

NAPA

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B. IWARSSON

February 20, 1979

Mr. C. B. O'Neill
Cali-Blok - Gardena

Mr. Dale Bowersoch
Champion Parts - Fort Worth

Mr. Frank Gaba
Champion Parts - Oak Brook

Mr. L. G. Miller
Columbia Bonding - Portland

Mr. C. W. Devoe
Genaut - Stephenville

Mr. J. William Jaspersen
General Automotive Parts

Mr. W. C. Hatcher
Genuine Parts - Atlanta

Mr. L. L. Prince
Genuine Parts - Atlanta

Mr. Dan N. Childress
Rayloc - Memphis

Mr. Joe Huff
Rayloc - Hancock

Mr. John E. Aderhold
Rayloc - Atlanta

Mr. Jerry Cox
Rayloc - Atlanta

Mr. E. R. Kipling
Rayloc - Atlanta

Gentlemen:

Subject: Lining Consolidation Program

We have now received affirmative response from each of you regarding the Lining Consolidation Program and are proceeding with it's implementation. Following are specific steps which will give us an orderly transition.

- 1) We are making new blueprints to reflect the new lining dimensions.
- 2) We are revising the black book (specification sheets). This revised book will be forwarded to your attention prior to the shipment of any part number to the new dimensions. Both bonded and riveted lining will be shown on the same sheet.
- 3) New price lists will be printed to reflect the consolidated program part numbers and sent to you when complete.

- Continued -

SCF-ABEX-2232

4) Since there is no formula change, it will not be necessary to balance inventories and, consequently, this should be a smooth transition if we use the following procedure:

- A. On numbers that remain in the program but with new dimensions, we will notify you when we will begin shipping to the new dimensions.
- B. On numbers that will be eliminated from the program, please continue to order and when our inventories are depleted, we will substitute the new part numbers and notify you at that time.

This has been a large undertaking for all of us and we appreciate all the cooperation that made this possible and our thanks to all concerned.

Yours very truly,

C. D. Warner
Assistant Sales Manager
Replacement Sales

CDW/1
cc: B. Warsson
PHGrim
RENelson
EPHoff
AFSchmaltz
EFPotts
LKeenan
File