TÜV Rheinland assists in promoting FOTON’s products and gaining market share worldwide.

Client profile
FOTON is a large-scale enterprise with the most complete range of commercial vehicle types in China. In 2013, the brand value of FOTON was estimated to be in the region of 50.867 billion yuan, giving the company a No. 4 ranking in the automobile industry as a whole and No. 1 in the commercial vehicle field.

FOTON began cooperating with TÜV Rheinland at the beginning of 2005, and in the years since TÜV Rheinland has completed product certification for more than 100 of its vehicle models. Such certification has been key to FOTON’s success in promoting its products and gaining market share worldwide.

Challenge
- FOTON entered the overseas market in 2004, which made product certification a necessity.
- To ensure that its products entered target markets on time, vehicle model certification items needed to be completed in timely fashion with limited resources.
- Test items in the development of new products needed to be optimised to reduce expenses and time.

Solutions
- Based on our rich experience of domestic product certification and deep understanding of European standards and regulations, we provided professional support in certification planning and regulation interpretation to FOTON, thereby helping its products to enter overseas markets successfully.
- Because ABS braking tests for light trucks exported to Australia are very difficult to carry out, and the number of test sites conforming to testing requirements is limited, our team entered a government test site before dawn to work for 13 hours to ensure that all test items were completed on time.
- In association with newly developed products intended for export to Iran, our professionals optimised the test items and adopted test data from vehicle models on the same certification platform to reduce the testing time and cut expenses by more than 90,000 yuan.

Client comment
“Over 140 years of experience, professional certification sincere service with objectivity and fairness. We have been cooperating with TÜV Rheinland for the past 10 years. Our impression of TÜV Rheinland is exactly what its brand culture: ‘Precisely right’.”

Juncheng Yuan, Assistant Manager of Regulation and Homologation Department, FOTON
Related Cases

Case 1

In early 2011, FOTON entrusted us to carry out a vehicle model certification test on its light trucks (BJ1079VDJE6-FP) exported to Australia. Because the ABS braking test item is risky, intense, time-consuming and expensive, and would thus determine whether the overall test could be completed on time, we carried out the ABS brake test at the test site of China's Ministry of Transport in Tong County, now the Tongzhou District of Beijing.

Owing to a lack of resources at the test site, our certification engineers and engineers from FOTON began preparing for the test and installing the ABS test equipment at 5:30 am on 10 May. At 6:20, the test site gates opened, and the engineers began carrying out the nerve-wracking test. To make full use of the site’s resources and ensure the test’s progress, the engineers continued working without cessation and did not even take a lunch break, having a simple box lunch on-site instead. After 13 hours of continuous work, they completed all of the test items by 8:00 pm, creating a record for the light trucks tested in a single day.

Our engineers’ hard work and dedication reduced the certification testing period, cut costs and impressed the client with their highly responsible attitude and work spirit.

Case 2

In August 2013, FOTON entrusted us to carry out the wide-body vehicle model certification of K1 products exported to Iran. The basic models of the company’s K1 products were duly certified, with the relevant certificates issued. The K1 wide-body vehicle model belongs to an expanded test item. Our engineers thus optimised the type test plan provided by FOTON to reduce the certification time and reduce the cost by more than 90,000 yuan. The client was greatly impressed with their precise understanding of the relevant technical regulations, rich experience of product certification planning and highly responsible spirit.

Related services of TÜV Rheinland

- European Union ECE certification
- Laboratory accreditation

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