

JOST's double display ensured Tip-Ex success

Tip-Ex 2019, the UK's leading exhibition for tipper and bulk transport held in early June, was a win-win event for one of its regular exhibitors. JOST UK had - as it always does – its principle stand near the entrance, which caught the eye of everyone as they came into the event. Elsewhere, the company hosted its legendary hog roast BBQ in the outside area, while many JOST products could be seen on customer vehicles around the show.

UK Sales Director, Danny Broomfield, says: *"Visitors to our indoor stand were keen to have technical and commercial discussions. The more relaxed atmosphere at the barbecue encouraged informal, yet equally valuable, chats. Between these two, we have created new business opportunities and identified important trends and issues in the industry."*

Products JOST displayed included tipping cylinders and associated hydraulics, axle systems, fifth wheels, equipment for agricultural vehicles and a new biodegradable grease. *"Each of our brands, including Edbro, JOST, TRIDEC and ROCKINGER, has something exciting on show."* says Danny.

The new Edbro CD cylinder, designed to maximise the performance of ejection trailers and refuse collection vehicles, drew a lot of attention. It is a double acting, telescopic unit with 11.5 metre stroke and 80 tonnes pushing force. Compared to the previous model, the CD is 10% or 60kg lighter, allowing for an increase in haulage load. However it can be pressurised to 175 bar compared to 150 bar, the greater pressure coupled with a larger annulus means the CD cylinder can operate faster.

The UT hydraulic tipping valve is fast acting, so will increase productivity. Stand visitors were impressed that it is interchangeable with older CT valves.

"All our hydraulics are now compatible with bio-oils, which are very much greener than the traditional hydrocarbon-based fluids and perform just as well," says Danny. *"We have also introduced a new biodegradable grease, available in a precision dispenser, for fifth wheel couplings."*

JOST's JPS 9000, a steerable 9 tonne pusher axle, was popular and several visitors discussed customisation to their specific requirements. New electric landing legs also created a stir – they are already fitted to trailers used in quarries and productions sites where they may be deployed many times per shift and there is now interest developing for use on road-going vehicles.

Danny concludes: *"Tip-Ex once again gave us a chance to meet a wide spectrum of customers and end-users, from body and trailer builders to truck OEMs and fleet managers. It was a busy show for us and the burger count at the barbecue indicates that most of our visitors went away happy and fuelled up for the journey home."*

Photograph Captions

Photograph 1:

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Photograph 2:

The new Edbro CD cylinder, designed to maximise the performance of ejection trailers and refuse collection vehicles, drew a lot of attention.

Photograph 3:

Products JOST displayed included tipping cylinders and associated hydraulics, axle systems, fifth wheels, equipment for agricultural vehicles and a new biodegradable grease.

Photograph 4:

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About JOST:

JOST is the world's leading manufacturer of vehicle connection systems, modules and components for trucks and trailers. Under the umbrella brand JOST, the comprehensive range of products is broken down into four areas: The JOST brand includes fifth wheel couplings, telescopic landing gears and accessories for semi-trailers, ball bearing turntables, king pins and container locks as well as components for alternating systems. The trailer axles of the DCA Family are also sold under the JOST brand. Under the traditional brand name of ROCKINGER, the company produces towing hitches, drawbar eyes and towing drawbars for both transporters and trucks, as well as for use in the agricultural industry. TRIDEC is the leading provider of steering systems and single wheel suspensions for trailers. Edbro is the specialist in the field of vehicle-mounted hydraulic systems. Its range includes front and underfloor dump trucks and trailers and extension cylinders, as well as customer-specific hydraulic construction kits.

JOST is the only supplier that can provide products and services all around the world. The company is located on all continents, with distribution, production and development. With sales and production facilities in more than 20 countries, the company is the global partner of choice for the commercial vehicle industry. JOST employs over 2.800 members of staff worldwide. It is listed on the Frankfurt Stock Exchange since 20 July 2017.

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