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VWTC Tech Service

Marty Mertz, National Training Manager - Greensboro, has requested Eaton participation in 1987 component training seminars to be held at their corporate training center. A commitment has been given for Axle & Brake participation sometime in March, April or June for two, two-day sessions to include a sales features presentation, failure analysis and service, maintenance including teardown.

In attendance will be VWTC Corporate people as well as dealer-distributors.

INDUSTRIAL SALES

Spartan Motors - Charlotte, MI

Spartan remains standard with Eaton front and rear axles, with brakes on their motor home chassis. They expect to build 50 to 75 units per year. They recently received an order for ten fire trucks spec'ing Eaton front steer axles, and will also consider our 22K rear. Eaton has rated our EFA-12F4 at 14,600 lb for these fire trucks.

BMV - Marysville, Ohio

Joint sales call with R. VanWormer to discuss CTIS for BMV production units starting in July, 1987. Also reviewed their Q.C. requirements as they relate to the military. BMV has firm order for 15,000 units, with options for an additional 15,000 units over a five-year period.

Federal Motors - Ocala, Florida

Received word that Federal has agreed to standardize on Eaton front axles, rear axles, and brakes on fire truck, lnnlleys, and sweeper chassis starting in 1987. It was indicated that within the next 12 months, Federal may change their buying habits to purchase axles, brakes, and hubs and drums loose. This would help us with the disc brake problem at Federal Motors.

Bombardier - Montreal, Canada

A visit made to Bombardier to discuss a RFQ to supply axles for a future military program. Program is for the Canadian army, and consists of either 500, 700, or 1,000 over a 15 month period. Contract award would be made in March, 1988, with production to begin July of 1989. Bombardier is competing against GMC and Kenworth.