CAP NEWSLETTER

Vol. 2 – 11/01/2023







UPCOMING DATES



AutoTech Training: 12/11 & 12/12 - Timing Chain Advanced Diagnostics

Future Quarterly Meetings:

Tentative Dates:

January 11th APRIL 4th June 27th October 3rd

CAP Upcoming Events:

Tool Sale Blitz November 1st - 2nd: Greater Bangor Market November 16th: Tool Show @ Cross Center in Bangor December: BDG Group Meeting



CAP NEWS



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November - Coastal Work Anniversaries

Scott	Hinkel	November	Admin	16 years	11/19/2007
John	Boone	November	Machias	15 years	11/01/2008
Joshua	Smith	November	Machias	15 years	11/01/2008
Daniel	Dyer	November	Oxford	14 years	11/01/2009
Kerry	Parlin	November	East Wilton	10 years	11/19/2013
Amber	Austin	November	Admin	7 years	11/04/2016
Adam	Palmer	November	Ellsworth	7 years	11/28/2016
Bruce	Smith	November	Admin	6 years	11/13/2017
Robert	Rector	November	Rockland	6 years	11/29/2017
Michael	Bartlett	November	Ashland	4 years	11/01/2019
Eugene	Occhiuzzi	November	Waterville	4 years	11/06/2019
Joshua	Stewart	November	East Millinocket	4 years	11/11/2019
Kelly	Ramsay	November	Oxford	4 years	11/11/2019
James	Wing	November	Waterville	3 years	11/09/2020
Gary	Hewes	November	Hampden	3 years	11/23/2020
Todd	Davis	November	Milbridge	3 years	11/30/2020
David	Fischer	November	Auburn	2 years	11/01/2021
Natasha	Gagnier	November	Farmingdale	2 years	11/15/2021
Paul	Burgess	November	Auburn	2 years	11/29/2021
Timothy	Dunn	November	Waterville	1 year	11/01/2022
Andrew	Allen	November	Presque Is	1 year	11/10/2022
James	Haney	November	Farmingdale	1 year	11/14/2022
lan	Lebrun	November	Gray Napa	1 year	11/14/2022
Thomas	Saulnier	November	SW Harbor	1 year	11/17/2022
Timothy	Morse	November	Lisbon	1 year	11/25/2022
Roger	Dill	November	SW Harbor	1 year	11/28/2022



CAP NEWS

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HAPPY "November" BIRTHDAYS

Joshua	Silevinac	Topsham	November	1
Dwight	Mills	Houlton	November	1
Douglas	Macmaster	Farmingdale	November	3
Joshua	McCormack	Caribou	November	6
William	Locke	Auburn	November	6
Ryan	Bigelow	Lewiston	November	6
Patricia	Boles	Admin	November	11
Jessica	Girouard	Lewiston	November	11
Andrew	Saunders	Admin	November	15
Amber	Austin	Admin	November	16
Keith	Leavitt	East Millinocket	November	16
David	Gagnon	Lewiston	November	17
Nicolas	Raymond	Houlton	November	18
Ryan	Burnham	Auburn	November	19
James	Cheviot	Rockland	November	20
Norman	Cloutier	Farmingdale	November	20
Alan	Turner	Hampden	November	20
Steffan	Ross	Old Town	November	20
Cory	Nicholson	Lincoln	November	20
Joshua	Hills	Bangor	November	21
Larry	Smith	Rockland	November	25
Michael	Boles	Admin	November	26
Stanley	Desjardins	Rockland	November	27
Timothy	Ervin	Topsham	November	27
Tyler	Malloy	Topsham	November	27
Marcus	Doyle	Machias	November	29



CAP NEWS - Local SPOTLIGHT

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Marc Rondeau

Payson McDonough

Please give a BIG shout out to Payson McDonough and Marc Rondeau for their promotions to the position of Warehouse Foreman. This new position involves opening/closing the warehouse, leading the warehouse team to complete tasks, ensuring that the environment is clean and safe, assisting Ricky & Tanner with accomplishing daily goals and helping mentor new hires.



