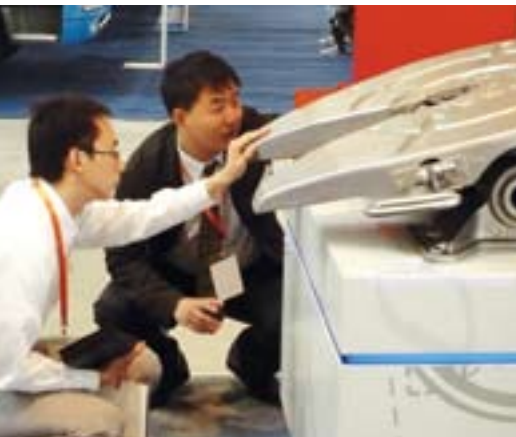


Tomorrow's road technology

Shanghai / South Africa

Worldwide



The follow-up to the IAA is just as important as the lead-up... In October and November, important trade fairs took place in Shanghai and Johannesburg.

JOST maintains production facilities for the local markets in both South Africa and China. The third Shanghai International Special Purpose Vehicles & Spare Parts Exhibition and the Auto Africa in Johannesburg therefore represent important events for meeting customers and users.

JOST exhibited particularly rugged, user-friendly fifth wheel couplings, telescopic landing gears and towing hitches.



Product innovations in container technology

Extremely flexible and multifunctional

Flexibility is the top priority when it comes to container technology. This need for flexibility is fully satisfied by both the new height-adjustable container locks and the new multifunctional front bolsters for container chassis with frontal removal.



The multifunctional QTFB2004V front bolster can be used universally. It is suited for use both in 45' and 40' tunnel containers and in 40' and 20' standard containers, regardless of the manufacturer, and adheres to Directive 96/56/E. It is not only particularly light. In comparison to a winglock bolster, it also offers the advantage of combining all functions - you can avoid additional add-on parts.

Another innovation can be seen in the height-adjustable HV 120V container lock for installation on gooseneck chassis. Not only does it weigh around 20 kilograms less than conventional height-adjustable locks; it is also designed to be set for three functional heights. Thanks to its universal installation option at 120 millimetres, 0 millimetres or below the level of the frame, the HV 120V can be installed in both the middle and rear position. Furthermore, there are no more differing versions for mounting on the right or left side. All moving mounting parts come with their final coating, ready to be installed.

ROCKINGER product innovations

This coupling has got the hang of it

Have you ever asked yourself how the baggage cart trains at the airport are actually connected? ROCKINGER couplings!

Industrial vehicles are means of transport that are usually used in-company. This is the perfect application for the repeatedly proven RO*244 coupling, which has been totally redesigned and reworked. The new generation of the RO*244 is equipped with a clear safety indicator, which clearly signals when the hitch is correctly locked. This new compact coupling has been EC tested and has received the corresponding approval for use in industrial vehicles. As an additional option, the

new RO*244 can be operated by foot. The coupling is constructed so that it can also be turned 180 degrees and engaged by foot from below.



JOST India



Factory opening in Jamshedpur, India

In the midst of a festive ceremony, JOST India Auto Component (P) Ltd. inaugurated its new production plant in Jamshedpur, a city west of Calcutta. Here, more than 100 native employees will soon be producing fifth wheel couplings for the Indian market.

The JOST factory in India was constructed on 60,000 square meters of land directly next to the most prominent truck manufacturer in India, Tata Motors. As the number one major supplier, JOST has now invested in its own production facilities in the neighbour-

hood of the biggest utility vehicle factory in India. JOST has thus reinforced the importance of a long-term collaboration with Tata. In the past year, JOST signed a contract with Tata Motors for the long-term supply of fifth wheel couplings.

The production in the new JOST factory corresponds to the highest industry standards. After a brief start-up period, the approximately 100 native employees will be able to produce up to 50,000 fifth wheel couplings per year at modern production centres and assembly lines. Here, JOST will be applying the same standards as in all of its other global production sites. These standards involve not merely quality, but also job safety and protection for the environment. The new plant thus possesses an extremely modern plant for e-coating (KTL). This painting procedure, which is used to lastingly, reliably protect JOST products against corrosion, is absolutely free of any solvents and therefore particularly health and environmentally friendly.

