# **CAP NEWSLETTER**

Vol. 2 - 04/01/2024





Vol. 2 – 04/01/2024

### **UPCOMING DATES**



#### **Future Quarterly Meetings:**

April 4th: Presenters: Todd Hammond, Ken Brick, Parvez Patel (Virtual).

June 27th October 3rd

#### **CAP Upcoming Events:**

April 19th - 21St: King of the Hill

May 13th: BDG Group Meeting (Bangor Market)

#### **Dealer Field Work/Sales Programs:**

March 11th - 15th: Brett Miller (East Penn) Dealer Work (Update) March 18th - 22nd: SUR&R Sales Blitz (Southern Stores) (Update)

Filter Sales March 18th - March 31st

May 6th -10th: NGK Sales Blitz

May 20th - 24th: Echlin Sales Blitz



Vol. 2 – 04/01/2024

### **UPCOMING DATES**



**AutoTech Training:** Essential Scope Tests

April 1st in Bangor April 2nd in Auburn

#### **Dealer Training:**

April 30th, May 1st & 2nd: BPI Brake Training (PI, Rockland, Waterville)

May 6th - 7th: Garage Gurus Training (Auburn, Bangor)

#### **PB&E Training:**

March 13th & March 14th: Upol (Update)

#### **Milwaukee Tent Events:**

April 25th & 26th: 373 Skowhegan

May 10th: 211 Hampden May 17th: 402 Waterville

May 23rd & 24th: 311 Old Town



Vol. 2 - 04/01/2024

### **UPCOMING DATES**



# Join training, learn all about PROLink and the new homepage enhancements.

Encourage your sales teams and PRO customers attend live training and:

- 1. Learn about the new features PRO's have asked for
- 2. Help your customers opt in and start using new PROLink now
- 3. Ask questions, get answers about any new PROLink feature

#### **NEW PROLink homepage features include:**

- •Improved Home Page
- Legacy PROLink and feel
- •Return of Quick Pick / Job Type multi search
- New Mobile VIN app
- •Improved vehicle selector
- •Relocated search bar under vehicle
- Cart visibility on homepage
- •Enhanced mobile experience for iPad, tablet, phone

Day	Date	Time	Click the link below to attend a session
Tuesday	April 2, 2024	3:00 PM EST	PROLink Training
Friday	April 5, 2024	9:00 AM EST	PROLink Training
Monday	April 8, 2024	11:00 AM EST	PROLink Training
Wednesday	April 10, 2024	1:00 PM EST	PROLink Training
Tuesday	April 16, 2024	10:00 AM EST	PROLink Training
Friday	April 19, 2024	11:00 AM EST	PROLink Training
Monday	April 22, 2024	1:00 PM EST	PROLink Training
Friday	April 26, 2024	9:00 AM EST	PROLink Training





Vol. 2 – 04/01/2024

### **APRIL - Coastal Work Anniversaries**

Ronald	Levasseur	April	Admin	37 years	04/01/1987
Matthew	Lyons	April	Admin	21 years	04/21/2003
Wayne	MacFarline	April	Admin	10 years	04/24/2014
Marc	Rondeau	April	Admin	1 year	04/04/2023
Raymond	Clark	April	Ashland	2 years	04/18/2022
Robert	Dube	April	Auburn	3 years	04/23/2021
Lauren	Payson	April	Belfast	8 years	04/01/2016
Dakota	Merrill	April	Bethel	2 years	04/18/2022
Joey	Taggett	April	Caribou	10 years	04/14/2014
				_	04/02/2022
Michael	Clark	April	East Millinocket	1 year	04/03/2023
Ruth	Clark Nevells	April	Ellsworth	1 year 2 year	04/03/2023
				·	
Ruth	Nevells	April	Ellsworth	2 year	04/07/2022
Ruth Travis	Nevells Brann	April April	Ellsworth Ellsworth	2 year 5 years	04/07/2022 04/19/2019
Ruth Travis Ryan	Nevells Brann Bigelow	April April	Ellsworth Ellsworth Lewiston	2 year 5 years 3 years	04/07/2022 04/19/2019 04/12/2021
Ruth Travis Ryan Patrick	Nevells  Brann  Bigelow  Sylvain	April April April	Ellsworth Ellsworth Lewiston Machias	2 year 5 years 3 years 8 years	04/07/2022 04/19/2019 04/12/2021 04/13/2016
Ruth Travis Ryan Patrick Casey	Nevells  Brann  Bigelow  Sylvain  Anderson	April April April April	Ellsworth Ellsworth Lewiston Machias Old Town	2 year 5 years 3 years 8 years 2 years	04/07/2022 04/19/2019 04/12/2021 04/13/2016 04/26/2022



