

June 30, 1992

TO: Joe White
Toby Moore
Ben Lowe
Paul LeCour
Henry Dunn
Dick Daniel
Allan Thames
David Beville
Ken Shipp
Willie Malcolm

FROM: Mike Limongello

SUBJECT: Brake Comparison Chart

Gentlemen:

Attached you will find a chart which compares Rayloc's brakes (shoes and pads) to those of several other competitors. This is an updated version of the chart we last issued on July 2, 1991. The information in this updated comparison chart covers Rayloc's Professional Quality, Stopper Premium, and Safety Stop brake lines as well as the Severe Duty brake line.

Competitors included in the chart are Bendix, EIS, Wagner, Big A (Wagner), Raybestos, and, this year, we have expanded the chart to include information on CarQuest's gold, blue, and red lines of brakes. The chart has been laid out in such a way that you can refer to it to see which Rayloc line is parallel to a given competitor's line (i.e., Rayloc's MS non-asbestos disc pads are parallel to Wagner's MX non-asbestos disc pads).

I hope that this information will be helpful to all of us in our work, and we have also sent a copy of this chart to each of our Salesmen. We believe that it is an extremely useful piece of reference material.

If there are any questions or suggestions, please let me know.

Mike (re)

Mike Limongello

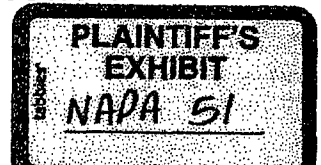
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Attachment

cc: All Rayloc Plant Managers
All Rayloc Plant Quality Assurance Managers

SCF-NAPA-5250

NOVO17009



RAYLOC BRAKE PROGRAM: COMPARISON CHART

RAYLOC to COMPETITION

DISC BRAKE PADS

<u>Product Line</u>	<u>Rayloc Prof. Qual.</u>	<u>Bendix</u>	<u>EIS</u>	<u>Wagner</u>	<u>(Wagner) Big A</u>	<u>Raybestos</u>	<u>CarQues Gold</u>
Metallic	*MS	*MKD	*MX	*MX	*1M-	*SSR & SS	GMD
Organic	*S	*AFD	*DX	*NA	*1-	*PG	GD

<u>Product Line</u>	<u>Rayloc Stopper Premium</u>	<u>Bendix</u>	<u>EIS</u>	<u>Wagner</u>	<u>(Wagner) Big A</u>	<u>Raybestos</u>	<u>CarQues Blue</u>
Metallic	*MAS	--	*DM	*PX	*2M-	*PG w/ M suffix	BMD
Organic	AS	D-	DE	PD	2-	RR & RP	BD

<u>Product Line</u>	<u>Rayloc Safety Stop</u>	<u>Bendix</u>	<u>EIS</u>	<u>Wagner</u>	<u>(Wagner) Big A</u>	<u>Raybestos</u>	<u>CarQues Red</u>
Metallic	*MES	--	--	--	3M	--	RMD
Organic	ES	--	--	--	3-	--	RD

<u>Product Line</u>	<u>Rayloc</u>	<u>Bendix</u>	<u>EIS</u>	<u>Wagner</u>	<u>(Wagner) Big A</u>	<u>Raybestos</u>	<u>CarQues</u>
Severe Duty	*C50, LL	MKD + F suffix	--	SX	*1CM	--	--

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