



THE GENUINE HUTCH MARK

Means your suspension was engineered to do it's job.

Every Genuine Hutch part is designed to exact OEM specifications and tolerances – to ensure the highest quality in the components of our suspension systems. We're in for the long haul!

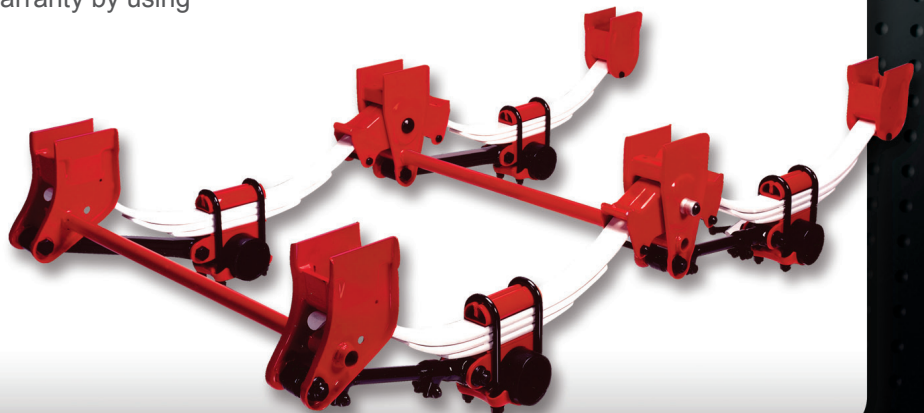
What does this mean to you?

- Precise replacement fit
- Guaranteed reliability
- Improved productivity



TRUE BENEFITS OF THE “FIT AND FINISH” of Genuine Hutch vs. Competitive “Will-Fit” Parts

- **Product durability, lifecycle and performance** – we stand behind our products with confidence!
- **Parts availability** – through our authorized distribution network, we will get the right part to you when and where you need it!
- **Parts traceability** – with “roadability” regulations and VMRS codes to follow, you'll know that Hutch parts are right for the job!
- **Warranty** - maintain your suspension warranty by using Genuine Hutch Parts!
- **Fleet productivity** – keep your customers' trailers on the road, in service, and out of the shop bay... and making more money!





THE UPFRONT PRICE MAY “APPEAR” TO BE LESS.

But the true cost of a knock-off or will-fit part increases farther down the road...

- Premature replacement of a “will-fit” part will negate any savings from paying a cheaper price.
- With a \$50/hour or higher repair shop labor rate, upfront savings can disappear after one job.
- Take time to analyze the “value” that you’re really getting.
- What is your true cost of servicing a customer’s fleet of vehicles with knock-off parts?

WHAT ARE SOME OF THE UNEXPECTED COSTS YOU NEED TO CONSIDER?

- Repetitive maintenance due to part defect and/or failure!
- Trailer downtime... that’s your customers’ time and money sitting idle!
- Delayed shipments... leading to frustrated and dissatisfied customers!
- Potential bad effects the “will-fit” part could have on other OE parts within your trailer suspension system!
- Catastrophic failures that could result in an accident... and with a “will-fit” part, who is liable for it? The manufacturer, the distributor or you?
- **Your reputation is the one on the line!**

The quality in detail of each Genuine Hutch part is critical to the performance, safety and durability of your trailer. LOOK FOR THE HUTCH MARK.



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