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Marketing and Sales

We have agreed to participate in Peterbilt's 357 Spring Construction Special that begins immediately.

We have approached Peterbilt's marketing about our extended service brake in the same manner as Kenworth. The bottom line was, extended service at competitive prices can be sold. An exclusive would be nice, but Peterbilt could also include Kenworth with no problems.

MACK TRUCK

A study is being done by Mack Engineering for a presentation to Mack Purchasing on suggestions regarding weight and cost reduction on axles and brakes. It had previously been pointed out to Mack Engineering that weight and cost reductions could be obtained by Mack by using the Eaton L.W. 16.5 X 7 brake but only if Mack redesigns their axle housing to accept a 1.75" brake offset.

Mack plans to change the flange offset to the "R" series wheel end on their 30K/40K bogies and will then be able to use 1.75" brake offsets.

Mack Engineering researched brake costs from Danu on both Eaton and Rockwell and found the potential savings in the Eaton L.W. brake from costs already in their system.

Mack could change axle arrangements to call out Eaton or press Rockwell for lower prices on the particular brake assemblies.

VOLVO WHITE

Autocar

Autocar Engineering has decided (with Greensboro approval) that they will not release the new Eaton H.D. tandems on the Autocar vehicles. Decision was made due to Autocar being phased out of production at year end 1986. The new tandems will be released on the new vehicle scheduled to replace the Autocar.

All orders for current Eaton axles and brakes will be honored on a T.S.D. basis until the Autocar is out of production.

New River Valley

Volvo Engineering at NRV has decided to release the EFA12F4 steer axle on their chart drawings where applicable. This means that the 12F4 will be shown under six (6) VNTC part numbers.

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