Peter Ormond, the president of JOST Asia, is in charge of both the new subsidiary in India and the two factories in China. In the new position, he will be managing all of JOST's sales activities in Asia.



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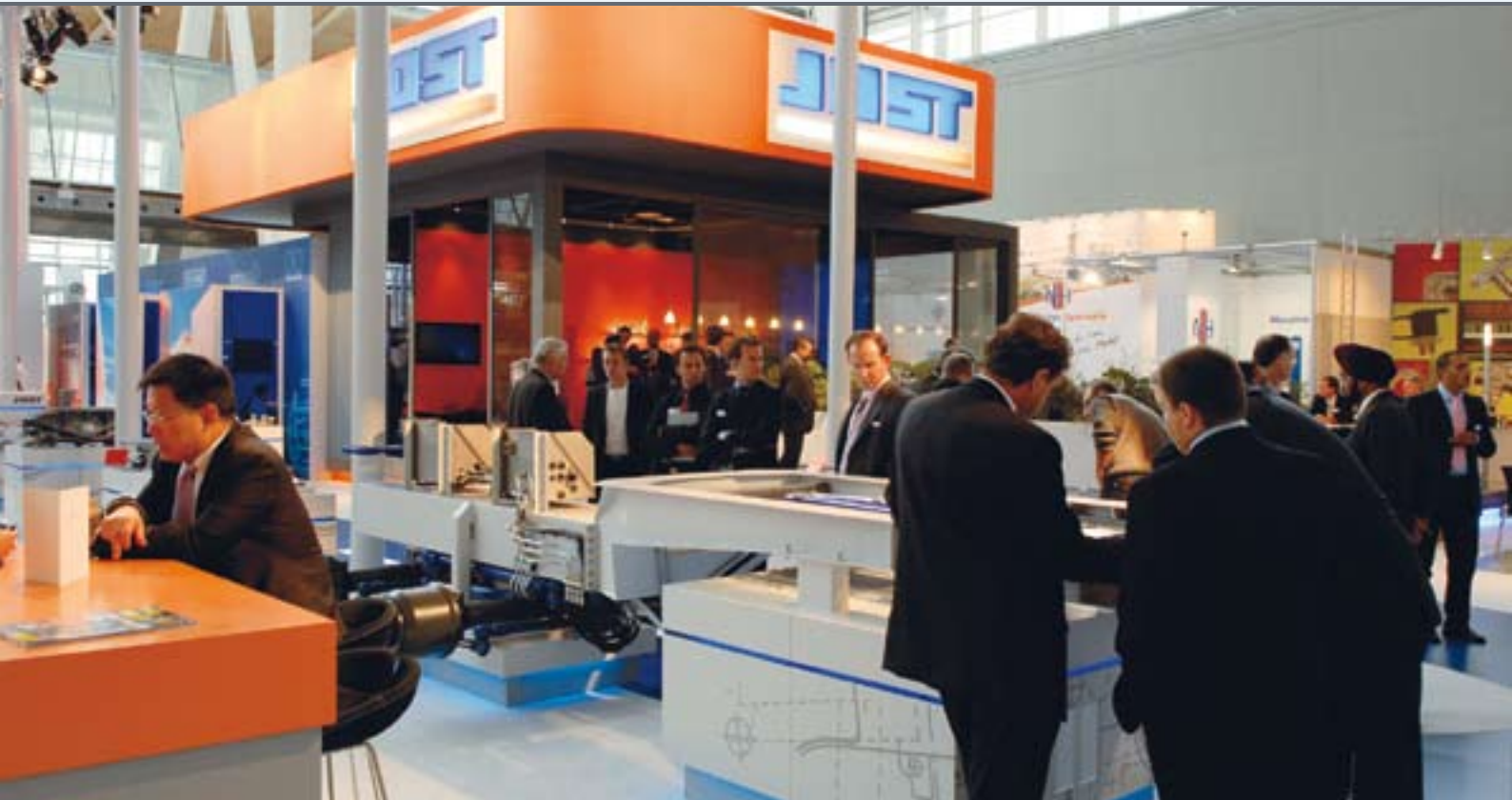
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International Commercial Vehicle Trade Fair in Hanover

JOST successful at the IAA 2008

The IAA in Hanover represents the gathering of the best of the best in the commercial vehicle industry. New records were set at more than 300,000 attendees and over 2,000 exhibitors – 1,200 of which were from the supplier segment.



