

SALES REPRESENTATIVE'S REPORT

FRICTION PRODUCTS GROUP Typed 2/17/79

TYPE OF CALL Received 2, 1

RESPONSE REQUESTED ☐

9 DATE 2/20/79

CUSTOMER FRUEHAUF CORPORATION/DELPHOS AXLE	REPRESENTATIVE L. E. B.	REPORT No 7905
ADDRESS Delphos, OH	CITY	STATE/ZIP
		PHONE

OFFICIALS INTERVIEWED

Charles Mitasik - Plant Manager
Don Grothouse - Director Material and Production Control
Stan Lyle - Supervisor Material Control
Jack Armstrong - Material Control

COMMENTS

No problems were experienced with the material and/or purchasing people this date.

The following is the schedules on the various 16½ x 7 and 16½ x 8 5/8 production parts which we supply to this plant.

It was noted that a big pickup of Abex material is due on February 21st.

They are running some 14,000 axles per month at this location, of interest is the fact that 1,200 to 1,400 axles per month are being shipped to Hobbs Trailer. These have Abex lining on them and also a considerable quantity of shoe and lining assemblies with Abex lining is shipped to Hobbs for their individual branch operation.

Reviewed with Mitasik the conversations which I have had with the Fruehauf Detroit people on the one axle concept. Our proposal for best wear is to put Carlisle material on the leading (bottom) shoe and Abex 693-551G on the trailing and/or (top) shoe. Our second recommendation for performance would be Abex on the cam end of the trailing shoe and the anchor end of the leading shoe with Carlisle being on the cam end of the leading shoe and the anchor end of the trailing shoe. Although these suggestions are potentially usable, they do not provide Mr. Mitasik with as far as he wants to go and that is to indiscriminately mix up the blocks and materials whether they are Carlisle or Abex and have them end up where ever they want to end up and with a 121 certified brake. He really wants to purchase "1055 steel" from both his lining vendors. This, as we know, is and would be an impossibility.

He will continue to have discussions with his people to see if some progress can be made.

Earle lb

L. Earle Bretz, Jr.

LEB/lb

cc: RLCutler/AFSchmaltz/file
RENelson
ADIndelicato
DESteis

File



ABEX-196 06



S-FTS-201

SCF-ABEX-2230



S-CC-201

OBR 04778