

SALES REPRESENTATIVE'S REPORT
FRICTION PRODUCTS GROUP

file
Typed: 11/29/78 - 11/27/78
TYPE OF CALL

RESPONSE REQUESTED ☐
DATE 11/22/78

CUSTOMER DELCO-MORaine DIVISION	REPRESENTATIVE L. E. BRETZ, JR	REPORT No. 7830
ADDRESS DAYTON, OHIO	CITY	STATE/ZIP
		PHONE

OFFICIALS INTERVIEWED

John Anthony - Buyer

COMMENTS

Received a call from the above gentleman stating that the Canadian relined shoe problem, previously reported on the GM Overseas parts, had apparently been straightened out. We will etch the shoes and the boxes with the statement, "Assembled in Canada" and this will apparently meet the Canadian Customs requirements. All expenses of this additional-operation will be handled by Delco-Moraine.

Anthony also stated he was forwarding to us an inquiry requesting a quotation on some 14,000 primaries per month and 14,000 secondaries per month in formula 38-27E for both linings for the rear drum brakes on the GM "X" cars. Please note that these volumes are considerably lower than those received from Buick the previous week.

A confirming phone call was made to Buick and they stated that they had been in error and that the volumes received from Delco-Moraine were the accurate ones. Official Engineering approval has not been received as a result of their testing, but it is anticipated momentarily. All tests, at this point, look extremely favorable.

Earle

L. Earle Bretz, Jr.

jd

cc RLCutler/AFSchmaltz/File
RENelson
ADIndelicato ✓
PHGrim