



Why SACHS HD Clutches?



Only other OE HD Clutch manufacturer in NA

- ◆ Freightliner ~ 25-30% Market Share
 - Includes components for DT-12 Mercedes Transmission and Twin Xtend Self-Adjusting clutch
- ◆ Volvo ~ 50% Market Share
 - Includes Twin XTend Self-Adjusting clutch and also clutch components for the Volvo I-Shift transmission
- ◆ Mack ~ 30% Market Share
 - Includes Twin XTend Self-Adjusting clutch and also clutch components for the Mack M-Drive transmission
- ◆ Navistar – Unpublished Option (Twin Xtend clutch)
- ◆ Paccar – Aftermarket Program



Why SACHS HD Clutches?



#1 OE Global Supplier of HD Clutches

Sachs is the “World’s largest” clutch manufacturer with a daily production of ~41,000 clutches for cars and trucks



“Made in the USA”



New Production Facility Gainesville, GA
The relocation of production serves as an example of
ZF’s commitment to the US market and our
“Made in America” products



Why SACHS HD Clutches?



→ Quality

- ◆ Diaphragm Spring Design: No lever, springs, and bushings.
- ◆ No remanufactured clutches offered: All new: No cores
- ◆ No mass warranty returns:
- ◆ Superior Disc Design: SACHS has LTD (Long Travel Dampers) which provide almost double the amount of softness compared to the competition.



Why SACHS HD Clutches?



→ Quality

Next Generation Damper (NGD) Clutches

The new NGD series 15.5 inch clutch is designed to combat today's more aggressive requirements on clutches. Today's modern engines and the drive for better fuel economy have pushed the operating rpm's down closer to the resonance range.

SACHS "Torsional Experts" have created the robust NGD series to outperform in the down speed, low rpm applications.



Why SACHS HD Clutches?



→ Higher Profit Margins with SACHS

- ◆ Profit margins are not determined by the dealer/WD down the road selling the same competitor clutches at lower margins just to get the sale or get a customer in the door.



Why SACHS HD Clutches?



→ **Reliable Self-Adjusting Clutch**

- ◆ SACHS is the only other clutch company that offers an OE self-adjusting clutch
- ◆ No issues with contamination
- ◆ No issues with over-adjustment
- ◆ No issues with adjusting mechanism locking-up
- ◆ Better life expectancy
- ◆ Full Diaphragm vs competitor lever, spring, and bushing design.



Why SACHS HD Clutches?



→ **Reliable Self-Adjusting Clutch**

- ◆ Competitors Self-Adjusting clutch has negatively affected the HD truck market perception of Self-Adjusting clutches
- ◆ 80-85% of vehicles originally spec'd with the competitors Self-Adjusting clutch will get a manual adjust clutch installed in the aftermarket once the clutch fails or needs replacing.
- ◆ When dealers install a manual adjust clutch into these vehicles, they are taking money out of the customers pocket. The customer may save \$120-150 by purchasing the manual adjust clutch but over time, could lose \$900-1000.
- ◆ Fleets are looking at ways to lower their cost per mile and installing a self-adjusting clutch does just that!



Why SACHS HD Clutches?



→ Reliable Self-Adjusting Clutch

- ◆ When achieving the lowest operating cost-per-mile is paramount, our Twin XTend self-adjust clutch is ready to get the job done!

Miles Driven	Avoided Adjustments	Avoided Downtime	Maintenance Savings Per Clutch
100,000	3	3 Hours	\$225
200,000	6	6 Hours	\$450
300,000	9	9 Hours	\$675
400,000	12	12 Hours	\$900
500,000	15	15 Hours	\$1125
600,000	18	18 Hours	\$1350



Why SACHS HD Clutches?



→ ZF SACHS Warranty

- ◆ Aftermarket Warranty – 2y/Unlimited Mileage – Parts and labor if installed by dealer or ZF approved repair facility or fleet
- ◆ Aftermarket Warranty – 2y/Unlimited Mileage – Parts only over the counter sales



Why SACHS HD Clutches?



