

The Location

The headquarters site for NAPA's 1987 NBC will be the Las Vegas Hilton. The Hilton is one of the world's largest and most luxurious hotels. With 12 restaurants, a world famous showroom, two chic shopping areas and a casino boasting the largest slot payoffs in gambling history, the Las Vegas Hilton has all the dining and entertainment facilities one could hope to enjoy. In addition, the hotel caters to all sorts of recreational activities including a 10-acre rooftop swimming pool and deck, six all-weather tennis courts and an 18 hole putting green.

Located only minutes from Las Vegas' famous "Strip" and Downtown Casino Center, the Hilton, with over 3,000 rooms and plenty of conference space, is ideally designed for NAPA's NBC. Rates for rooms at the Hilton are \$65 for a single (one person in a room) or double (two persons in a room). There are still plenty of rooms available at the hotel, but you need to make your reservations now as they are going quickly. Your Distribution Center's General Manager or Sales Manager has bulk quantities of reservation cards available, so get in touch with them and mail yours in by March 9, 1987. After March 9th, reservations will be taken on an availability basis only.

Getting There

While getting to and from Las Vegas is left up to you, NAPA Headquarters has arranged for special discount flights on Delta and United Airlines for all NAPA NBC travelers. Through Delta or United, you can get 40% off of normal coach fares or 5% off any fare including the low "super saver" or "ultra saver" fares. To get these discounts, you or your travel agent must call Delta (1-800-241-6760; seven days a week; 8:30 a.m.-8 p.m., EST) or United (1-800-521-4041; seven days a week; 8 a.m.-11 p.m., EST). When calling Delta be sure you give them the NAPA file number — E0015. And at United you need to give them the NAPA account number — 7054C.

The Itinerary

Beginning Thursday, April 9th, you'll be able to stroll through the biggest manufacturer's exhibition NAPA has ever sponsored. Throughout the four-day conference you'll have ample time to visit booths and talk, one-to-one, with NAPA suppliers. And, to further make it worth while, NAPA manufacturers will be giving away numerous exciting

door prizes such as VCRs, computers, televisions and the grand prize — two Delta Airlines tickets to anywhere in the continental United States Delta flies.

To win any of these wonderful door prizes you must fill all the dots on your official manufacturer's door prize rule card. Getting your dots filled is easy. Simply visit all the manufacturer booths and let a representative put their particular numbered circle in the right spot on your card. When all the circles are filled, drop the card in the conveniently located box. All door prizes will be awarded on Sunday morning, April 12th.

But the manufacturer's exhibition is just the tip of the iceberg at your 1987 NBC. Beginning Friday, April 10th, you'll have the chance to hear industry leaders and keynote speakers talk about a number of important and timely business subjects. You will also be able to take part in seminars that are designed to help your business. Seminar topics include learning to get more sales out of your trading area, how to develop a well-rounded employee team, planning your personal and business financial future, how the new federal tax laws will affect you and your business and increasing employee productivity and profits.

The seminars, as well as the entire NBC, are excellent means for you to discuss various business-related topics with other NAPA AUTO PARTS store owners from all over the country as well as manufacturer representatives and the staff from NAPA Headquarters.

Another feature of this year's NBC will be facsimiles of NAPA AUTO PARTS store and machine shop that will be built in the exhibit area. Both the store and the machine shop will be fully operational — you'll be able to see first-hand the latest in products and techniques that can increase sales for your store.

The machine shop will include some very basic as well as some very advanced operations. You'll have the opportunity to watch various pieces of equipment in action as well as discuss the advantages of machine shop service with knowledgeable representatives. If you've been having any doubts about converting your store to the NAPA Store Design (pipeline graphics) or to starting a machine shop, you can get all your questions answered at these exhibits.

The Extras

A luxurious hotel, informative and pertinent speakers and seminars, numerous manufacturer exhibits and a working NAPA AUTO PARTS store and machine shop aren't all the items making up 1987's NBC. There's also entertainment. And it begins, in grand style, Saturday night, April 11th, with a gala cocktail reception and dinner featuring a top floor show and dancing.

Plenty of free time has been set aside so you can sample the exciting entertainment events Las Vegas offers. You can see well-known entertainers such as Susan Anton, Liza Minnelli or Tony Bennett at any one of the large hotels. Or, you can take in a first-class floor show and dinner at any of the smaller showrooms for the price of dinner alone. Keep in mind that reservations for any of these shows should be made at least 24 hours in advance.

Of course, if you feel lucky, you can try your hand at any of the numerous gambling casinos that Las Vegas is so well known for. You'll have no trouble finding a game that suits you along the "Strip" or in the Downtown Casino Center. Note, though, that you have to be at least 21 to enter a casino or buy a drink.

Other entertainment plans for the 1987 NBC include activities for your spouse (so make this NBC a family trip) as well as sightseeing tours of some of the unique natural attractions in and around Las Vegas.

Don't forget, NAPA's 1987 NBC will be held April 9-12th at the Las Vegas Hilton. And also keep in mind that the deadline for reserving hotel rooms at the Hilton is March 9th. We'll see you there!

AGENDA

Thursday, April 9

3:00-7:30 p.m. Exhibits open
5:00-7:30 p.m. Welcome Reception

Friday, April 10

Morning Continental Breakfast
General Session & Seminars
Lunch and Seminars
Afternoon Free
Evening Free

Saturday, April 11

Morning Continental Breakfast
General Session & Seminars
Afternoon Lunch on own
Free time (Exhibits open)
Evening Cocktail Reception
Banquet dinner, entertainment, dancing

Sunday, April 12

Morning Continental Breakfast
(door prizes given out)
Devotional
Closing General Session
Til Noon Exhibit Hall Open
Til 2:00 p.m.