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G.L. Cotter -
September 2, 1983

4. Volvo White Dublin - Tommy Bird confirmed no interference problem on air suspension hardware to our square edge housing design providing Eaton can assure the housing surface will be flat between the corners. Charles also stated no new part numbers will be required.
5. Volvo White Purchasing - Rick Larson was contacted regarding a possibility of Volvo White building six vehicles with the E2300S axle on the end of the Roadway order. He has offered a special axle price of approximately \$900.00 as an incentive to White for building these six units with the new Eaton axle.

I also informed him that we will not be bidding a special price on this Roadway order for our 23421 as requested by Jon Adolfsson to R. Sinko and Gordon Mann during the recent visit. Rick Larson is interested in discussing this issue further when we visit Greensboro at the end of August.

6. A meeting has been arranged for August 31 between M. Lawrence, Volvo White purchasing and engineering personnel to discuss the Eaton L.W. Brake Presentation given earlier this year to Volvo Sweden. The meeting was to clear up certain Volvo technical and pricing questions on L.W. brakes.

IV. SERVICE PARTS

There are various indications that the aftermarket activity is picking up. The Axle Shaft Special with Ford, new orders from A M General, miscellaneous special program orders from IH and Ford, and a commitment from Freightliner to build up their parts availability on Eaton Axle Parts. Aside from the Special programs, J.I. Case has asked for delivery as soon as possible for everything on schedule through 1983, and Ford has increased their releases. There is also some rumor that Mexico is beginning to move.

A. FORD

Ford has been questioning initial pricing on new parts such as seals, gear and pinions, clutch gears, and axle shafts. However, with a little give and take, pricing is being accepted.

New packaging cost to Ford should be in place the first part of September with retro billing effective to April 1, 1983.

FPSD is still waiting for the axle price settlement before implementing new service parts pricing.