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DOCUMENT DESCRIPTION: Call Report Including Statements by N.E. Walker -
Regional Sales Manager

SALES REPRESENTATIVE'S REPORT
FRICTION PRODUCTS GROUP

Typed 8/14/81

TYPE OF CALL

Received 8/10/81

RESPONSE REQUESTED ☐

8/3/81

CUSTOMER FRUEHAUF CORPORATION	REPRESENTATIVE L. E. B.	REPORT NO. 8754
ADDRESS 10900 Harper Avenue P.O. Box 238	CITY Detroit, MI	STATE/ZIP 48232
		PHONE 267-1000

OFFICIALS INTERVIEWED

A. G. Schaible - Manager Aftermarket & Accessories Purchasing
N. E. Walker - Regional Sales Manager
C. M. Tedesco - Service Truck Equipment & Accessories Sales

COMMENTS

Their Purchasing Department is attempting to establish some cost guidelines for 1982--without anything to go on, they stated they would probably be in the 10-12% range. Explained we were reviewing our figures at this point and also contacting our suppliers.

The Delphos Axle plant no-grind program continues in a priority position and I answered affirmatively when we were queried as to our status and whether we would be ready January 1, 1982.

Also reviewed our backing program with them with 693-551G.

When we are ready to propose 693-551C for their production of 20,000 pound axles based on dynamometer testing, Schaible requested that it go through his office.

Walker states there is no desire for non-asbestos linings in the marketplace due to costs and the original equipment people at Fruehauf state that they are not going to be able to afford it either at this point. If it is required by Government edict, that is another thing and then everyone will have to raise their prices accordingly. What is the latest pricing on non-asbestos material? This will be forwarded to Norm Walker.

Walker questioned the writer as to the latest status of our bus block program and whether we had made any decisions to get into this marketplace with a "competitive block."

Earle
L. Earle Bretz, Jr.

LEB/lb

cc: CAMartin/BADybalski/file
RENelson
ADIndelicato