

AMERICAN BRAKEBLOK DIVISION

Brake Lining Sales to Principal Equipment Customers

<u>Customer</u>	<u>1948</u> <u>Net Sales</u>	<u>% of</u> <u>Total</u>	<u>1947</u> <u>Net Sales</u>	<u>% of</u> <u>Total</u>
1 Chrysler Corp.	\$ 922,883.38	22.42%	\$1,565,915.87	38.26%
2 Wagner Elec. Corp.	916,665.89	22.27	670,288.16	16.38
3 Chevrolet Gear & Axle	653,983.30	15.89	524,542.42	12.82
4 Ford Motor Co.	449,347.59	10.91	546,853.82	13.36
5 Timken Axle Brake Div.	296,228.79	7.20	141,750.09	3.46
6 Bendix Products Div.	156,780.32	3.81	89,158.09	2.18
7 Warner Electric Brake Mfg.	75,780.36	1.84	17,488.68	.43
8 Fawick-Airflex Co., Inc.	62,320.25	1.51	25,166.47	.61
9 Bucyrus-Erie Co.	61,256.31	1.49	37,251.27	.91
10 Gen. Mtrs. Truck & Coach	58,860.21	1.43	48,884.17	1.19
11 Mack Manufacturing Co.	56,642.79	1.38	26,204.69	.64
12 Utility Trailer Mfg. Co.	55,466.36	1.35	6,778.44	.17
13 Clark Equipment Co.	48,186.34	1.17	70,065.55	1.71
14 Amer. Chain & Cable Co.	40,455.57	.98	45,553.79	1.11
15 Eaton Mfg. Co.	39,638.16	.96	47,688.21	1.17
16 Fruehauf Trailer Co.	30,606.88	.74	21,616.17	.53
17 Kay-Brunner Steel Prod.	18,541.70	.45	29,630.80	.73
18 Shuler Axle Co.	18,129.92	.44	15,514.25	.38
19 Elec. Controller & Mfg.	17,510.18	.43	23,224.78	.57
20 Northwest Engineering Co.	17,507.37	.43	12,831.45	.31
21 Thew Shovel Co.	15,662.56	.38	8,942.48	.22
22 International Harvester	15,557.10	.38	19,163.27	.47
23 Federal Motor Truck Co.	13,839.46	.34	15,161.50	.37
24 Page & Page Co.	13,301.23	.32	18,490.66	.45
25 Autocar Company	10,558.51	.25	6,246.10	.15
Others	51,167.94	1.23	58,139.31	1.42
 Total	 \$4,116,878.47	 100.00%	 \$4,092,550.49	 100.00%