

EATON**Internal Correspondence**

R. VAN WORMEN

Date: February 1, 1985
To: John D. Schweinfurth
Axle & Brake - Henderson
Copy:
From: John M. Lilly
Axle & Brake - Gallatin
Subject: MONTH-END REPORT - JANUARY

RECEIVED**FEB 07 1985****EATON**

Customer order boards continue to fluctuate, with strength on medium trucks and weakness in heavy truck orders.

Ford reinstated 9-hour shifts which increased our January-February orders.

Freightliner orders are up with the North American, Leaseway and Ryder fleets. They are building CF in February, and our penetration is expected to drop as this fleet runs.

IHC closed their 9670 line for three days in January and cut line rates. A further reduction in line rates and shut down will occur in March.

Overall orders increased in January for shipment close in, and this has strained our short-term capacity. We will be in trouble with most customers until our inventory of critical parts is replaced.

Trailer axle shipments were over forecast as Trailmobile came in with unexpected requirements, and a new customer (Thayco) placed an order. We get word of quotes being issued for large fleet orders, but we do not appear to be getting these specifications. Orders are being lost because we do not have the new axle available. (7000 Trinity, 4000 Stoughton).

EXHIBIT

Hubbie 8
9-8-08 JR

Page: Two

Mr. John D. Schweinfurth
February 1, 1985

On-highway steer axles were over forecast, as Freightliner increased their usage. We did fall behind shipment to Kenworth due to a shortage of Mexican knuckles.

Off-highway steer axles were under forecast due to a shortage of Sifco parts. We are running past due on four customers due to lack of parts.

Service parts shipments of truck down orders dropped to 59.5% within 48 hours.

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JML:mrw

Kolasinski v. Acme Liquidating Corp., et al.
Supreme Court of NY, Erie Cty. Index No. 12008-405, 06/18/08

	UNIT FORECAST					
	FEB	MAR	APR	MAY	JUN	JUL
<u>Brakes</u>						
Current Forecast	29,286	28,818	29,752	30,484	31,159	32,925
Profit Plan	31,443	33,396	30,846	33,488	30,403	27,225
Variance	(2,157)	(4,578)	(1,094)	(3,004)	756	(2,300)

Trailer Axles

Current Forecast	2,756	3,340	3,102	3,274	3,338	3,460
Profit Plan	5,115	6,165	5,980	4,980	4,480	3,985
Variance	(2,359)	(2,825)	(2,878)	(1,706)	(1,142)	(525)

Steer Axles - Off-Highway

Current Forecast	82	95	59		50	44
Profit Plan	78	78	8	78	78	78
Variance	4	17	(25)	(31)	(28)	(34)

Steer Axles - On-Highway

Current Forecast	1,032	1,218	1,367	1,400	1,396	1,602
Profit Plan	1,112	1,167	1,182	1,253	1,160	1,136
Variance	(80)	51	185	147	236	466

SERVICE PARTS FORECAST (\$,000)

	FEB	MAR	APR	MAY	JUN	JUL
Brakes	180	192	196	190	188	102
Anti-Lock	1	1	1	1	1	1
Trailer Axle	46	48	44	42	40	24
Steer Axle	34	35	35	38	36	22
Total	261	276	276	271	265	149
Profit Plan						

	CURRENT SALES UNIT	POSITION (UNITS)		
	Cum. 1984	Cum. 1985	% Over 1984	Over Profit Plan
Brakes	25,408	28,352	11.5	(15.3)
Trailer Axles	4,319	2,826	(34.5)	(48.1)
Steer Axles - Off-Highway	49	37	(24.5)	(32.5)
Steer Axles - On-Highway	1,239	1,013	(18.2)	(17.2)

ACTUAL ORDERS ON HAND (UNITS)

	FEB	MAR	APR	MAY	JUN	JUL
Brakes	29,106	27,718	23,265	25,702	21,316	9,862
Trailer Axles	2,842	575	30	30	30	30
Steer Axles - Off-Highway	82	93	27	4	4	4
Steer Axles - On-Highway	836	493	276	185	4	5

