

SALES REPRESENTATIVE'S REPORT
FRICTION PRODUCTS GROUP

Typed 4/26/79

TYPE OF CALL

Received 4/23/79 DATE 4/17/79

RESPONSE REQUESTED ☐

CUSTOMER	REPRESENTATIVE	REPORT No.
DELCO-MORaine DIVISION	L. E. B.	7983
ADDRESS	CITY	STATE/ZIP
Dayton, OH		
		PHONE

OFFICIALS INTERVIEWED

Rex Strine - Manager of Purchases
John Debbink - General Manager
Don Pace - Director of Purchasing & Production Control
George Vuckovich - Director of Purchasing
~~John Anthony - Buyer~~

COMMENTS

G. P. Baynes - Chief Engineer
Steve Douglas - Supervisor Material Control
Don Emrick - Senior Product Engineer/Service Brakes
Brent Koogler - Senior Product Engineer/GM Overseas Brakes

The accolades which were provided to the writer on behalf of Delco-Moraine, General Motors to our manufacturing and plant people on the job that they have done on the GM X-car were overwhelming. They did not have enough to say about the professional attitude and operation of the way the job was tackled and a resolution and solutions to the various problems were developed. We performed miracles in their delivery requests and they are all most appreciative.

The writer very graciously accepted all of the kind words offered to us and then informed them that our performance could be and would be much better if they could supply us with the necessary steel backs and sensors that we have been asking for for the last three weeks. Told them that we needed 10,800 of part 18005747 inboard steel back, 10,400 of part 18005749 outboard steel back and 10,400 of 2620968 which is the sensor. These are all for the X-car. Also noted that we are in short supply of steel backs to continue meeting our commitments for the A and the B-car also.

Told them that all drum brake linings have been shipped from our Winchester plant to our Lindsay plant to complete the drum brakes. The last shipments were made April 13th with 2,044 sets being shipped that date to Delco.

Reiterated our next major concern and that is what happens with the 1980 model year and our presumed commitments to Delco-Moraine for A, B, C and X-car materials in 503-1W formula. Again reminded them that we required 90 days lead time to get material from our European plant to manufacture the mix. We have got to have some word and commitment from Delco-Moraine now in order to meet August and September deliveries. A letter will be written to Steve Douglas reminding him of this.

Mr. Baynes spoke specifically to the writer as to our involvement in and our desire to get involved in the manufacture of non-asbestos drum brake linings for General Motors passenger cars. He will see to it that we are provided with appropriate drawings so that we can review them and see if we want to quote. Decisions at the moment are being made as to which way they plan on going. At this stage, it appears that Delco is