CO-5 Revised 4/76

SALES REPRESENTATIVE'S REPORT
FRICTION PRODUCTS GROUP

TYPE OF CALL

RESPONSE REQUESTED ☐

DATE 6/29 & 30/77

CUSTOMER	REPRESENTATIVE	REPORT No.
DELCO MORAINE DIVISION	L. E. BRETZ, JR.	7418
ADDRESS	CITY	STATE/ZIP
	DAYTON	OHIO
		PHONE

OFFICIALS INTERVIEWED
John R. Anthony - Buyer
James Hume - Material Control Service Parts
Mike Carrol - Material Control Production Parts
R. J. Kick - Staff Engineer Service
Don Emrick - Senior Project Engineer

COMMENTS
G. Jacoby - Senior Project Engineer
A. Shaw - Staff Engineer
L. Alvi - Staff Engineer Friction Material Development
Frank Brooks, Jr. - Project Engineer Friction Material Development
R. Hendricks - Director of Replacement Sales
John Demattio - Replacement Sales

Our price letter, dated June 9, 1977 with new prices to become effective August 1, 1977, has been approved. The price increases ranged from 9% - 11% depending upon part number. This covered both production and aftermarket. It was noted that Bendix has also increased their prices some 9% at this location. As a result of this increase and the Abex increase of 16% during 1977 on service parts, it has been recommended by purchasing that service lining contracts not be reopened again in January, 1978 unless AC-Delco Division will help Delco Moraine absorb the increased costs.

VERTICAL PRESS!

Purchase Order #25528 covering $24,000 dated 6/20/77 for additional tooling on Parts #2623086 and #2623089 for an additional 5,000 pieces per month of the Cadillac parts, has got to be put on "AAA" priority and rushed through the system. The Production Forecasting Groups note that we will undoubtedly need these before they are expected. The new tapes for schedules are being run and should be concluded next week. Mr. Anthony requested that he be kept advised of their tooling status.

Reference G. Nicholson's letter dated June 18 to John Anthony regarding concavity and convexity of linings. We shipped 4,400 pieces of Part #2623505 as samples. These have been inspected and approved by Terry Slifer and his group. They apparently arrived O.K. and in a condition which was acceptable to receiving inspection. It was noted that ECR #AG-840 has not been fully approved, but they anticipate this will be the case at the July 1 meeting. We will be notified.

MIKE LADY
L. COULTE

Informed Mr. Anthony of our initial reaction to this inquiry for 1A77 for grinding parts to a .010 tolerance and a lining ground with an outside radius which is not struck from the same center as the inside radius. We are doing both of these presently and should offer no problem to us. I will write him confirming this. This is part of Delco Moraine's cost reduction program on shoe and lining assembly grinding omission.

LLOYD
NEW MACHINE!

Reference G. Nicholson's letter dated June 7, 1977 on disc brake assembly rejection of Part #2620252. The receiving inspection prints are not up-to-date. The one that they are using refers to a .003 feeler gauge and the

MIKE & JOE LOHR.

Continued .....