A. Rebuilders (continued)

Cantex, New York - This account placed a 50,000 piece order with us last month, and they were so pleased with the shipment and material that they are working up another order.

B. N A P A

On Sunday, October 16, 1983, American Brakeblok will sponsor a dinner for Mr. Walter DeVoe who will be retiring in February of 1984. We will have Mr. Conway and Mr. Adams present Walt with a "Thank You" for all the loyal years that we have done business. American Brakeblok will surely miss this man.

October 16 also signals the start of the 1983 NAPA Annual Meeting in which all the 1984 programs are presented to the General Managers and Sales Managers of all 72 Distribution Centers. There will be approximately 700 people on board to review the programs. As I had mentioned in my last staff report, American Brakeblok has been honored again this year with our four appearances on stage with our NAPA Brake program. We have been working with all the other manufacturers that supply product to NAPA and have put a total program together to present to them. This will be the most aggressive brake program in the industry and will feature our going right at the consumer to make his/her choice as to where to go to get a brake job done. One major feature we will be presenting is a 35% discount on all disc pads and brake shoes. This program will be run at different distribution centers around the country at various times in the spring.

Rayloc - They have been asking about non-asbestos product. We are going to get the information to them on the Ford Ranger material.

NAPA Divisional Vice Presidents - Each Divisional Vice President has been met with, and the total new 1984 program has been reviewed. The objective in these meetings was to get them to support these NAPA programs.

NAPA Letter - A letter was sent out to every NAPA General and Sales Manager telling them of the up-and-coming 1984 program.