them with the full NAPA System. Improvement in our Distribution Center picture has, therefore, been just as important to our growth as Jobber gains.

These DC changes occurred 1960-1971:

| **Opened** | **Closed** |
|---|---|
| Albuquerque | New York City |
| Altoona | Oakland |
| Cincinnati | San Francisco |
| Connecticut | |
| Duncansville | |
| Fort Wayne | |
| Little Rock | |
| Morgan Hill | |
| Nashville | |
| New Jersey | |
| Normal | |
| Roanoke | |
| Sacramento | |
| Washington | |
| TOTAL — 14 | |

NET NEW NAPA DISTRIBUTION CENTERS — 11

Certainly of equal importance has been the upgrading of existing DC's. In the same eleven year period, no less than 26 NAPA DC's received major overhaul, or were completely rebuilt. Here again, the improvement in physical facilities has resulted in new operating efficiencies, which of course means many additional sales and profit dollars. It's another established trend which must be part of any NAPA forecast.

The past eleven years also saw three new developments in our product lines: the inception of NAPA Brand Lines; expansion of our product lines generally; and improvement of existing lines. Specifically, these changes took place, forecasting yet