



**FRASALE**<sup>®</sup>



***MOTION,  
SAFETY AND  
TECHNOLOGY***

*FULL CONTROL ON ROADS, RAILS AND RUNWAYS*





# Leadership on roads and business

Since the company's establishment, in 1954, Fras-le has stood out by its bold thinking and acting, always prioritizing technological developments ahead of its time. The company takes pride in offering products that are constantly evolving so as to meet the needs of the global market for more than 60 years.

The company supplies original products to OEMs and to the global aftermarket. With plants in Brazil, United States and China; warehouses in Argentina and Germany and commercial operations in the United States, Chile, Mexico, United Arab Emirates and South Africa, the company counts on a specialized team to serve its customers in more than 100 countries on five continents. With a portfolio of more than 12,000 part numbers, the brands: Fras-le, Lonaflex and Controil provide high-performance products for various applications. **Fras-le S.A** is part of Randon Companies, which offer solutions for products and services for the automotive segment.

**Fras-le** pursues, in technology, excellence and safety for its products. To this point, it has one of the most-advanced Research and Development Centers in Latin America, which comprises three labs and a Proving Ground.

Aligned with its business segment, the company works towards quality and is focused on safety in motion control, whether on roads, rails and runways, so as to ensure the integrity of life.

**INDUSTRIAL PLANT  
(HEADQUARTERS)**  
CAXIAS DO SUL - BRAZIL



# A history of more than six decades

1954  
1963

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On February 22nd, under the brand **Fran-le**, the company called Indústria Francisco Stedile & Cia. is founded and then begins to build up its brand by participating in events related to its business segment such as the 1st Auto Show in São Paulo. In 1961, the company changes its name to **Fras-le**.

1964  
1973

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In 1969, the Company begins to operate in the international market by making its first export sale of brake linings to Paraguay. In 1972, it participates in the VIII Auto Show, where it exhibited the most complete line of friction materials in Latin America.

1974  
1983

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It opens its Research & Development Center - Francisco Stedile - the first in Brazil in the area of friction material and currently one of the best equipped R&D Centers in the world. The company establishes its position in the foreign market by selling products to countries such as Uruguay, Bolivia, Ecuador, Venezuela, Nicaragua, Honduras, Panama and United States. Its first brake lining is approved by Mercedes-Benz for the assembly line. In 1978 the company initiates studies to replace asbestos in friction materials. In 1979, **Fras-le** becomes the largest Latin America friction material company in Latin America and reaches a 81% market share in Brazil, in its sector. In the early 80s, the Company acquires the controlling interest of Lonaflex S.A. and starts its first exports to the European market.

1984  
1993

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**Fras-le** receives, for the first time, the Export Award from ADVB (Association of Marketing and Sales Directors of Brazil) and has received, year after year, this award by the market. It also receives the Best and the Largest Companies Award of Brazil, by Exame Magazine. It signs a technological agreement with Abex Corporation (USA) for the acquisition of technology for the manufacturing of products for North-American, European and Japanese vehicles.

Still during this decade, **Fras-le** begins to supply, on an exclusive basis, products for heavy vehicles manufactured by companies such as Scania, Mercedes-Benz and Volvo. It opens a new industrial plant (300,000 m<sup>2</sup>) in Caxias do Sul, where the headquarters of the Company are located; it establishes the company **Fras-le North America Inc.**, and opens a sales office and a warehouse in the United States. **Fras-le Argentina S.A.**, in San Martín, Province of Buenos Aires, also begins to operate in this decade.

1994  
2003

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The Company achieves important Certifications, such as ISO 9001, QS 9000, and ISO 14001, being the first company in Latin America to receive the latter one in Latin America, in addition to several quality awards. Re-opens its Research & Development Center, which is equipped with the most-advanced equipment. In 1996, the Company is acquired and becomes another company of Randon Group, one of the largest groups in the automotive segment in Brazil. In 2002, the greatest achievement of the company takes place during this decade: 100% of its products are sold asbestos-free. As a sponsor of Formula Truck **Fras-le** develops a brake pad specifically designed for the sportive category (a 10-year partnership). It also implements the Florescer Program, a free-of-charge educational program targeted to socially-vulnerable children and adolescents from 6 to 14 years of age.

