

Specialty Controls Ion implanters; thermal processing systems; flat panel display equipment; 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.

Vehicle Components

Truck Components Heavy-, medium- and light-duty mechanical and automatic transmissions; power take-offs; drive, trailer and steering axles; brakes; anti-lock brake systems; locking differentials; engine valves; valve lifters; leaf springs; viscous fan drives; fans and fan shrouds; power steering pumps; tire pressure control systems; tire valves; fleet management systems and advanced drivetrain controls.

Passenger Car Components Engine valves; hydraulic valve lifters; viscous fan drives; fans and fan shrouds; locking differentials; spring fluid dampers; transaxle components; superchargers and tire valves.

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; geroters; control valves and cylinders; forgings; central tire inflation systems and tire valves.

The principal market for these products is original equipment manufacturers of heavy-, medium- and light-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.

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 in associate companies and joint ventures, property and other assets.

Net sales to divisions and subsidiaries of one customer, primarily from the Vehicle Components business segment (in millions), were \$739 in 1996, \$740 in 1995 and \$623 in 1994 (11% of sales in 1996 and 1995 and 10% in 1994). Sales from the Company's United States operations to customers in foreign countries, primarily Canada, (in millions) were \$743 in 1996 and \$709 in 1995 (11% and 10% of sales in 1996 and 1995, respectively).

Geographic Region Information

(Millions)	Net sales	Operating profit	Identifiable assets
1996			
United States	\$5,440	\$2,055	\$3,399
Canada	297	22	108
Europe	1,133	311	752
Latin America	368	51	398
Pacific Region	75	23	136
Eliminations	(403)	(194)	(94)
	\$6,810	\$2,368	\$4,699
1995			
United States	\$5,390	\$2,075	\$3,369
Canada	282	24	109
Europe	1,153	305	797
Latin America	368	51	451
Pacific Region	83	23	90
Eliminations	(405)	(199)	(99)
	\$6,821	\$2,427	\$4,727
1994			
United States	\$4,807	\$1,814	\$3,051
Canada	292	30	119
Europe	1,112	30	636
Latin America	303	5	156
Pacific Region	103	4	57
Eliminations	(360)	(188)	(86)
	\$6,052	\$1,965	\$3,863

Operating profit in 1996 was reduced by restructuring charges of \$28 million in the United States, \$9 million in Europe and \$13 million in Latin America.

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 and which had total sales as follows (in millions):

	1996	1995	1994
United States	\$13	\$21	\$10
Europe	14	13	15
Latin America	18	20	10
Pacific Region	328	347	240
	\$369	\$401	\$275