

SALES REPRESENTATIVE'S REPORT
FRICTION PRODUCTS GROUP

XC ADI

Date Typed: 11/18/77-11/17/77

RESPONSE REQUESTED ☐

TYPE OF CALL

DATE 11/16/77

CUSTOMER	DELPHOS AXLE	REPRESENTATIVE	REPORT No
FRUEHAUF CORPORATION-	PLANT	L. E. BRETZ, JR.	7496
ADDRESS	CITY	STATE/ZIP	
DELPHOS, OHIO			
		PHONE	

OFFICIALS INTERVIEWED

Don Grothouse - Director Purchasing & Material Control
Stan Lyle - Supervisor Material Control
Jack Armstrong - Material Control

COMMENTS

The writer was alerted to the fact that Engineering has determined that new part numbers will be taken out for Abex lining supply to them. We will be given numbers -5, -6, -7 and -8. The -5 will be equal to the -1. The -6 equal to the -2, etc.

Our drawings will be updated accordingly. And, our Purchase Orders also. It is also noted that our Purchase Orders should be changed as far as quantities per pallet.

On the 7" parts, Carlisle ships in boxes that are approximately 15 x 15 x 19 and on the 8 5/8" in boxes which are approximately 9 x 15 x 19. The 7" has 50 pair per box. The 8 5/8" has 25 pair per box. Row one has 50 cams and 50 anchors stacked so that the left hand can grab the cams and the right hand can grab an anchor, and then row two, on the bottom of the box, has this reversed so that the left hand can grab an anchor and the right hand can grab a cam.

Six hundred pair of the 7" are on a pallet and 300 pair of the 8 5/8" are on a pallet.

They agreed to release to us, in January, 17,000 pair of the 7" 551G and 500 pair of the 7" 551D and 2000 pair of the 8 5/8" in 551G with no requirements for 551D.

In February they have agreed to release 16,000 pair of the 7" 551G and 500 pair of 7" in 551D and 2000 pair of the 8 5/8" in 551G with no requirements for the 551D.

Whether we will ship by common carrier and/or they will pick up at either Salisbury or Winchester, remains to be seen and will be a determination of their Traffic Department. It was noted that their releases to Carlisle consist of trailer load lots of 7200 pair per truck load.

It was also noted that the Ft. Wayne Plant is the exclusive user of the 8 5/8" parts and they will cover these with Abex material since it has been agreed that Ft. Wayne was one of the Plants that will be serviced by Abex.

Mr. Grothouse informed the writer that they had been alerted by their Purchasing Department that the Abex interpretation of the drawings was correct

Cont.

SCF-ABEX-2070



S-CC-102



S-FTS-102



ABEX-185 02

OBR 04781

Bretz, Jr.
#7496

From P1

and that the Abex dimensioning is proper and the Fruhauf dimensioning, per Carlisle's instructions, is not as correct as it should be. Changes are being made and we will be receiving paperwork covering these.



L. Earle Bretz, Jr.

jd

cc RLCutler/AFSchmaltz/File
SSConway
BJIwarsson
EFPotts
CLBroadstreet
WThomas
PHGrim
RENelson