

- FREIGHTLINER** - Prior to 1984, Eaton was standard on the conventional and ran 95% of that segment or approximately 50% of the total. In 1984 specification was changed similar to Ford, i.e., Eaton brakes are speced on Eaton drive axles. The ratio of Eaton brakes on Eaton axles is 113%, implying that a portion of Eaton drive brakes are installed on other axles. Share trend at Freightliner is down due to specification of brakes on axles and past problems related to drum cracking.
- GMC** - Competition was able to get contractual arrangement in 1981 for standard position at GMC and with CP programs, Eaton has been all but locked out. Current business runs approximately 10%.
- KENWORTH** - Eaton is RPO on Kenworth trucks and subject to dealer spec. Share fluctuates year to year in the 15-22% range. Current trend is level.
- PETERBILT** - Eaton is standard on the Peterbilt drive brakes and our share reflects this position since we fluctuate between 82 and 86%. Share trend is level.
- VOLVO WHITE** - Until mid 1984 Eaton was not offered in the Volvo White data book. In mid 1984 Eaton became RPO and finished the rear at 15% which was substantially higher than 1983.
- MACK** - Due to contractual arrangement on brakes, Eaton has lost share at Mack but although not listed we have maintained 7%. Share trend is down but the contractual arrangement is over in 1985.
- WESTERN STAR** - Eaton became available in Western Star vehicles in 1982 and has climbed to 47% share. We expect this share to continue to increase.

STEER BRAKE SHARE

- Eaton introduced the current 15 X 4 light weight brake in late 1982 and the share trend is up.
- FORD** - Eaton steer brake became available in mid 1984 and we achieved full year penetration of 26%.
- FREIGHTLINER** - Steer brake is speced on Eaton steer axles and installation rate on Eaton axles is 89%. Current share at Freightliner is approximately 12% and has declined because of specing change.
- GMC** - Eaton steer brake not available - share 0.
- KENWORTH** - Eaton is not available at Kenworth currently, but will have RPO availability effective April 1, 1985.