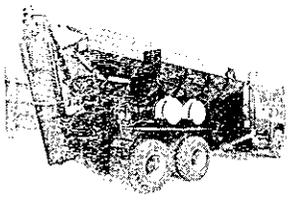


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B 502



2431 RT. 286 WEST
INDIANA, PA 15701
800-245-6899
Except in Pennsylvania
412-349-6300
FAX 412-349-5987

ELKIN MANUFACTURING INC.

01-22-N11B-5556
May 4, 1994



Ms. Peggy Proctor
Office of Veh. Safety Stds. NEF - 01 RM 5321
Natl. Highway Traffic Safety Administration
400 Seventh Street SW
Washington, DC 20590

3P

Dear Ms. Proctor;

ORIGINAL

In order to comply with 49 CFR Part 571.115, Part 565, the following is a detailed description of the VIN scheme that will be used by Elkin Manufacturing, Inc.

Position	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17
Sample #	<u>1</u>	<u>E</u>	<u>9</u>	<u>C</u>	<u>A</u>	<u>1</u>	<u>1</u>	<u>2</u>	<u>9</u>	<u>R</u>	<u>M</u>	<u>1</u>	<u>2</u>	<u>4</u>	<u>0</u>	<u>0</u>	<u>1</u>

Positions 1,2,3 assigned by SAE always will be : 1 E 9

Position 4 referencing type of trailer will be either

- C for Concrete Cart
- M for Mixer Trailer
- U for Utility Trailer

Position 5 referencing body type or in our case capacity in cubic yards. "A" will represent a 1 cubic yard material capacity, "B" would represent a 2 cubic yard capacity, "C" would represent a 3 cubic yard capacity etc.

Position 6 & 7 references the length of the cart or trailer in feet.

Position 8 References number of axles. Our carts or trailers will have 1, 2, or 3 axles.

Position 9 Check Digit In this example the sum of values once converted is 295 divided by 11 = 26.82 equaling a check digit number 9

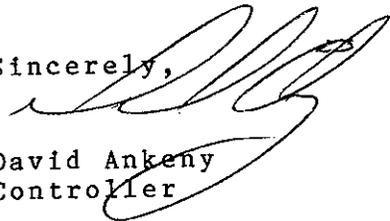
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Proctor
May 4, 1994

- Position 10 Representing model year. In this case, 1994
- Position 11 Referencing Plant or location. Ours is a one or "Main" plant operation located in Indiana, Pa, USA. We have elected to use the letter M for "Main" as the identifier.
- Positions 12, 13, & 14 Assigned by SAE always will be 1 2 4
- Positions 15, 16, & 17 Production sequence numbers. We will always be assigning consecutive series numbers ie 001, 002, 003 etc. in each new production year.

If you have any questions please give me a call. Thank you for all of your help.

Sincerely,


David Ankeny
Controller

2

WORKSHEET: CHECK DIGIT CALCULATION

ELKIN MANUFACTURING, INC.

CHARACTER POSITION	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17
ACTUAL V.I.N.	1	E	9	C	A	1	1	2		R	M	3	2	4	0	0	1
CONVERTED VALUES	1	5	9	3	1	1	1	2		9	4	1	2	4	0	0	1
MULTIPLIER	8	7	6	5	4	3	2	10	10	9	8	7	6	5	4	3	2
PRODUCT (VALUES X MULTIPLIER)	8	35	54	15	4	3	2	20		81	32	7	12	20	0	0	2
																	295

SUM
OF
PRODUCTS

CONVERSION TABLE LETTERS TO NUMBERS

CHECK DIGIT COMPUTATION

CHECK DIGIT

A = 1	N = 5
B = 2	P = 7
C = 3	R = 9
D = 4	S = 2
E = 5	T = 3
F = 6	U = 4
G = 7	V = 5
H = 8	W = 6
J = 1	X = 7
K = 2	Y = 8
L = 3	Z = 9
M = 4	

SUM OF PRODUCTS (FROM ABOVE)	DIVIDED BY	EQUALS	
		WHOLE NUMBER	+ DECIMAL
295	11	26	.82
EXAMPLE			
247	11	22	.4545

BECAUSE THE DECIMAL IS .45, YOU SHOULD CHOOSE THE CHECK DIGIT AS 5, AS SHOWN IN THE CHECK DIGIT TABLE.

IF THE DECIMAL IS	THE CHECK DIGIT IS
.09	1
.18	2
.27	3
.36	4
.45	5
.54	6
.63	7
.72	8
.81	9
.90	X
.00	0

CHECK DIGIT (9)

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W