FILE NAME: Fruehauf (FRU)

DATE: 1983 Feb 15

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Abex

An IC Industries Company

Memorandum

Date: February 15, 1983

Subject: Fruehauf Visit

From: L. E. Bretz

To: L. H. Boyd

On Wednesday, February 23, 1983, I will be bringing to the plant Mr. H. O. (Hap) Binder (pronounced Bender) of Fruehauf Corporation. Hap is the Manager Aftermarket and Accessories Purchasing and has been responsible for all brake lining purchases for both original equipment and replacement.

The purpose of his visit is to familiarize himself with a brake lining plant and specifically the Abex operation. We supply them 50% of their production requirements and for the first time in history, during the last quarter of 1982, over 50% ($259,000) of their aftermarket requirements.

We would like a tour of the plant concentrating on the block area. He also buys heavy truck strips from us for his branches so we do not want to skip that. Actually, this trip will afford us an opportunity to show him we are a full line manufacturer and we should play it all up.

We also want to cover in depth our non-asbestos product lines since that may be their future direction. They have approved for production use Abex 931-162, Carlisle NAB9M and Raybestos 2020.

We will want to spend some time with Phil Grim and his people that Fruehauf deals with on a day to day basis.

We plan to arrive at the plant by 8:30-8:45 a.m. and will go to the plant conference room. Lunch is scheduled at the club, and we will leave Winchester at 3:30 p.m. for our flight back to Detroit. If you or someone else would like to join us for lunch, please do. Hap would appreciate that. Room reservations have been taken care of.

Thank you for your help.

Earle

L. Earle Bretz, Jr.

LEB/lb

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