- How much time do my drivers spend waiting during loading and unloading?

TrailerGUARD also provides insight into the driver's behavior on the road. How carefully or dangerously are my drivers and subcontractors driving my trailers?

WABCO's TrailerGUARD helps to manage and fully utilize your vehicles. To do so, the scope and parameters of your fleet should be mapped out. What are your expectations regarding telematics? What kind of changes does your organization demand? WABCO's TrailerGUARD is ideal for renting trailers, refrigerated transport, and intermodal transport where different kinds of transport (such as road, rail and sea) seamlessly connect.

TrailerGUARD helps rental agencies to increase their profit by renting out every trailer more efficiently. The benefit can be one extra day of rental revenue per month. TrailerGUARD also provides information in real time about distance traveled on the odometer, the status of the brake pads and other EBS data.

TrailerGUARD protects cooled or refrigerated cargo as an alarm will go off at a pre-set minimum or maximum temperature. It decreases the risk of spoiled goods and products.



■ www.wabco-auto.com/trailerguard

In intermodal transport, TrailerGUARD offers strong benefits. It easily tracks unused trailers or trailers without cargo. You can always track the trailer's exact location online through the signal that the system emits. Loss of time due to searching for a specific vehicle is minimized. For all types of applications and market needs, TrailerGUARD is an investment that is highly reliable over a long lifespan.

Unique functions

TrailerGUARD offers unique possibilities as it connects Telematics and EBS

- **Remote diagnostics:** When the trailer's red ABS cockpit indicator switches on, it will also be visible in the web portal. As a result, the dispatcher can immediately plan a maintenance check-up or send the driver to the nearest WABCO service center, which are also indicated in the web portal.

- **Counter for near-rollovers:** built into the portal, the counter indicates how many times Rollover Stability Support (RSS) intervened to prevent the trailer from going onto its side. You immediately see which drivers put your company and cargo at risk.
- **Downloading Operating Data Recorder (ODR) via the web portal:** you can download this data via the website, without connecting a computer to the trailer itself. Data analysis provides insight into overloading, usage of brakes, vacancy, road behavior and usage intensity of each trailer.

The possibilities and advantages of WABCO's Telematics seem endless. TrailerGUARD can be applied on any kind of trailer with different brands of EBS and it can be connected to users in an information technology (IT) environment. TrailerGUARD can also be connected to the backoffice of a truck telematics system.

The WABCO sales team can inform you further as TrailerGUARD takes vehicle efficiency to the next level.

China and Brazil are implementing ABS on trailers

China has started to step up enforcement of existing legislation for trailer ABS. Brazilian trailer builders are preparing to introduce ABS on their trailers in the coming year. WABCO helps trailer builders to prepare their production lines so they can efficiently install ABS systems. WABCO also demonstrates to fleets how ABS can save money month after month.

Saving tires, saving trailers, and saving lives

There are three powerful reasons why every fleet should have an ABS system on its trailers: saving tires, preventing accidents and saving lives.

Saving tires

If a truck driver brakes hard without an ABS system, the trailer's wheels will lock and leave rubber on the road. This locking also happens during normal braking with a half-loaded trailer that is not equipped with load sensing.

Look at the black rubber marks on the highway or at crossings. See the rubber smoke clouds around the trailer's wheels when a trailer stops. Consider how much money is left on the road. An effective ABS system will ensure that the trailer's wheels do not block while braking, and it will save the rubber on your tires. Simply put, with an effective ABS system, you can drive more kilometers with the same set of tires.

Braking without ABS



Braking with a bad ABS



Braking with WABCO ABS

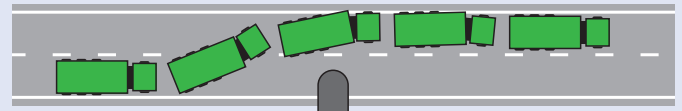


Saving trailers and lives

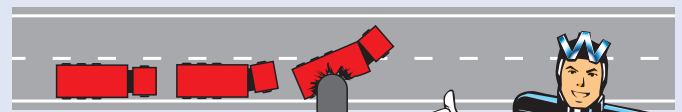
It happens to all drivers: suddenly a car or bicycle comes out of nowhere, and you only have a split second to avoid it. You push the brake, turn the steering wheel hard, and then your trailer starts to slip off the road or it crashes into a wall or another car. You might injure a person – or worse. An effective

ABS system will avoid that your trailer starts drifting: the driver can steer the vehicle where he or she wants it to go and keep it on the road.

Emergency maneuver with WABCO ABS

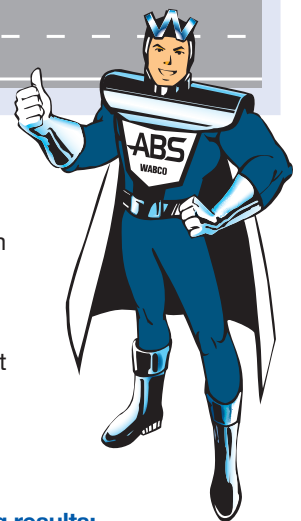


Emergency maneuver without ABS or bad ABS



Why WABCO ABS

Some companies have copied the look and feel of WABCO's ABS system VCSII and they offer it as ABS for trailers. However, even when it looks like a WABCO ABS system, it does not work as a WABCO ABS system.



WABCO has tested many of these imitation systems, with the following results:

- Some completely block during braking; the ABS fully fails to function
- Stopping distance is up to 60% more than WABCO ABS
- Some systems are not compliant with legal requirements for ABS
- The lifetime and reliability of WABCO products are much better than imitations. This is important, particularly to ensure that you can drive at all times without experiencing a system breakdown in a remote place, where you cannot repair your trailer and thus waste hours or even days waiting for spare parts and repair.

