



An **IC Industries** Company

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SUBJECT: 1986 School Bus Program

TO: All Abex Distributors

Abex is pleased to announce our 1986 School Bus Program. This program is designed to concentrate on a profitable segment of the Heavy Duty Aftermarket. There are an estimated 13,500 school bus fleets registered with the Department of Transportation. Recently a survey of school bus fleets was conducted to determine what replacement parts were purchased most frequently. The survey indicated that brakes were the third or fourth most frequently purchased replacement products.

Our program this year is designed to enable our Heavy Duty Distributors to participate in this segment of the market.

The School Bus Program offers:

Complete coverage for all air and hydraulic brake applications.

Two complete asbestos-free brake block products:

EXL Supreme
EXL Premium

New semi-metallic disc brakes for school buses.

Complete line of asbestos products for air and hydraulic applications.

School Bus Program ingredients:

Products included in the Program:

EXL Supreme	H.D. Premium
EXL Premium	Protector Strip
EXL Strip	
Disc Pads	

Length of Program:

March 1 through June 30