

straight-forward manner. If he would like to make a trip to Atlanta, or to any one of our plants to check out our procedures for the checking in of cores, we will be very happy to have him. He does not need an appointment.

On Jobbers where you continually have complaints on cores, keep us informed. You might even recommend that he make a trip to Rayloc and if he shows any interest in this, let us know. In some cases, we will work with the Distribution Center to share the expense of his visit.

A pamphlet has been prepared entitled "Core Pick Up - Policies- Practices - Procedures." This pamphlet should be in the hands of every Jobber. He will benefit from becoming familiar with the contents of this pamphlet. The Rayloc Representative should go over this pamphlet with the Jobber and instruct him in the actual use of the core pick up card distributed with the pamphlet.

It is very important that you get to know the core driver in your area. He is in contact with the Jobbers more than anyone from Rayloc, and is a very important part of Rayloc's Sales team. Keep him posted on what is going on in your area of responsibility --- he can and will help. We also recommend that our Rayloc Salesmen schedule at least one trip a year during which they ride with the core driver. This can be very beneficial to both participants.