Vol. 2 – 04/01/2024

### HAPPY "APRIL" BIRTHDAYS

Alfred	Hickman	Old Town	April	2
Nicholas	Steward	Skowhegan	April	3
Jason	DuBon	Bucksport	April	5
Phillip	Hashey	Admin	April	5
Ronald	Levasseur	Admin	April	7
William	Busse	Presque Is	April	7
Amanda	Stevens	<b>East Wilton</b>	April	7
James	Cyr	East Millinocket	April	10
Robert	Fletcher	Presque Is	April	11
Dennis	Glidden	Rockland	April	11
Patrick	Sylvain	Machias	April	16
Lewis	Orff	Rockland	April	18
Brandon	Gamble	Rockland	April	19
Christopher	Gould	Bucksport	April	21
Douglas	Raymond	Houlton	April	21
Scott	Pellegrini	Lisbon	April	21
Stanley	Van Dunk	Machias	April	22
Jason	Salsbury	Admin	April	24
John	Fortin	Gray	April	25
Kimberly	Stoddard	Admin	April	25
Dustin	Holt	Skowhegan	April	27
Amy	Drost	Caribou	April	27
Scott	Hinkel	Admin	April	28
Randy	Shibles	Skowhegan	April	28
Kelly	Thibeault	Mexico	April	28
Seth	Leavitt	Auburn	April	29
Kelly	Ramsay	Oxford	April	30



### **CAP NEWS – Local Events**

Vol. 2 - 04/01/2024

The Topsham Store put together 13 bags of personal hygiene items and snacks for our neighbors that are guests at the Brunswick Gathering Place. The Gathering Place is a day shelter for the homeless and the deeply poor and provides a safe, welcoming and comfortable space to gather, to receive respect, encouragement and get help with practical problems of life.





### CAP NEWS – Autism Awareness Charity GOAL

Vol. 2 - 04/01/2024

### **Autos for Autism**

- April is Autism Awareness
- Raises money for MAIER- Maine Access to Inclusive Education
- Provide information and resources for families, educators and service providers to assist individuals with Autism and other developmental disabilities navigate and access inclusive education programing
- Based at the University of Maine and started in 2014 and started as a grant
- Goal is \$10,000 raised in our stores





### CAP NEWS – Referrals Rewards

Vol. 2 - 04/01/2024



\$25 at the time the referred applicant is hired. \$50 when they have reached 90 days. \$100 when they have reached 1 year.

# Congrats to this month referrals recipients:

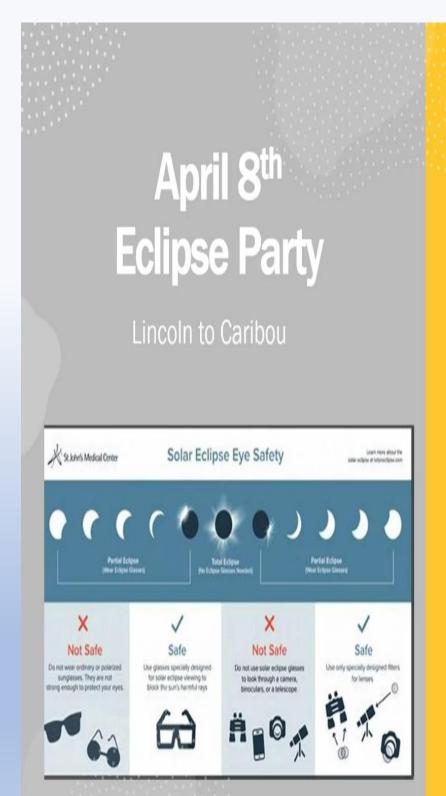
Steve S -Gray
James O-Ellsworth
Clint D-Rockland





