

1. Substitute the impression stamp on the edge which calls for the batch code and New York State code with the same information printed on.
2. Eliminate fully painting the edge opposite identification stripe and other markings.
3. Substitute impression stamp on the I.D. of the Fruehauf part number, the FMSI part number, and the ANC or CAM designation and replacement of it with printed information done at the same time we mark the edge.

Each of the above reduces our costs by about \$.043. If all were accepted, our profitability of the two largest OE block numbers (74% of the total account) will be increased from 19.6% to 25.5%.

The above counter proposal has been made and we will pursue Fruehauf for their acceptance.



1/1a
cc: RDRinker
JWMcCool
ADIndelicato
LHBoyd
RLWard
REFenner