

SALES REPRESENTATIVE'S REPORT
FRICTION PRODUCTS GROUP

Typed 3/7/80

TYPE OF CALL

Received 2/22/80

DATE

RESPONSE REQUESTED ☐

2/21/80

CUSTOMER DELCO-MORaine DIVISION	REPRESENTATIVE L. E. B.	REPORT No. 8302
ADDRESS 1420 Wisconsin Boulevard	CITY Dayton, OH	STATE/ZIP 45401
		PHONE 513/227-6360

OFFICIALS INTERVIEWED

R. A. Strine - Manager of Production Parts Assemblies
J. R. Anthony - Buyer
M. Carpenter - Buyer
T. Yinger - General Supervisor Material Control

COMMENTS

S. Douglas - Manager Service Planning & Material Control
G. Smith - Material Control
D. Holtman - Senior Project Engineer
B. Hirsch - Senior Project Engineer
B. Koogler - Senior Project Engineer
D. Emrick - Senior Project Engineer
G. Jacoby - Senior Project Engineer
L. Alvi - Staff Engineer

The price increase letter dated February 19th covering Canadian manufactured shoe and lining assemblies effective August 1, 1980 has been accepted and the numbers will be applied at that time.

Mr. Anthony asked when we plan to provide him pricing information for August 1 prices on the Winchester manufactured materials?

Regarding their rejection on 12,480 pieces of part 2623089, the 100% inspection has been completed by Mayo Industries, Inc. of Dayton. They have billed Delco-Moraine \$520.00 for this inspection work and established that 4,420 bad parts were found. These are to be returned to Winchester per the request of Mr. Horst Becker.

The Delco Debit Memo 32172 dated December 1, 1978 should be cancelled based on our inability to provide documentation that they signed for any more than 2,100 pieces of part 2623505.

Reference cancellation charges in a letter dated January 31, 1980 from Mr. Phil Grim on A and B-car parts. Mr. Steve Douglas advised General Motors Overseas on February 13th of these charges and requested that Delco-Moraine receive instructions to cancel and proceed with payment and/or for General Motors Overseas to provide Delco with a schedule on how fast they could use these up in service. No response has been received as yet. Douglas promised to contact the writer by Monday, March 3rd with disposition.

The question was asked on these parts as to the shelf life of the 17,693 lbs. of raw material. Please advise.

Reference the Delco X-car cancellations and the latest memo dated January 18th from Phil Grim. Mr. Douglas will advise of this action on March 3rd also. The writer stated that we have held these for 3-1/2

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