SUMMARY OF SEPTEMBER 6 & 7 STRATEGIC PLANNING WORKSHOPS
VICTOR PRODUCTS DIVISION
DANA CORPORATION

(note: These notes are the backup data from our session. They suppport the strategy writeups which you have already received.)

September 6 Auto/Light Truck OE/OES

Ford has the best SPC system. Increasing, there is less project engineering time. That is the time for design is being compressed.

Automatic assembly is coming and it means tighter tolerances.

Control torquing will help us.

This supplier will do the engineering.

Right now John Feldmann sees nothing happening in Detroit regarding electric engines.

The bulk of what we package for GM we buy from Felt Products.

The days of the long engine production runs seems to be over. Now you need a new head gasket almost annually. This is due to government regulations covering fuel economy and emissions.

There is an asbestos risk. We are partied to a couple of asbestosis cases.

An increasing percentage of Detroit engines come from Mexico and Canada. We are not aware of any trend toward other countries.

Detroit Gasket does have an engineering capability contrary to popular opinion. For example, we rated them an 8 out of 10 on engineering at Chevy.

As Detroit cuts back on the number of suppliers who will get left in the lurch? Goetze? They have only a beachhead now.

What is soft gasket growth versus hard gasket growth?

Felt Products has two times as many reps in Detroit as we have. They have 7 gaskets and 6 men (they sell lots of low volume business to Continental because AM ?)

Goetze's biggests Detroit weakness is their sales people.

Felt Products has 55 engineers. There are 16 in their mechanical development and engine testing area. There are 25 people in materials and 15 in applications engineering. Through '68 or '69, they had no engineering to speak of. Then they added engineering. Felcolpy and Print-O-Seal were fairly immediate results.