Spicer Manufacturing

DIVISION OF DANA CORPORATION

TOLEDO 1, OHIO

February 27, 1948

Mr. Henry Lansdale, Executive Vice-President
National Automotive Parts Association
705 Fox Building
Detroit, Michigan

Dear Mr. Lansdale:

After careful consideration of our problem of distribution of replacement universal joints, and parts thereof, we have decided to adopt the following selling policies, as of March 1, 1948:

1. We will continue our arrangement with N.A.P.A. exactly as it has prevailed for the past twenty odd years, except that it will not be exclusive.

2. We will make a similar arrangement with certain concerns known as "Joint Specialists."

3. The same scale of discounts and distribution privileges will extend to the so-called "Joint Specialists" as to N.A.P.A. Namely:

   60% Discount with a 20% overide commission on jobber sales.

4. We will continue to cooperate with all NA.P.A. distributing points to build up their distribution of Spicer joints and parts, and will, to the best of our ability, control the appointment of new jobber outlets so as to prevent an excessive number of these outlets in any given community.

SCF-NAPA-0450



We will be pleased to have your acknowledgment of this letter, stating that you are agreeable to continuing the distribution of Spicer joints and parts thereof, in accordance with the above outlined plan.

Yours cordially,

SPICER MANUFACTURING
Div. of Dana Corporation

R. E. Carpenter

R. E. Carpenter
Executive Vice-President

REC:NRK