C. National Account - MIDAS

On this date, October 10, 1983, we received our first purchase order from Midas. Mr. Adams, Sir, we are now doing business with Midas and ahead of our target date of January 1, 1984.....The purchase order number, for you people who care to check is #71884. Larry, I am sure you want to know what and how much, and, please, I don't think you should laugh too loudly at this. The order was for approximately $2000 worth of import IM Disc pads. That's not bad but it seems that Midas could not locate these numbers from anyone else in the industry.....

We delivered our fourth proposal to Midas on Friday of last week. The reason there are so many is that they are demanding not to have to give up any part of the program that they now get from Raymark. We are slowly achieving this goal, but with some long hard negotiations.

We have gone to other manufacturers of brake product to get pricing. We were expecting all these prices to be confirmed by Friday last, but, due to some problems that they have experienced, it will be delayed until this Friday, the 15th.

Other things that we have been working on are as follows:

1. Matching all shoe and pad applications. Making sure all rivet applications and bonded applications meet with Midas' catalog.

2. Packaging Spec. - We are working with Midas to see if we can improve the looks of their brake boxing.

3. Request from Midas on Rebuild Master Cylinders has been completed with a one-way rebuild.

4. 1983 application for 1984 release.

III. Manufacturing

We are receiving many more requests for non-asbestos than ever before, and we need to be able to bring this out into the market as soon as possible.