B. N A P A

On Sunday, October 16, 1983, opening day of the NAPA Annual Meeting, American Brakeblok sponsored a dinner honoring Walter Devoe. Walter will retire on February 1, 1984, and will really be missed by us. He was overwhelmed at the affair. Present were L. Adams; S. Conway; Duncan Fulton, V.P. of NAPA; Larry Prince, Sr. V.P., NAPA; and other NAPA dignitaries.

On Monday, October 17, 1983, Jim Cocke of NAPA United/Echlin and I presented the new NAPA Brake Program for 1984. The program went over extremely well and was received with great enthusiasm by the 800 guests present for the presentation. Once again, we are hitting hard on Lifetime Warranty and our Premium line of material--sell up doesn't chase the no profit business.

NAPA Brake News Letter - A news letter concerning NAPA Brake will be created to help all of NAPA understand our program, progress, and success.

RAYLOC - Getting new numbers into our system is causing some problems. Rayloc relies 100% on ABB for information on new numbers, carry over numbers, and any consolidations that should be done. It is apparent that we are not providing this information to their satisfaction.

Cataloging - This years brake catalog supplement has caused a great deal of problems and concerns on NAPA's part. We introduced the catalog this year without advance notice to Rayloc/Genaut resulting in an immediate demand for new numbers with Rayloc/Genaut being unprepared to ship. Since NAPA demands 90-95% fill rate, this put the NAPA rebuilders in a very bad light. Competition is doing a much better job with this information to Rayloc/Genaut.

Rivet Hole Problem - NAPA is having problems riveting our strip material due to the drill holes being too small to allow for any variance on the friction material itself, the shoes, and/or the worker. NAPA is asking us to increase the rivet hole size such as Bendix. In a comparison that Rayloc just ran between Abex 261-1 & 2 material and Bendix, Bendix was much easier to work with.

WARNING: In talks with John Ayers of Bendix, I was told that Bendix is going to "do what it takes to get NAPA away from Abex."

Larry, you asked what strategies Bendix will use to attack Abex.

1. Not much can be done on the O.E. side other than what they are doing now.