

INTERNAL  
CORRESPONDENCE

AMERICAN BRAKEBLOK DIVISION

TROY OFFICE

November 8, 1968

P. Weber

Attached is a copy of our NAPA Sales Monthly Summary.

The last listing under Purchases of Non-Rebuilders Material--District Center should be changed to Duncansville. This change should also be made on our Sales Report #7, territory #58.

All NAPA Warehouses are now called Distribution Centers, and our listing of "District Center" could be interpreted as any warehouse.

The following warehouses listed at the end of Purchases of Non-Rebuilders Material report should be added into the report in alphabetical order.

New Jersey  
Little Rock  
Roanoke  
Altoona  
Duncansville

*Phil*  
Philip H. Grim, Jr.

PHG/ln  
cc: J. Beckman

SCF-ABEX-1138

SC1 01948

## PURCHASES OF NON REBUILDERS MATERIAL OCTOBER 1968

| WAREHOUSE NAME | CREDITS-YTD | AMT-CURRENT | AMT - YTD | AMT-LAST YR |      |
|----------------|-------------|-------------|-----------|-------------|------|
| ALBUQUERQUE    |             | 581.20      | 3,157.98  | 1,460.57    | .3%  |
| ATLANTA        | 2,857.41-   | 5,106.48    | 37,447.74 | 36,216.12   | 3.4% |
| BIRMINGHAM     | 4,348.10-   | 420.78-     | 25,711.24 | 24,790.69   | 2.4% |
| NEW ENGLAND    | 415.45-     | 1,211.54    | 10,983.43 | 8,325.94    | 1.0% |
| BUFFALO        | 2,817.54-   | 1,183.94    | 12,590.29 | 13,849.54   | 1.2% |
| CHARLESTON     | 2,146.34-   | 1,631.77    | 12,528.39 | 15,854.38   | 1.1% |
| CHICAGO        | 4,122.37-   | 233.93-     | 10,065.20 | 10,739.12   | .9%  |
| CHARLOTTE      | 3,750.38-   | 1,255.49    | 26,279.39 | 28,066.44   | 2.4% |
| DALLAS         | 4,202.69-   | 1,481.39-   | 16,922.68 | 10,107.18   | 1.5% |
| CLEVELAND      | 2,449.18-   | 1,615.58    | 13,233.54 | 17,414.17   | 1.2% |
| DETROIT        | 3,033.33-   | 2,409.63    | 16,262.39 | 19,519.84   | 1.5% |
| COLUMBUS       | 871.52-     | 2,937.66    | 21,745.77 | 23,997.89   | 2.0% |
| DES MOINES     | 2,269.88-   | 582.07      | 5,794.97  | 5,922.25    | .5%  |
| FORT WAYNE     | 1,012.86-   | 482.67      | 2,970.10  | 3,829.36    | .3%  |
| FRESNO         | 1,196.79-   | 1,048.50    | 12,166.41 | 10,474.17   | 1.1% |
| CONNECTICUT    | 1,807.30-   | 1,368.40    | 11,835.39 | 16,286.68   | 1.1% |
| GRAND RAPIDS   | 4,330.37-   | 1,936.00    | 9,942.76  | 15,777.69   | .9%  |
| DENVER         | 4,918.65-   | 1,221.35    | 36,575.00 | 23,302.96   | 3.3% |
| HIGH POINT     | 296.09-     | 934.59      | 8,592.02  | 9,302.12    | .8%  |
| HAWAIIAN       | 6,215.50-   | 4,434.23    | 33,091.59 | 18,711.56   | 3.0% |
| HOUSTON        | 396.58-     | 228.04      | 1,956.78  | 2,235.04    | .2%  |
| INDIANAPOLIS   | 2,312.04-   | 791.83      | 13,842.80 | 11,289.74   | 1.3% |
| JACKSONVILLE   | 596.37-     | 2,089.01    | 33,485.30 | 37,699.92   | 3.1% |
| KANSAS CITY    | 3,614.07-   | 1,556.82    | 18,877.02 | 14,737.13   | 1.7% |
| LOS ANGELES    | 12,500.04-  | 2,518.95    | 25,213.63 | 50,343.95   | 2.3% |
| LOUISVILLE     | 902.04-     | 702.61      | 11,006.04 | 14,761.85   | 1.0% |
| MEMPHIS        | 2,410.63-   | 3,021.65    | 25,893.61 | 21,385.30   | 2.4% |
| MIAMI          | 1,321.14-   | 1,556.12    | 14,816.96 | 14,421.13   | 1.4% |
| MILWAUKEE      | 5,343.06-   | 2,845.31    | 13,090.62 | 16,122.94   | 1.2% |
| MINNEAPOLIS    | 2,167.16-   | 1,711.55    | 23,159.44 | 18,472.29   | 2.1% |