BRAKE FORECAST

<u>CUSTOMER & APPLICATION</u>	<u>FEB</u>	<u>MAR</u>	<u>APR</u>	<u>MAY</u>	<u>JUN</u>	<u>JUL</u>
FORD TOTAL	7,052	7,192	7,951	7,919	7,727	7,004
REAR CAST	36	26	64	34	36	22
REAR L.W.	4,388	4,324	4,888	4,888	4,646	4,119
FRONT 15"	2,628	2,842	2,997	2,997	3,045	2,863
FREIGHTLINER TOTAL	3,562	4,254	3,706	3,579	3,705	4,102
REAR L.W.	2,902	3,362	2,962	2,820	2,946	3,241
FRONT 15"	660	892	744	759	759	861
G.M.C. TOTAL	210	216	338	320	320	350
REAR L.W.	210	216	338	320	320	350
FRONT 15"	0	0	0	0	0	0
I.H.C. TOTAL	7,472	6,538	6,336	6,921	7,805	2,674
REAR CAST	102	130	136	130	130	146
REAR L.W.	3,838	2,976	3,448	3,830	4,378	1,530
REAR 18"	16	12	16	16	12	4
FRONT 16½"	942	570	594	565	565	142
FRONT 15"	2,574	1,850	2,142	2,380	2,720	952
KENWORTH TOTAL	688	786	906	1,184	1,232	1,352
REAR L.W.	668	696	712	996	996	1,092
FRONT 16½"	0	0	0	0	0	0
FRONT 15"	20	90	194	188	236	260
MACK TOTAL	3,206	2,704	2,330	2,398	2,354	2,032
REAR CAST	386	320	936	332	332	282
REAR 18"	860	530	456	456	412	382
FRONT 15"	1,966	1,854	1,938	1,610	1,610	1,368
PETERBILT TOTAL	3,092	4,500	4,772	4,802	4,806	5,250
REAR L.W.	2,860	3,658	3,944	3,876	3,876	4,270
FRONT 15"	232	842	828	926	930	980

CUSTOMER & APPLICATION	FEB	MAR	APR	MAY	JUN	JUL
VOLVO WHITE TOTAL	348	278	278	264	216	224
REAR CAST	24	38	48	48	36	24
REAR L.W.	282	160	150	138	102	136
FRONT 16 $\frac{1}{2}$ "	32	50	50	48	48	40
FRONT 15"	10	30	30	30	30	24
WESTERN STAR TOTAL	607	606	606	579	675	743
REAR CAST	497	174	0	0	0	0
REAR L.W.	44	200	574	547	638	702
FRONT 16 $\frac{1}{2}$ "	32	14	14	14	16	18
FRONT 15"	134	18	18	18	21	23
MISCELLANEOUS DOMESTIC TOTAL	500	395	309	294	302	170
REAR CAST	182	112	128	112	124	86
REAR L.W.	110	68	54	54	38	24
REAR 18"	0	1	1	0	0	0
DISC	0	0	0	0	0	0
FRONT 16 $\frac{1}{2}$ "	4	2	2	4	4	0
FRONT 15"	204	212	124	124	136	60
INTER COMPANY						
AXLE DIVISION TOTAL	482	620	464	440	440	224
REAR CAST	482	610	460	430	428	200
REAR L.W.	0	8	4	4	6	0
REAR 18"	0	2	0	6	6	0
EATON AUSTRALIA TOTAL	36	0	36	0	36	0
REAR CAST	12	0	12	0	12	0
FRONT 16 $\frac{1}{2}$ "	24	0	24	0	24	0
EATON ENGLAND TOTAL	440	363	420	360	410	380
REAR CAST	259	203	240	200	230	220
FRONT 16 $\frac{1}{2}$ "	181	160	180	160	180	160

