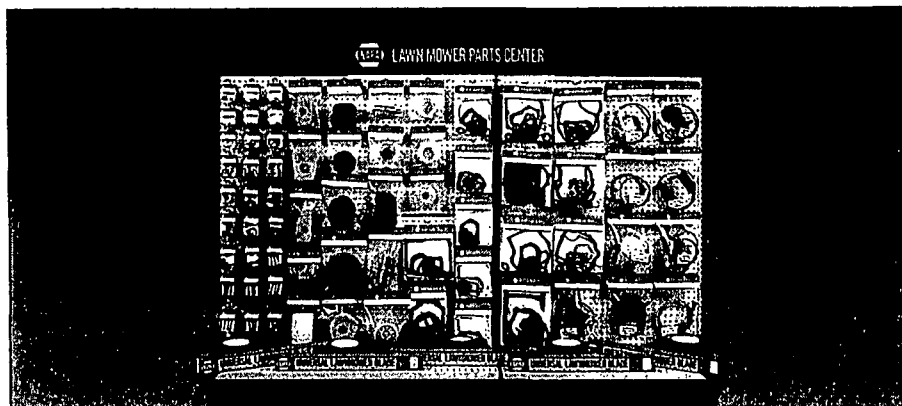


CREATIVE SELLING

SOMETHING NEW FROM

NAPA SMALL ENGINE PARTS



NAPA Small Engine Parts has developed nine suggested merchandising displays, allowing you to choose those products best suited for your trading area.

Small Engine Parts has also developed a new Visumatic stocking dealer program, using Echlin cabinets and

coming with a kit which includes tab strips for lawn and garden and marine applications. The kit also includes a dealer stocking guide booklet.

Additionally, calling on accounts will be a little easier with the Dealer Bonus Packs. These four packs, for lawn and garden dealers, are attractively priced to make them great door openers.

THE 95% CLUB

Congratulations to the 13 NAPA Manufacturers who have recently been inducted to the NAPA 95% Club for 1987. Manufacturers who have an order fill rate of 95% or better qualify for membership. The manufacturers qualifying for 1987 are:

NAPA Mac's/Oil/Valvoline	98.0%
NAPA Tapered Roller Bearings	97.7%
NAPA Exhaust	97.3%
NAPA Tool Boxes	97.2%
NAPA Belts & Hose	96.8%
NAPA Battery Chargers	96.7%
NAPA Tire Hardware	96.2%
NAPA U-Joints	96.2%
Weatherhead	96.2%
Turtle Wax	95.8%
Siloo	95.5%
NAPA Gaskets	95.2%
NAPA Shocks	95.0%

Their commitment to excellence in shipping performance is an example to all NAPA Manufacturers, and NAPA Headquarters, on behalf of the entire NAPA system, thanks them for their support.

AUTOCARE WEARABLES



Caps, counter shirts, coach's jackets, poplin jackets and rain slickers are now available with the NAPA AutoCare Center insignia. All are navy blue with white lettering and are ready for immediate

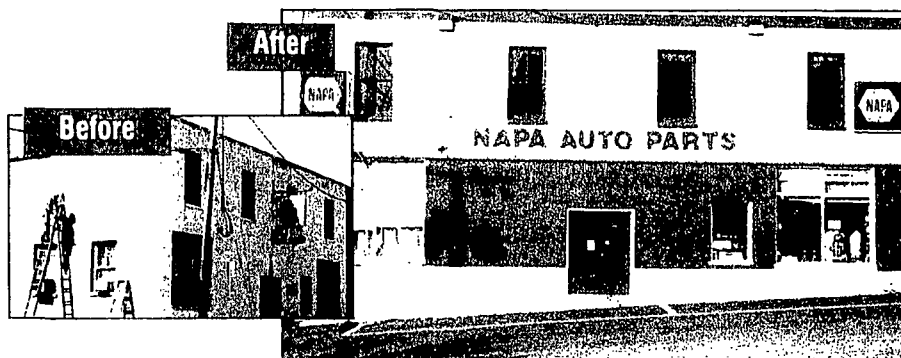
shipment.

Caps can be ordered in minimum multiples of 24 each. Shirts and jackets can be ordered in minimums of six each (including a combination of sizes and styles) or one at a time when accompanied with a cap order.

Also, don't forget that now you can order a less expensive NAPA cap. These caps make great giveaway promotional items and come in NAPA Gray (with "NAPA AUTO PARTS" screened on them) or in NAPA Blue (with the NAPA logo). Even better, the price is right at \$1.76 each. However, those caps must be ordered in minimum multiple orders of 24.

Contact your Distribution Center to place your order or call the NAPA Wearables order hotline at 1-800-626-CAPS.

BEAUTIFICATION PROGRAM MAKES THE DIFFERENCE



Thomas "Sonny" Dagenhart, owner of NAPA AUTO PARTS/Elk City Auto Parts in Bedford, VA (served by NAPA Roanoke), came up with a very unique way of paying for the cost of converting his store to the NAPA Pipeline look.

Of course, he utilized his NAPA Co-op dollars but he was able to go one step further by taking advantage of a special government project in downtown Bedford. When Bedford was selected by the federal government for a downtown beautification project, \$5 to \$6 million dollars was available, in grant money, for new sidewalks, streets, trees and business front renovations.

Each business had a choice of a \$2,000 grant or a low interest loan. Well, despite the fact that he never felt he would receive a grant, Dagenhart applied any-

way. "I just applied on a lark," said Dagenhart, "and I never expected to get the full amount, if I got any of the money at all. But when I did, I immediately put it to work toward the Pipeline Program."

The surprises for Sonny Dagenhart didn't stop there. Once all of the downtown renovation was completed, a local awards program was held and Dagenhart's store received a plaque for being one of the best renovations.

"I have to say that before, I didn't realize how much of an improvement the Pipeline would make in the way the store looks and the amount of attention it receives. It's getting a lot of attention and a lot of compliments. I've been a NAPA Jobber for 26 years and my store has never looked this good before."