

SALES REPRESENTATIVE'S REPORT
FRICTION PRODUCTS GROUP

A. D. Indelicato
RESPONSE REQUESTED XX

Typed 1/23/81

TYPE OF CALL

Received 1/15/81

DATE

1/13, 1/14/81

CUSTOMER DELCO-MORAINÉ DIVISION	REPRESENTATIVE L. E. B.	REPORT No. 8609
ADDRESS 1420 Wisconsin Boulevard	CITY Dayton, OH	STATE/ZIP 45401
		PHONE 513/227-6360

OFFICIALS INTERVIEWED

Ron Stump - Director of Production Control
Rex Strine - Manager of Production Parts Assemblies
R. Howell - Manager of Purchases
Mike Schardt - Buyer

COMMENTS

Dick Baxter - Material Control
Gary Smith - Material Control
Larry Bushman - Sales
G. P. Baynes - Chief Engineer
C. Wuellner - Manager of Production Parts Assemblies
Ted Hoffman - Senior Project Engineer
Bernie Hirsch - Senior Project Engineer
G. Jacoby - Senior Project Engineer

Major delivery problems continue with parts 2623086 and 2623089. Our December shipments were 10,762 for the 086 and 12,927 for the 089. January requirements are 49,443 of the 086 and 53,044 of the 089. Our shipments have been out of balance with 21,000 more 086's being supplied than 089. Promises for January on the 089 indicate 4,000 per week. Delco-Moraine tooled Abex in June of 1977 at a capacity of 50,000 per month and they are quite disturbed that their tooling is not being utilized to supply them the material necessary to meet their production commitments. They insist we straighten the problem out and begin shipping our capacitated quantities.

On the export material, they requested an improvement of delivery date from February 24 of the parts 18007425 and 18003971 lining blanks for drum brakes.

They are releasing a quantity of Part No. 18004662 undrilled lining pucks to us to cover their requirements to Oldsmobile. This is a disc brake puck in formula 503-1W and according to the writer's records, there are 23,000 of these in Winchester. These have already been paid for by Delco-- shipping instructions will be forwarded. The export disc brake business has been split in that Delco-Moraine manufactures the calipers for the 'E' and 'K' body and Saginaw manufactures the calipers for the 'B', 'C', 'F', 'A' and 'A' wagon. We should be hearing from Chevrolet Saginaw momentarily on the same project. Lining pucks there will be 18004657 on which Winchester has some 48,000 on hand which have been paid for by Delco-Moraine. Delco-Moraine has received Experimental 13310 which submitted 931-222 in the 200 x 45 size for dynamometer evaluation. They are waiting delivery of 13326 which also supplies 931-222 to run on a vehicle. This is being supplied in the 225 x 45 size and the 180 x 30 size for the 'S' car.

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