### CAP NEWS – Local Events

Vol. 2 - 04/01/2024







### CAP NEWS - Milwaukee Sale

Vol. 2 - 04/01/2024





### CAP NEWS - Milwaukee Sale

Vol. 2 - 04/01/2024









BUY \$249 IN QUALIFYING PACKOUT"





птем •	QUALIFYING PACKOUT*	PRICE
45-22-6301	PACKOUT Suckpack	9134.99
49-22-680	PACKORT Conduct	974.99
45-22-6515	PACKOUS 15" Sales	800.00
45-22-6300	PACKOUT 20" bole	9130.00
49-22-6971	PACKETITY 15" Tool Eng	\$60.99
40-22-650	INCOUNT 20" Tool Eng	975.99
45-22-8410	PACKETET Dody	900.00
48-22-8415	PACKSOT" 2-West Cet	9235.99
49-22-8422	PACKURIT Compact Tool Res.	969.99
48-22-8404	PACKETET Tool Box	979.99
48-22-8-65	PACKOUS Large Tool But	800.00
48-22-8406	PACKSON <sup>®</sup> Reling that Sex	\$146.99
40-22-0429	PMCNOVIT St. Total Box	9120.99
48-22-8400	PACKORIT <sup>®</sup> Organizar	849.99
48-22-8481	INCKOUT" Lose-Profile Departmer	\$44.99
49-22-5405	IMCNORT Compact Organiser	940.99
49-22-0406	PACKORS" Loss-Profile Compact Degaster	935.99
45-22-5440	PACKENET* Grade	980.99
49-22-8462	PACKDOT <sup>®</sup> 2-Grower Tool Sea	\$159.00
45-22-5462	PACKOUT 5-Green Tool Sex	\$179.00

птем •	QUALIFYING PACKOUT*	PRICE
45-22-5450	PACROTOT <sup>12</sup> Tool Gase W/ Contemboble Insert	979.00
40-22-0451	Curtorstable Fram Insert	924.99
49-22-6452	Curtorstable Fean Insert for PACKUUT Squarer Tool Scoon	924.00
45-22-5460	PACKURIT 1607 Gampact Cooler	\$109.99
48-22-8472	Ocuseur Dividors for PACECUTT 2-Drawer Tool Sec.	99.99
49-22-0473	Downer Children for FACROUT" 5-Donner Tool Sox	99.00
40-22-5400	PACKOUT" 2-Shelf Recking Kit	\$143.99
40-22-0481	PAGEOUT ** Backing Shelf	\$49.00
49-22-0462	Zpc 20" Vertical E-Track for PACKDUT" Racking Shelves	\$44.00
45-22-5465	PACKOUT® Mounting Plate	\$29.99
40-22-0450	PACKOUTT Controlisable Work Top	954.00
40-22-0432	PACKOUT" Soop Organizar	\$63.99
45-22-5425	PAGEOUT "Relling Tool Cheef	\$229.99
40-22-63538	PACKURIT ** Bloc Tumbler	934.00
40-23-63939	PMOXXVIT® 20xx Turnibler	920.00
40-22-00500	PM/SKOUT " 30cc Tumbler - Black	534.99
40-22-63625	PACKSUT" 20xx Tumbler - Black	\$20.00
40-22-0444	PACKOUT" 4 DRAWER TOOL BOX	\$199.00
49-22-0447	PACKOUT MEET-CEPTH 3-CHAMER TOOL BOX	\$179.00























2967-22 Mt18 FUEL\* 1/2" High Torque Impact Wranch with Friction Ring Kit





Extended Reach Box Ratichal

(Tool Only)









QUIK-LOK



QUIK-LOK

s169 49-16-2796 M18 FUEL " GUIK-LOK" Hedge Trimmer Attachment QUBK-LOK





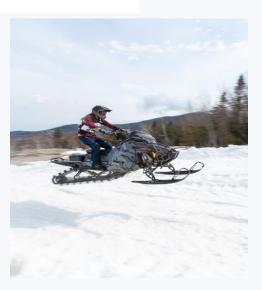
QUIK-LOK





### **CAP NEWS - Local Events**

Vol. 2 - 04/01/2024



Stop by the Coastal Auto Parts tent at this years King Of The Mountain Event!!



