



ORIGINAL PARTS FROM WOODWARD L'ORANGE: BECAUSE THEY'RE GENUINE!

ORIGINAL PARTS 3

## YOUR FIRST DECISION WAS THE RIGHT ONE. YOUR SECOND ONE SHOULD BE TOO: SPARE PARTS ONLY FROM THE MARKET LEADER

If you decide on engines with injection systems from Woodward L'Orange, it's with good reason. You benefit from state-of-the-art technology featuring innovations targeted to reduced consumption and emissions, increased service life and low noise emissions. Decades of experience and ongoing pioneering achievements have made us the market leader for injection systems in the large engine sector.

All our components and parts are developed to ensure optimized consumption and emissions, as well as a long

service life. Users worldwide have come to greatly appreciate this key benefit – a result of outstanding German engineering and craftsmanship. This is why they insist on our technology in their requirement specifications, when committing to our partners' engines over the long term. Efficiency-oriented deployment in all off-highway applications, such as shipping, power plants, rail and special-purpose vehicles, call for components that can withstand the most rigorous demands. And especially, to avoid downtimes and unnecessary delays, while guaranteeing maximum long-term performance.

### WHEN IT COMES TO SPARE PARTS, OUR CUSTOMERS PREFER THE ORIGINALS

It's no wonder that our customers aren't ready to compromise when they insist on original spare parts. Only genuine, high-tech spare parts promise the same performance and durability original parts do – after all they are one and the same. We produce all systems and spare parts in a single high quality – independently from their use. In fact, it is not known during production whether a component will be delivered to an engine manufacturer or our spare parts

distributor. All our customers are guaranteed worldwide spare part supply with original parts for injection systems used in large diesel engines. The quality and performance benefits – along with overall exceptional value – rank among the reasons why engine users trade in components from third-party suppliers for replacement parts from Woodward L'Orange.



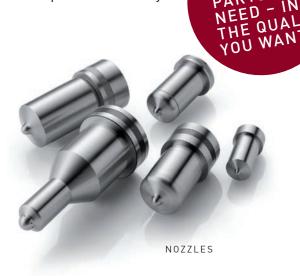
DESIGNED, DEVELOPED AND TESTED
IN-HOUSE IN A STRINGENT DEVELOPMENT
PROGRAM – WITH PROVEN FUNCTIONALITY
WHEN DELIVERED TO THE CUSTOMER.



# WHY YOU SHOULD ALSO INSIST ON THE ORIGINALS KEY BENEFITS AT A GLANCE:

- Original parts from the manufacturer
- Made in Germany
- Directly from the leader in innovation and technology
- Best product quality
- Outstanding price-performance
- Manufacturing and applications experience
- Worldwide presence for spare part supply
- An exceptionally well trained service team
- Worldwide sales through trade partners for quick availability





### WOODWARD L'ORANGE SPARE PARTS: ALWAYS WHEN AND WHERE YOU NEED THEM

Spare parts can only be of real help if they are available quickly, in exactly the right configuration and in the required quantities. Our worldwide network of distribution partners reliably provides original spare parts to engine manufacturers and users in all areas of applications. Supply is managed centrally from our Stuttgart and Rellingen locations. A further service center in the United States of America and China also contributes to ensuring that over 60 distribution partners worldwide are well provided for and able to meet the needs and requirements of all our customers.

As local points of contact for engine operators, our distribution partners benefit from a reliable sales and distribution organization. Our professional, expert, intercultural team represents the backbone of our worldwide aftermarket business to serve our customers. Excellent accessibility as well as our employees' long-standing expertise ensure that technical know-how and market understanding dovetail into superb service and in-depth product knowledge.



DESIGNING HIGH-PRECISION SOLUTIONS IS ONE THING. PERPETUATING SUCH PRECISION IN SERIES PRODUCTION IS QUITE ANOTHER. A THOUSANDTH OF A MILLIMETER IS DECISIVE FOR PERFORMANCE AND ENDURANCE - THE TWO MAIN REASONS WHY YOU SHOULD BE CHOOSING OUR PRODUCTS.

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