

# GENUINE PARTS

OFFER RELIABLE PROTECTION

INSTALLING COPY PARTS CAN COST LIVES



**WABCO**

# COPY PARTS POTENTIALLY RISK LIVES...

## THE TESTS SPEAK FOR THEMSELVES

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.

The four pictures below illustrate the results of salt spray tests on genuine WABCO parts and copy parts. After just ten days, the copy parts showed severe damage, both externally and internally. WABCO parts, however, continued to perform.

A WABCO solenoid modulator and a copy placed side by side showed clear signs of variance in both performance and appearance. The copy part became heavily corroded, with damage to seals and castings that could compromise safety and performance. The WABCO part still performed without failure.



Copy part.



WABCO outperforms in 10 day salt spray test.

## TAKE A LOOK INSIDE

Tests featuring a genuine WABCO pressure limiting valve and a copy revealed dramatic differences. The copy's internal components failed, causing leakage that compromises braking performance. The WABCO part remained free of failure.



Copy part.



WABCO parts last longer.

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

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.

## THE POTENTIAL RISKS:

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

You wouldn't buy a vehicle without looking under the hood, so take a look at what's inside that copy part. On the surface, it may look as good as the real thing, but inside it may be made of low-grade components and materials that corrode quickly, break easily and won't stand up to the rigors of the road.

## ... AND CAN THREATEN YOUR BUSINESS

We exposed a WABCO unloader and a copy version to a lifetime performance test. Early in the test the copy part developed severe leaks, creating a potential risk of brake pressure loss and vehicle breakdown. The WABCO part survived the full test in normal working order.

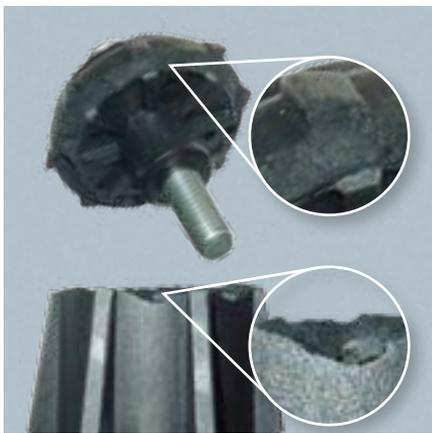


Copy part.



WABCO outperforms copy in lifetime performance test.

We subjected a WABCO pressure limiting valve and a copy to an overload test designed to assess the robustness of the parts. The copy part rapidly broke, creating a potential risk from loss of braking performance and even failure, while the WABCO part maintained its integrity.



Copy part.



WABCO outperforms in overload test.

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

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 POTENTIAL THREATS: 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.

### FOR WORKSHOPS

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

### FOR FLEET OPERATORS

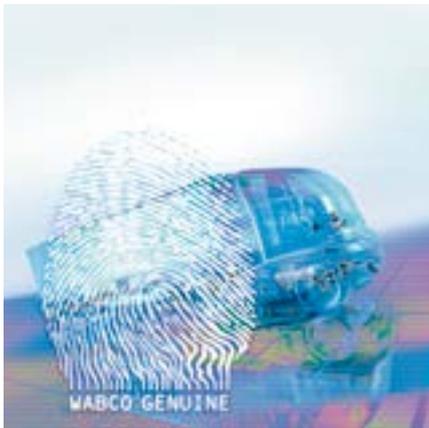
- Risk of accidents
- Freight damage
- Excessive vehicle downtime
- Increased service costs
- Lost revenue

## 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 150 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)



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

## WABCO REASSURANCE

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

- 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.



## WABCO

**WABCO** (NYSE: WBC) is a leading innovator and global supplier of technologies that improve the safety and efficiency of commercial vehicles. Founded nearly 150 years ago, WABCO continues to pioneer breakthrough products and systems for braking, stability, suspension, transmission automation, and aerodynamics. Today, all of the world's leading truck, bus and trailer Manufacturers have WABCO technologies onboard. In addition, WABCO provides the industry with advanced fleet Management solutions and aftermarket services. WABCO reported sales of \$2.9 billion in 2014. The company is headquartered in Brussels, Belgium, and has 11,000 employees worldwide. For more information, visit

[www.wabco-auto.com](http://www.wabco-auto.com)

## SERVICE PARTNER

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.

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