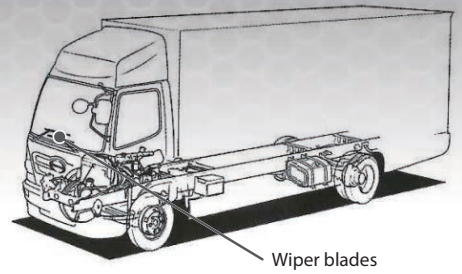




WIPER BLADES



1. Function

Wiper blades are used to wipe off the rain or snow from your windshield to ensure safe visibility in rainy or snowy conditions.

2. Construction

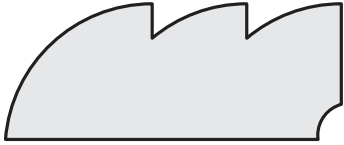

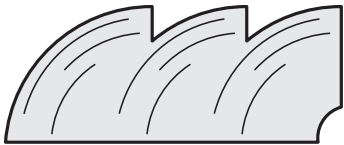
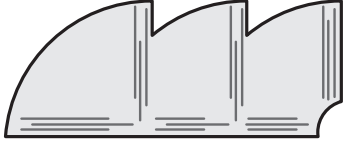
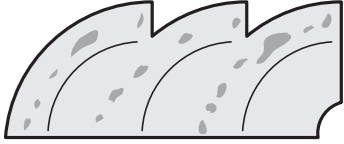
Wiper blades are available in three different units.



Wiper Rubber	This is the rubber part that wipes rain droplets and such from the windshield to ensure visibility.
Wiper Blade Assembly	This assembly consists of a wiper blade with its wiper rubber attached.
Wiper Arm	This component moves the wiper blade assembly to wipe the windshield.

3. Replacement timing

Wiper blades are an important component for ensuring safe visibility. An improperly wiped windshield can affect your visibility. Ensure peace of mind and problem-free operation by replacing them regularly before you notice any of the following symptoms:

Symptoms	Actions
 Smears	Clean the edges of your wiper rubbers.
 Fogging	Clean the edges of your wiper rubbers.
 Streaks	▼
 Chattering	
 Faulty contact	Replace your wiper blade assemblies.

4. Summary and points for increasing sales

- Wiper blades ensure visibility and are indispensable for safe driving.
- If you notice any problems with visibility through your windshield, you must clean or replace your wiper blades immediately.
- Hino genuine wiper blades are parts that you can use with peace of mind since they provide the excellent performance and quality levels that are standard for Hino vehicles.



- An effective action to take during customer visits is to actually operate the wipers on the customer's vehicles and check for any wiping problems.
- Encourage customers to replace their wipers often so that they can avoid visibility problems when it rains or snows. Also let them know that there is peace of mind in replacing their wiper blades regularly.