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B.F.Goodrich Engineered Systems Company
A DIVISION OF THE B.F.GOODRICH COMPANY
P.O. BOX 340 • TROY, OHIO 45373 • PHONE: 513-339-3811

October 8, 1975

Mr. G. L. Romine
President
Abex Corporation
Friction Products Group
P. O. Box 607
Winchester, Virginia 22601

Dear George:

In our meeting of September 24, we spelled out our requirements on rag linings for off-highway expander tube brakes. After this meeting, Dave Linton sent John Adams some blueprints and numbers to quote on (see our letter dated 9-25-75, attached).

It was also spelled out in our meeting that the major problem of Abex's capturing a large share of this market was the excessively high tooling cost. You advised that you were going to have your manufacturing people take a new look to see if they could come up with a new approach that would correct this problem.

As you are aware, due to recent developments--including new OSHA requirements--rag linings are a new open game to all potential players, and the one who can gin first is going to get the marbles. It is time to put a real push on a value analysis review and cost update.

Hope to hear from you real soon concerning your efforts.

Very best regards,

B. F. Goodrich Engineered Systems Company

M. J. Mayer
General Manager

bet This is being pursued

Encl:

cc: S. S. Conway
D. C. Seiple