We believe the four young men previously mentioned, as those who would research our programs at the Jobber level, and also act as marketing advisors to the Jobbers, would also become the instruments of conveying NAPA programs to vocational schools in all areas of the country.

NAPA should have the right material, the proper professional presentation and every supporting detail to be the outstanding organization in the country in its close and intimate work with vocational schools and automotive technical training centers.

Training

Our past success in sales training, the influx of young people in our organization and the natural turnover of people within our entire system indicates the need of another in depth look at sales training for the years ahead.

We believe we should move in 1972 to have ready for the Spring of 1973 a completely new NAPA sales training program for our Jobber salesmen, local salesmen, and manufacturers' representatives. This would be conducted on a self-liquidating basis as far as NAPA Headquarters is concerned. We would also implement the above training with a continuation of our Automotive Career Training, as well as a complete course for NAPA inside salesmen, old and new.

We believe a total training program should run for two years. Perhaps the Spring of 1974 would be better than the Spring of 1973. With the lessons we have learned in the past, we would take a new approach handling this—through our DC's and on to the Jobbers in order to insure NAPA Headquarters does not end up in the deficit, as we did in the last program.

In order to further insure financial success, we would also have a new arrangement with the manufacturers, since they are very anxious to participate in this type of program.

In addition to sales training, we feel it will be vital in the future to continue and expand the training programs in other