

Mr. Henry Lansdale
NAPA - Detroit, Mich.

Warehouse Appointed Joint Specialist:

Owner
Counterman
Salesman

NAPA Jobbers in Cities of 50,000 and Over:

Owner
Counterman
Salesman

PURPOSE - To be schooled in how to read Spicer catalogs.
Study of all products; design, mechanical features
and application from charts.
Where and how to get orders.
Proper information to obtain on orders to suffice
warehouse and shop in filling them.
Proper items to inventory.

THIRD SESSION - TWO DAYS

TIME - Thursday 9:00 a.m. to 5:00 p.m. - Group Luncheon
Friday " " " "

TO BE ATTENDED BY -

Jobbing Division:

Shop Foreman
One Mechanic who will specialize on Joints.

Warehouse Owned Branches:

Shop Foreman

Warehouse Appointed Joint Specialist:

Counterman
Shop Foreman
Mechanic

NAPA Jobbers in Cities of 50,000 and over:

Shop Foreman
Mechanic

PURPOSE - To be schooled in how to read Spicer Catalogs.
Study all products; design, mechanical features and
application from charts.
Instructions in performing all mechanical operations.

At end of the meeting all Counter men and Shop Mechanics
attending these meetings will receive a Spicer Joint
Specialist Button.

2. We will give all Warehouses help in the field by our field representatives to assist and educate their jobbers so that they can do a better job.
3. We have under consideration additional fast moving items which will help the NAPA Jobbers increase their Spicer Sales.
4. We are now bringing our J-206 Joint Catalog up to date for 1946-7-8 models and will print in sixty days.