



An IC Industries Company

October 20, 1978

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

Mr. Frank J. Lipford
Vice President and General
Manager
NAPA
Parklane Towers West
Suite 1129
Dearborn, MI 48126

Dear Frank:

Allow me to congratulate you on a most successful Annual Meeting in Dallas. The format, content and execution were exemplary in all aspects, and will serve as guides for our own sales meeting in January 1979.

Thus, this is to confirm our agreement regarding your participation in this meeting, which is to be held in Sarasota, Florida, between January 14 and January 17, 1979. You will be the featured speaker Monday evening, January 15, and it just so happens that Monday afternoon has been set aside for appropriate athletic endeavors. Please let me know your flight of arrival and departure so that I may have a ticket made out accordingly. You will be picked up at the airport.

We would appreciate having you talk about NAPA - its origin and growth, its total scope of today and plans for the future and also how we can be part of these objectives. Please let me know if you need a movie projector or other hardware for visual aid.

I am enclosing a picture of our recent award as it is displayed on our major plant entrance bulletin board for the benefit of our 1,000 Winchester employees prior to being placed in a more permanent place.

On behalf of all of us at the American Brakeblok, I wish to express my most sincere appreciation for the award and we all look forward to your talk in January.

Sincerely yours,

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

/bb
Enclosure

SCF-ABEX-2167