

SALES REPRESENTATIVE'S REPORT
FRICTION PRODUCTS GROUP

HUL
RESPONSE REQUESTED ☐

Typed 5/22/81

TYPE OF CALL

Received 5/20/81

DATE

5/18, 5/19/81

CUSTOMER DELCO-MORaine DIVISION	REPRESENTATIVE L. E. B.	REPORT No. 8703
ADDRESS 1420 Wisconsin Boulevard	CITY Dayton, OH	STATE/ZIP 45401
		PHONE 513/227-6360

OFFICIALS INTERVIEWED

D. Baxter - Material Control	C. Wuellner - Staff Engineer
R. Strine - Manager of Production Parts Assemblies	S. Barnhart - Project Engineer
E. Case - Director Purchasing	T. Orban - Senior Project Engineer
M. Schardt - Buyer	R. Shellhouse - Senior Project Engineer

COMMENTS

G. Smith - Material Control	G. Brown - Senior Design Engineer
G. Baynes - Director of Engineering	T. Hoffman - Senior Project Engineer
W. Oakley - Assistant Chief Engineer	D. Emrick - Senior Project Engineer

Our non-asbestos drum brake quotations are of extreme interest, not only from a per piece price standpoint, but also a tooling standpoint to Mr. Schardt. Purchasing is pushing Engineering for some dual sourcing if at all possible. Our latest quotations on 931-222 formulation look extremely good.

He is forwarding to us request for quotations on assembling drilled pucks to shoes for service parts. Delco would supply us with the friction material, we would obtain the shoes, etc., from our present sources.

Provided him with our pricing of the Delco-Moraine heavy disc brake parts as we quoted Dayton Walther. These were per our Dayton Walther quotation of May 13th.

I provided Purchasing with a copy of our latest accounts receivable balance and requested that they get the 120 day plus column in order. Mr. Schardt will once again attempt to establish what the problems are with their Accounts Receivable Department since he has previously cleared all of the items for payment.

All is in order in the Material Control Department. We are apparently up to date on our Cadillac parts for production and all is moving along smoothly.

They did request confirmation on Part 18007425 where 2,000 were released. We shipped 1,522 and they questioned whether we were in the process of manufacturing the 478 we still owe. These were overseas parts. They do not need additional ones for overseas as requirements can be handled out of present inventories.

Brought Purchasing up to date on our non-asbestos lining programs.

As reported previously, Inland continues to have many manufacturing problems with material shipped for the 1981 'X' car. This is a 200 x 45 size. The problems are so severe that Delco-Moraine is seeking additional sourcing. They have gone out and purchased replacement/aftermarket

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