



Truck Trailer Manufacturers and The ETO Institute

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([PRWEB](#)) July 4, 2004 -- Many Truck Trailer manufacturing companies design and build unique products to customers' specifications. These Truck Trailer 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 Truck Trailer manufacturers than standard costing

These are just some of the definitions of Truck Trailer ETO (Engineer-to-Order) Manufacturers.

The newly ETO Institute (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 Truck Trailer ETO Manufacturers.

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