#### King of the Mountain Snowmobile Hill Climb

The Loudest Party in the East is back! Save the date for the largest East Coast hill climb – the 2024 King of the Mountain Snowmobile Hill Climb at Saddleback. Last year this event attracted 310 riders and 626 entries. This event grows every year and draws racers and spectators from all over New England and the East Coast! Like and follow our dedicated event <a href="#FACEBOOK PAGE">FACEBOOK PAGE</a> for the latest news and updates. Registration link coming soon! **#KOTM** 

#### **Dates:**

Friday & Saturday, April 19-20, 2024

#### Time

9:00am - 8:00pm

#### Location

Base Lodge/Grey Ghost



### CAP NEWS – APRIL Sales Items

Vol. 2 - 04/01/2024

### **WASH & WAX**



Armor All\* Wipes Toolites Armor Al\* 30 ct.

NCB 17497C Cleaning Wipes NCB 17501C Glass Wipes

Valid only in the U.S. A. Qualifying perchase(s) mest be made between 2/38/2004 - s/31/2004 with total min. perchase(s) of \$20. Max. relate of \$40. Carnot he combined with other offers. For in it terms and conditions, vis it summers also long, con.

22024 Energitism. Trudements and certain designs are owned by Energitism.





\$649 /each







Renew Rx Polishing Compound Compuesto para pulir Renew Rx 10.5 cz.

10.5 oz.			
TWT241A			
TWT230A	Resew Rx Rubbing Compound Heavy Dety Cleaner	10.5 cz.	\$6.79
TWT246	Oxy Power Out Upholstory Cleaner	18 cz.	\$7.19
TWT79	Zip Wax Car Wash & Wax	64 cz.	\$7.19
TWT244	Oxy Power Out Carpet Cleaner	18 cz.	\$7.19
TWT9	Wax & Dry Spray Wax	26 cz.	\$7.59
TW 50597	MAX Power Car Wash	100 az.	\$7.99
TWT520	Bug & Tar Remover	16 cz.	\$7.99
TWT136R	Original Express Shine Camasba Wax	16 02.	\$7.99
TWT223R	Super Hard Shall Car Wax	9.5 cz.	\$7.99
TWT477R	ICE Promisin Care Spray Wax	20 cz.	\$10.79
TW 53734	Hybrid Solutions HyperFoars Wheel Cleaner and Tire Prop	23 cz.	\$10.79
TW 53733	Hybrid Solutions Graphene Acrylic Tim Shine Spray Coating	23 cz.	\$11.99
TW 50984	Ice Soal e' Shiso	16 cz.	\$12.79









\$699 Seach

Meguair's' Hot Rims All Wheel & Tire Cleraner Limpiator de l'antas y ruedas Hot Rims de Maguair 24 cz.

NCB G9524

Quik Interior Detailor\* Cleaser NCB G13616 NCB 610916 Rich Leather Cleaner-Conditiosaer 15.2 az \$10.49 NCB \$3316 Quik Mist & Wipe Detailor 16 az \$7.99 NCB A1214 Cleaner Wax 11 cz. \$10.99 NCB \$1624 Quik Wax NCB 67164 Gold Class Car Wash \$10.99 24 02 64 cz. NCS G13815 Hot Shine Tire Spray 16 az. NCB 617216 Ultimate Commound 15.2 az \$11.49





