



## ...see you there?

### Lastbil 2008

Jonkoping, Sweden  
20. 08. – 23. 08. 2008

### Great American Truck Show

Dallas (Texas), USA  
21. 08. – 23. 08. 2008

### IAA

Hanover, Germany  
25. 09. – 02. 10. 2008  
Hall 26, stand D34

### Auto Africa

Johannesburg,  
Republic of South Africa  
30. 10. – 09. 11. 2008

### AUTOPARTS

Porto Alegre, Brazil  
07. 10. – 11. 10. 2008

### SISPVSP

Shanghai, PR China  
28. 10. – 30. 10. 2008

### PV Autoteile

Hanover, Germany  
08. 11. – 09. 11. 2008

### Automechanika

Buenos Aires, Argentina  
12. 11. – 15. 11. 2008

## Welcome, TRIDEC!

## TRIDEC – a new part of the JOST-World

Since the beginning of the year, the Dutch company TRIDEC has been part of the JOST-World. The JOST range of products has thus been expanded to include trailer steering systems and special wheel suspensions.

As the sole developer and producer of independently manufactured trailer steering systems, TRIDEC has over the last years become synonymous with forced steering in Europe. The experts from TRIDEC develop and produce not only mechanically controlled steering systems for trailers; they also produce hydraulic and electronically controlled steering systems as well.



Using a TRIDEC steering system, trailers can be more easily manoeuvred and require less space to get through tight spots or curves. This saves time and helps make it more economically efficient to utilize the vehicle fleet. A TRIDEC steering system in the vehicle also


offers other advantages.



The wheels go through curves without being forced, which causes less wear and tear to the chassis and axle suspension, thus reducing maintenance costs.

This also significantly decreases tire costs. For example, semi trailers that drive 30 % of the time on the motorway and 70 % on main roads and local roads can go almost three times as far on one set of tires. Since the risk of damage to the tire sides is reduced for steered semi trailers, the tires remain for the most part in good enough condition to only need retreading.

Their range of products offers wheel suspensions for both double-deck and glass-transport trailers and for hydraulic

 Continued on page 2

## Editorial

### Dear JOST-World News Readers,



With the integration of TRIDEC, the JOST-World is taking another step towards a successful future.

These strong brands – JOST, ROCKINGER, REGENSBURGER ZUGGABEL and now TRIDEC – are the perfect partners for the world-wide commercial vehicles market.

And not only because of the product's advantages. JOST offers so much more: We offer complex systems that improve security, safety and comfort for the user on a daily basis; we provide well-engineered logistics services for our customers, and we have offices and are available around the world. The results seen on the rapidly growing global market provide proof that we are on the right track with this concept. In our new investor CINVEN, we have acquired a strong partner who is investing in further expansion for us and for our market leadership.

There are only a few months remaining until the start of the IAA, the world's most important commercial vehicle trade show. Here in Neu-Isenburg, preparations are already going at full speed. Attendees can look forward to exciting innovations and new products. And we are looking forward to seeing you!

Enjoy reading!

Yours

Lars Brorsen  
CEO

## Welcome, TRIDEC! (continuation)

suspensions and swinging axles. TRIDEC systems can be utilised in all application areas, from single axle city trailers all the way up to hydraulically steered transport platforms up to 250 tons.

### The first step together

The Managing Director of TRIDEC, Toon van Genugten, is convinced. "In JOST, we have found the right partner, a partner who is very well positioned world-wide in production and sales. TRIDEC can only benefit from this." It was at the Commercial Vehicle Show in Birmingham that JOST and TRIDEC made their first joint appearance at a trade fair. Second only to Germany, Great Britain is the largest logistics market in western Europe. Although the TRIDEC brand has been very well known in the UK, it has not had until now a sales and distribution partner there. JOST GB will now be

making TRIDEC products and replacement parts available in Great Britain.

Lars Brorsen, Chairman of the Executive Board of JOST-World, is pleased at being able to welcome TRIDEC, another strong, successful product brand, to the JOST-World. "With TRIDEC's top-quality, technically well-engineered systems and components, we can offer our customers even more solutions for their quality products. In addition to expanding existing markets, we have also set ourselves the goal of introducing these successful steering and wheel suspension systems into new markets." Up until now, TRIDEC has been operating primarily in Europe; they have two locations in the Netherlands in Son (development, assembly and distribution) and in Portugal in Murte de Cantanhede (production), with approximately 160 employees.

[www.jost-world.com/tridec](http://www.jost-world.com/tridec)



## JOST Technology Day

### In Close Contact with Our Customers

**Continuous exchange of information with users and customers is the key to developing products that suit the market. At the beginning of May, the JOST Showtruck, filled with its latest products, visited the DAF headquarters in Eindhoven.**

The photo shows it clearly; people do not always see JOST innovations at first glance. For this reason, however, they can be all the more useful. During the

Technology Day, JOST had the opportunity to show its comprehensive range of products relating to security and comfort.

