EATON ON HIGHWAY STEER AXLE PENETRATION

The year-to-date share position compared to Y-T-D 1985 reveals that we have improved shore 200% at "Other" O.E.M., 28.9% at Kenworth, and 1.2% at Peterbilt. At Navistar, the figure is very high, as we just began shipments in the middle of last year.

The same comparison reveals losses in share of 64.7% at Western Star, and 5.2% at Freightliner.

Overall, we show a 31.2% improvement in the nine month 1986 vs 1985 figures.

	Y-T-D 8 MONTHS 1986	Y-T-D 9 MONTHS 1986	Y-T-D 9 MONTHS 1985	Y.E. 1985	P.P. 1986
Freightliner	18.4%	18.4%	19.4%	18.7%	15.0%
Kenworth	33.3%	35.2%	27.3%	31.8%	29.0%
NIC	5.0%	5.0%	0.1%	0.8%	3.0%
Peterbilt	40.5%	41.3%	40.8%	43.1%	44.0%
Western Star	5.6%	4.9%	13.9%	12.8%	15.0%
Other	0.3%	0.3%	0.1%	0.1%	0.0%
CLASS 8	10.9%	10.5%	8.0%	8.8%	9.6%
86 vs 85		31.2%			
YTD 86 vs PP		9.4%			

OEM ACTIVITY

GENERAL MOTORS

General

GM's order board is showing some strength as the large medium duty orders placed by Ryder, Hertz-Penske and UPS are loaded. Heavy duty activity is also steady and most of the large fleet business that has historically been GM's is still in-house. The most recent example is a 1000+ unit order from Yellow Freight.

Air Brakes

Purchasing has requested quotes for air brake volumes related to the GMT530 program from Eaton and Rockwell. Eaton's position is favorable since brakes are a critical part of the program to provide "dressed" drive axles to the assembly plant. Rockwell has a strong constituency, but the decision to bring axles from an Eaton shop may have a major influence on the brake sourcing decision.

Acceturo v. Abex Corp., et al., Superior Ct., Law Division, Middlesex Cty., New Jersey, Docket No. MID-L-6601-99-AS; 03/07/06