CAP NEWS - Local SPOTLIGHT

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Every year Pathway Vineyard Church does a Car Care event to winterize the cars of single women in the community. They replace filters, top of fluids, change out wiper blades. The church has three locations: Lewiston (buys from Lisbon NAPA), Brunswick (buys from Topsham) and Gray.

Josh donated Napa hats to Brunswick and here is a shot of some of the group that worked on 40 cars. The church in Lewiston serviced 95 cars, & in Gray serviced 15 -150 cars total for all three locations. It's an awesome partnership with Topsham and the guys on the counter seem to look forward to it each year.





CAP NEWS - Local SPOTLIGHT

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Maine Veterans Project

- Donations will be collected from November 24th- December 31st
 - MVP Logo sold at Stores for a Minimum \$1 donation
- Booth at the Tool Show
 - · Raffle to help raise money
 - WABI news report to educate Customers
 on NAPA's collection of Donations

Please Support Maine Veterans.





SAVE THE DATES

NAPA P&E Show – November 16th

- Show at the Cross Insurance Center
- Show Time 4PM 9PM
- 70+ Vendors in attendance
- Special Hotel Rates Available for Customers



https://www.napatoolseast.com/bangorevent



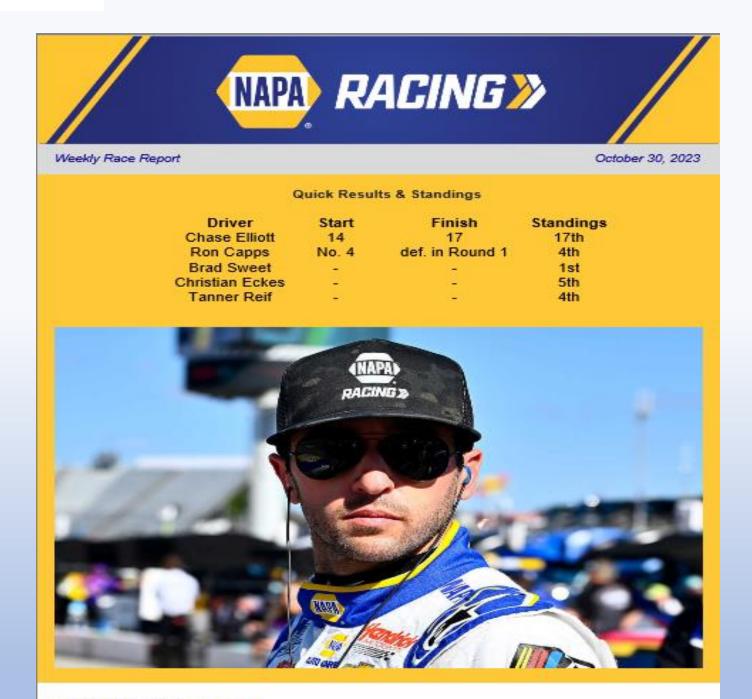
DON'T FORGET TO VOTE 11/7/2023





Racing NEWS

Vol. 2 – 11/01/2023



CHASE ELLIOTT NASCAR



Driving the No. 9 NAPA Auto Parts Chevrolet, Chase Elliott <u>led</u> more than 80 laps of the NASCAR Cup Series race at Martinsville Speedway Sunday before finishing 17th. The 2020 champion started 14th and finished Stage 1 in 13th. He was 15th at the end of the second stage, and his team made adjustments to improve the handling of the No. 9 during the stage break. Crew chief Alan Gustafson later made the strategy call for Elliott to stay out on track during a Stage 3 caution while competitors pitted, allowing the No. 9 to cycle to the lead. Elliott led for 83 laps but needed a late caution to refuel. He was eventually forced to make a green-

flag pit stop, losing track position. The No. 9 crossed the line in 17th. The final race of the season is Sunday, November 5 at Phoenix Raceway.



