

Bendix

Bendix Friction Materials Division
P.O. Box 238
Troy, NY 12181
Telephone (518) 273-6550



July 25, 1991

Mr. Jack Hughes
Purchasing/Inventory Control Manager
Rayloc Division
600 Rayloc Drive, S.W.
Atlanta, Georgia 30378

Dear Jack:

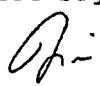
A few weeks ago, Paul LeCour asked us to develop a quotation package for asbestos bonded drum segments. I believe the intent of Paul's request was to develop an alternate supplier as a contingency in the event problems develop with your current supplier base for this product line.

Please find our quotation package attached. It represents our semi-rigid premium materials. If you determine that you have a serious interest in this proposal and substantial volumes are required, I would suggest that we sit down to define your timing requirements and specific needs, by part number.

For purposes of planning, I think that it is important for you to know that our strategy is to discontinue the manufacture of asbestos-based friction materials by the end of 1992. We have, however, developed non-asbestos replacements for all product lines. Most of this information was given to you during our last visit on July 9.

If you have any questions or need any further information, please give me a call at your convenience.

Best regards,


J. W. McCool
Sales Manager-Aftermarket

JWM:em

Attachments (5)

cc: C. Barker
M. Higgins
P. LeCour
S. Parvana

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