people to allow him to bring on another source after all these years prior to 1978 of purchasing nothing but Carlisle lining. "Maybe you should look at the total Fruehauf account because when you took us on three years ago, you looked at all of Fruehauf and not just the original equipment portion." Other items are available here which may not be available to us, such as overseas programs, non-asbestos, and what happens when the industry turns around. They find it difficult to believe that we are willing to give up approximately 25% of the trailer market.

Purchasing continues to await word from Engineering on our tolerance request for our aftermarket materials and our request to change the drawings on markings. Pricing on our alternatives will be available to them during January of 1981.

Earle

L. Earle Bretz, Jr.

LEB/lb

cc: JJLukas/JWMcCool/file
PHGrim
FACappucci
RLWard