will require major decisions on our part to better meet our market situation.

Ingersoll-Rand

We have more than doubled our purchases over the previous supplier, but we are far from reaching our available potential. Unfortunately the basic attitude of our DC's is not healthy, and this is compounded by the fact that the Ingersoll-Rand Co. continues to have frustrating problems. We believe, however, we should work as close as possible with I.R., as the line does offer a potential of four million in sales.

NAPA Tires

This presently is at an impasse, but again, future markets may make this a very desirable line. Modac has been doing considerable study, and have been working closer with our people. Some new ideas they have are being announced or are underway. We need to develop a new capability in NAPA—that of being able to tell our suppliers what we need instead of their telling us. Sears, Penney's, Ward's—all the big automotive mass merchandisers—draw up their own product lines and marketing concepts. In many areas, we must learn to do the same thing.

New Carburetor Parts

In spite of some difficulties, this is a valuable line; however, it has an inherent problem. Namely, the Rochester applications are not profitable for Echlin or for us. We are hopeful we can work through NAPA Headquarters and United Motor Service to solve this problem, but at this moment, there is no particular encouragement.

Mac's Super Gloss Automotive Chemicals and all the products involved in this category are big business. We are not taking advantage of the opportunities available to us.

Bob MacIsaac peaked out a few years back. Bill Gregory is weak. Max Seyster is nearing retirement, and Art Brockliss should be.