SALES REPRESENTATIVE'S REPORT
FRICTION PRODUCTS GROUP

RESPONSE REQUESTED ☐

| TYPE OF CALL | DATE |
|---|---|
| Typed 7/18/79 Received 7/13/79 | 7/12/79 |

| CUSTOMER | REPRESENTATIVE | REPORT No |
|---|---|---|
| FRUEHAUF DIVISION | L. E. B. | 8069 |
| **ADDRESS** | **CITY** | **STATE/ZIP** |
| 10900 Harper Ave.; P.O. Box 238 | Detroit, MI | 48232 |
| | | **PHONE** 257-1000 |

OFFICIALS INTERVIEWED

A. Schaible - Mgr. Aftermarket & Accessories Purchasing
J. P. Silk - V.P. Material (vacation)
W. P. Connors - Mgr. Central Purchasing (vacation)
G. Bobo - Dir. Parts & Accessories Sales

COMMENTS N. Walker - Regional Sales Mgr. - Parts & Accessories
A. Przepiora - Dir. Product Development (vacation)

Mr. Schaible is looking for an answer to his letter dated June 21, regarding their request to purchase dynamometer time for testing of a 12 1/4" x 8" brake. This letter was forwarded on June 25 to Mahwah, the attention of D. E. Steis.

Mr. Schaible is preparing another letter stating their requested annual FES 74 test and semi-annual 121 test (5) on 20,000 pound axle material. The writer has tried to discourage this approach, however, not with too much success.

More and more of their branches are becoming involved with Abex material both in lined shoes and also boxed sets. The four branch test program seems to be running reasonably well, we should be getting additional replacement orders on boxed sets soon. All branches have been notified via letter that costs for lined shoes of 4515 or 4602 part numbers with either Abex or Carlisle materials are priced at $13.50 each. It was noted that Fruehauf makes less money by $1.00 by putting Abex material on the shoes than the Carlisle material.

The McLean program is running very well and because of McLean's purchase of ONC (west coast operation with 5800 tractor trailer units), they want the same program in the west coast that they are presently getting on the east. West coast, six branches will be serviced out of our Hayward warehouse. The Atlanta warehouse will become involved in servicing the Texas operation.

The Matlack program is also going well. Effective July 23, 1979, they have switched to 50% of the Matlack operations (all east and Birmingham, Alabama) to Abex. The rest of the Matlack program will come on one at a time.

Mr. Walker states that the minimum, maximum set up for his program at the plant will help greatly and that within the last 30 days an additional 1,000 sets have been ordered for his relined shoe program. These all consist of 693-551C in 4515 and 693-551D in 4602.

The writer has confirmed with Mr. Frank Cappucci the situation at Roadway wherein they want to ship material to a brake foundation manufacturer at Abex expense