

Page 9
G.L. Cotter
September 2, 1983

The 12,000 lb. front axle is a GMC design with some of the components in the axle being secured from Tisson which is a German company. Their current volume on the 12,000 is between 40,000 and 45,000 units per year. Ron did advise that even though Rockwell had a three year contract they are open to other suppliers for their 1987 program. According to Ron the 87 program involves a world chassis and is called a Coordinate Chassis Program and is being handles through Gordon Bahn. Ron advised that generic type prints are available for review of this program and GMC will be looking for suggestions from front axle suppliers relative to the conceptual design that they have. A follow up meeting will be held with Mr. Bahn to determine if there is a business opportunity for Eaton. A footnote to this meeting is the proposal that Ariel Reilly submitted to Hugh Mackay during the week of 8-21. Ron Wagoner advised during the meeting, according to L. Valentine, that GM would be willing to purchase a few sets of components to run dimensional checks.

4. GM Brake Engineering

Meeting was held with Steve Bolinger to review our proposal on non-asbestos brake linings for their vehicle line up for 1985. In reviewing this with Steve it was apparent that we elected to change some of the power requirements versus GM's suggested power requirements. The change was made because it is our feeling that with the non-asbestos material we needed additional power to achieve the same braking properties that could be achieved through asbestos linings. Additional follow up will be made on this program due to some unanswered questions on Steve's part and also to supply additional information on our views on non-asbestos linings. Steve has advised that the non-asbestos program is not as urgent as they initially indicated and will advise GM's timing on this program.

C. International Harvester

1. PURCHASING

Mr. George Elliott, International Harvester's Director of Worldwide Purchasing, appointed Mr. S.E. Douglas as manager of their Canadian Central Purchasing Office.

August 31, 1983 Meeting

Reviewed Production & Service Contract

- . Both contracts accepted
- . Effective date - Production 9-1-83
- . Effective date - Service 5-1-83