

INTERNAL
CORRESPONDENCE

AMERICAN BRAKEBLOK DIVISION

TROY OFFICE

November 8, 1968

P. Weber

Attached is a copy of our NAPA Sales Monthly Summary.

The last listing under Purchases of Non-Rebuilders Material--District Center should be changed to Duncansville. This change should also be made on our Sales Report #7, territory #58.

All NAPA Warehouses are now called Distribution Centers, and our listing of "District Center" could be interpreted as any warehouse.

The following warehouses listed at the end of Purchases of Non-Rebuilders Material report should be added into the report in alphabetical order.

New Jersey
Little Rock
Roanoke
Altoona
Duncansville

Phil

Philip H. Grim, Jr.

PHG/ln

cc: J. Beckman

PURCHASES OF NON REBUILDERS MATERIAL OCTOBER 1968

WAREHOUSE NAME	CREDITS-YTD	AMT-CURRENT	AMT - YTD	AMT-LAST YR	
ALBUQUERQUE	.	581.20	3,157.98	1,460.57	.3%
ATLANTA	2,857.41-	5,106.48	37,447.74	36,216.12	3.4%
BIRMINGHAM	4,348.10-	420.78-	25,711.24	24,790.69	2.4%
NEW ENGLAND	415.45-	1,211.54	10,983.43	8,325.94	1.0%
BUFFALO	2,817.54-	1,183.94	12,590.29	13,849.54	1.2%
CHARLESTON	2,146.34-	1,631.77	12,528.39	15,854.38	1.1%
CHICAGO	4,122.37-	233.93-	10,065.20	10,739.12	.9%
CHARLOTTE	3,750.38-	1,255.49	26,279.39	28,066.44	2.4%
DALLAS	4,202.69-	1,481.39-	16,922.68	10,107.18	1.5%
CLEVELAND	2,449.18-	1,615.58	13,233.54	17,414.17	1.2%
DETROIT	3,033.33-	2,409.63	16,262.39	19,519.84	1.5%
COLUMBUS	871.52-	2,937.66	21,745.77	23,997.89	2.0%
DES MOINES	2,269.88-	582.07	5,794.97	5,922.25	.5%
FORT WAYNE	1,012.86-	482.67	2,970.10	3,829.36	.3%
FRESNO	1,196.79-	1,048.50	12,166.41	10,474.17	1.1%
CONNECTICUT	1,807.30-	1,368.40	11,835.39	16,286.68	1.1%
GRAND RAPIDS	4,330.37-	1,936.00	9,942.76	15,777.69	.9%
DENVER	4,918.65-	1,221.35	36,575.00	23,302.96	3.3%
HIGH POINT	296.09-	934.59	8,592.02	9,302.12	.8%
HAWAIIAN	6,215.50-	4,434.23	33,091.59	18,711.56	3.0%
HOUSTON	396.58-	228.04	1,956.78	2,235.04	.2%
INDIANAPOLIS	2,312.04-	791.83	13,842.80	11,289.74	1.3%
JACKSONVILLE	596.37-	2,089.01	33,485.30	37,699.92	3.1%
KANSAS CITY	3,614.07-	1,556.82	18,877.02	14,737.13	1.7%
LOS ANGELES	12,500.04-	2,518.95	25,213.63	50,343.95	2.3%
LOUISVILLE	902.04-	702.61	11,006.04	14,761.85	1.0%
MEMPHIS	2,410.63-	3,021.65	25,893.61	21,385.30	2.4%
MIAMI	1,321.14-	1,556.12	14,816.96	14,421.13	1.4%
MILWAUKEE	5,343.06-	2,845.31	13,090.62	16,122.94	1.2%
MINNEAPOLIS	2,167.16-	1,711.55	23,159.44	18,472.29	2.1%