For JOST, too, the IAA constitutes the most important date on the international trade fair calendar. The approximately 700 square meter stand offered plenty of room for both product presentations and for technical discussions with customers and users from Germany and beyond. The exhibits to be seen at the

IAA featured new developments, product improvements and additions to the range of products from the JOST World brands of JOST, ROCKINGER, TRIDEC and REGENSBURGER ZUGGABEL. You can find more on the new products within.

Lars Brorsen, chairman of the executive board, views the affair favourably. "We are very satisfied with the way the exhibition went. We welcomed more visitors to our stand than in previous years and engaged in valuable discussions. Customers reacted with great interest to our new innovations. After this IAA, we can thus look forward to an optimistic future for our business, even in a somewhat difficult market environment."

The attendees' interest focused on the KKC – the fully automatic connec-

tion – and on other sensor solutions that help keep standing times down, help prevent accidents and help operate vehicles as safely and simply as possible.

The JOST stand received a great many visitors during the course of the trade fair. VDA president Matthias Wissmann conducted an extensive tour of the stand and asked for the systems and new innovations to be explained in detail. A great deal of space at the ex-

 *Continued on page 2*



Editorial

Dear JOST World News Readers,



With the completion of the IAA, we have put ten interesting days behind us. Varied discussions with international dialog partners have confirmed that we are on the right path. Visitors reacted very positively to our new developments – especially in the systems sector – that allow working procedures to be carried out more safely and efficiently. This positive reception has encouraged us; it drives us to hold on to our market leading position and to further adapt our products to the growing demands of the market.

We will thus be able to overcome the impending challenges, for even the transport industry will not long remain unaffected by the financial crisis. We are, however, building on our innovative abilities, on our quality and on our strong positions in the national and international market; we are thus looking to the future with cautious optimism.

You can find initial information on our new products in this edition of the JOST World. For more detailed explanations, our distributors are available at any time, as always.

Enjoy reading!

Yours

Lars Brorsen
CEO

Imprint


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IAA (continuation)



VDA president Matthias Wissmann visited the JOST IAA exhibition stand. Lars Brorsen showed off the special features.

hibition stand was devoted to the presentation of trailer steering systems and wheel suspensions from TRIDEC – the new member of the JOST World. With its brands JOST, ROCKINGER, REGENSBURGER ZUGGABEL and TRIDEC, JOST succeeded in showing customers that it offers a comprehensive range of systems and components for the truck and trailer industry.

 www.jost-world.com/iaa_e



Trailer Innovation 2009

KKS wins innovation award

Ten European trade magazines chose winner of the Trailer Innovation 2009 Award at the IAA Commercial Vehicles. More than 70 manufacturers from eight European countries competed in the five categories Safety, Body, Chassis, Components and Concept. Among the 21 candidates in the Safety category, the JOST KKS system triumphed and was awarded the treasured trophy. During the ceremony on September 26, 2008, the VDA president, Matthias Wissmann, handed the trophy over to the JOST executive director, Dirk Schmidt.



The new KKS Comfort Coupling System is a driver assistance system that controls and fully automates all functions of the coupling and decoupling process that were previously performed manually.

During the IAA, the system was presented on the VDA innovation stage multiple times per day. In direct comparison with a 'normal' coupling and decoupling procedure, the KKS provided a striking contrast in terms of simplicity

Trailer Innovation 2009 (continuation)

and speed, allowing these processes to be completed much more easily. The driver can operate all functions of coupling and decoupling from the driver cabin with the press of a button.

