

Page 4
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EATON CLASS 5-7 PENETRATION

	<u>Y-T-D 1983</u>	<u>Y-T-D 1982</u>	<u>Y.E. 1982</u>	<u>P.P. 1983</u>
Ford	60.1%	54.1%	45.9%	49.7%
GMC	43.1	35.5	40.0	38.6
IHC	24.7	19.2	25.5	27.9
Total	41.8%	36.1%	37.0%	38.8%

D. Heavy Duty Drive Axle Penetration

First-half 1983 penetration into the Class 8 vehicle market is holding at the 29% level, as displayed below. Our position at the West Coast OEM's remains strong, while the contrary can be said of the level at Mack and IHC, who combined, presently control 41% of the heavy duty market.

EATON CLASS 8 PENETRATION

	<u>Y-T-D 1983</u>	<u>Y-T-D 1982</u>	<u>Y.E. 1982</u>	<u>P.P. 1983</u>
Ford	69.9%	76.3%	66.5%	68.0%
Freightliner	34.5	29.6	30.0	26.5
GMC	48.6	32.8	32.1	35.6
IHC	13.8	20.2	18.2	19.5
Kenworth	36.6	37.2	33.8	37.5
Mack	.4	3.3	2.0	2.5
Peterbilt	34.1	36.9	33.9	37.5
Volvo White	33.0	40.4	33.7	30.0
Western Star	46.3	22.0	33.0	20.0
Total	29.3%	29.1%	26.9%	28.0%

E. Eaton Air Brake Penetrations

Air brake penetrations remain below profit plan but ahead of 1982 year end. Ford remains a bright spot, although recorded penetration levels have been lowered to reflect an increase in the assumed percentage of Ford medium trucks with air brakes.