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PURCHASES OF NON REBUILDERS MATERIAL OCTOBER 1968

WAREHOUSE NAME	CREDITS-YTD	AMT-CURRENT	AMT - YTD	AMT-LAST YR	
NEW ORLEANS	58.93-	447.03	8,828.45	11,393.36	.9%
NEW YORK	8,224.74-	335.24-	93,459.56	133,028.81	8.6%
NASHVILLE	307.13-	559.51	5,311.82	3,552.92	.5%
OAKLAND	256.24-	193.15	4,086.87	4,861.00	.4%
OKLAHOMA CITY	3,238.55-	566.85	17,635.78	15,786.23	1.6%
OMAHA	1,186.47-	555.20	7,766.19	4,219.61	.7%
PHILADELPHIA	8,322.42-	8,120.77	81,734.80	88,789.60	7.5%
PHOENIX	24.16-	1,795.95	9,415.00	11,917.97	.9%
PITTSBURGH	12,333.37-	6,427.81	77,054.59	78,468.98	7.1%
PORTLAND	7,661.85-	5,002.23	37,111.85	33,473.63	3.4%
RICHMOND	5,140.68-	5,024.90	48,239.22	41,862.69	4.4%
SALT LAKE CITY	3,542.41-	211.08	558.47-	2,713.29	.1%
SAN ANTONIO	902.24-	1,052.34	11,121.96	135.74-	1.0%
SAN DIEGO	4,982.38-	3,221.11	21,550.77	19,931.10	2.0%
SAN FRANCISCO	12,166.30-	5,981.39	25,482.88	43,962.60	2.3%
SEATTLE	7,440.44-	1,078.49	34,859.85	31,904.33	3.2%
SPOKANE	6,706.24-	2,843.88	17,834.03	22,973.77	1.6%
ST. LOUIS	2,698.61-	1,943.82	12,479.39	8,840.78	1.1%
SACRAMENTO	3,762.25-	1,875.49	6,483.91	15,125.81	.6%
SYRACUSE	319.47-	1,022.49	9,595.70	8,883.76	.9%
NEW JERSEY	871.48-	21,496.22	26,113.55	2,620.45	2.4%
LITTLE ROCK	542.03-	606.95	5,412.10	6,558.81	.5%
ROANKE	103.17-	775.89	6,569.98	4,857.79	.6%
ALTOONA	125.17-	104.95	1,082.67	.	.1%
DISTRICT CENTER - (Duncansville)	89.89-	8,714.68	14,117.51	.	1.3%
	175,631.50-	124,113.83	1,092,028.44	1,111,009.41	100.0%

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PURCHASES OF REBUILDERS MATERIAL OCTOBER 1968

WAREHOUSE NAME	CREDITS-YTD	AMT-CURRENT	AMT - YTD	AMT-LAST YR	
SHT PRODUCTS	1,032.03-	17,340.75	322,593.49	271,170.68	13.9%
RAYLOC-ATLANTA	7,902.00-	120,375.37	1,272,747.14	1,118,662.36	55.0%
RAYLOC-MEMPHIS	576.96-	39,641.34	379,715.73	384,958.06	16.4%
GENAULT INDUSTRIES	193.22-	12,687.46	113,575.88	62,597.01	4.9%
OAKLAND	279.87-	9,896.93	98,958.44	123,926.77	4.3%
PORTLAND	.	13,269.53	105,779.76	103,534.06	4.6%
MAREMONT CORP.	128.38-	3,942.48	22,355.73	55,471.69	1.0%
	10,112.46-	217,153.88	2,315,726.17	2,120,320.63	100.0%

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PURCHASES BY WAREHOUSE GROUPS OCTOBER 1968

WAREHOUSE NAME	CREDITS-YTD	AMT-CURRENT	AMT - YTD	AMT-LAST YR	
GENERAL AUTO PARTS	.	43,055.42	569,953.73	454,406.42	16.7%
GENUINE PARTS	.	265,552.38	2,574,068.04	2,503,034.19	75.6%
INDEPENDENT	.	32,659.91	262,932.84	273,889.43	7.7%
	.	341,267.71	3,407,754.61	3,231,330.04	100.0%

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