## 2004 2013

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In the decade in which it celebrated its 50th Anniversary, the company achieved the most important Certification of the automotive industry, worldwide: the ISO TS 16949. Soon after, it receives the National Quality Award (PNQ) and is recognized as one of the “Best Companies to Work For in Brazil”. It opens industrial units in Alabama (United States) and in Pinghu (China), in addition to a sales office in Gelsenkirchen, Germany. The Proving Ground of Randon Companies is opened with 18 tracks and high-tech labs for product testing. The tests ensure the quality, safety and reliability of the products in the market. In 2012, through the acquisition of the company Control, specializing in components of hydraulic brakes, clutches and polymers, Fras-le expands even further its operations.

## 2014 TODAY

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Fras-le celebrates its 60th Anniversary in its headquarters with more than 500 customers from Brazil and abroad. It opens its newest undertaking - the Logistics Center - in a built-up area of 6,600 m<sup>2</sup>, thus duplicating its logistic capacity. In 2016, concerned with the innovation and development of high-performance products, it becomes the official supplier of StockCar brake pads - which is one of the main categories of Motorsport in Brazil. The history of Fras-le has always been marked with hard work and optimism. The Company, highly committed with people safety, continues investing more and more in the excellence of its products and services.

**FRAS-LE  
INDUSTRIAL  
PLANT**  
THE 70s



# Global Presence: exporting values and importing cultures

One of the world leaders in friction materials, **Fras-le** enjoys the confidence of the major brands in the automotive, industrial, rail and air segments. A complete line of products are developed through **Fras-le's** commercial operations, industrial plants, and warehouses to meet the needs of OEMs and aftermarket globally, establishing a network of credibility around the world.



**FRAS-LE ASIA**  
PINGHU - CHINA



**FRAS-LE NORTH AMERICA**  
PRATTVILLE - ALABAMA



## INDUSTRIAL PLANTS

-  Brazil
-  China
-  United States

## DISTRIBUTION CENTERS

-  Argentina
-  Germany

## INTERNATIONAL OPERATIONS

-  South Africa
-  Chile
-  Arab Emirates
-  United States
-  Mexico



Industrial Plant



Distribution Center



International Operation



Customer



# High-performance products



Under **Fras-le** brand, the company has a broad portfolio of more than 11,000 P/Ns products and services for the global auto parts market, among which are: brake pads, brake linings and brake shoes; clutch facings, brake discs and drums, lined brake shoes, molded and woven linings, universal flat sheets and industrial products for different applications:

trucks, semi-trailers, trailers, buses, automobiles, motorcycles, tractors, subways, trains, elevators, aircraft, oil well drills, industrial machinery and others. These are all products that provide safety to users.







The company also sells, under the Lonaflex brand, brake pads and brake linings, and clutch facings for

trucks, semi-trailers, trailers, buses and cars.



Under the Controllo brand, specializing in components for hydraulic brakes and polymers, the company sells more than 1,000 items and serves the national and international markets, exporting to countries in South America, Central America, Europe and Asia. Its main

products are: master cylinders, wheel and clutch cylinders; vacuum booster; concentric actuators; Brake fluids and coolants; air filters; repair kits and reservoirs.



# Technology and Research in High-Performance Processes



Precision in automated processes

The different applications and conditions under which **Fras-le** products are used require stringent development process. To ensure the quality and high performance of its friction materials, the Company invests heavily in precision processes. Technological innovations, developed by highly-skilled professionals, are important advantages that make **Fras-le** competitive and recognized worldwide.

**Fras-le's** advanced Research & Development Center is one of the best-equipped in the world. It comprises a chemical lab that develops raw-materials; a physical lab that technically evaluates and approves the products, and a pilot lab that manufactures prototypes and develops processes.

