CO-5 Revised 4/76

SALES REPRESENTATIVE'S REPORT
FRICTION PRODUCTS GROUP

RESPONSE REQUESTED ☐

TYPE OF CALL: Typed 2/7/83 | Received 2/4/83

DATE: 2/2/83

CUSTOMER	REPRESENTATIVE	REPORT No
FRUEHAUF CORPORATION/AXLE PLANT	L. E. B.	9113
ADDRESS	**CITY**	**STATE/ZIP**
911 Spencerville Road	Delphos, OH	45833
—		**PHONE** 419/692-6015

OFFICIALS INTERVIEWED

Charles Mitasik - Plant Manager
Don Grothouse - Director Purchasing & Material Control
Pam Lauf - Material Control

COMMENTS

Fruehauf has committed to build two prototype trailers for Roadway to be delivered in February of 1983. These units will be equipped with Abex 693-551J in the Rockwell block configuration 14 holes at .250 diameter. Purchase Order AXL17834 requested three sets of this lining to be shipped immediately to them--they will accept service thickness.

Parts for production, if Fruehauf gets the contract, would be A-TA1022-1 for the anchor block and 1023-1 for the cam block. Service thickness parts will be labeled as -2. Virginia Smith at Winchester is handling this request.

Production requirements of the standard 693-551G material under Release No. AXL6033 call for 7,200 pair of part 6285-5 and 6286-5 to be shipped March 1st and another 7,200 pair to be shipped March 21st.

As of February 1st, they have 11,599 pair on hand to cover requirements that read as follows: February 4,064 pair, March 6,420 pair, April 8,316 pair and May 3,860 pair. Thus, their need for two shipments in March. A full line of production was scheduled for February, March and April with a cutback being made at this point based on the numbers to a half line production.

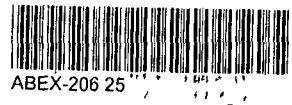
It is noted that the largest trailer build for Fruehauf in several months is scheduled for February, this being 3,700 units. This may be the beginning of the turnaround as far as they and we are concerned.

No problems or complaints at this location.

L. Earle Bretz, Jr.

LEB/lb

cc: CAMartin/BADybalski/file
PHGrim







SCF-ABEX-2700