Hence, we should bring some of our qualified people together within the next year and project a totally new concept in the distribution of automotive chemicals within NAPA.

We have too many lines, they are disjointed, we are not coordinated properly, and yet there is some $10 million available for us, once we find the key to a proper marketing program.

**Trico**

We believe within the next year or two, Trico will provide a suitable and practical private label program for us using the NAPA Logo.

**Small Engine Parts**

We have had our problems with Small Engine Parts. This again, is a growing line and it is our thought we should have the patience and flexibility to work with Echlin in a more amiable manner in further development of this program.

By the start of 1976, this line may have a new dimension with NAPA and certainly with our Jobbers. We should indicate to Echlin our recognition of the present and future potential.

**NAPA Imports**

On a conservative projection, we will purchase during the year 1975 some $8 million in import parts from Echlin.

Despite some misgivings, Echlin has done a better job than we give them credit for and they further did a job that nobody in NAPA had the capacity to perform. However, it is possible that a time will come when it will best serve our needs—and may become mandatory—for us to part company with Echlin and proceed on our own.

We believe NAPA should move to have personal contact with all of the people who supply Echlin with Volkswagen, Opal, Datsun, and Toyota parts for the obvious reasons of knowing these people and protecting our future.

We further believe contacts in the European and far Eastern markets may also be necessary to implement other programs in