

NATIONAL AUTOMOTIVE PARTS ASSOCIATION

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NAME ALL NAPA DIRECTORS

DATE May 7, 1946

[REDACTED]

5. American Brakeblok - Warehouse discount.
American Brakeblok has broached to us for discussion and consideration the matter of reduction of our warehouse discount. I am advised that the Brakeshoe management feels that Brakeblok's cost of distribution is too high and that with increasing volume a substantial reduction in percentage of distribution cost should be effected, but that this is not possible with a fixed warehouse discount.

Our discussions thus far have been only preliminary and very general in character. The Brakeshoe management, however, is disposed to have the matter explored to a conclusion and we must deal with it accordingly.

American Brakeblok suggests that factors that should be taken into consideration are: NAPA warehouse discounts on other lines; factory field sales assistance; rebates; relative in-

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