



## **Trucks and Tractor Manufacturers and The ETO Institute**

### *Trucks and Tractor Manufacturers and The ETO Institute*

([PRWEB](#)) July 23, 2004 -- Many Trucks and Tractor manufacturing companies design and build unique products to customers' specifications. These Trucks and Tractor companies must estimate and submit a quotation to win business. They also buy the majority of material specifically for a customer's project. Actual costing more important for Trucks and Tractor manufacturers than standard costing

These are just some of the definitions of Trucks and Tractor ETO (Engineer-to-Order) Manufacturers.

The newly formed ETO Institute ([www.etoinstitute.org](http://www.etoinstitute.org)) is an independent organization comprising leading manufacturers, consultants, service providers, and academics dedicated to helping North American engineer-to-order (ETO) manufacturers compete more effectively in an increasingly competitive global environment.

The term engineer-to-order (ETO) denotes a style of manufacturing rather than a specific industry segment. Other synonymous terms are "project-based" or "custom" manufacturers. While there are many trade organizations focused on specific industries, ETO manufacturers are defined by the characteristics of business processes rather than by a single industry group. The ETO Institute's goal is to help companies with similar business issues, regardless of their industry.

The institute also recognizes the importance of Trucks and Tractor ETO Manufacturers.

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**Online Web 2.0 Version**

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