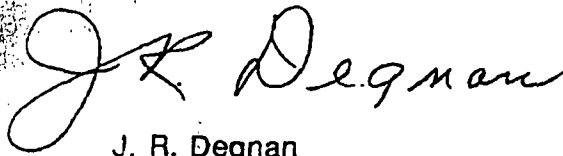


At NAPA Headquarters, we felt the need not only for vindication of our industry, but also for positive clarification of the motivation and true business ethic of our NAPA customers. Consequently, we began gearing for important, long-range changes several months ago.

Initially, we decided that NAPA needed, as we did in the 1960s, to pause momentarily. To research, compile and examine the facts of our experience, and those of our industry, upon which we would base our future NAPA philosophy—our direction for the decade to come.

These events, coupled with the phenomenal growth of NAPA, its uniqueness and stature, seem to ordain projection of "A Profile of NAPA Headquarters in 1975", charting its possible functions and activities at that time.

A handwritten signature in cursive script, reading "J. R. Degnan". The signature is written in dark ink and is positioned above the printed name and date.

J. R. Degnan
December, 1971