Adex

An IC Industries Company

Memorandum

Date: October 30, 1979

Subject: Kelsey-Hayes

From: A. F. Schmaltz

To: P. H. Grim

Today I discussed with Ron Ravens of Kelsey-Hayes their requirements for Volkswagen discs. He told me that this was about the only car that they are still working on at Kelsey. All the other passenger car business has been drastically reduced.

He stated that they are building enough brakes for approximately 20,000 vehicles per month. This he states amounts to about 40,000 inners and 40,000 outers. The forecast he has indicates they will continue at this rate through at least the first six months of 1980. Therefore, the suggestion was that we obtain raw materials, steel, etc. to cover this quantity.

He also stated that his buy is quite heavy in the past due requirement. He is, therefore, reducing the past due requirement on Part #102891-01 from about 46,000 pieces to 26,000 pieces. On Part #102893-01 he is reducing this from 46,000 to approximately 15,000.

I told him that we made a shipment of about 25,000 of each on 10/25. He stated that this would hold him until the next shipment of 10,000 of each that we will make on 11/5. I told him that after that we would ship about 30,000 of each on 11/19. He asked that we move a portion of this up until at least 11/15 or 11/16 and the balance can be shipped on 11/19. We are then to call him on 11/19 and tell him how many and approximately what date the next shipment will be made.

A. F. Schmaltz

AFS/bd
cc: BIwarsson
DSedlock
EPotts
TThomas
RLCutler/File