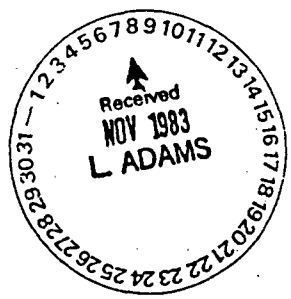
Abex

An IC Industries Company

Abex Corporation
Friction Products Division
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Marietta, GA 30067
(404) 953-2045



DATE: November 3, 1983

SUBJECT: Staff Manager's Report - October, 1983

FROM: R. V. Bagley

TO: [redacted]

I. Financial

Forecast for October was 1,010 for the passenger car sales group. Our actuals were 1,336 or 326K over forecast (132.3%). This is the fourth month we have exceeded our forecast, and the remainder of the year still is looking strong. Our disc business was outstanding for the month, and this was due to large orders from independent rebuilders as well as NAPA.

II. Marketing

A. Rebuilders

We are still receiving much interest in our new Rebuilder Program. The material (435-5 & 6) fit on the shoes very nicely, plus rebuilders like the hole size for ease of operation.

New Rebuilder customers:

Quality Automotive, Baltimore, Maryland - Called yesterday and requested Mr. Spinney to call on them because he wants to do business.

EPA - Chicago, Illinois - Money a shade tight, but business still going very strong. This account is now going to expand his business down in the South with the purchase of another rebuilding operation in Arkansas.

EIS (Memphis) - EIS is in the process of building a new rebuilding plant in the Memphis area. The plant will be on stream 1st quarter, 1984.

Non-asbestos truck strip - Pricing has been established on the non-asbestos truck strips, and a small program is being developed to get going in this segment with independent rebuilders .