



An IC Industries Company

Abex Corporation
Friction Products Division
P O Box 3250
Winchester Va 22601
(703) 662-3871

October 1, 1979

Mr. Edward Jones
Senior Vice President - Operations
Genuine Parts Company
2999 Circle 75 Parkway
Atlanta, GA 30339

Dear Ed:

I am in receipt of your September 27, 1979 letter to Steve Conway. For the sake of good order and speedy reply, it might be to your advantage to address communiques of this nature to my attention.

It was a pleasure seeing you again the other day during our brief visit to your new facility in Atlanta. You might recall that I was accompanied by John Tartaglione. John recently joined our corporation for the explicit purpose of handling NAPA's requirements.

During the last several months I have become increasingly convinced that Abex Corporation has not done what it should for your organization. This feeling is apparently shared by you as manifested by your letter and the fact that we now supply only 46% of your friction material needs.

The fact that we have drifted this far apart is undoubtedly the result of lack of attention; a situation I am convinced will be resolved by the addition of John Tartaglione to our staff.

I think you will find that the performance figures henceforth will speak for themselves, and I trust that we can quickly restore the close working relationship our two organizations have enjoyed for so many years. I am looking forward to additional input from you as to areas where service improvements can be made.

Best personal regards,



B. Iwarsson
Vice President and
General Manager - U.S.

BI/mce
cc: J. Tartaglione

SEP 22 1978

September 19, 1978

Mr. E. P. Hoff

Subject: NAPA Central National Business Conference
Cincinnati, Ohio

For your information, I was in attendance for this meeting with Carl Lampe, participated in the Sales Management Round Table at a cocktail and dinner party on September 14 and a full day meeting with the Sales Management Round Table on September 15.

I am enclosing the topics of conversation for your review which were "Selection Interviewing" and "Current Equal Opportunity Employment Problems." By way of information, participation in this round table is limited to one, either Sales or Management person whose company is a vendor to NAPA and this person's primary responsibility is NAPA. I was voted to this Sales Management Round Table replacing R. L. Cutler as the permanent representative.

I have included a schedule of the agenda that took place on September 16 and 17 for your information.

Items worthwhile noting:

The Brake Parts Systems Group, specifically the Rayloc pieces on display - I noted competitive materials on their high performance metallic disc pads - Bendix BX material.

Their new shoe program - Raybestos-Manhattan segments.

Their exchange shoe thick block, Maremont/Grizzly edgecode MG 22 EE.

For your information.

Carroll D. Warner

/kb

cc: BJ Iwarsson

FRICTION PRODUCTS DIVISION
Marietta

DATE: AUGUST 28, 1986
SUBJECT: NAPA BRAKES 1986 PROGRAM BILLING
FROM: JOE EBERHART
TO: B. T. SANTILLI

The following are the invoices and percentages for rebilling to the NAPA Brakes Program members.

Tucker Wayne M-87-8177 \$14,371.31

When invoicing the NAPA Brake members, please be sure to include copies of invoices and backup materials. This assist in speeding up payment from members.

American Brakeblok	11.8% (64-82-50)
Balkamp	4.7%
Rayloc	39.8%
Timken	2.0%
United	2.0%

Thank you for your assistance.

Joe

Joe Eberhart

JE:df

12,790.47
1580.84
14,371.31
HBEV

CO-5 Revamp 4/78

SALES REPRESENTATIVE'S REPORT
FRICTION PRODUCTS GROUP

TYPE OF CALL

JAN 15 ... J

RESPONSE REQUESTED ☐

DATE

1/5/79

CUSTOMER Genaut Industries	REPRESENTATIVE C. D. Warner	REPORT NO. 159
ADDRESS	CITY Stephenville	STATE/ZIP Texas
		PHONE
OFFICIALS INTERVIEWED		
Walter Devoe, General Manager (phone call)		
COMMENTS		

Spoke with Mr. Devoe concerning the NAPA Consolidation Program since we had not had communication from these people since the mailing of the original letter with the proposed consolidation spread sheets.

Devoe voiced his displeasure with the outcome of the program in that it did not effectively reduce pricing and questioned the total benefit of the entire program if all the work that had been done resulted in a paragraph stating that future and present price adjustments would be under consideration if any cost efficiencies were recognized. It is my opinion that we are at a standoff position with the present program and some type of a concession must be made at this time to effectively sell this program to the NAPA rebuilders. Additionally, I addressed Mr. Devoe on the subject of our new second line formula, 1228-102 and expressly asked that I start making an in-line running change to eliminate 192-139 from the NAPA second line rebuilder program. Mr. Devoe said that that was fine with him since "he is 99% sure that he will no longer be sourcing second line materials from American Brakeblok." In terms of lost business to us due to our inability to remain competitive at a second material level, I predict that the total loss of business will be in the neighborhood of 12,000 sets translated into approximately 50,000 pucks on an annual basis. Mr. Devoe was adamant and said that he was tired of walking into his jobbers' place of business and seeing competitive disc pads on the shelf that the jobber said he bought for \$3.70 and obviously had to purchase 50 sets to get that price. Mr. Devoe said that he was going to get in the gutter with these people since he felt that he was losing additional other line business due to this price competition of disc pads.

Mr. Devoe also went on to state that he was not going to raise prices on the American Brakeblok first line disc pads and he anticipated continuing growth in this area which will be to our benefit.

I questioned Mr. Devoe's statement of "99% sure" which leads me to believe that he has to wait for approval from General Auto Parts in Dallas, specifically Duncan Fulton, who he reports to.

Carroll
Carroll D. Warner

/kb

cc: AFSchmaltz/RLCutler/EPHoff/file
BJHaweson
PGrim