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Also, Strick advised of a pending order from American Freight for two hundred (200) single axle trailers and one-hundred (100) dollies. Strick is bidding on the pending order for chassis at U.S. Lines. Currently U.S. Lines specification calls for Rockwell TN4670 or Dana D22 trailer axles.

C. VAN - Co.

Van - Co. is currently producing ten trailers per day. Their standard trailer axle is Rockwell. Eaton prices on HJ-501-L-162V (71.5" track) and HJ-501-L-160V (77.5") were reviewed with Van Company's purchasing. However, we were advised that with just a competitive price they had no incentive to change.

D. THEURER

Our quoted price for the six-thousand chassis axles for Evergreen was second best. They are still not willing to reveal the source for these axles other than that they were imported.

E. BUDD TRAILER DIVISION

Budd's current build rate is twenty-eight trailers per day and they are doing all possible to increase this.

We are working on an order for three-thousand trailer axles to be used on the order Budd has for Transamerican. Considerable time was spent with Budd's purchasing, quality assurance, engineering and sales departments in an attempt to rid them of any fears of the break drum breakage problem.

VI. INDUSTRIAL ACCOUNT

A. Koehring - Bantam Division

Koehring Bantam will complete an order for thirty units using Eaton DS341 by the end of October 1983. They are then forecasting two to five units per month.

We offer the following proposals to Koehring Bantam.

1. Price proposal on Eaton model DS324-P, comparable to the DS341 they currently purchase.
2. Price proposal on Eaton 18F3 front steer axle, comparable to the Rockwell FL-931 they currently purchase.
3. Price proposal on Eaton 12F4 front steer axle, comparable to the Rockwell FF-931 they currently purchase.