

SALES REPRESENTATIVE'S REPORT
FRICTION PRODUCTS GROUP

file
TYPE OF CALL

ADY
RESPONSE REQUESTED ☐

Typed 10/10/80

Received 10/9/80

DATE 10/8/80

CUSTOMER	REPRESENTATIVE	REPORT No.
DELCO-MORaine DIVISION	L. E. B.	8527
ADDRESS	CITY	STATE/ZIP
1420 Wisconsin Boulevard	Dayton, OH	45401
		PHONE
		513/227-6360

OFFICIALS INTERVIEWED

Mike Schardt - Buyer
Bob Barton - Buyer
G. P. Baynes - Chief Engineer
Luft Alvi - Staff Engineer
Bernie Hirsch - Senior Project Engineer

COMMENTS

Scott Barnhart - Project Engineer
Ted Hoffman - Senior Project Engineer
Gerry Jacoby - Senior Project Engineer
Don Emrick - Senior Project Engineer
Brent Koogler - Senior Project Engineer
Tom Knick - Friction Material Coordinator
Don Alcorn - Research Development

Some personnel changes have been made since the writer's last visit. Mr. Bob Howell has been named Manager of Purchases and reporting to him is Mr. Gerald Fowler as Divisional Buyer with Mr. Mike Schardt reporting to Fowler. Mr. Steve Bernard is now Manager of Distribution being in charge of shipping and receiving. There are three Manager of Purchases, these being R. A. Strine, K. H. Dunlope and Bob Howell.

Mr. Steve Douglas has moved to Detroit in the Corporation Material Control Group and his spot as Manager of Service Planning and Material Control has been taken over by Mr. Andy Sawyer.

On September 12th, the writer wrote Delco-Moraine Purchasing regarding obsoleted AC-Delco brake linings held in Abex inventory. It was determined that we should invoice these under the old purchase order number and they will pay this and probably allow us to scrap at our plant. There are no requirements nor will there be any requirements for the pieces that we have in inventory. A copy of the writer's letter dated September 12th has been forwarded to Phil Grim and Marge Beaver.

On the export cars, both disc brake and drum brake linings, the writer was provided drawings of 18003971 and 18007425 drum brake part numbers for our quotation on lining blanks. I was also provided drawings of lining pucks, 18004657 and 18004662 for quotation in lining blanks only. It is still being determined whether they want to buy these complete from us as they had previously or whether they want to buy lining blanks only and make both the disc and drum brake assemblies.

Experimental order 13200 which submitted 931-66 for testing on the 1984 'S' car is being prepared on shoes. This vehicle will have 225 x 45 front drum brakes and 180 x 300 rear drum brakes--the rear are leading trailing and the front are duo-servo. A vehicle test is scheduled for running the 105-75 procedure. A dynamometer test is also scheduled under the DM822 procedure which includes the heat cycle, effectiveness and static checks.

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