



**Genuine WABCO parts
offer reliable protection.**

Edition “Trailer parts”

Safety, efficiency, business reliability. Every day.

WABCO

COPY PARTS POTENTIALLY RISK LIVES...

77% of copy parts tested showed a high risk of failures. On the road, copy parts can cause accidents and cost lives.

We purchased copy parts from various, randomly selected, distributors in Europe. The parts were then subjected to a range of tests, all performed in labs according to ISO16750.

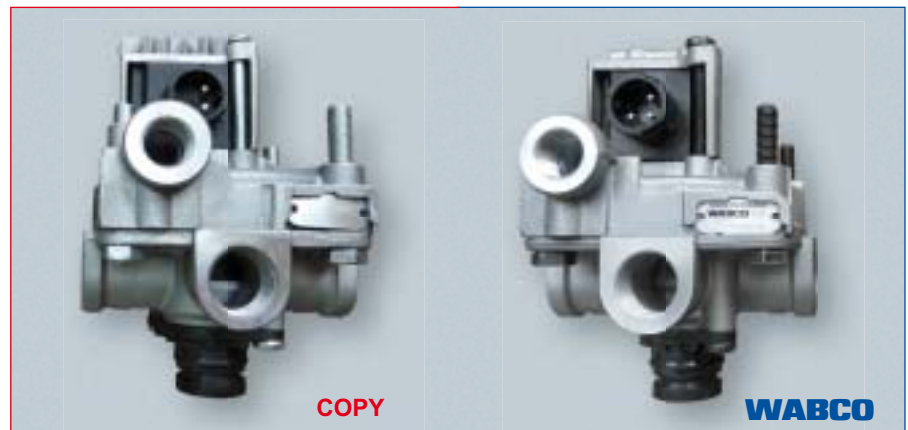
Copy parts may fail more frequently than original parts and may be prone to dangerous leakage, breakage and loss of performance. That can mean possible danger for your drivers and other road users.

SUPPOSEDLY THE SAME QUALITY FROM OUTSIDE

Would you buy a vehicle without looking under the bonnet first? In that case take a look at the inside of a copy part. It can sometimes look exactly the same on the outside as an original, but inside it is made with inferior components and materials that will quickly rust, will fall apart and cannot cope with the daily challenges of being on the road.

THE POTENTIAL RISKS:

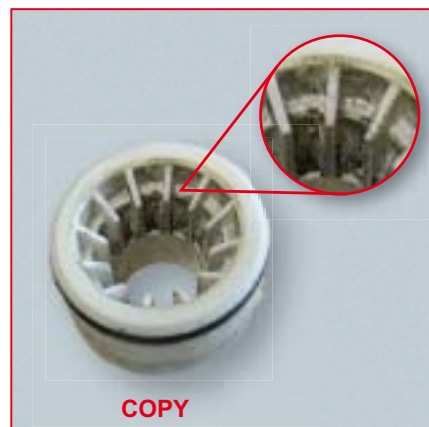
- Increased likelihood of critical systems failure
- Loss of ABS function
- Loss of braking performance
- Longer braking distances
- Compromised vehicle stability



TAKE A LOOK INSIDE

In tests with a WABCO ABS trailer relay valve and a copy part, we have determined that the copy part has no dust filter. This means that dust might get into the relay valve from the supply line and contaminate the interior components. If dirt collects on the seals, leaks can occur. The leakage measured on the copy part significantly exceeds the range specified as permissible by WABCO.

This drastically reduces the service life of the product, and other components in the braking system may also be compromised. Furthermore, depending on which connection it is attached to, the leakage may lead to the trailer losing all pressure in the air reservoirs after a short idle time - decreasing braking force and impairing the response time of the brakes.

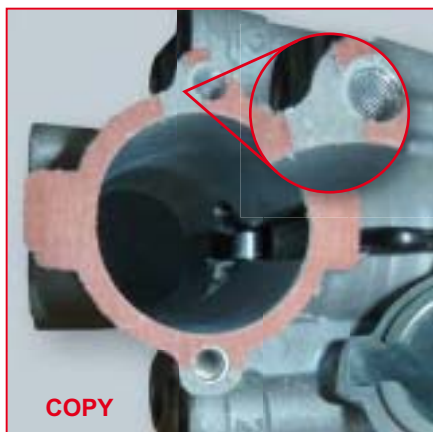


Missing dust filter enables getting in of dirt

... AND CAN THREATEN YOUR BUSINESS

Tempted to keep costs down by replacing genuine WABCO parts with lower cost copies? Beware! Your business could end up paying a high price.

