

PLAINTIFF'S EXHIBIT

MAR-556

SEARS

SEARS

MAR 004053

E. Parker

1986 & Earlier



Internal Memorandum

TO: R. L. Armer

DATE: November 17, 1981

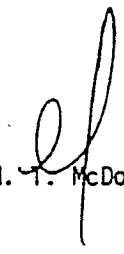
FROM: M. T. McDonough

RE: BIB Consolidation

Confirming a previous conversation you and I have had, JCPenney advises me that Raybestos has 25 to 30 percent fewer part numbers with approximately the same vehicle applications. As I told you, our original Brake-In-A-Box line definition and bill of materials was accomplished by copying the Raybestos Brake Pak Product offering.

It would seem at first glance, we are doing a lousy job from a consolidation standpoint.

Your comments please.


M. T. McDonough

MTM:md

cc: D. R. Loftis
T. P. Conroy
E. R. Koss
F. C. Skelton
C. J. Stapp

212-957-5304 -

11/18/81 - E.R.K.

LEFT DIST. 12-1-81

E. R. KOSS
TECHNICAL SERVICES

NOV 18 1981

NUTURN CORP.

MAR

004264



Internal Memorandum

RECEIVED

NOV 19 1981

DATE: November 17, 1981

TO: R. L. Armer

F. C. SKELTON

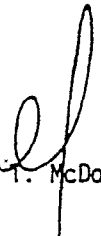
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MAR

004265



mikes corr.

Internal Memorandum

TO: R. L. Armer

DATE: November 17, 1981

FROM: M. T. McDonough

E. R. KOSS
TECHNICAL SERVICES

RE: BIB Consolidation

NOV 20 1981

NUTURN CORP.

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Mike -

There ARE only 8 FMSI numbers where we have more than one kit. There are 5 or 6 possible consolidations which would eliminate NO, or some late 60's coverage. To go further we must give up FMSI numbers and eliminate coverage.

25-30% loss seems unrealistic. Are you sure they are comparing apples to apples? Can you obtain a listing of Raybestos parts?

MAR

004266

11-10-69

$$-13\frac{1}{2} - 17\frac{1}{2}$$

Босна -
"Доминиона"
57422

22. Lower part
R. 1. part - not shown

Instruction-Sheets-

Sparse - make ironing 11.5. day available
last winter. / 20th

Come up with a list of Mal. * - - other call
 x - other report
 x - ...
 x - ...
 x - ...

52+ RM 728 wt 728 wt $\rightarrow$ compare orig. placement *

۱۔ لکھنؤ، ۱۱/۱۲/۱۹۲۲ء

CHILD'S SINGLE COPY -

Gene, Tjip - Derden: door is een djs praten en een

Concise Gene test: $\frac{1}{2}$ length

Vo: → Gen. Stopp $\frac{1}{2}$ on proper to last met

1. $\frac{1}{x^2} = x^{-2}$, $\frac{d}{dx} x^{-2} = -2x^{-3} = -\frac{2}{x^3}$

11-13

L'HARLIE will go over
WITH DON LOFTIS-

WE NEED ALL INFO

Also - COMPUTER TERMINAL
- FORMING A COMPUTER