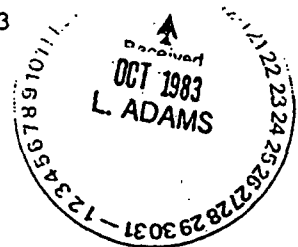




An IC Industries Company

Abex Corporation
Friction Products Division
1827 Powers Ferry Rd.
Building 20
Marietta, GA 30067
(404) 953-2045

DATE: October 11, 1983
SUBJECT: Staff Manager's Report - September, 1983
FROM: R. V. Bagley
TO: [REDACTED]



I. Financial

We had another good month with measuring forecast to actuals. We were 107% with a total of \$1,279 versus the forecast of \$1197. We exceeded the forecast in each area except in Disc, and we only missed that by \$3,000. We are still looking forward to a strong fourth quarter.

II. Marketing

A. Rebuilders

We have caused a great deal of conversation in the market with our new 435 strip material. Every account that has received this new stuff has been very, very pleased. We will still go after only large premium accounts in this area.

EPA - Chicago, Illinois - This large rebuilder has placed their second order with us on strip with some disc. We feel as though we can get a larger portion of this account's business just by shipping on time and with good order fill. We are experiencing some competitive moves with Thiokol coming in and offering a 10% discount on orders above their truck load deal.

Penn Bonding, Philadelphia, PA - We received another truck load order from this account. They also were very pleased with the appearance of the material and the ease with which it could be riveted onto the shoes. Due to the fact that we are now performing as we have promised we would, we received an addition to this account's order. They placed a 20,000 plus order on RBM's. The profit is good and the account is very pleased. We pray that we can keep this up, because, if we can, we will have a great spring and fall next year.

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