

Eaton Corporation

Inter-Office Correspondence

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Date August 30, 1983
To T. O'Boyle
Division & Plant Axle and Brake, Galesburg
From J. Schweinfurth
Division & Plant Axle and Brake, Henderson
Copy to N. Valentine
Subject MONTHLY SALES REPORT-AUGUST

EATON

Ford Motor Company

Total shipments to Ford during the month were 2162 units, which included 184 model 15201, and 506 model 16244.

	<u>HEAVIES</u>	<u>LIGHTS</u>
EATON SHIPPED	1472	690

The order board at Ford is 13136. Material shortages in various models are hampering our ability to deliver as required. Received a fleet order of 125 units for Roadway with another 216 units to follow at a later date. No change in line rates at Ford is contemplated at this time.

General Motors Corporation

Shipments to GMC during the month were 1575 units (1066 axles, 509 heads). The order board at GMC is 11804. This is quite heavy compared to last year. Callouts for weekly scheduling have been heavy but consistent. Material shortages will hamper our meeting GMC requirements starting the first week of September. The fleet order for Anchor is the only reported fleet at this time. Both plants were shut down the week of August 29, 1983, for inventory.

International Harvester

Total shipments to IHC Springfield during the month were 2073 units, and IHC Canada 47 units. Material shortages in various models are hampering our deliveries to IHC Springfield. Due to various vendor problems, Springfield has been recoding orders to Eaton and moving units "up" in their line set in order to continue running the plant.

Various material problems and vendor problems is forcing IHC Canada to shut down the week of September 12, 1983.