



An IC Industries Company

Abex Corporation
Friction Products Group
Suite 205
1650 West Big Beaver Rd.
Troy, MI 48064
(313) 643 4400

February 13, 1976

Mr. Toby Moore,
Sales Manager
Rayloc
4200 Gordon Road, N.W.
Atlanta, Georgia 30336

Dear Toby:

Thank you for Rayloc's hospitality at the meeting
of the Brake Systems Group in Atlanta on the 12th.

There is one point that I think should be put on
the record to prevent any misunderstanding that
could arise at a later date. On the subject of
the disc brake and exchange brake shoe NAPACOM
presentation, we view our obligation as being
limited to supplying Rayloc with a script and
appropriate 35 mm slides to cover the friction material
part of the total presentation. You are in possession
of the script now and upon receiving your approval
or suggestions of that script, we will proceed to
generate the necessary photography. As you know, our
material prices to Rayloc have no sales cost built in
to them, and therefore, the production of the presenta-
tion and cassette cost will be yours.

On the subject of the Brake Systems Catalog, I feel
we should all be as firm as possible in our agreement
to print a consolidated supplement this year and fore-
stall a new catalog until 1977. As soon as I hear from
Bob Seboly on NAPA's catalog committee's decision on
this subject, I will advise you and we will get the sub
committee to work.

Respectfully yours,

R. G. Lengele
NAPA Account Manager
/kb

cc: SSConway, Jr.
GHPaullin/file



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