

Page Two
R. Young
February 7, 1985

SUMMARY:

As always, price is a dominant factor in trailer components and non-asbestos brake lining is no exception. It is my opinion that we should standardize on non-asbestos brake lining on trailer axles and 3030-67 would be an acceptable lining; however, we cannot ignore Carlisle E145A because we will have to compete with the \$6.00 (or less) per axle price now being charged for Carlisle E145A by Rockwell.

We estimate it will be June or July, 1985, before we deplete our inventory of asbestos brake lining trailer axles. It is recommended that we immediately stop supplying RABA with asbestos brake lining. This will insure that we begin the non-asbestos brake lining trailer axle program as fast as possible. Also, keep in mind that there is a pending order for 7,000 axles for American President Lines, specifying non-asbestos brake lining.


LAS/mb
(3279r)

EAB 015574