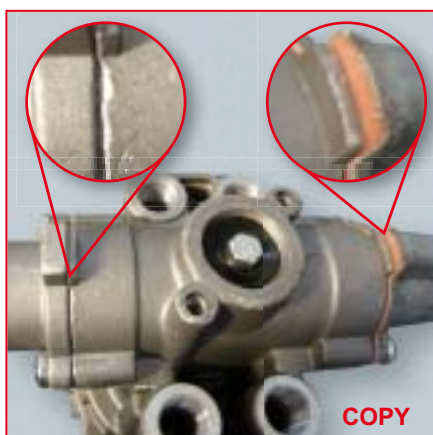
We have subjected a load sensing relay emergency valve for trailers with air suspension and no EBS, and a corresponding copy part, to our quality checks to test the automatic braking and service braking functions. None of the copy parts tested passed the test because of heavy leakage.



The missing sealing material in the copy part increases the risk of water and dirt getting in.



This can mean that the load pressure is no longer being recorded correctly and ultimately the vehicle will no longer brake according to its load. With a light load, this may cause the wheels to lock because there is too much braking pressure. With a heavy load, on the other hand, the braking force will be inadequate - in both cases this will increase the braking distance in an uncontrollable way, causing a critical safety situation.



The deformed edges of the housing and housing components that do not close completely encourage leakage.



Copy parts may be cheaper to buy, but they may perform less well and wear out more quickly than genuine WABCO parts. That means they have to be replaced more often.

THE POTENTIAL COSTS:

- Increased repairs
- More vehicle downtime
- Excessive wear and tear to related systems
- Increased fuel consumption

The truth is this: copy parts won't save you money and may cost you customers.

Whether you're a fleet operator or a workshop, copy parts that fail or under perform can threaten your business.

THE POTENTIAL THREATS:

For workshops

- Liability issue
- Increased cost
- Loss of customer confidence
- Loss of repeat business
- Damage your image

For fleet operators

- Risk of accidents
- Freight damage
- Excessive vehicle downtime
- Increased service costs
- Lost revenue

Choose genuine WABCO parts

Every genuine WABCO part is made of high-grade materials and is rigorously tested before leaving our hands. Each is a product of WABCO's 140 year history of innovation and design excellence. You also have the assurance that the quality of every WABCO part is reinforced by a powerful customer service network.

Because WABCO, as a tier one supplier, works with the world's leading Original Equipment Manufacturers, WABCO has the experience, commitment and scale to meet the most accurate production standards. The quality of every genuine WABCO part is supported by:

- Tooling made for serial production
- Regular sub-supplier audits
- Exhaustive end-of-line tests
- Quality standards below 50 PPM (parts per million defects)

WABCO REASSURANCE

The package you will get with a genuine WABCO part (and will not get with a copy)...

- 24 month product warranty
- Overnight delivery
- WABCO technical help desk services
- Professional training solutions from the WABCO University
- Access to diagnostics tools and support from WABCO Service Partners
- Straightforward claims handling

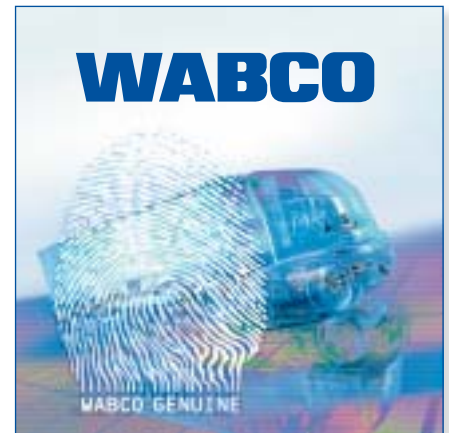
Plus, of course, the confidence that comes from buying parts approved by your Original Equipment Manufacturers; designed and built in line with their – and WABCO's – rigorous quality standards.

INSTALLING COPY PARTS CAN COST LIVES - GENUINE WABCO PARTS PROTECT YOUR BUSINESS.

If you are interested in further details, please contact your local WABCO representative or visit us online: www.wabco-auto.com

Always buy direct from the WABCO authorized network.

Your local WABCO representative is...



A genuine WABCO part is as unique as your fingerprint. Accept no substitute.



WABCO Service Partners, the network you can rely on for access to 1,800 high quality workshops with more than 6,000 braking specialist mechanics, all trained to WABCO's exacting standards and equipped with our most up-to-the-minute systems diagnostic and support technology.