CUSTOMER & APPLICATION	FEB	MAR	APR	MAY	JUN	JUL
EATON GERMANY TOTAL	20	0	0	20	0	0
REAR CAST	20	0	0	20	0	0
EXPORT						
EJEVEN TOTAL	0	110	0	0	150	0
REAR CAST	0	110	0	0	150	0
OTHER EXPORT TOTAL	0	0	0	0	0	0
REAR CAST	0	0	0	0	0	0
FRONT 16½"	0	0	0	0	0	0
MILITARY						
AM GENERAL TOTAL	0	0	0	0	0	0
REAR L.W.	0	0	0	0	0	0
FRONT 16½"	0	0	0	0	0	0
OSHKOSH TOTAL	1,471	1,257	903	1,404	981	440
REAR CAST	30	11	11	9	7	6
REAR L.W.	752	508	408	697	420	210
FRONT 16½" L.W.	689	743	484	698	554	224
FRONT 15"	0	0	0	0	0	0
TOTAL						
REAR CAST	2,030	1,729	1,435	1,315	1,485	886
REAR L.W.	16,054	16,376	17,482	18,170	18,366	15,678
FRONT L.W.	689	743	484	698	554	224
REAR 18"	876	544	472	478	430	386
DISC	0	0	0	0	0	0
FRONT 16½"	1,215	796	864	791	837	360
FRONT 15"	8,422	8,630	9,015	9,032	9,487	7,391
TOTAL ALL	29,286	28,818	29,952	30,484	31,159	24,925
DAILY AVERAGE	1,464	1,372	1,416	1,451	1,557	2,078
PROFIT PLAN	31,443	33,396	30,846	33,488	30,403	27,225

MARKETING FORECAST

STEER AXLE - ON-HIGHWAY

CUSTOMER	FEB	MAR	APR	MAY	JUN	JUL
Freightliner	283	299	339	361	361	418
Gradall	12	11	12	15	10	10
Kenworth	338	370	425	438	438	527
Peterbilt	360	492	545	536	536	590
Western Star	25	42	42	40	47	52
Miscellaneous	14	4	4	10	4	5
Total	1,032	1,218	1,367	1,400	1,396	1,602

Supreme Court of New Jersey
 Kolasinski v. Acme Liquidating Corp. et al
 Erie Cty. Index No. 12008-405 06/18/10

MARKETING FORECAST
STEER AXLE - OFF-HIGHWAY

CUSTOMER	FEB	MAR	APR	MAY	JUN	JUL
American Hoist	-	2	-	2	2	2
Ag-Chem	26	25	-	-	-	-
Cooper	-	-	-	-	-	-
Crane Carrier	-	2	10	2	-	2
Dresser	-	-	-	-	-	-
F.M.C.	-	-	13	8	12	10
Harnischfeger	2	-	-	2	-	2
Hendrickson	-	-	-	-	-	-
Hopper	-	-	-	4	-	-
Ingersoll	13	17	16	14	14	14
Koehring	-	-	-	-	-	-
Wilson	-	-	-	-	-	-
Export	-	-	-	-	-	-
Miscellaneous	41	44	10	19	20	12
Total	82	95	53	47	50	44

MARKETING FORECAST
TRAILER AXLE

CUSTOMER	FEB	MAR	APR	MAY	JUN	JUL
Barbell	24	24	24	24	24	24
Budd	-	-	-	-	-	-
Dorsey	-	-	-	-	-	-
Global Parts	30	150	30	30	150	30
Great Dane	160	100	100	100	100	100
Heil	-	-	-	-	-	-
Kentucky	200	200	200	200	200	200
Matlock	76	84	84	84	84	84
Monon	-	100	100	100	100	100
Motor Rim	-	-	-	-	120	-
Pines	-	-	-	-	-	-
Stainless	-	40	-	40	-	-
Stoughton	120	240	240	240	120	240
Strick	424	540	600	600	600	600
Thayco	84	120	120	120	120	120
Trailmobile	812	1,002	960	960	1,020	960
Transcraft	-	-	-	-	-	-
Trinity	200	400	400	400	500	600
Wilson	360	120	240	240	-	240
Miscellaneous	226	148	124	136	200	162
Total	2,756	3,340	3,102	3,274	3,338	3,460

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