Racing NEWS

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RON CAPPS NHRA

Ron Capps proved in NHRA Nevada Nationals qualifying that <u>the</u> <u>NAPA team was ready to go rounds</u> on Sunday and bounce back after a first-round loss in Dallas. Instead, they found themselves packing up early again. With four qualifying sessions scheduled, Capps made a strong baseline run in the first session before crew chief Dean 'Guido' Antonelli tested more aggressive tunes. Capps continued to power down the strip with quick times, eventually posting the second-quickest pass of the final session. In his firstround match-up, Capps led the way most of the race but lost traction at 600 feet. His competitor won with just a .001-second



advantage. Capps remains fourth in the standings heading into the NHRA Finals at Pomona November 10-12.

Activation: Capps attended a fun, casual dinner at Buca di Beppo restaurant on Thursday evening prior to the October Las Vegas NHRA event. Capps joined a group of NAPA Auto Care owners from the Las Vegas area along with NAPA Los Angeles DC personnel. He spoke one-on-one at each table, posed for pictures and signed autographs.

On Monday evening, he attended a dinner with NAPA Montreal executives and key Canadian personnel from FIX Auto. He followed that up with an appearance at the NAPA Hawaii DC Luau that saw some 270 NAPA customers and NAPA personnel make the trip to Las Vegas from the Hawaiian Islands.





NAPA XPRESS – NEW FREIGHT PROGRAM



Orders <u>must</u> be placed thru NAPA XPRESS for this shipping program.



CAP NEWS – TAMS TECH

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EASYPAY FINANCING FOR TECHNICIANS



TECHCONNECT

15 I 🕞

- 0% Financing for qualified applications
- 6-month interest free financing available of purchases \$199+
- 12-month interest free financing available on purchases \$750+
- Plus, \$300 incentive for new store registrations!

MEDIUM IMPACT

WHAT TO KNOW

- Every transaction qualifies for interest free financing up to the total approved credit limit
- Customers can apply in minutes and use credit same day (at participating stores)
- Customer will receive credit card in the mail $7-\,10$ days after applying

WHAT TO DO

1. Complete the registration process on the <u>Synchrony – EasyPay</u> website

QUESTIONS

- Read <u>ISO 23-459 Technician Financing</u>
 on NAPA Connect
- Contact your local Tools and Equipment sales representative

HOW TO USE EASYPAY IN TAMS

				Customer	0 - WALKER LOYALTY ACCOUNT			
		Subtotal	10.30	Phone	(000) 000-0000			
	Delivery Options							
	Delivery 🗍 (Press the Sp	ace Bar to Select)						
	Charge 0.00		0.00		customer to receive promotio			
		-	(F AM		to complete the payment proc website then enter the Payme			
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	Misc. Adjustments 0		0.00				· U	to complete the
	Primary Tax 7, NC - Sales Tax 1, 7.25	× 00%	0.75					payment process
	Secondary Tax		0.00					Synchrony's site
	Rewards		0.00					
		Invoice Total	11.05					
as	Payment Method	Payments Tenderer	1	Enter N	APA Easypay Card Information		10	
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	4) Coupon (5) Gift Certificate		^	Carr	I Number (Last 4 digits)			with the amount
200	6) NAPA Gift Card 7) Electronic Funds Transfer				Authoriztion Number			card number, a
	8) NAPA EasyPay Card 💌		•		AUCTORIZION NUMBER			
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CAP NEWS – TAMS TECH

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INTRODUCING THE NEW PROLINK HOMEPAGE!

		CID V8 Diesel × Show Ve	icle Details Y Clear Vel	nde C	Saved Cart
					otal: \$23.99
Add Vehicle Recent Vehicles	Saved Veh	nicles	Collaps	- 10	Duplicolor Paint 1K × Clear Extreme Matte,
Search by VIN		Type / Year / Make / Model			Clear Extreme Matte, Matte, Clear, 1KCM Clear Matte, 12 OZ
VIN	Q	Auto/Light Trucks		~ 🔛	QTY: 1 \$23.99
OR		2020 ~			Duplicolor Paint 1K ×
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State V License Plate #	Q	Terrain		-	QTYI 1 \$23.99
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Select Your Vehicle	v	6.6 L 403 CID V8 Diesel		•	Clear Extreme Matte, Matte, Clear, IKCM Clear Matte, 12 OZ
		6.6 L 403 CID V8 Diesel			Clear Extreme Matte, Matte, Clear, 1KCM
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HIGH IMPACT

