



ENGINEERING TEST CENTER

RECEIVED

AUG 22 1978

D G M.

TO: Mr. D. G. Manly

DATE: August 21, 1978

It was brought to my attention on 8/21/78, that we have a new competitor in the Heavy Duty Friction Material Market by the name of Scampak.

This organization has a plant located in Mequon, Wisconsin, and also one someplace in Kentucky. The principal in this organization is a man by the name of Skip Scrandrett, who is President, and Jim Schmitz who is in charge of Sales Engineering.

It is my understanding that these people have purchased the John Mansville equipment and are currently producing a Heavy Duty Block with glass fibers to compete with our 551D and 551C. However, one of these blocks is rated an FF and would be considered a mid-mue product.

Currently, I have one set of each of the glass fiber materials coming to Mahwah. This new block is going to be used in a fleet type field test for evaluation.

The initial results of T. Merkel's block were most interesting and should be further pursued as a top priority program along the lines of mid-mue friction range.

Additionally, this new block of T. Merkel's, if promising, should be scheduled for a test on the Astro.

It is very important that Abex continues the development of glass fiber blocks before we have an unknown company coming out in the market place with a new product.

I will keep you updated if any more information is forthcoming on the above competitors.

kle

cc: T. Merkel
R. Pearce
W. Miller

D. E. STEIS