II. MARKETING (cont'd)

C. NAPA 1983 Program. The 1983 program is still moving along very well. In Indianapolis, Fort Wayne and Louisville, the program has generated over half-a-million in brake shoe sales.

D. NAPA Brakes 1984 Program. A planning meeting for the new 1984 program is set for June 14-15, 1983 with all manufacturers that sell NAPA any segment of brake parts. NAPA has seen how well a brake program can go and are asking all of us to pull our programs together and promote together. This has been tried many times before with not much success, but we will give it another go.

E. Midas Meeting Set. A meeting with all of the heads of Midas International is set for June 16, 1983 in their Chicago, Illinois office. The purpose of this meeting is to explore the ways that we have come up with and the pricing that we have obtained to service this account.

Our present objective is to obtain the import shoe and disc pad segment first; get that portion running and then move ahead into other areas. This program will be a first for Abex U.S. and we will want to be very careful.

F. Independent Rebuilders Complain. The independent rebuilder marketplace is complaining greatly at Abex because of its inability to get orders to them. Recently, checking on some orders from Guardian, there have been part numbers that have taken as much as 6 to 8 months to be shipped. If we decide that this is the way we are going to do business, we won't have any!!

III. MANUFACTURING

A. Customer Service/Order Fill

| | |
|---|---|
| NAPA Distribution Centers | 88.0% |
| NAPA Rayloc-Memphis | 82.2% |
| NAPA Rayloc-Atlanta | 73.8% |
| NAPA Rayloc-Payson | 33.3% |
| NAPA Rayloc-Hancock | 81.9% |
| NAPA Genaut-Morganfield | 82.7% |
| NAPA Genaut-Stephenville | 87.7% |
| EIS - Cali-Blok | 49.7% |

This business represents $8.1 million in Winchester business. If we do not improve upon this greatly, we will lose the business. We do recognize the fact that we did improve our order fill from last month, but our goal should be at least 90% to 95%.

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