

TECHNICAL REPORT ON MILITEC-1 IN ALLISON TRANSMISSIONS

Subject: RE: New files

Date: Wed, 26 Feb 1997 10:38:43 -0300

From: Distribuidora MILITEC <peter_militec@softone.com.br>

To: Alan Roth <alanroth@apdinc.com>

Dear Alan:

I want to thank you especially for the inclusion of our letters in your promotional material and for the credits. This is nice! May they illuminate many unbelievers' minds!

Now to Allison.

My friend Silvio Gryboski of Nossa Senhora do Carmo bus company informs me that he has not yet opened any of the automatic transmissions in use since he first applied MILITEC-1 in December '94. This is because he has not experienced any problems whatsoever and this made him feel confident enough to postpone the usual 150,000 km preventive maintenance revision (which includes the opening of the transmission), to be done at 250,000 km. Some of the transmissions are actually running at 220,000 km without problems. They are using PETROBRAS DEXON II OH 49 TDX AUTOMATIC TRANSMISSION FLUID, don't experience any slippages of the gears, and temperatures and oil pressure are normal, which translates into lesser wear. Silvio also told me that jumpy gear shifting is a thing of the past, since he uses MILITEC-1.

The mechanical gearbox preventive maintenance has been extended to 150,000 km instead of the usual 100,000 km "BM" (Before MILITEC-1). This means extended oil life and labor/parts savings. The parts of already opened transmissions were unusually clean (no deposits), showed a considerable reduction of wear and they could be closed with none or very few replacement parts. This is in other ways confirmed by continuous smooth gear shifting operations, even at 180,000 km without changing any vital original parts. ALLISON should have a deeper look into these new parameters obtained for their equipment and perhaps change their actual passive policy (Carmo is open for verifications) and recommend openly the use of MILITEC-1, maybe even reselling the product. This could be a wise move over competition, permitting their warranty to be extended and at the same time spending less money with fewer complaints and parts replacements, during this period of time.

The local ALLISON representative (as well as MERCEDES and VOLVO) knows about Carmo using MILITEC-1, but they play the "hiding" game. Carmo doesn't confirm and ALLISON tolerates passively, holding up their warranty terms for them.

These results, even though not scientifically proven with accurate data and charts, give you an overall idea of a happy and satisfied customer, specially knowing quite well about all the common transmission problems they have experienced "BM" and the other none MILITEC-1 users bus companies are still and constantly confronting. Carmo spends less with preventive maintenance and parts than anybody else in the Curitiba transport system. This is proven by specific operation cost charts which all companies submit every month to the municipal transport agency (URBS), which collects the fares and pays the companies according to the usage of their vehicles.

You can be absolutely sure that MILITEC-1 makes the big difference in Gearbox applications.

My best regards,

Peter.