



FTE automotive – Innovation drives

# PRODUCT COUNTERFEITING

HOW TO PROTECT YOURSELF

## COUNTERFEIT PRODUCTS AND BRAND PIRACY

Product counterfeiting and brand piracy cost the global economy huge sums every year. Illegally copied automotive parts can also endanger safety and human lives. By purchasing counterfeit goods, you put yourself and others at risk and also support organized crime.

Protecting users is one of our top priorities. FTE automotive therefore has a zero-tolerance policy toward all forms of product and brand piracy. None of our distributors may deal in counterfeit parts, since this is illegal and harms our common interests. We will prosecute any company found to be doing so. FTE also expects its distributors to fully cooperate in identifying and gathering evidence on others who buy or sell fake parts.

### Product Counterfeiting

Product counterfeiting is the term used to describe the illicit trade in goods that closely imitate original products. It infringes on the rights of those who hold the corresponding patents and trademarks.

### Brand Piracy

Brand piracy is the unauthorized use of the names, logos, trademarks, labels, or descriptions with which other genuine manufacturers distinguish their products. It can cause confusion with the original goods and violates their owners' rights.

## ORIGINAL FTE PARTS

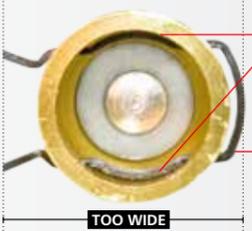
### OE QUALITY FROM FTE

- ▶ **Comprehensive investment in quality**  
 Continual investment in R&D, training, and production systems ensures high quality through all phases of the manufacturing process.
- ▶ **A well-established company**  
 FTE has a long-standing, excellent reputation for high product quality, with many certificates to prove so.
- ▶ **Thorough testing and quality control**  
 Rigorous testing makes sure that our parts last much longer than copies.



- ▶ **Warranties**  
 Unlike counterfeit products, every FTE part is backed by a manufacturer's warranty.
- ▶ **Cost-effectiveness**  
 Our parts are highly reliable and ensure low maintenance and servicing costs.
- ▶ **High-quality rubber**  
 We only use first-rate rubber that won't become hard and brittle.

## COMPARISON OF ORIGINAL FTE PARTS AND FORGERIES

|   |  |  |
|---|--|--|
| <p><b>FTE: GOOD FIT AND FUNCTION</b></p>  <p>In this concentric slave cylinder, evenly spaced, fully supporting stainless-steel locking fingers ensure stability and long service life.</p>  | <p><b>FTE: GOOD FIT AND FUNCTION</b></p>  <p>The edges of this piston head are smoothly finished.</p>  | <p><b>FTE: GOOD FIT AND FUNCTION</b></p>  <p>Testing had to be halted after 615,000 cycles due to a broken clutch plate and cover.</p>  |
| <p><b>COPY: BAD FIT AND FUNCTION</b></p>  <p>Here the locking fingers are widely spaced and unstable, resulting in low holding power.</p> <p>The clip has to be removed to install the CSC in the clutch housing.</p> <p><b>TOO WIDE</b></p> | <p><b>COPY: BAD FIT AND FUNCTION</b></p>  <p>Here the edges are inadequately deburred, which can cause the cylinder to fail prematurely.</p> | <p><b>COPY: BAD FIT AND FUNCTION</b></p> <p>A damaged bearing caused the CSC to fail after only 370,000 cycles, or half the clutch's normal service life. If the cylinder is damaged, the clutch has to be replaced.</p> <p>The piston was also damaged, the seal ring was considerably abraded, and the rubber boot was hardened.</p>  |

## APPEARANCES CAN DECEIVE! HOW TO PROTECT YOURSELF

### Be suspicious of bargains that seem too good to be true!

Inferior imitations require more frequent servicing and therefore end up costing more in the long run.

### Purchase components from trustworthy sources!

Only authorized distributors can be depended on to carry genuine FTE products.

### Inspect the packaging!

Check for flimsy packaging, spelling or grammatical errors, or very plain boxes.

## CAREFULLY INSPECT ALL PARTS!

- ▶ If the products you receive don't look or feel like the ones you're used to, or if they seem to be poorly made, let us know!
- ▶ Verify that the FTE logo and FTE part number are present.
- ▶ Check for the assembly mark and blank number.
- ▶ Look at the dust caps of bleeders—in counterfeit products they are usually shaped differently from the real thing.

# ORIGINAL VERSUS FAKE

The success of FTE, a globally leading supplier of OE hydraulic brake and clutch components and many other products, has been based on a high standard of quality that ensures maximum reliability and safety. Don't settle for anything less than the real thing—help us stop counterfeiters!



## TELLTALE SIGNS OF IMITATIONS



Fake packaging



Fake packaging

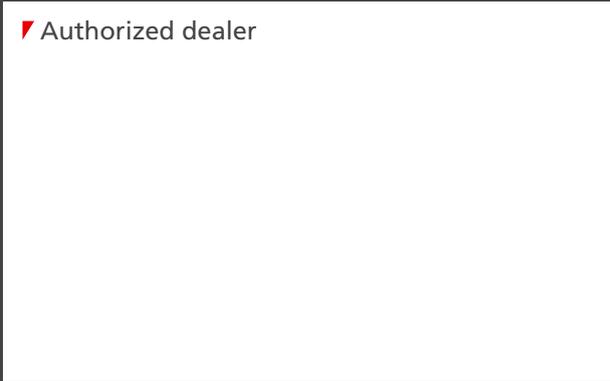


Fake packaging



Poor-quality imitation that can endanger lives by failing

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