For the coupling and decoupling process, this specifically means: Spiral cables are no longer needed thanks to the automatic plug-in connection for pneumatic brakes and electric equipment on the trailer. The driver no longer has to deal with the often hard-to-reach catwalk between the trailer and tractor. The fifth wheel coupling is operated using a remote control. The KKS eliminates errors during coupling that cost time, that can damage coupling plates or that may even lead to a trailer being lost. Last but not least, the telescoping landing gears are operated using an electrically powered drive. Cumbersome cranking is thus a thing of the past.

The KKS, the fully automatic connection, thus offers obvious advantages for the user. The coupling and decoupling process is made significantly safer and more efficient, and flat tires are no longer caused by ripped spiral cables. All this reduces the operating costs for the forwarding agent while increasing the convenience for the driver.

Besides the sensor coupling and electrically extendable landing gear, the core of the fully automatic coupling system is the newly developed interface for compressed air and electricity (2x pneumatics, 7x ABS electricity, 15x trailer lights). In addition, contacts are also provided for trailer rear view cameras,



Proud prize winners: J.M. Algüera, M. Eiermann and M. Richter (from left to right)

electric telescopic landing gears and a data bus with its own power supply for future applications. The outlet is housed below the fifth wheel coupling in the area of the wedge and is protected against dirt and splash water by an automatically opening flap. The matching plug is on the trailer directly behind the kingpin and is located in housing. During coupling, this housing automatically swivels down and opens from the engagement pressure from the fifth wheel coupling. During the coupling process, the electropneumatic power lines are thus automatically connected. There are no spiral cables to be connected.

The separation of the electrical supply cables is performed automatically, as is the subsequent closing of the plug connection. Operation and remote

display are located in the driver cabin for all functions. All components can furthermore also be operated manually. It is possible to combine either KKS tractors and conventional trailers, or of KKS trailers and conventional tractors.

The jury of international trade journalists and experts from the transport industry who distinguished the KKS with the innovation award gave JOST's KKS an especially positive rating for its increased safety in particular.

On the innovation stage of the VDA, attendees were able to witness the KKS system live in action.



Sooner or later

The new universal slider from JOST

With sliders, fifth wheel couplings can be moved on the vehicle frame quickly and easily.

The position of the fifth wheel coupling can thus be adjusted for differing trailers. The shaft load and load distribution can be optimized, and tractors can be shortened for transport on ferries. Sliders are especially used in Great Britain, in Scandinavia and in markets outside of Europe.

The new Pro Tech Slider for standard fifth wheel couplings offers an enormous weight advantage of up to 55 kilograms in comparison to the conventional sliders. Thanks to a self-locking mechanism, it is also extremely safe. It is impossible for the blocking pieces to come loose, no matter the circumstances, which reliably prevents inadvertent

sliding. The Pro Tech Slider is offered in a direct mount version that can be screwed from the side directly onto the frame, in a conventional outboard

version that is vertically screwed onto the frame, and in various versions for special applications.



For the rugged day-to-day

Update to the 50 mm couplings

Two new 50 mm couplings were exhibited at the IAA. Both are successors to time-tested product lines and have now been equipped with the most modern technology.

The RO*50 is the successor to the field-proven RO*500 series. It combines all the advantages of its predecessor, but is easier to operate thanks to a one-piece hand lever.

The RO*700 series is also being replaced. ROCKINGER is presenting the RO*50E as its successor. Equipped with release lever technology, this coupling is especially easy to use since the bolt will only be released once the drawbar eye is in the correct position. This provides for both fewer incorrect couplings and for increased safety and convenience when coupling and decoupling.



Both new couplings have a rotatable bolt, which will lead to more uniform

wear, and a reduced rate of deterioration. Both the RO*50 and the RO*50E are permitted for imposed loads of up to 2,500 kg. With a D-value of up to 285 kN – greatly increased compared to its predecessor – and a V-value of up to 90 kN, they are also well suited for heavy articulated train combinations.

Both new couplings have also already been equipped for the future. They come ready to have the latest sensor technology installed, such as the locking monitoring system or the drawbar turn angle warning system with the display in the driver cabin.

This offers reliable protection against shunting damage to the coupling, drawbar and back of the vehicle. Furthermore, the RO*50 and the RO*50E can be easily equipped or retrofitted with the latest generation of remote controls.