WHAT TO KNOW

- Nov 3 > New PROLink Homepage will start rollout
- 200 exclusive new PROLink users will get new homepage first
- · Monitoring KPI's, testing, gather feedback
- Nov 10 Nov 17 > Expand rollout to remaining new PROLink Users
- Nov 30 > Opt-out 500 customers from Pilot DC's

WHAT TO DO

- 1. Take PROLink training
- 2. Encourage your customers to opt-in and use new PROLink
- 3. Show your customers the new features
- 4. Provide feedback through PROLink
- 5. Check DC Bulletin 23-718 for complete details

QUESTIONS

- Contact <u>Bob Hammer</u>
- Use the Feedback button on PROLink

OCTOBER 2023 TECHNOLOGY ACTION PLAN

Technology	Туре	Impact	Action / Information	Ву
Upgrade from Red Hat Enterprise Linux 6 to RHEL 8	ACT	HIGH	 Red Hat Enterprise Linux 6 (RHEL 6) is end of life and needs to be <u>upgraded to RHEL 8</u> If you are on RHEL 6, a Store Technology Representative will contact you to upgrade 	11/30
Replace T320 or Earlier Servers	ACT	HIGH	 T320 Servers or earlier or 10+ years old and at a high risk of failure Go to <u>OrderNAPATech.com</u> to order a new server 	11/30
Prepare for the NEW PROLink	ACT	HIGH	 Take the <u>training</u> Encourage your customers to opt-in and show them the new features 	11/30
Use the New TAMS Features	ACT	MEDIUM	 All stores will have <u>Block Sale / Regulated Parts</u> by end of 2023 You must be on <u>Red Hat Enterprise Linux 8</u> and your address must be correct 	11/15
Use the new Form to Sign Up for NAPA Store Systems App	ACT	MEDIUM	 NAPA Store Systems App (NSSA) is available to all ISOs with new features each month Use the new signup form to register 	As Needed
Increase Sales Using EasyPay Financing	ACT	INFO	 EasyPay offers interest free financing on orders over \$199 through Synchrony <u>Register with Synchrony</u> to start the process 	As Needed
NAPA Gift Cards Piloting in Atlanta COS	ACT	INFO	 If someone presents a new NAPA Gift Card at your store, let them know this is in pilot and you will be able to accept them soon 	Through EOY
Commodore Financial makes financing TAMS Hardware easy	KNOW	INFO	 You can take advantage of Section 179 tax savings by financing hardware Contact <u>Ryan Schlueter</u> for additional details 	12/31
Search has improved over recent months	KNOW	INFO	 Significant improvements have been made in Search over past months Keep sending feedback on Results 	As Needed





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GET YOUR STORE READY FOR "RED FRIDAY"

- Updated Milwaukee End Cap
 - Added Merchandise
 - All Instant Items on End Cap Planogram
- Red Friday Sale promoting Milwaukee
- More Deals for Milwaukee in Real Deals
- Promotional Items
 - Buy a M18 Red Lithium XC 5.0 Battery 2-Pack and receive a Tire Inflator Instantly
 - (Store Use Code: MIL.MTINSTANT181)
 - Buy a M18 Red Lithium XC 5.0 Extended Battery Pack and receive a M18 Top Off 175W Power Supply Instantly
 - (Store Use Code MIL.MTINSTANT99)
 - Buy a M12 Impact Driver and Ratchet Kit and receive a M12 2.5AH Battery Instantly
 - (Store Use Code MIL.MTINSTANT79)



SAVE ON WHAT YOU NEED MOST.





