

Samples of our original equipment brand name labels are shown on page 34.

In addition to our original equipment business, the Friction Products Division has extensive replacement distribution through many of the largest aftermarket distribution systems, rebuilders and brake and axle manufacturers. Samples of labels used to market our products through our Abex distributors and through NAPA are shown on pages 35 and 36.

The scope of our present volume and facilities for replacement business gives us great flexibility to custom-tailor special programs to meet customer needs. Our packaging and warehousing facilities enable us to offer private-brand, custom packing, multiple point delivery, or any other custom-designed program which best fits our customer's requirements.

The combined talents, reputation, know-how and products available in our Division are tremendous assets to our marketing effort throughout the world and we make every effort to capitalize on these assets. Our international fund of knowledge has been particularly helpful in many national markets in the development and marketing of friction materials for imported as well as domestic applications. To date we have experienced most gratifying success in these areas and we firmly believe that we have the quality, product availability, expertise and flexibility to put together friction material which cannot be equaled by any of our competitors.

UNITS IN THE DIVISION

The Friction Products Division (FPD) now operates eleven (11) plants in North America and Europe. In addition, it has joint venture and license affiliations with several other friction material manufacturers in most of the world's major markets. One of these, Sundaram-Abex Limited, is a company in which Abex has a 30% ownership. The plant began production in August 1976 and now produces original equipment and replacement automotive brake lining for heavy-duty commercial vehicles and passenger cars. Sundaram-Abex is located in Madras, India, and employs 191 people at its plant and offices which contain 43,000 square feet. A complete list of international affiliates is shown on pages 10 and 11.

A brief description of some of the operating units in the Friction Products Division follows.