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## PURCHASES OF NON REBUILDERS MATERIAL OCTOBER 1968

| WAREHOUSE NAME                | CREDITS-YTD | AMT-CURRENT | AMT - YTD    | AMT-LAST YR  |        |
|-------------------------------|-------------|-------------|--------------|--------------|--------|
| NEW ORLEANS                   | 58.93-      | 447.03      | 8,828.45     | 11,343.36    | .9%    |
| NEW YORK                      | 8,224.74-   | 335.24-     | 93,459.56    | 133,028.81   | 8.6%   |
| NASHVILLE                     | 307.13-     | 559.51      | 5,311.82     | 3,552.92     | .5%    |
| OAKLAND                       | 256.24-     | 193.15      | 4,086.87     | 4,861.00     | .4%    |
| OKLAHOMA CITY                 | 3,238.55-   | 566.85      | 17,635.78    | 15,786.23    | 1.6%   |
| OMAHA                         | 1,186.47-   | 555.20      | 7,766.19     | 4,219.61     | .7%    |
| PHILADELPHIA                  | 8,322.42-   | 8,120.77    | 81,734.80    | 88,789.60    | 7.5%   |
| PHOENIX                       | 24.16-      | 1,795.95    | 9,415.00     | 11,917.97    | .9%    |
| PITTSBURGH                    | 12,333.37-  | 6,427.81    | 77,054.59    | 78,468.98    | 7.1%   |
| PORTLAND                      | 7,661.85-   | 5,002.23    | 37,111.85    | 33,473.63    | 3.4%   |
| RICHMOND                      | 5,140.68-   | 5,024.90    | 48,239.22    | 41,862.69    | 4.4%   |
| SALT LAKE CITY                | 3,542.41-   | 211.08      | 558.47-      | 2,713.29     | .1%    |
| SAN ANTONIO                   | 902.24-     | 1,052.34    | 11,121.96    | 135.74-      | 1.0%   |
| SAN DIEGO                     | 4,982.38-   | 3,221.11    | 21,550.77    | 19,931.10    | 2.0%   |
| SAN FRANCISCO                 | 12,166.30-  | 5,981.39    | 25,482.88    | 43,962.60    | 2.3%   |
| SEATTLE                       | 7,440.44-   | 1,078.49    | 34,859.85    | 31,904.33    | 3.2%   |
| SPOKANE                       | 6,706.24-   | 2,843.88    | 17,834.03    | 22,973.77    | 1.6%   |
| ST. LOUIS                     | 2,698.61-   | 1,943.82    | 12,479.39    | 8,840.78     | 1.1%   |
| SACRAMENTO                    | 3,762.25-   | 1,875.49    | 6,483.91     | 15,125.81    | .6%    |
| SYRACUSE                      | 319.47-     | 1,022.49    | 9,595.70     | 8,883.76     | .9%    |
| NEW JERSEY                    | 871.48-     | 21,496.22   | 26,113.55    | 2,620.45     | 2.4%   |
| LITTLE ROCK                   | 542.03-     | 606.95      | 5,412.10     | 6,558.81     | .5%    |
| ROANKE                        | 103.17-     | 775.89      | 6,569.98     | 4,857.79     | .6%    |
| ALTOGNA                       | 125.17-     | 104.95      | 1,082.67     | .            | .1%    |
| DISTRICT CENTER (Duncomville) | 89.89-      | 8,714.68    | 14,117.51    | .            | 1.3%   |
|                               | 175,631.50- | 124,113.83  | 1,092,028.44 | 1,111,009.41 | 100.0% |

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PURCHASES OF REBUILDERS MATERIAL    OCTOBER    1968

| WAREHOUSE NAME     | CREDITS-YTD | AMT-CURRENT | AMT - YTD    | AMT-LAST YR  |        |
|--------------------|-------------|-------------|--------------|--------------|--------|
| 3MT PRODUCTS       | 1,032.03-   | 17,340.75   | 322,593.49   | 271,170.68   | 13.9%  |
| RAYLOC-ATLANTA     | 7,902.00-   | 120,375.37  | 1,272,747.14 | 1,118,662.36 | 55.0%  |
| RAYLOC-MEMPHIS     | 576.96-     | 39,641.34   | 379,715.73   | 384,958.06   | 16.4%  |
| GENAULT INDUSTRIES | 193.22-     | 12,687.46   | 113,575.88   | 62,597.01    | 4.9%   |
| OAKLAND            | 279.87-     | 9,896.93    | 98,958.44    | 123,926.77   | 4.3%   |
| PORTLAND           | .           | 13,269.53   | 105,779.76   | 103,534.06   | 4.6%   |
| MAREMONT CORP.     | 128.38-     | 3,942.48    | 22,355.73    | 55,471.69    | 1.0%   |
|                    | 10,112.46-  | 217,153.88  | 2,315,726.17 | 2,120,320.63 | 100.0% |

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PURCHASES BY WAREHOUSE GROUPS    OCTOBER    1968

| WAREHOUSE NAME     | CREDITS-YTD | AMT-CURRENT | AMT - YTD    | AMT-LAST YR            |
|--------------------|-------------|-------------|--------------|------------------------|
| GENERAL AUTO PARTS | .           | 43,055.42   | 569,953.73   | 454,406.42    16.7%    |
| GENUINE PARTS      | .           | 265,552.38  | 2,574,868.04 | 2,503,034.19    75.6%  |
| INDEPENDENT        | .           | 32,659.91   | 262,932.84   | 273,889.43    7.7%     |
|                    | .           | 341,267.71  | 3,407,754.61 | 3,231,330.04    100.0% |

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