ventory turnover; relative sales cost to the warehouses compared to other lines; cost of distribution in the brake lining industry in general.

I gather that their thinking is revolving around reduction of our warehouse discount to [redacted] on all products. It is now [redacted] on brake lining except certain heavy duty material, on which it is [redacted], and [redacted] on clutch facings, fan belts and radiator hose.

Our purchases for the year 1945 were: brake lining [redacted] (approx.); thick block, et cetera, [redacted] (approx.); clutch facings [redacted] fan belts [redacted] radiator hose [redacted]

American Brakeblok has 25 salesmen in the field working on NAPA business. I estimate the salaries and expenses of these men to be about [redacted] per year. This would be about [redacted] of American Brakeblok's total sales to NAPA for the year 1945.

I would like, please, to have your counsel and instructions.

6. [redacted]