

ROGER HOBBIE

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1 that speaks for itself? 2 MR. BARTELS: It does speak for itself and I 3 will move on. Let me take a break. 4 (A short recess was held.) 5 Q Mr. Hobbie, I will show you again and come over next 6 to you Hobbie Exhibit 3 which is titled TCM National Accounts 7 Monthly Report, September 1985. Is that correct? 8 A Yes. 9 Q It is written out to a J.I. Warren. Do you know who 10 J.I. Warren was? 11 A Yes. 12 Q Who was he? 13 A He was at the time division manager for Eaton truck 14 components marketing. 15 Q It's from J.J. Collins? 16 A He was the national account sales manager. 17 Q And your name appears under the subsection, TCM/NAHQ 18 staff? 19 A North American headquarters staff. 20 Q At the time of this report, what was your position 21 with Eaton, September of 1985? 22 A I was general service manager. 23 Q This is, again, you have already testified this is a 24 national accounts monthly report. One of the things discussed 25 in the report is under pending orders, it says see attached.	1 number is BAT-0400. There are designations for the account 2 name Hertz Penske? 3 A Correct. 4 Q Can you describe what is reflected on this report 5 regarding Hertz Penske. 6 A It would be a pending order for new trucks. The 7 estimate was a thousand units going to GMC, 300 going to IHC, 8 another 300 to IHC, and another 300 potential to IHC for a 9 total of 1900 trucks and basically listing the components that 10 were being specified as the engines. These are medium duty 11 trucks with the Eaton five-speed manual transmission. 12 Q You were referring to GMC? 13 A Right, to GMC. Then it had a 17,500 pound drive 14 axle; brakes, other, probably these were hydraulic brake 15 vehicles which we didn't supply those brakes for that 16 particular size vehicle. 17 Q What about the other Hertz Penske designations 18 showing the purchases from IHC? Do you know what IHC is 19 referring to? 20 A International Harvester Corporation. 21 Q Why don't you go through each one. 22 A The next one was for 300 units, engine. 23 Q It says eight class? 24 A Yes, probably a Cummings. I'm guessing at that. It 25 sounds like a Cummings designation. Eaton Fuller
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1 Is that correct? 2 A Yes, sir. 3 Q What is a pending order? 4 A It would be where the national account sales 5 representative, one of his assigned fleet accounts would have 6 basically said they were going to order X amount of trucks 7 from X manufacturer and basically the representatives would 8 report that back so it would give an alert to the Eaton 9 organization that these new orders were coming in. 10 Q Now, attached to this report appears to be a 11 computer-generated list. Is that correct? 12 A Yes. 13 Q And do you know how to read that particular 14 document? 15 A Used to. 16 Q I have a question about a particular page. 17 A Yes, fleet name is over here on the left with 18 account number which is our computerized account number. Then 19 it designated the OEMs that were under consideration or were 20 bidding on the order; the engine that was going to be 21 specified; the transmission that was going to be specified; 22 the rear axle and the brake that was going to be specified. 23 Q You are familiar with those computer printouts? 24 A Yes. 25 Q I will go to the last page. The Eaton Bates stamp	1 transmission, nine speed, direct transmission; Rockwell SQ 2 100P in a 40,000 pound tandem and it shows either Eaton or 3 Rockwell brakes. I guess they probably were not specific at 4 that time as to which brake they were going to specify. It 5 was going to be left up to the final order. 6 Q Okay. 7 A Next one, another 300 IHCs, Cummings L-10 200 8 horsepower, Eaton Fuller, nine-speed transmission, rear axle, 9 this is a single drive axle, not a tandem, and it is an 10 International RA-57 which is a 23,000 pound axle or a Rockwell 11 R-170 which is another 23,000 pound. 12 And basically on the International, it looked 13 like they were potentially specing the Eaton brake on that 14 with the RA-57 International axle and then the Rockwell brake 15 on the Rockwell drive axle. 16 Then the next group, another 300 IHCs. DT-466 17 is an International diesel engine, it is a medium duty engine. 18 CM552A is a Spicer, Dana Spicer transmission, five-speed. 19 Rear axle, G-175, that was a Dana IH axle, I believe, at that 20 time. And then brakes, probably neither Eaton or Rockwell 21 would have made the brakes for that. It probably would have 22 been hydraulic brakes. 23 Q Thank you. With respect to Hobbie Exhibit 2 we 24 previously discussed briefly, can you describe for us what is 25 being discussed in regard to that interoffice correspondence?

12 (Pages 42 to 45)