EATON CLASS 8 DRIVE AXLE PENETRATION

Our cumulative share of the class 8 market rose to 25.6% in March (calendar year), then fell continuously to 24.1% in July; but is steadily rising (is currently 24.5% for September), and will continue to do so -- to reach or exceed the Profit Plan level for the year.

Compared to the same nine month period for 1985, our share is up 89.4% at NIC, 29.5% at Kenworth, 24.0% at Volvo White, 15.0% at Peterbilt, 13.9% at Others, and 8.8% at GMC.

We post losses in share for that same nine month period of 91.7% at Mack, 42.3% at Western Star, 8.2% at Ford, and 3.2% at Freightliner.

The total nine month share comparison between 1986 and 1985 reflects share improvement of 16.7%.

	Y-T-D 8 MONTHS 1986	Y-T-D 9 MONTHS 1986	Y-T-D 9 MONTHS 1985	Y.E. 1985	P.P. 1986
Ford	32.1%	30.2%	32.9%	31.0%	29.5%
Freightliner	37.3%	36.8%	38.0%	37.0%	35.9%
GMC	22.3%	22.3%	20.5%	18.9%	33.3%
NIC	16.2%	16.1%	8.5%	9.0%	13.6%
Kenworth	44.0%	45.6%	35.2%	36.0%	38.6%
Mack	0.1%	0.1%	1.2%	1.0%	1.6%
Peterbilt	45.7%	46.8%	40.7%	40.7%	42.0%
Volvo White	20.2%	22.2%	17.9%	20.6%	27.3%
Western Star	26.1%	29.1%	50.4%	48.9%	34.6%
Others	12.8%	13.9%	12.2%	18.1%	14.9%
Total	24.5%	24.5%	21.0%	21.0%	24.8%
86 vs 85		16.7%			
YTD 86 vs PP		-1.2%			

EATON STEER BRAKE PENETRATION

The year-to-date share position compared to Y-T-D 1985 reveals that we have improved 221.1% at Kenworth, 110.2% at Volvo White, and 84.1% at Peterbilt.

We are down 84.1% at Ford, 39.6% at Mack, 25.4% at Freightliner, 16.4% at NIC, and 13.5% at Western Star -- for a total loss of 21.4%.

Accuturo v. Abex Corp., et al., Superior Ct., Law Division, Middlesex Cty., New Jersey, Docket No. MID-L-6601-99-AS; 03/07/06

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