**Fras-le** also tests its products under real use conditions in its Proving Ground, the largest one in Latin America, and in its fleets throughout the world. The company applies cutting-edge technology to develop, innovate and test its products, always committed to the high performance and the safety of people.



**PROVING GROUND**  
4KM AWAY FROM FRAS-LE  
HEADQUARTERS - BRAZIL



**15** **km** OF TESTING TRACKS

**18** TYPES OF TRACKS

**+400** TESTS YEAR

**INMETRO ACCREDITATION**

**ISO 17025**

RECOGNIZED TECHNICAL COMPETENCE IN TESTING

**+100** THOUSAND TESTS YEAR

**LAB CHEMICAL**

DEVELOPS AND CHARACTERIZES RAW MATERIALS

**LAB PHYSICAL**

TECHNICALLY EVALUATES AND APPROVES THE PRODUCTS

**LAB PILOT**

MANUFACTURES PROTOTYPES AND DEVELOPS PROCESSES



# Sustainable growth

**Fras-le** was the first manufacturer of friction materials in Brazil to be certified to ISO9001 and ISO14000. It is also certified to ISOTS 16949 and OHSAS18001. In 2002, **Fras-le** completely banned asbestos from its production lines in all its manufacturing units around the world. Since then, it has focused on safe, technological-advanced and sustainable products. The company's policy is respectful towards the environment, developing projects and programs that minimize impacts to nature. Development is not worth it, if it does not preserve life in all its stages. This is **Fras-le's** working philosophy.





# Concerned with the environment

**Fras-le** has a effluent treatment station where millions of liters of water are annually treated, 25% of which are re-used by the company. The residue resulting from this system goes through a process of composting (treatment of organic waste). Each month approximately ten tons of residues are used as compost.



Effluents Treatment Station



Water treated at the station



Source of treated water



# A global brand close to people

Fras-le, present in the world and close to the local community, has important projects and social actions. In addition to providing a work environment where people feel respected, valued and recognized, it also gives them the opportunity to feel motivated to grow professionally.

These values are fostered through actions geared to the welfare, health, education, training, safety and quality of life of its employees.

Through the programs “Florescer” and “Qualificar”, the company prepares children and young people to the full exercise of citizenship by offering free-of-charge educational, cultural, sporting and professional activities, as it is aware that investment in education builds a better future. These actions and projects are implemented in all Randon Companies, benefiting thousands of people annually.

**A WIDE NETWORK**  
of benefits

**MEDICAL AND DENTAL**  
Assistance

**EDUCATION**  
and training

Special  
**PROJECTS**



Empresas



# Digital presence

Technology has always been one of **Fras-le**'s highlights. Being technologically updated is key to **Fras-le** and so it continually introduces innovations and offers solutions to the market. Check below some of the tools made available by the company in various platforms which optimize the search for information and the contact with diverse stakeholders.



\* Momentarily available only for the European market..

## WEBSITE AND SOCIAL MEDIA

On the site [www.fras-le.com](http://www.fras-le.com) you can get complete information about the company, including its history, different locations where it operates, social and environmental programs, product launches, awards, etc. as well as contact information for the different areas of the company. You can also access sales support material (technical literature) and the electronic catalogue. Furthermore, **Fras-le** uses social media - **Facebook**, **Twitter**, **LinkedIn** and **YouTube** aiming to strengthen further relationship with its stakeholders.



## ELECTRONIC CATALOGUE

**Fras-le** Product Catalogue is available online, in electronic format, through the website <http://catalogo.fras-le.com.br/> and in PDF format (for download). It provides a complete list of products and the required technical specifications for manufacturers, dealers, distributors, auto parts and workshops.

## FRAS-LE APP

The **Fras-le App**, developed for mobiles (IOS and Android), ensures greater accessibility to product catalogue data and technical specifications. It also keeps the user informed about the company's news, including the development and launch of products, technologies and innovations. The application optimizes the search for products by part number, type of vehicle and/or original code (OE, WVA, FMSI). Data is automatically and periodically updated.





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