JOST demonstrated its various sensor couplings, its KKS automatic coupling system, the LubeTronic lubrication solutions and FlashTronic and the optical locking display. Through hands-on experience, participants were able to convince themselves of the ways in which these sensor solutions make daily life easier for users.



Take a closer look...



[www.jost-world.com/kks\\_e](http://www.jost-world.com/kks_e)

## Extremely stable

# Especially for silos: The Modul CS

**Silo and tipping trailers require especially robust landing gears. The Modul CS has been designed especially for these applications. Many other features also make them the optimal solution for such a special use.**

Drivers of silo and tipping trailers know this situation: During unloading, a part of the load in the upper part of the trailer gets hung up and suddenly slides downwards. This results in an extreme strain on the landing gears.

To offer a safe solution here, JOST's range of products features a special landing gear for the rear support of dump semi trailers: The Modul CS.

### Increased Stability

This landing gear is distinguished by its particular level of stability. It is equipped with a heavy duty reinforcement that withstands particularly heavy loads. The Modul CS gains additional stability from its reinforced inner tube and its reinforced fixed disc foot.

The most special aspect of the Modul CS is concealed in the gearing. It has a double spindle nut as a back up. This is particularly important because in certain conditions, you cannot see in the landing gear that the gearing on the inside has already suffered major damage. The double spindle nut is able to prevent the landing gear from breaking, thus preventing the accident that could result from this.

In addition to its stability, the Modul CS offers



*Silo and tipping trailers require especially robust landing gears to support the back. For this, JOST offers the right solution in its Modul CS.*

an increased static load of 66 tons.

The fully sealed gear room keeps the gearing protected against damage from encroaching moisture or dirt. The Modul CS also possesses an integrated lubricant cartridge so that it is not necessary to lubricate the spindle. Thanks to the doubled back plate, the landing gear can be installed variably.

### A Variety of Landing Gears

On top of the Modul CS, JOST also offers an entire range of

landing gears for special purposes that are summarised under the abbreviation "C" (based on the field-proved "B" series). The line of products ranges from extremely compact designs, to drop and folding legs, all the way up to landing gears for special installations.



## JOST on the international trade show floor

### Truck Shows worldwide

**For the commercial vehicle world, 2008 is a year with many important happenings in the industry. JOST is part of it.**

The new year began with the 9th Auto Expo in New Delhi. With approximately 100,000 m<sup>2</sup> of exhibition space, it has grown into the largest commercial vehicles show in Asia.

JOST India exhibited for the first time the range of products from JOST, ROCKINGER and REGENSBURGER ZUGGABEL.



In Moscow, people were able to see JOST twice this spring, once at Comtrans in April and once at the CTT in June. JOST Russia participated with its own trade fair stand. Products from TRIDEC were presented here as well as at the Commercial Vehicle in Birmingham. In Germany, people can view the range of products from TRIDEC for the first time at the JOST stand during the IAA.



*For the first time in Moscow*

#### The IAA is approaching.

For this reason, preparations for the Commercial Vehicles IAA in Hannover have been going at full speed.

The trade show will once more break all records. Up until now, over 1,700 exhibitors from 47 countries have registered. At JOST, new innovations are being prepared for this, the most important mobility trade show world wide. You can find us from September 25th to October 2nd, 2008 at our more than 700 m<sup>2</sup> stand, D 34 in Hall 26 – which happens to be the biggest stand in this hall. On the exterior grounds and on the innovations stage of the VDA, both in the immediate vicinity of Hall 26, you can watch live presentations to witness for yourself the advantage in security and comfort that the innovations from JOST offer users.

## JOST Brasil

### Brazil is growing

**JOST Brasil has achieved a lot – and there is still more to come. Major investments have been made to increase production capacity.**



JOST Brasil has increased its production area to 7,400 m<sup>2</sup> and has also invested heavily in a new machine outfit. This allowed production capacity for kingpins alone to be increased by 50%. Multiple new sheet metal working centres provide for more independence from suppliers for landing gears and replacement wheel carriers. These improvements became possible because of a significantly increasing demand on the Brazilian market.

[www.jost.com.br](http://www.jost.com.br)

## A lot on the web

### Training videos

**Truck drivers today must have a wide range of expertise. To assist transport companies in training their drivers, JOST has produced two training videos.**



User errors or merely clumsy operation may lead to standing time and a shorter life span. JOST has produced two informative training videos. One of them is about fifth wheel couplings and one of them – now totally new – is about landing gears. These free-of-charge DVDs are already available, offering various training content about setting up,



*A lot on the web*

maintaining and safely operating fifth wheel couplings or landing gears.

