FILE NAME: Fruehauf (FRU)

DATE: 1980 Aug 12

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An IC Industries Company

Memorandum

Date:

August 12, 1980

Subject:

Fruehauf Blocks

From:

J. J. Lukas

To:

P. H. Grim

Confirming our conversation of yesterday, please initiate a cost study to determine the effects of:

1. Substitution of the impression stamp on the edge which calls for the batch code and New York State code with the same information printed on.

2. Elimination of fully painting the edge opposite identification stripe and other markings.

3. Substitution of the 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.

For the cost study, use the two high volume blocks, part numbers A-CE 6285-5 and A-CE 6286-5 at 200,000 per year each.

This information is needed immediately and will be used for internal purposes only. Because of the extremely poor economic situation in the trailer industry, Fruehauf has refused our request for any July 1 price increase. We will attempt to use that refusal as a lever to get approval on some cost savings to us without passing any of that savings along to them.

J. J. Lukas

jla

cc: BIwarsson
RDRinker
LEBretz
AFSchmaltz
LHBoyd
JHBarbazette

KAZ 2 089422