WABCO invented ABS for trucks and trailers more than 30 years ago. WABCO ABS continues to save money and protect lives for millions of truck drivers.

We are proud that countless truck drivers claim that WABCO is their preferred ABS system. If you don't yet have WABCO ABS, we propose to show you why other truck drivers are so satisfied with it.

WABCO: Worldwide standard in vehicle electronics

WABCO is not only the standard in vehicle electronics for trailers in Europe. It is also the standard in North America. But there it is named Meritor WABCO.

Meritor WABCO in North America



Meritor WABCO's headquarters is located in Michigan. Its distribution centre in Kentucky provides a quick and efficient supply of systems. Parts for repairs or replacement are supplied by another distribution centre within the same state..

Meritor WABCO tunes their services and products to the demands of the North American market. To obtain a good overview of these demands, Meritor WABCO regularly organizes so-called "fleet days" to which U.S. carriers are invited. During these events, carriers can familiarize themselves with WABCO's new products. They can also assess which WABCO solution fits their specific transport requirements.

Despite the differences in transport equipment and regulations between North America and Europe, the majority of WABCO products used on European trailers are also suitable for the North American market, and vice versa.

Intelligent Trailer Program

In North America, WABCO's Intelligent Trailer Program is also well known. One of the commonly used applications in North America is the RSS Plus system. RSS prevents, within physical limits, the tilting of the vehicle.

RSS is a function integrated into the software and hardware of WABCO's TCS and EBS brake systems. The driver can read information on the cockpit display regarding wheel velocity and cargo. Even though RSS is a high tech system, the driver must nonetheless continue to drive carefully and responsibly because – during extreme lateral or braking maneuvers – a trailer can still flip onto its side. However, the use of RSS significantly reduces the risk of such an accident.

Info-Link Technology

Another much requested application in the U.S. is Meritor WABCO's Info-Link Technology. It provides real-time communication between the towing and the towed vehicle. All types of information can be seen on a cockpit display such as operating data about the vehicle and its cargo.

Meritor WABCO has developed this system in response to demands from the car-carrier market. This business segment is faced annually with significant costs due to loaded trailers that become stuck under viaducts. Cars are severely damaged or declared a total loss; road surface and infrastructure are damaged. The Info-Link system detects the height of the loaded trailer and activates an alarm if the trailer exceeds a specified height. As a result, the driver can take the necessary measures during transportation to prevent any damage to cargo, roadway or infrastructure.

Original parts are vital, WABCO explains why

Using authentic WABCO parts improves safety and avoids vehicle downtime due to repair and replacement caused by poor quality, imitation products.

Every company wants to save money. However, cutting costs on parts can backfire. As a carrier service, you can be confronted by downtime caused by imitation parts and faulty components. So-called fake parts and components have a negative effect on the original system and pose several kinds of risks.

These days, there is a lively trade in counterfeit or fake parts. This illegal trade is the source of financial damage. Even worse, it substantially increases risks of accidents due to inferior quality.

Fake parts usually do not meet legal requirements and regulations. This breach of integrity creates unsafe situations for the driver, the surrounding environment and the vehicle. WABCO is continually investing in research and innovation. Every WABCO factory, anywhere in the world, produces according to internationally recognized quality standards. By doing so, WABCO can guarantee the quality of its systems, replacement parts and components.

Buying cheap is a waste of money

Fake parts are offered as an inexpensive alternative to original parts. At first sight, fake parts can appear indistinguishable from original WABCO parts. The packaging often looks good; the part itself seems the same. But this is just the exterior. We cannot see inside and we do not know what kind of materials and engineering were used. As a result, there is uncertainty regarding quality, reliability and lifespan, among other unknowns. It is in everyday use that fake parts demonstrate their true waste.

What at first seemed like a good buy turns out to be bad business as customers are confronted with the consequences of fake parts:

- Unnecessarily stationary vehicles due to repairs caused by the fake part's rapid deterioration
- Additional damage to other components within the WABCO system
- Shortened lifespan for the fake product as well as the whole system
- Reduced functionality of the WABCO system or even shutdown of functions in related systems
- Increased risk of accidents

Tests show horrific results

WABCO conducts ongoing comparative tests of its products versus imitations. These results provide a clear, but horrific, image of the quality of fake products. For example, WABCO recently ran a test on an ABS modulator. The original WABCO modulator and the fake model were sprayed with saltwater. Both modulators were screened over time to document performance. In short, the fake modulator showed various defects, including leaks due to damaged seals, which can lead to reduced functionality of the ABS.

All in all, WABCO strongly advises using only authentic parts to help prevent dangerous driving conditions and protect against unnecessary downtime. It also avoids annoying situations regarding guarantees.

The truth is that using fake parts is not cost effective; they cause additional direct as well as hidden costs.



ALWAYS WANTED TO DISCUSS CERTAIN ISSUES WITH WABCO SPECIALISTS OR COLLEAGUES?

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YOU!

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REGISTER
NOW!

WABCO's Experience Day Learn about our Intelligent Trailer Program

Consult with WABCO specialists about our Intelligent Trailer Program and how it can help you and your customers toward more efficient transport solutions.

WABCO's Experience Day will take place on several days and at different locations throughout Europe.

Join us! Enter your registration at
www.wabco-auto.com/experienceday2011

You will automatically receive an e-mail with further information about this special day. You can also choose the day and location.



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