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NAPA Gift Cards

- New Gift Cards not available to new year
- · Use remainder of Old Gift Cards
- · Do Not order additional ones
- Let Melissa Know if you do not have enough or if you have too many
- We will transfer from store to store to balance
 inventory





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TOOLS & EQUIPMENT



Guanter Utilitarier Geuse Nonkey" 3 Pacit (Hr. 7631346) Lorge SK. 7631346 Lorge





Cutdoor Edge 3 Inch Holiday 2023 Boxed Razorwork Blade

Outdoor Edge 3 Inch Holiday 2023 Boored Razor work Blade Norole in builds Gotborr Edge 7 pripadar Holiday 2023 (2// P238M301T



Outricor Edge 2 Pack Red and Green Silde/Winder Cschla StattRider'ste Bode Edenia Roja y Vede 2 Pacil BK P253000R2C

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Outrioor Edge SlideWinder' Blade Cuchile Stateliketer de Darde Exterior

EX SWK300 Black EX SWK300 Blue EX SWK300 Drance



Outdoor Edge 2 Pack Grange and Black Utility Knile Assoja Utilizara Nararja y Negra de Borde Exterior 2 Unidades 2 Pack BK P0280208820



Outdoor Edge 2 Pack 3 Inch Razorwark Blade Cachlla Razoreoni de Bonke Extentor de 7 polgador 7 Unidader 2 Pack EK P23RW302C



E-Z RED ANYWEAR Nock Light Luc de Coello 2-2 RED ANYINEAR

EX NP20 EX NP25 Eschargeable





Rapid Edge Heavy Duty Scissors Device pers Instages paradra Report Edge 2 Pack Personal Pack





NAPA Air Compressor 300 LPM 12 V Congresor de Jile NAM 388.LPM 12V SX MTMM1621SC



^{\$}199,....

DeWALT" 20V MAX" Brushless Cardless Battery Powened Load Blower with (1) 5Ah Battery & Charger Sphater de hejie makad ah eccohilos a bateria DeMALT" 20V MAX" 125 Agin 450 (Fbl con 1 Sateria de SA y Cargoster DeW DEWIT2291





DeWALT' 20V MAX' Brushless 3/8 in. Ratchet (Boal Only) Love de conces exposes DeMELT' 20V MOU' 3/OV MAX' 3/8" DEW DEPS138



DeWALT" XR" 20V MAX* 2-Pack 5 Amp-Hour Lithium Power Tool Battery Kit DeMALT AR' 20V MAX* 2-Packs 5 Amperies Hora AR on Index of this para heraminitas electricas DEW Debases

feach



DeWALT* 20V MAX* XR* 1/2 in. High Tonque Impact Wrench with Hog Ring Anvel (Tool Only) Live de repacts DelALT* 20V MAX* 1/2 M DEW DCF000

\$18.99

\$17.99

CURBSIDE PICKUP







CAP NEWS – Did "U" Know

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BATTERY RECYCLING: GOOD FOR YOUR WALLET & THE WORLD

The first step of recycling an old car battery involves returning the core of your original battery to a participating NAPA Auto Parts store. Certain used auto parts, like batteries, can be remanufactured for resale, which retains some of their value even when a part is no longer operational. This core charge (also called a core price) listed by aftermarket retailers is a type of deposit that encourages shoppers to return their used parts. When you bring a dead battery back to a NAPA Auto Parts store with a receipt showing the core charge, the store will refund that amount, which is typically \$18 to \$27.

But saving money isn't the only reason to recycle car batteries. There are many environmental regulations around disposing of a car battery because they contain highly toxic materials and heavy metals like nickel, mercury, lead and cadmium. Inside nearly every automotive battery are lead plates that are submerged in a mixture of sulfuric acid. While today's standard is lead-acid sealed batteries, the growing consumer market of hybrids and EVs is generating more demand for lithium car batteries, producing a new type of waste.

If you are searching for where to recycle car batteries, nearby city or county recycling centers may accept the battery for a nominal fee or at no charge. If you follow the laws in your state for old car battery recycling, your original battery should end up in a hazardous waste facility where chemicals are properly drained, lead is removed, plastic is recycled and anything salvageable is turned into part of a new battery.

The best solution for how to dispose of old car batteries is to check at your nearest NAPA Auto Parts store to see if they can accept them. Most auto parts stores also have the ability to send used car batteries to recycling facilities, as well as lawnmower batteries, motorcycle batteries and marine batteries. Keep in mind, you must transport a used automotive battery with great care and attention. Our experts recommend carefully placing it inside a thick plastic bag to prevent leaking in your trunk or truck bed. It is critical to keep the battery upright by securing it in the cargo area.







Thanks for subscribing!! See you in December - 2023