



Kelsey Hayes Company
Romulus, Michigan

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February 21, 1979

The VW/Kelsey engineers also gave Denis a copy of your drawing BSK-43260 No Revision. This is a later change required in the steel backs. Here we require a major modification of our tooling and your portion is \$9,000. The piece price for the Inner would remain \$1.97 each and the Outer \$2.01 each once you have authorized this \$9,000 expenditure and parts are made from it.

We also require a die change to mint the VW logo into the steel back. Your portion of the tooling required to do this will be \$1,000. This covers both the Inner and Outer and there will be no change in the piece price.

In order to avoid unnecessary delays in the program, we suggest that the change to mint the VW logo be made at the same time as the change to permanently modify the steel back as shown on your drawing BSK-43260 No Revision.

We also understand that there are other revisions to drawing BSK-43260 and that you are now up to A-2 and that on drawing BSK-43231 it is B-1. We are reviewing both of these modifications to determine how this affects the unit prices and what additional tooling is needed. We expect to have this answer in approximately ten days.

We are presently awaiting formal notification of initial sample approval so that we can begin producing production quantities for delivery to you.

If you have any questions regarding the above, please do not hesitate to ask.

Yours very truly,

A. F. Schmaltz
Sales Administrator

AFS/bd
cc: DPConlon
GNicholson 5)
PHGrim ✓
RLCutler/File

SC101154