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- Aftermarket target price for R31 shoe assembly.
- . Notify RABA of the following by no later than December 18.
 - April and May trailer axle receipts to be less brakes
 - June trailer axle receipts to have non-asbestos lined brakes (current test results indicate Italian manufactured 3030-67 most favored material.)
 - Suggest RABA secure a quote from Abex (Freemont).
 - Eaton requests a delivered price of \$10 per shoe assembly on 58,200 manufactured by RABA without Eaton's authority.
 - Return loose R31 lining block to Carlisle per the following schedule:

45,000	January
45,000	April
45,000	July
47,328	October
 - A tentative shipping schedule on the 58,200 shoe assemblies will be forwarded immediately if our requested price is met. This shipping schedule must coordinate with the accumulation of shoe inventory in Gallatin and Service Parts projected sales volumes.
- . At the time Eaton Engineering approves Italian manufactured 3030-67 RABA should be notified immediately so that releases can be issued to Freemont.

An aggressive marketing program is absolutely necessary as the demand for asbestos lined shoe assemblies is rapidly diminishing. Current information indicates that 60%-70% of the aftermarket requirements are for non-asbestos.

I recommend that the coordinator of this program publish a detailed monthly update as implementation and completion of the above action items is essential.

It must be realized that the success of the above program will be determined by the market place and its demand for non-asbestos.

TB/

cc: G. Cotter, D. Bryant, L. Dye, W. Hoenes, R. Ille, P. Johnston, J. Lilly,
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