

RESEARCH ORDER

(To be filled in by Division) HD-62 - 8/66

Sheet 2 of 2

FINANCIAL:

IS PROGRAM AIMED AT NEW SALES VOLUME?

Yes

☒

No

☐

IF SO, WHAT IS SIZE OF MARKET AND OUR SHARE?

\$ 157920 to \$ same (100%)
253200IS PROGRAM AIMED AT NECESSARY REPLACEMENT OF EXISTING
SALES VOLUME?

Yes

☐

No

☒

IF SO, WHAT IS SIZE OF AFFECTED VOLUME?

\$ _____

IS THIS A COST REDUCTION PROGRAM?

Yes

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No

☒

IF SO, GIVE DETAILS BELOW:

Oshkosh is searching for a non-asbestos material for the Air Force Refueler.Presently using MM8C5. Unit is equipped with Tandem 26K Rockwell axles. The
initial requirement is for 2000 vehicles, possibility of extending to 5000
vehicles. This can be a permanent release for worldwide application, plus
replacement.Blocks for 3000 vehicles = \$157,920; for 5000 vehicles = \$253,200Estimated cost of 1st test - \$1908.00Estimated cost of 2nd test - \$1696.00Estimated cost of 3rd test - \$1696.00LIST ANY COST LIMITATIONS NECESSARY TO PROVIDE ADEQUATE MARGIN. IF PROJECT COST IS IN EXCESS OF
\$100,000, ESTIMATE ANNUAL PROFIT TO BE REALIZED:Note: See the attached E.O. 15634 and telex, redirecting shipment to
T. La Russo - Mahwah, for lining to shoe installation and testing.cc: CAMartin MWHurst TFMerkelJJBrown JPKowlek GKManghiPEBaert DLSwadley WHFrancisRENelson ARHummel TLa RussoSigned: R. E. NelsonDate: 12-22-86

Requested by:

C. A. Martin 12/22/86

Date sent to Research Center:

Division Approval:

P. P. M. 1/6/86

Research Approval:

J. J. M. 11/16/87(Copy to: T. J. La Russo)
Julius Contact: R. L. Boyd

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