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G.L. Cotter
December 5, 1986

Kentucky Trailer - Louisville, KY

Kentucky received orders from Frito-Lay and North American Van Lines for trailers requiring 767 axles. The bulk of these trailers will be built starting in January, 1987.

Utility Trailer - City of Industry, CA

Utility strongly objects to our conclusions in the brake balance analysis tests dated 8-5-86/8-7-86, at All-State Leasing. The report indicates that the problem of tire flat spotting is a result of the Sealco valve on the Utility trailers.

Crown Coach - Chino, CA

Crown Coach requested we offer a proposal on all the front steer and drive axles they currently purchase from Rockwell. We obtained the necessary data and this will be used to offer our proposal. However, before additional work requested from Engineering, we are requesting the Credit Department to obtain a financial report on Crown Coach.

Fabco - Oakland, CA

The concern at this company is who will purchase them. Although Fabco's business continues to be good, most of the conversation is regarding their future.

Stoughton Trailer - Stoughton, WI

We obtained the order for the trailer axles to be used on the 977 tandem Post office trailers. The bulk of this order will start in January, 1987. This order should re-establish Eaton as a major trailer axle supplier at Stoughton.

GOVERNMENT PRODUCTS

No report submitted.

PRODUCT MANAGEMENT

DS/D1/DP402(P) Tandem Phase In

Coordination of this product phase-in with our major customers continues on-schedule per the timing indicated in the monthly report on product phase-in and phase-out.

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