[www.jost-world.com/videos\\_e](http://www.jost-world.com/videos_e)

# Tomorrow's road technology

For the fourth time in a row!

## Best Brand

**ROCKINGER was selected for the fourth time in a row as the "best brand" for towing hitches.**

Together with DEKRA, the trade magazines trans aktuell, lastauto omnibus and FERNFAHRER call on their readers to select the "Best Commercial Vehicles".

Since 2005, readers have also been selecting the "Best Brand" in the supplier area.



And since the start of the competition, ROCKINGER has been selected now this year for the fourth time in a row as the Best Brand in the towing hitches category. This is a great success for a tradition-rich brand that persuades customers with its quality and innovations. THANK YOU!



JPMorgan Chase Corporate Challenge 2008

## Chase run

**On June 11th, it was time once again. Almost 75,000 runners took part in the JPMorgan Chase Corporate Challenge 2008. There was also a team from JOST there.**

As of noon on June 11, there was no more through traffic allowed through downtown Frankfurt. This is because more than 70,000 runners were arriving by bus from the entire country to participate in the Chase Corporate Challenge 2008.

This idea behind the run is simple: Exercising together with co-workers is fun, promotes team spirit and keeps them healthy. Thus every year throughout the world, teams from companies are challenged to master the 5.6 km course. The biggest run worldwide happens in Frankfurt.



There has been a team from JOST participating for years – happily with more participants every year. This year 56 runners were wearing a JOST shirt.

JOST South Africa

## JOST in South Africa on the path to success

**For almost 3 years, JOST South Africa has been a 75% owned subsidiary of the JOST-World. In this time, they managed to increase their turnover by 35%.**

Even the plans from JOST South Africa are being dominated by the 2010 Soccer World Cup. Major construction projects are being brought to fruition, which



Renovations finished: JOST South Africa

means that demand for the JOST South Africa range of products has shot up significantly. The company also succeeded in acquiring multiple important



commercial vehicle producers as key customers. In Cape Town, the sales office and the warehouse has moved to newly renovated premises. Customers and employees are pleased about the modern surroundings in the JOST-look. JOST South Africa also demonstrates great success in its driver training sessions. The fleet operators are reporting excitedly on the positive results.

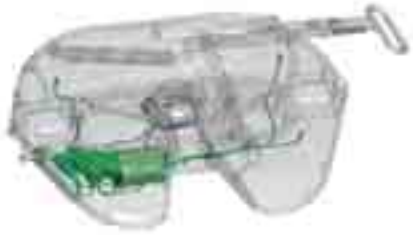
Lastly, we must bid a bittersweet farewell to two employees entering retirement who were key to JOST South Africa's success. The plant manager George Strauss spent 38 years with the company, and the general manager Hilton Cathcart guided JOST South Africa's course for 26 years.

[www.jost.co.za](http://www.jost.co.za)

## New products

# Lubricate no more

**Lubricating fifth wheel couplings constitutes part of the required, but not necessarily most beloved tasks in the vehicle fleet.**



When a vehicle is not equipped with a central lubrication system, and when a low-maintenance fifth wheel coupling is not being used, it is necessary to lubricate the coupling regularly by hand.

LubeTronic-5point – the retrofittable, small central lubrication system for fifth wheel couplings – offers a time-saving alternative that protects the environment. The constantly emitted quantity of grease provides for around 1 year

of reliable lubrication for the top plate liner. Afterwards, the cartridge can be refilled.

### LubeTronic also for the JSK DH

Using the LubeTronic also makes things significantly easier for the dual-height fifth wheel system. When using a low-maintenance JSK 37 EW, LubeTronic automatically greases the lock of the fifth wheel coupling and the joints of the dual-height fifth wheel system. This greatly reduces the time and effort spent on maintenance, dropping the maintenance costs by up to 50 %.



[www.jost-world.com/new\\_products](http://www.jost-world.com/new_products)

## JSK 42 MK



# The extra flat one

**Especially designed for low coupling heights, JOST now has a new variant of the JSK 42 with an integrated mounting plate in its range of products. The JSK 42 MK has a mounting height of merely 140 mm. In addition to that, it is also 33 kg lighter than its predecessor.**

Because it becomes harder to optically inspect the coupling at such a low coupling height, the JSK 42 MK standardly comes equipped with an integrated FlashTronic. This automatic optical locking display provides for increased security and safety using sensors and LEDs.

[www.jost-world.com/new\\_products](http://www.jost-world.com/new_products)

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**LR**  
ROCKINGER

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ZUGGABEL

**TRIDEC**

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