








16.5 x 7.0 Brake Drum Competitive Comparison

Good = Value		Better = OEM Standard		Best = Light Weight Standard & Premium		Heavy Duty = Heavy Duty/Severe Service Applications	
		Good	Better	Best		Heavy Duty	
 Gunite	Part Number	3922/3922X	3600A®X	N/A	N/A	3576X	
	Size	16-1/2 x 7	16-1/2 x 7			16-1/2 x 7	
	GAWR	24K	26K			33.5K	
	Machined WT	105	112			128	
	Brand	Value Plus	Premium			Heavy Duty	
 KIC	Part Number	60000-018	60001-018	N/A	80002-018	54261-018	
	GAWR	24K	23K		23K	31K	
	Machined WT	102	China=108		88	125	
	Brand	Value	Standard		Next Gen Trident	Heavy Duty	
 Webb	Part Number	56864B	66864B/66884B	76864B (OBS)	968648	66661B	
	GAWR	23K	23K/26K	23K	23k	31K	
	Machined WT	105	111/117	100	89	136	
	Brand	Advantage Series	Standard / Heavy Duty	Vortex	Lightweight	Severe Service	
	Part Number	N/A	77864BW/77807BW	66764	N/A	78502B	
	GAWR		23K / 23K	20K		N/A	
Machined WT		109/108.5	99		120		
Brand		Vortex Unlmtd/Vortex CRT	CRT-Trailer		Vortex Severe Duty		
 ConMet	Part Number	10030774	107150(OBS)/10080275	10001776(OBS)	N/A	10037819	
	GAWR	23K	27K	23K		N/A	
	Machined WT	106	113 / 111	102		122	
	Brand	TruCast	Standard / TruCast	CastLite		Severe Service	
	Part Number	10037763	10009830	10037763	N/A	N/A	
	GAWR	23K	27K	23K		N/A	
Machined WT	105	112	105		N/A		
Brand	TruTurn Lite	TruTurn	TruTurn Lite		N/A		
 Stemco	Part Number	N/A	2308709	N/A	600084	600004HD	
	GAWR		23K		20K	26K	
	Machined WT		112		83	100	
	Brand		CentruCast		CentriFuse Lite	CentriFuse Plus	
	Part Number	N/A	N/A	N/A	89996B	633096A	
	GAWR				23K	N/A	
Machined WT				89	122		
Brand				CentriFuse	CentruCast-Unbal		
 Meritor	Part Number	85-123788-002	85-123207-002	N/A	53-123537-002/50-123537-002	85-123365-002	
	GAWR	23K	26K		23K	26K	
	Machined WT	103.5	113		93	122	
	Brand	Opti-Cast	Cast		X30 and Opti-Lite	Heavy Duty	
 Durabrake	Part Number	16792	N/A	N/A	40001X	16782	
	GAWR	23K			N/A	N/A	
	Machined WT	107			93	123	
	Brand	Value			Steel Shell	Heavy Duty	

Above information is based on available published information at time of publication.

GAWR = Gross Axle Weight Rating



ACCURIDE



GUNITE



Accuride Wheel End Solutions™ Advantage

Advantage = No Need to Manage Multiple Suppliers

Accuride is uniquely positioned to meet customer needs for wheel and wheel end components. Today, it is the only supplier to the commercial vehicle industry in North America capable of serving as a single source for its customers' requirements for steel and aluminum wheels and wheel end components, such as its Gunite and KIC brand brake drums, rotors, hubs and Gunite-brand slack adjusters.

Advantage = Commitment to Reliable Performance and Capacity

This is the driving force behind Accuride's unprecedented investment of more than \$208 million during 2015-2017 to:

- Upgrade its manufacturing operations and install new production capacity
- Enhance the capabilities of its R&D, test facilities, and opportunities for new product development
- Augment its engineering, quality and technical talent,
- Convert to a common ERP system in 2015
- Acquisition of the majority share of Gianetti Ruote in 2015 and KIC in 2017 to expand wheels and wheel end solutions to the global commercial vehicle industry

Advantage = Product Consistency-OEM Quality

All Gunite-brand brake drums are manufactured to meet OEM quality specifications with no designation between

Fleet Types

Fleet Type 1: Gunite and KIC Good Brake Drum

They are looking for value/low-cost and only expect a drum to last until the first lining change. Doesn't have a maintenance program that measures the drum to get its full life. Will buy on price only - consider the drum a "throw away" item.

Key Value Driver = Lowest Acquisition Cost

Fleet Type 2: Gunite and KIC Better Brake Drum, Accuride Long Life Steel Wheels

They look at product life at product life and want a drum that provides better performance and higher GAWR for the application. Has a maintenance program that measures the drum to get its full life. Not weight sensitive.

Key Value Driver = Brake Job to Drum Life Ratio (Life-cycle Cost)

Production or Aftermarket in our manufacturing process. They are all produced at the same location, use the same casting process and machining lines. The KIC-brand complements the Accuride Wheel End Solutions product offering with value-adding products and technology.

Advantage = Field Support

Accuride has a dedicated Field Support Team to address technical questions, product training and those rare occasions when onsite representation is needed.

Advantage = Customer Service

Accuride has a seasoned Customer Service group that is assigned to your account. You can depend on them to provide prompt order entry and status, assist with truck downs, product interchanges and availability. This is not common in our industry today.

Advantage = Proven Customer Support

Accuride Wheel End Solutions has Design Engineers, Field Engineers, Metallurgists, Quality Managers and a dedicated Field Sales team that has proven over our 90 year history that we are prepared to respond to any and all issues related to the products we supply. We are prepared to quickly respond to ALL issues so as to minimize any downtime the end user may experience. We are here to support YOU and your CUSTOMER at all times with our team that is focused on DEPENDABILITY.

Fleet Type 3: Gunite and KIC Best Brake Drum, Accuride Aluminum Wheels

They understand their cost per mile and will pay to have the weight savings and/or extended drum life. They want to increase their payload and vehicle uptime.

Key Value Driver = Lightest Weight and Extended Drum Life

Fleet Type 4: Gunite and KIC Heavy Duty Brake Drum, Accuride Heavy Duty Wheels

These fleets run equipment that require a heavy-duty or severe-service type of drum.

Key Value Driver = GAWR