

Page 12
G.L. Cotter
September 2, 1983

D. MACK TRUCKS

1. MACK TRUCK SALES ENGINEERING

- . A Smith Transfer order for 300 units has been placed with the Eaton 15 X 4 front brakes.
- . Mack shows a \$36.00 premium to specify any brake other than their standard. The standard specs do not name the brake manufacturer, only the size and type. We need TCM pull-thru effort, possibly with incentives for dealers and fleets, to obtain brake business at Mack.

2. MACK PURCHASING

Purchasing personnel have indicated that Eaton cannot expect a better data book position than Rockwell for brakes regardless of our pricing due to Mack agreeing to give Rockwell standard position. It is felt that it would be unethical and possible illegal for Mack to favor Eaton since agreeing to a standard position contract with Rockwell. It was stated that Eaton Corporation had their chance during the quoting process. Purchasing will try to have Sales Engineering show our brakes as a no-charge option. It was mentioned that the Rockwell proposal was for a three (3) year duration. Mack has hooked up to Rockwell computers for production schedules, and Rockwell is putting in local inventory of slow-moving brakes and special items.

Quotation for Mack axle housing business will be completed early September. We have learned Mack has been experiencing housing failure with the Hoyes Dana housing. Our completion prices will allow us to be a prime contender for the business.

Quotations for front axle business are coming together, however, the best opportunity may be Raba. We are attempting to have a package to Mack by late September. Rockwell and Dana quotations have already been received by Mack.

3. MACK TRUCK WARRANTY REVIEW

A warranty review for Axle & Brake claims was held a Mack on August 16. Axle claims consisted of:

- 22 Speedometer adaptors
- 10 axle shaft (RVI Model)
- 8 head assembly claims
- 35 oil seal claims
- 2 carrier assemblies for vibration