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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).

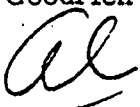
It was also spelled out in our meeting that the major problem of Abex's capturing a large share of this market was the excessively high tooling cost. You advised that you were going to have your manufacturing people take a new look to see if they could come up with a new approach that would correct this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

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This is being proved

Encl:

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

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