

SALES REPRESENTATIVE'S REPORT

RESPONSE REQUESTED ☐

FRICTION PRODUCTS GROUP Typed 12/28/78 TYPE OF CALL Received 12/28/78 DATE 12/18/78

CUSTOMER CHRYSLER BRAKE ENGINEERING	REPRESENTATIVE D. P. Conlon	REPORT No. 307
ADDRESS Highland Park, MI	CITY	STATE/ZIP
		PHONE

OFFICIALS INTERVIEWED

Mr. H. Pickford Chief Engineer - Chassis
Mr. G. W. Smith Product Engineering Manager - Brake Engineering
Mr. W. H. Rankin Senior Product Development Engineer
Mr. R. G. Gergle Brake Development Supervisor

COMMENTS

POTENTIAL BUSINESS

The main purpose of my visit to Chrysler was to again express our interest in working with them for the K-car as well as the L-car programs.

In general, everyone appeared to be interested in evaluating new materials from Abex.

On the K-car, the principle competition is Cycleweld. They have until May 1st to submit an acceptable friction material for the 1981 K-car. The general feeling now is that if Cycleweld cannot come up with a material, then either Abex or Bendix will probably get the business. Bendix has the edge because of their position on the L-car. The Bendix material is 7163.

Brake Engineering is not entirely satisfied with 7163 on the L-car. Chrysler feels that the overall effectiveness of 7163 is a little too low. They would prefer to have something along the lines of 7018C in terms of effectiveness.

916-46 will be submitted to Chrysler shortly after the first of the year. Chrysler will test the material on a Detroit City traffic schedule as well as on their dynamometer. Preliminary reports from Mahwah indicate that the 916-46 is slightly higher in effectiveness than the 7163, but significantly below that of 7018C. Based on our VW work, the 916-46 appears to have an advantage over the 7163 in terms of noise. Hopefully this will carry over to the Chrysler vehicles.

SIA GASKETS

The noise insulating gaskets from SIA were given to Chrysler for their evaluation. They are going to "play" with it in an effort to determine its effectiveness.

Denis
DPC/16

Denis P. Conlon

cc: RLCutler/AFSchmaltz/file
RENelson
RAPearce

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