RAYLOC SALES FORCE

Our Rayloc Sales Force was founded in the early '60's to provide our customers, the NAPA Distribution Centers and NAPA Jobbers, product information, technical assistance, and sales help. Our Sales Department has literally grown by "leaps and bounds" in the past fifteen years from our founder, Jim Bradley, Sales Manager, to Rayloc Sales Representatives and Regional Managers representing territories from Maine to California and into Alaska.

Our Sales Office is located in Atlanta, Georgia, which directs the course of our Sales Team. In addition, we also have six Regional Managers who are responsible for Sales and Sales Representatives on a regional level. We are most proud of our Rayloc heritage and reputation that we have built over the years with our fine NAPA Customers.

The job of Sales Representative at Rayloc requires the representative to "wear many hats" in carrying out our day-to-day responsibilities. There are times that we are in high level business meetings, selling our programs to Distribution Center Management, and also NAPA Jobbers, and other times when we are pulling on a pair of coveralls to do service work in the field. Other times find us moving Jobbers to larger and more convenient locations, re-locating Distribution Centers, helping our Jobbers when a disaster has occurred in his area, caused by fire or flood or other natural causes.

Each Salesman is to schedule his time so that every Jobber in his area is visited at least once every year. As the Jobber load is divided now, it should not be difficult to make

NOVO16799