→ Extending Labor to Approved Fleets/Shops

- ◆ Technicians requested to attend clutch installation class given by ZFS personnel
- ◆ Shop must be inspected and meet requirements listed in inspection checklist
- ◆ Labor rate negotiated
- ◆ ZF ID assigned to approved customer and entered into warranty system

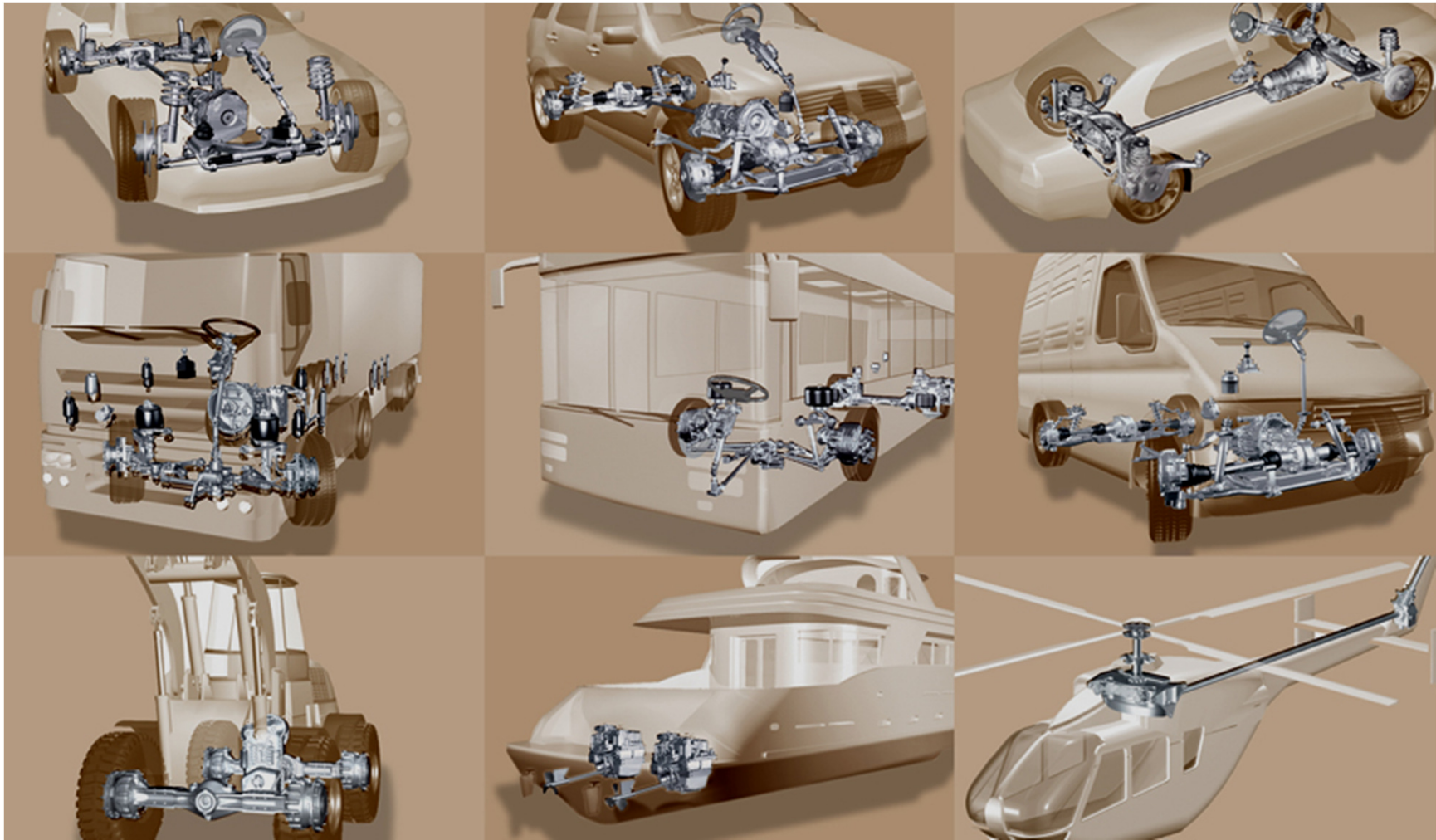


Why SACHS HD Clutches?

- Drop ship multiple locations under one purchase order.
- Minimum 8 piece mix/match to each location
- Huge cost savings on freight and other handling expenses
- Labor warranty extended to approved fleets and repair facilities
- Seed/PEP program available to build pull-through sales to distributor
- Trailer load pricing also available with up to three drops per trailer load order



Thank you for your Attention!



CV Clutch Aftermarket Sales