



E. R. KOSS
TECHNICAL SERVICES

JUN 17 1982

NUTURN CORP.

Internal Memorandum

TO: D. Lloyd, P. Whitford, E. Whitford, DATE: June 16, 1982
E. Koss, A. Hubbs, B. Ellis, D. Loftis cc: C. Sinclair
FROM: R. L. Armer D. Fiete
L. DeFrance
J. Murray
RE: Semi-Met 340LN8 Status G. Swinfen
M. McDonough
I. McKenzie

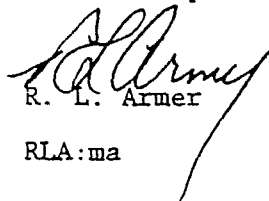
Approval obtained from Sears on June 15, 1982 with the condition that Nuturn conduct additional dyno and vehicle testing per agreement between Koss and Steffan. Test program must be defined as soon as possible and completed by year end.

Based upon Sears, J. C. Penney's, and aftermarket requirements, I am instructing D. Lloyd to:

- 1) Complete modification of current tooling.
- 2) Begin full scale production based on requirements per Whitford and Loftis.
- 3) Prepare justification and CEA for new (1982 line additions) part numbers.
- 4) Continue efforts to improve operating methods and specifications.

Current Bendix purchases should cover our Brake requirements until August. We need to be fully prepared to supply product at that time to maximize internal cost savings.

Also, technical efforts must continue in earnest to qualify the reduced cost dry mix version of 340LN8. We are planning to make a profit selling and using semi-metallics.


R. L. Armer
RLA:ma

PLAINTIFF'S EXHIBIT

MAR-401

MAR

002746



June 14, 1982

Mr. F. F. Andelbrat
Sears Roebuck & Company
Department 628
Sears Tower
Chicago, Illinois 60684

Dear Fred:

The purpose of this letter is to procure your official approval on the use of Nuturn's 3401N semi-metallic material for use in manufacturing semi-metallic disc pads for sale to Sears.

In previous correspondence to you and Gene Steffan, we supplied you with the test data showing the excellent performance characteristics of this product.

Upon analysis of the test data, would you please sign and return to me this letter as your official approval so that we may proceed with this project.

Sincerely,

A handwritten signature in cursive script, appearing to read "Mike", written over a horizontal line.

M. T. McDonough
National Sales Manager
Brake Products Division

MTM/skb

Approval: _____

A handwritten signature in cursive script, appearing to read "F. F. Andelbrat", written over a horizontal line.

F. F. Andelbrat

Date: _____

6-15-82

June 15, 1982

Mr. F. F. Andelbrat
Buyer Auto Accessories
Sears, Roebuck and Co.
Department 628
Sears Tower
Chicago, Illinois 60684

Dear Fred:

As an addendum to my June 14 letter and our meeting of June 15, and pursuant to your approval of our use of our semi-metallic formula we further agree, that while production of the Nuturn Semi-metallic proceeds Nuturn will prepare a written response to Gene Steffan's letter to you of May 26 as to how Nuturn will satisfy Gene's requests; and further, that Nuturn will establish tests and data sufficient to satisfy Gene's requests to the best of our ability, establishing a date for completion of December 31, 1982.

Sincerely,



M. T. McDonough
National Sales Manager
Brake Products Division

MM/mgw

APPROVAL


F. F. Andelbrat

DATE

6-15-82

MAR

002748