

## **SAB WABCO ITALY**

### **SECURES IMPORTANT AFTERMARKET ORDERS**

*Frame Agreements with Trenitalia and Metro Roma (Met.Ro.) promote Life Cycle Service*

***Berlin, Germany, 22 September, 2004 – Two recently concluded frame agreements in Italy amount to more than 9 million Euro, with a strong emphasis on comprehensive Life Cycle Service.***

Registered in July, the order from Trenitalia is the first step of a spares frame agreement valued at about 6.3 million Euro, covering the supply of over 500 items. Included are spare parts and components for brake maintenance activities on different Trenitalia rail vehicles equipped with SAB WABCO brake systems. The next step of this order is already under quotation. With a targeted conclusion in December 2004, it may include as many as an additional 2,500 items to be delivered over two years, with an eventual extension to a third year. About this Antonio Errichiello, Managing Director at SAB WABCO S.p.A. says: "This agreement represents a big effort for SAB WABCO. It constitutes the starting point for a new relationship phase with Trenitalia, where the needs of the customer are the central base on which to build a larger cooperation for the future".

Also registered in July, the order from Metro Roma (Met. Ro.) is a frame agreement for spares and other brake components, valued at a total of about 5 million Euro over the next three years. The SAB WABCO team managed to win the order despite stiff competition. Antonio Errichiello explains it like this: "There is a very close liaison between our representative in Rome and our Sales and Operations departments. With their support, we can assist Metro Roma in 'real time' for every kind of need, working closely with their operators and technicians, and thus assuring proper customer satisfaction".

Both Trenitalia and Metro Roma have long-term working relationships with SAB WABCO, covering not only the brake systems installed as original equipment in many of their vehicles, but also a broad range of After Market services, including spare parts, overhaul, refurbishment, retrofitting, and more.

The SAB WABCO Life Cycle Service offer is grounded in a holistic approach to supply and maintenance. Its essence is to take full responsibility for the systems we supply, from application design to platform integration and on through years of service and support. All the experience that SAB WABCO has amassed over the years is distilled into a service concept that meets the customer's need for availability, safety and flexibility. Close cooperation, coupled with an assurance of

competitiveness in terms of price, quality and delivery terms, is the key to successful Life Cycle Service.

To learn more about SAB WABCO Life Cycle Services, visit our website at: [www.sabwabco.com](http://www.sabwabco.com)

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**About SAB WABCO**

SAB WABCO is a leading supplier of brake, couplers and wheelset systems for trains and rail vehicles. The company offers complete, fully integrated systems as well as lifecycle services for every segment of the railway industry. Headquartered in southern Sweden, SAB WABCO employs about 1,800 people worldwide and has annual revenues of more than 325 million Euro. It has four primary production units located in France, Italy, Germany and Sweden, and sales and service units across Europe, Asia, North America and South America. To learn more about SAB WABCO please visit [www.sabwabco.com](http://www.sabwabco.com).

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