In re: All Asbestos Litigation Filed by The Simmons Firm, Circuit Court, Third Judicial District, Madison Cty., IL; 8/28/03

EATON

Internal Correspondence

Date: February 7, 1985

To: R. Young
Axle & Brake - Galesburg

Copy: T. Bruggeman - J. Clark - R. Cook - W. Hoenes - F. Kovalik
K. Miller - R. VanWormer

From: L. Spurlock - Axle & Brake-Galesburg

Subject: NON-ASBESTOS BRAKE LINING FOR TRAILER AXLES

RECEIVED
FEB - 8 1985
MARKETING

GREAT DANE:

Per conversation with John Allen, Purchasing: Great Dane, is standard on Carlisle E145A non-asbestos brake lining. Rockwell is charging Great Dane $6.00 per axle for Carlisle E145A non-asbestos brake lining. Dana is standard on Carlisle E145A and price is included in the price of axle.

BUDD TRAILER:

Per Charles Moulden, Purchasing: Currently have orders for 700 trailers specifying non-asbestos. Rockwell is charging Budd Trailer $7.70 per axle for Carlisle E145A and $8.50 per axle for ABEX 931-162 non-asbestos brake lining.

MONON TRAILER:

Approximately 20% of their axle requirements now are with non-asbestos brake lining. They would not comment on premium being charged for non-asbestos brake lining.

PRO-PAR, DIVISION
OF FRUEHAUF CORP:

Per conversation with Johann "Yo" Loridon, Sales Manager - Trailer Components: At this time Pro-Par has not standardized on non-asbestos brake lining; however, there is a strong move to do so. They currently split their lining business 50/50 between Carlisle and ABEX. Although they are considering a standard position on ABEX 931-162, they may split their business and also use Carlisle E145A. When they standardize on non-asbestos brake lining, they will fold the cost of the lining into the price of the axle and charge either the same or a premium for asbestos brake lining.

Form E30-23 (Rev. 12/83)

EAB 015573

SCF-EC-2900

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SUMMARY:

As always, price is a dominant factor in trailer components and non-asbestos brake lining is no exception. It is my opinion that we should standardize on non-asbestos brake lining on trailer axles and 3030-67 would be an acceptable lining; however, we cannot ignore Carlisle E145A because we will have to compete with the $6.00 (or less) per axle price now being charged for Carlisle E145A by Rockwell.

We estimate it will be June or July, 1985, before we deplete our inventory of asbestos brake lining trailer axles. It is recommended that we immediately stop supplying RABA with asbestos brake lining. This will insure that we begin the non-asbestos brake lining trailer axle program as fast as possible. Also, keep in mind that there is a pending order for 7,000 axles for American President Lines, specifying non-asbestos brake lining.

LAS/mb
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