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SALES REPRESENTATIVE'S REPORT
FRICTION PRODUCTS GROUP

RESPONSE REQUESTED ☐

| TYPE OF CALL | DATE |
|---|---|
| Typed 12/27/79 | Received 12/20/79 | 12/18/79 |

| CUSTOMER | REPRESENTATIVE | REPORT No. |
|---|---|---|
| Delco-Moraine Division, GMC | L. Earle Bretz | 8242 |
| **ADDRESS** | **CITY** | **STATE/ZIP** |
| 1420 Wisconsin Boulevard | Dayton | Ohio 45401 |
| | | **PHONE** |
| | | 513/227-6360 |

OFFICIALS INTERVIEWED

R. Hendricks, Dir. Replacement Sales
R. Kettering, Replacement Sales
R. Strine, Mgr. of Prod. Parts Assemb.
J. Anthony, Buyer
M. Schutte, Supv. Mat'l Ctrl.
Don Holtman - Material Control
G. Smith, Mat'l. Control
C. Wuellner - Mgr. Prod. Parts Assemb
B. Hirsch, Sr. Proj. Eng.
D. Emrick, Sr. Proj. Eng.
B. Koogler, Sr. Proj. Eng.

COMMENTS

Our October 10th letter regarding overruns on obsolete parts is being handled slowly by the Sales Department. It appears that there may be some chance of having them buy them since their obsolescence notice was so late, however the major question arises in who authorized the manufacture of these excess parts in particular in view of the fact that we were provided with 90 day schedules. Sales promised that this would be a prime project shortly after the first of the year. Mr. Anthony has requested an extension on these parts and the writer will handle this price times quantity multiplication exercise.

On our November 13th letter regarding their debit memo 32172 for part 2623505, now that Mr. Anthony is back from vacation, he will check into this also.

They continue to have difficulty in obtaining sufficient steel backs, rivets and wear sensors to meet their requirements for overseas service parts. The writer continues to complain about their lack of delivery of an adequate number of parts so that we can set these up to run economically and as we quoted.

Regarding overseas parts, it was ascertained that Abex 38-27E has been released primary and secondary on a 9½" x 2" brake with a short primary, part number 18007425 which is 91-93 degrees. The secondary has no change and this will continue to be part 18003971. A quotation is being forwarded to us to cover a request for kit pricing. Volumes should be very low on this kit item as it only covers 1980 model Elcaminos at this point.

Engineering has completed the Cadillac dynamometer testing program until we ship them additional material that we want them to evaluate. The only item that they put on shoes and sent to Cadillac to the attention of Gordon L. Buyck were the parts which contained graphite.

Non-asbestos material 931-66X12 has not been rerun on the dynamometer.

Non-asbestos material 931-83 has been run on a 7 7/8" brake and they are completing this test and evaluation of the data. Initial reaction is that it certainly is "low in friction" and based on 2500 applications, it seems to increase in friction level. The data will be forwarded to the writer as soon as possible.