

## Cheap replacement parts – really an inexpensive option?

As a dealer, workshop or fleet owner, you may in these days be confronted more and more with offers from copiers. These offers are advertised as cheap alternative solutions for genuine OE supplier quality.

Sometimes these products look from the outer appearance and packaging absolutely fine and as good as the original part. But what is their performance in real life and how do they look from the inside? Which materials and components are used? What is their durability and reliability under normal working conditions in a vehicle?

WABCO is also testing copy parts in comparison to the WABCO products to outline the huge differences in product quality. These continuous tests are done throughout the whole product portfolio and are based on specifications set by European vehicle manufacturers in cooperation with WABCO engineers.

### The results of tested copy parts are more than frightening!

To give you a snapshot of our numerous product tests which have been done, we display here the result of just one test of an ABS solenoid modulator valve after a salt spray test. The pictures below show the conditions of a WABCO and a copied valve after 24h respectively 240h.

Summarizing the result, the danger of the copied parts are leakages incurring from damaged sealing and castings. The consequences may be water entry and a loss of the ABS function, a clear safety risk for the vehicle, the driver and his environment.



Copy Part after 24h



WABCO after 24h



Copy Part after 240h



WABCO after 240h

Salt spray test:  
A solenoid modulator from a copy parts producer versus a genuine WABCO product

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Therefore we highly recommend using only genuine parts to avoid endangering road safety and people's life and also avoid follow-up costs for you and your customers.

Our findings from extensive tests revealed, that these copy parts are not as cheap as they are alleged to be!

With this information we would like to give you an idea of what the consequences of copy parts often are. They can lead to:

- Additional wear (for the device itself & and other products within the whole system)
- Shortened lifetime (for the device itself & the whole system)
- Breakdown of the product function and even loss of braking function
- Additional downtime of the vehicle and additional repair cycles
- Time loss and customer dissatisfaction
- Increased danger of accidents; safety issues which could cost lives
- Finally: Additional costs beside the product price (resulting from the points above).

### **So how cheap is that part in reality?**

Does this product conform to recognized industry and environment standards? Does it meet legal requirements?

We often find that copied parts match the appearance of our WABCO products, but they don't match their performance and reliability. The big differences – not to be identified on a first glance - are often the inner parts and the used materials of a copy product which result in issues in performance.

After using copy parts once, many people recognized, that the best solution finally is to fit the original WABCO part mounted on the vehicle in the first place – once again wasting time, money and end customer's confidence.

Another issue with copy parts may become the product liability. As a distributor or workshop, by selling these parts, you have to take the accountability, if anything goes wrong with the product.

In that case it is also a question of your image and reputation in the eyes of your customers.

### **Do you want to risk the confidence your customers are showing in you?**

Moreover it is finally also a question of availability and after sales service, like technical support, claims and warranty handling as well as training and diagnostics support. WABCO as the world's leading supplier of technologically advanced braking, stability, suspension and transmission control systems, offers all this service in addition besides product quality and reliability.

### **Do not make any compromise – trust in WABCO original spare parts & service!**

For further information please contact your local WABCO partner.