

# Auto supplier predicts record year

A record \$1 billion sales year for 1979 has been forecast for the Borg-Warner Transportation Equipment Group in Troy, despite the recent downturn in domestic auto sales, said F.E. Pilling, the group's president.

It represents the fourth consecutive year of record growth for the group. Pilling made the forecast at a meeting of security analysts in Chicago this week.

Pilling said the ability to redesign components for fuel conserving has been a factor for projected record sales and earnings in 1979. This is the first time that yearly sales for a Borg-Warner operating group will top the \$1 billion mark, he said, noting that it wasn't until 1969 that total sales for the entire corporation hit that figure.

PILLING SAID much of his group's performance this year could be traced to a cost-cutting program. Improvement in overseas operations and new products. These include fuel-efficient components for the car market and components for truck and off-highway markets.

These products include a fan drive for over-the-road vehicles and heavy duty trucks, lock-up torque converters, and a parttime four-wheel-drive transfer case for light trucks.

Adding that a "broadening of product mix" has also minimized the impact of slower new car sales, Pilling said less than 20 percent of his group's sales are related to the domestic new car market. Sales to new car markets overseas

represent about an additional 25 percent of total group sales, he said.

PILLING, HOWEVER, noted a variety of projects that he believed would lead to the transportation equipment group's future growth in the automobile market.

• Electronically controlled transmissions, planned for introduction in the mid '80s.

• New automatic locking hubs designed for use with new light-weight high-efficiency, parttime transfer cases.

• The strength of the aftermarket components operation with worldwide distribution network. That network handles more than 20,000 parts for

nearly 3,000 accounts in 70 countries.

• A joint venture in Europe to produce and market a continuously variable transmission (CVT), which could save an estimated 15 percent of fuel consumed by conventional automatics.

The Transportation Equipment Group, with 30 operating units in 44 worldwide locations, is the largest single entity of Borg-Warner and accounted for 37 percent of the corporation's total sales and earnings in 1978.

Headquartered in Troy, the group produces key components for passenger cars, light and heavy duty trucks, off-highway and construction vehicles, agricultural equipment, recreational vehicles and marine equipment.

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## Wilson joins air board

Bruce O. Wilson, Franklin resident with a law office in Bloomfield Hills, has been appointed to the Michigan Aeronautics Commission by Gov. William Milliken.

His term will expire May 27, 1983. The appointment requires senate confirmation. Wilson succeeds Brian Gordon of Grand Rapids.

Wilson received his doctor of jurisprudence degree from the University of Michigan law school in 1960. His professional associations include the Michigan, American and Oakland Bar associations; President's Club of the U-M; Lawyer-Pilots Bar Association; Detroit Athletic Club; Aircraft Owners and Pilots Association.



CHARLES R. SHAFER

## Shafer moves up on HCMA board

Charles R. Shafer, an Oakland County member, has been elected vice chairman of the board of the Huron-Clinton Metropolitan (Park) Authority for 1979-80.

Shafer has served on the HCMA's seven-member board since 1976. He is president of Michigan National Bank-Oakland in Southfield and Waterford Township.

HCMA operates Stony Creek Metropark north-

east of Rochester, Marshbank Metropark near Pontiac and Kensington Metropark near Milford, along with seven other parks in Oakland, Wayne, Macomb, Livingston and Washtenaw counties.

Other HCMA officers are Thomas S. Welsh, chairman, Macomb County; and Jeanette S. Weiss, treasurer, an at-large appointee of the governor.

Welsh succeeds Clifton W. Heller of Livingston County, who had been chairman since December of 1976. Terms are for one year.

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