

Abex

Abex Industries Company

Memorandum

ICC 63

Date: October 21, 1980

Subject: NAPA RESPONSIBILITY

From: R. L. Ward - Troy

To:	J. L. Beukema	P. H. Grim	J. W. McCool
	L. H. Boyd	A. D. Hamill	R. E. Nelson
	F. A. Cappucci	J. G. Heflebower	E. F. Potts
	Janet Combs	F. Y. Hudson	R. A. Pearce
	Sissy Dawson	A. D. Indelicato	R. D. Rinker

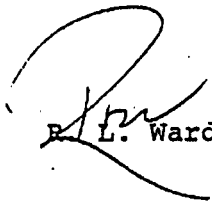
NAPA has always been the mainstay for Abex in the automotive passenger car market. It is our ability to respond to inquiries, complaints and requests for assistance that will determine our success in increasing our sales to this organization. There is certainly additional sales potential in the aftermarket which can be realized through NAPA outlets.

Therefore, please be advised that I have primary contact and sales responsibility for the NAPA organization, which includes all Rayloc locations, Genaut facilities, Cali-Blok and Texas Rebuilders. These customers currently provide a significant amount of sales volume and need regular and ongoing communication. I would appreciate a copy of any correspondence with these customers; in addition, I wish to be advised of any significant problems which are reported to any individual at Abex which needs to be resolved.

Thank you for your help.

/mc

cc: B. Iwarsson


R. L. Ward

SCF-ABEX-2399