

- **Off-Highway Vehicle Components** Mechanical and automatic transmissions; drive and steering axles; specialty axle products; brakes; engine valves; hydraulic valve lifters; gear and piston pumps and motors; transaxles and steering systems; gerotors; control valves and cylinders; forgings; central tire inflation systems and tire valves.

The principal market for these products is original equipment manufacturers of heavy and medium-duty trucks, passenger cars and off-highway vehicles. These original equipment manufacturers are generally concentrated in North America, however, sales are made on a global basis. Most sales of these products are made directly to such manufacturers.

Electrical and Electronic Controls

- **Industrial and Commercial Controls** Electromechanical and electronic controls including motor starters, contactors, overloads and electric drives; programmable controllers, counters, man/machine interface panels and pushbuttons; photoelectric, proximity, temperature and pressure sensors; residential, molded case, hydraulic, air and medium voltage circuit breakers; loadcenters; safety switches; panelboards; switchboards; switchgear components; switchgear dry type transformers; busway; meter centers; crane controls; portable tool switches; commercial switches; relays; vacuum interrupters; illuminated pushbuttons and panels; annunciator panels; electrically actuated valves and actuators; pressure transducers and switches; and Navy motor control and power conversion systems.

- **Automotive and Appliance Controls** Electromechanical and electronic controls including convenience, stalk and concealed switches; knock sensors; climate control components; speed controls; timers; pressure switches; water valves; range controls; thermostats; gas valves; infinite switches; temperature and humidity sensors; transmission valves; speed sensitive steering systems; tone generators and chimes; lighting controls; emission control valves; remote keyless entry systems and remote actuated solenoids.

- **Specialty Controls** Ion implanters; plastic and steel spring fasteners; retainer rings; clamps; golf grips; industrial rubber products; industrial clutches and brakes.

The markets for these products are industrial, construction, commercial, automotive, appliance, aerospace and government customers concentrated principally in North America; however, sales are made globally. Sales are made directly by the Company and indirectly through distributors and manufacturers' representatives to such customers.

Defense Systems

Strategic countermeasures; tactical jamming systems; electronic intelligence; electronic support measures and radar surveillance.

The principal market for these products is the United States Government.

Other Information

Identifiable assets for each segment and geographic region represent those assets used in operations, including excess of cost over net assets of businesses acquired, and exclude general corporate assets, which consist principally of short-term investments, deferred income taxes, investments carried at equity, property and other assets.

Net sales to divisions and subsidiaries of one customer, primarily from the Vehicle Components business segment (in millions), were \$653 in 1995, \$623 in 1994 and \$541 in 1993 (10% of sales in 1995 and 1994, and 12% in 1993). Sales from the Company's United States operations to customers in foreign countries, primarily Canada, were \$709 million in 1995 (10% of sales).

GEOGRAPHIC REGION INFORMATION

	Net sales	Operating profit	Identifiable assets
(Millions)			
1995			
United States	\$5,390	\$ 571	\$3,369
Canada	282	24	109
Europe	1,153	79	807
Latin America	266	4	151
Pacific Region	136	23	90
Eliminations	(405)		(99)
	\$6,822	\$ 701	\$4,427
1994			
United States	\$4,807	\$ 491	\$3,081
Canada	292	30	119
Europe	912	50	636
Latin America	298	9	156
Pacific Region	103	14	57
Eliminations	(360)		(86)
	\$6,052	\$ 594	\$3,963
1993			
United States	\$3,404	\$ 275	\$1,710
Canada	183	21	101
Europe	769	17	548
Latin America	202	9	103
Pacific Region	81	10	48
Eliminations	(238)		(60)
	\$4,401	\$ 332	\$2,450

Results for 1994 reflect the acquisition of DCBU on January 31, 1994.

Operating profit in 1993 was reduced \$53 million in the United States and \$2 million in Canada by an acquisition integration charge related to the purchase of DCBU, and by a \$9 million charge for streamlining operations in Europe.

Geographic region information (table above) does not include results of associate companies and joint ventures in which the Company holds a 20%-50% ownership interest, which are accounted for by the equity method, and which had total sales as follows (in millions):

	1995	1994	1993
United States	\$ 21	\$ 10	\$ 7
Europe	13	15	13
Latin America	20	10	15
Pacific Region	347	240	169
	\$401	\$275	\$204