

SALES REPRESENTATIVE'S REPORT
FRICTION PRODUCTS GROUP

RESPONSE REQUESTED ☐

Typed 7/17/81

TYPE OF CALL

Received 7/16/81

DATE

7/14/81

CUSTOMER FRUEHAUF CORPORATION.	REPRESENTATIVE L. E. B.	REPORT No 8735
ADDRESS 10900 Harper Avenue P.O. Box 238	CITY Detroit, MI	STATE/ZIP 48232
		PHONE 267-1000

OFFICIALS INTERVIEWED

J. Silk - Vice President Material (vacation)
G. Bobo - Director Parts & Accessories Sales
N. Walker - Regional Sales Manager
B. Houston - Aftermarket Sales
A. Schaible - Manager Aftermarket & Accessories Purchasing (vacation)

COMMENTS

Discussed with the above the Abex District Manager/Fruehauf branch personnel presentation which will aid in increasing Abex' penetration in not only the aftermarket, but also at Fruehauf Service and Replacement outlets.

Notations made from this discussion will be utilized as the backbone of our presentation to the branches.

Fruehauf has given up the idea of utilizing Uni-Bond as a rebuilder for shoe and lining assemblies to cover 13 branches in the states of Michigan, Indiana, Ohio and Illinois. They have now settled on Cenco of Columbus, Ohio, run by the Sorgini family (Pete, Jim and Don). Their phone number is 614/228-5277. Pete is the President, Jim is the Vice President of Operations and Don is the Vice President of Sales. This will be a full line program of both Abex and Carlisle linings. 800 sets initially have been ordered from Abex to cover this initial requirement. They will be assembling some 200 shoes per day for Fruehauf.

Fruehauf has ordered from Abex during the period of June 11th through July 10th 794 sets of lining for their present programs.

An Engineering meeting will be set up the week of July 20 to discuss the potential use of 693-551C for production trailers.

The writer was questioned as to the status of the block false backing program as far as production units are concerned.

Earle
L. Earle Bretz, Jr.

LEB/lb

cc: JWMcCool/CAMartin/file
RENelson
ADIndelicato
RLWard
FACappucci



ABEX-204 03



S-CC-275



S-FTS-275

SCF-ABEX-2510

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