

SALES REPRESENTATIVE'S REPORT
FRICTION PRODUCTS GROUP

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RESPONSE REQUESTED ☐

6/7/79

CUSTOMER CHRYSLER BRAKE ENGINEERING	REPRESENTATIVE D. P. C.	REPORT No. 411
ADDRESS 12800 Oakland Boulevard	CITY Highland Park, MI	STATE/ZIP 48203
		PHONE 956-5252

OFFICIALS INTERVIEWED

Robert G. Gergle - Development Supervisor
Dennis Komatz - Product Development Engineer
Stu E. Woolpert - Buyer

COMMENTS

COMPETITIVE POSITION

Woolpert said that Chrysler decided not to guarantee Bendix 100% of the K-car business at this time. Chrysler has promised Bendix at least 50% of the K-car business for 1981 and 1982. Woolpert said that this percentage could be increased up to 100% of Chrysler's requirements if another friction material was not released by Brake Engineering. Woolpert said that the hope at Chrysler was that over the next couple of months a suitable material could be produced by Cycleweld. Woolpert also said that based on their past performance in this area, no-one really expected Cycleweld to be very successful. Woolpert indicated that he was very uneasy about being so dependent on Bendix for these two car programs which are crucial to Chrysler's long-term viability. Woolpert said that the first year volume on the K-car was projected to be 500,000 vehicles and they would be produced in two plants. Woolpert said that the assembly of the K-car at two different plants would facilitate a dual sourcing of lining.

In summary, Woolpert was very encouraging and wanted us to continue to pursue the K-car business with Brake Engineering.

K-CAR VEHICLE TESTING

Chrysler had just completed 1000 miles of Detroit city traffic driving using a prototype version of the K-car and 916-46. Although a formal test report had not yet been prepared, I was advised that there was some "drag-chirp" as well as some groan. It is felt that the drag chirp cannot be blamed solely on the 916-46, but some blame must be put on the Teves caliper. The 916-46 had been riveted to the steel back and I noticed that there was some pulling away of the friction material from the steel back. I was able to slip the corner of a business card between the friction material and the steel back. I do not know if this is what caused the drag chirp problem, but I feel that we should take whatever reasonable steps are necessary in order to allow us to use some existing tooling to produce integrally molded assemblies for the K-car program.

L-CAR PROGRAM

Woolpert said that the Chrysler commitment to Bendix for this program extended only through 1981. So far, the only serious complaint with the 7163 material on the L-car is that it is not effective enough. There