

AN INSURANCE PROGRAM TAILORED TO YOUR SPECIFIC NEEDS

As part of NAPA's efforts to better serve its jobbers, the NAPA Safety Group Insurance Program is designed to meet the specific protection needs of the professional automotive parts distributor.

A full range of coverages are available under the NAPA Workers' Compensation and Property/Casualty* Safety Dividend Program, including: Building, Business Personal Property, Car, Crime, Liability.

Other benefits of this program include:

- Help from your fully trained insurance representative to select the coverages best suited to your needs
- Premiums not used to pay incurred losses and expenses are returned to members in the form of savings.
- An NAPA loss control program to recognize hazards and help achieve maximum savings.
- A full-time, fully staffed Insurance Center to counsel with and assist NAPA Jobbers. In addition, your NAPA Insurance Center offers a toll-free phone number (800-241-3202).

Under the NAPA Safety Group Insurance Program in 1981, dividends declared and payable this past December were:

Worker's Compensation 20.1%
Property & Casualty 6.4%

This means that since the inception of this program in 1967, over \$3,325,000 of insurance premium has been returned to NAPA Jobbers through this Safety Group dividend program.

As a professional automotive parts distributor, it only makes sense to go with the insurance program that has been formulated for your specific needs. Contact your NAPA Distribution Center representative for more information on the NAPA Safety Group Insurance Program.

*Property and casualty dividends may not be paid in Texas and Massachusetts.

TUCKER'S AUTO SUPPLY SIGNS UP TO "GO THE NAPA WAY"



Joe LoVetere (right) becomes the second dealer to enroll in the program at Tucker Auto Supply's dealer meeting.

Dick Tucker, owner of Tucker's Auto Supply (with stores in Melrose and Wakefield, MA) was the first NAPA Jobber reported to OUTLOOK to sign up for NAPA's 1982 "Go the NAPA Way" incentive program.

Tucker, who signed up with the NAPA New England Distribution Center, was closely followed by



First jobber enrollee Dick Tucker (left) and Bob Crupi (center), first dealer sign-up, discuss the program with NAPA Mufflers & Shocks representative Don Donahue.

Bob Crupi, the first dealer to enroll in this program. Crupi, one of 30 dealers that attended Tucker Auto Supply's dealer meeting, owns and operates Bob's Auto Tech.

Next to sign up was Joe LoVetere of Joe's Service Center, another of Tucker Auto Supply's good customers.

FRANKLIN AUTO PARTS SEES HUGE DEALER TURNOUT TO "GO THE NAPA WAY"



Franklin Auto Parts' co-owner Jack Martin explains NAPA's exciting new incentive program to his Acapulco-bound customers.

Franklin Auto Parts, with seven stores serviced out of the NAPA Roanoke Distribution Center, has reported huge dealer turnouts at the first of its three scheduled "Go the NAPA Way" dealer meetings.

Owners Jack Martin, Alfred Skinnell and Cecil Young elected to offer Acapulco as the travel destination for their incentive program. At their first meeting, held in Rocky Mountain, VA, over 120 dealer customers turned out for a cocktail party and dinner followed by a business meeting to introduce customers to NAPA's 1982 incentive programs. In the case of Franklin Auto Parts, these include



At the first of three scheduled dealer meetings, over 120 customers showed up to find out what NAPA and Franklin Auto Parts has instore for them.

all spiff programs, an Acapulco trip, and an additional dealer incentive of their own design.

The second meeting, held in Mt. Airy, NC, saw over 85 dealer customers in attendance to learn all about Franklin Auto Parts' exciting new programs.

Owners Martin, Skinnell and Young are planning one more dealer meeting to take place in Altavista, VA. If this meeting is as successful as the first two, by the time the meetings are completed Franklin Auto Parts fully expects to have signed up over 100 of their own customers for 1982's "Go the NAPA Way" incentive program.