

The TEREX Titan is the world's largest dump truck. The 350 ton Titan is produced by TEREX Division.

"We've sold a lot of locomotives overseas, in the developing countries," Smith said. "The overseas potential is immense. We are, at present, negotiating with China, which is the largest future market for diesel locomotives in the world."

"The Chinese would like to get American technology," Smith said. "They seem to value American technology highly—not just design, but manufacturing and management technology."

Electro-Motive's largest locomotive market is in the United States, where GM dominates sales. More than 34,000 GM locomotives have been delivered to U.S. railroads.

The TEREX Division produces TEREX crawler tractors, scrapers, front-end loaders, and off-highway rear dump and bottom dump haulers. TEREX is most widely known for the production of the world's largest dump truck, the TEREX Titan.

The 350-ton Titan is powered by a 3,300 horsepower locomotive engine. It was developed for mining use.

Smith said he sees future business for earthmoving equipment internationally. "Asia and Brazil have a need for earthmoving equipment," Smith

said, "but they demand higher national involvement in manufacturing, so we must move our plants there in many cases."

Diesel Division of Canada manufactures diesel locomotives, diesel engines, power generating plants, buses, and TEREX products. The division also produces components for the Canadian military.

Diesel Equipment Division manufactures fuel injectors, valve lifters, jet fuel nozzles, cold formed precision parts, engine valves, and emission control devices.

Transportation Systems Division is a small division with no manufacturing facilities at present. It was organized in 1974 to explore GM involvement in the development of mass transit systems.

"At present, our Transportation Systems Division has become more of a consulting engineering service to the transit systems in the U.S.," Smith said, "we are currently doing planning and engineering work for Detroit's Downtown People Mover project." The People Mover is part of a federally-sponsored program to improve traffic flow in central business districts by using automated

guideways.

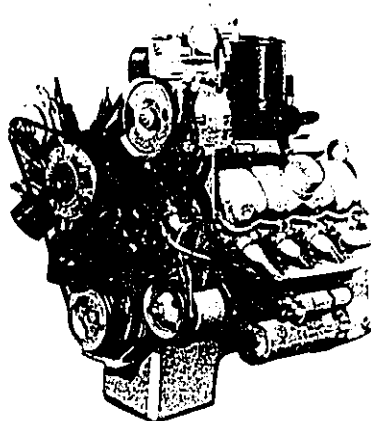
Power Products Group is looking toward further international expansion in the future. Detroit Diesel Allison Division alone expects its international sales to account for over 30 percent of its business within five years.

The diesel divisions face tough government emissions regulations. "We have significant engineering problems with emissions for heavy-duty trucks," Smith said. "Our engineers have a real challenge ahead meeting the tentative 1982 standards."

"There is also an urgent requirement for fuel economy in our engines," Smith added. "It's a big factor in which engine a customer selects."

Power Products Group expects to be a strong factor in GM sales in 1979. Last year, combined worldwide sales set a record against strong competition.

GM's Power Products Group is an example of the broad involvement the auto industry has in manufacturing products other than cars. ■



Detroit Diesel Allison Division's new 8.2 litre medium-duty diesel. The engine is available in 165 and 205 horsepower models for use in medium trucks.