### CAP NEWS – APRIL Sales Items

Vol. 2 - 04/01/2024

### **GET OUTDOORS**

#### SAVE UP TO 24% ON SELECT SMALL ENGINE AIR, IN-LINE, AND OIL FILTERS





\$1499 /each

Star brite\* Star Tron\* Enzyme Fuel Treatment Concentrated Gas Formula Instantable Star brite\* Star Installation of Star brite\* Star Installation of Star Brite\* Brite\* Brite





\$999 /each

Sta-Bil<sup>a</sup>
360 Martine<sup>\*</sup> Fuel
Treatment & Stabilizer
Tratamient y artabilizator de
combustido Mabil 1 Racing
Marino<sup>\*</sup>
8 az.
ACB 22229





\$699 /each

Lucas Marine Fuel Treatment & Injector Cleaner Tratminito para combustible marino y limitador de injectores Lucas 16 cz. LUC 10150





\$1399 /each

Lucas Synthetic Blend TC-W3 2-Cycle Marine 01 Acute marine de 2 tempos Lucas Marcia Sottética TC-W5 1 qt

LUC 10860 LUC LUC 1086 1 gal



\$**7**99

NCB 093008

Valvoline\* Marine 4 Stroke Engine Oil Acate Valvoline\* para moteras marinos de 4 fempos 1 ot.

\$3099 1984 1988





\$349 /each

Valvoline<sup>a</sup> Outboard 2-Cycle Oll Acoès Valvoline<sup>a</sup> para foradorche de 2 fompos 16 cz.

LAL 822386 1 qt \$5,99 LAL 773735 1 gal \$20.99



\$**5**99 Valvotne\*

Multi-Purpos 2-Cycle Oil Acete multiuso Valveline" para 2 tempos 1 qt. VAL 822384



\$2149

Valvoline" VR1
Racing Motor Oll
Acain de motor
pera comune
Valvoline" IR1
5 qt.
20W50

\$**599** 1gt. 10W30, 20W50,

30W, 40W, 50W, 60W



\$41.99



\$749

Varivoline\* VR1 Reicing Motor OII Full Symthetic Acade de motor de camera: Valedine\* VR1 Totalmande Sintérico 1 qt. 20W50,10W30





\$799 /each

Vatvoline\* Ultimate Powersport Full Synthetic Motor Oll Acata de notor Vatvoline\* Obmate Powersport totalmente sintélice 1 qt. 10 Weg





\$649 (each

Valvotine\* ATV 4 Stroke Motor Oil Conventional Assite de meter convencional Kahelina\* Wit para cameras y vehicutes clásicos 1 qt.

31



\$659 /each

Varivoline\* Motorcycle
4 Stroke Motor Oil
Conventional
Aceite de motor para motocicletas Valvaline\*
Convencional
1 ot.
10W40, 20W50



\$**7**99

Valvoline\* Motorcycle Motor Oli Full Synthetic Acade de motor para motociciatas Valvoline\* Totalmente Sintático 1 ot. 10W40







Mobil 1"
Rading 4T
Motorcycle
Motor 08
Aceia de motor
para motociciatas
Mobil 1 "Rading 4T
1 dt.

AACH 124245 10W40 AACH 112630 V-Twin 20W50









### CAP NEWS – TAMS Partial Ship Refresher

Vol. 2 - 04/01/2024

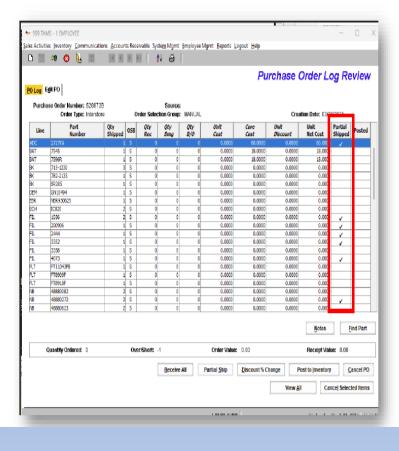
### **How to Receive Partial Shipments in TAMS**

#### What is a Partial Shipment?

Partial Shipments occur when factory direct orders are fulfilled from multiple locations or stock orders arrive in multiple shipments at different times.

#### What Problems Can Occur?

When an entire Purchase Order is posted to inventory without flagging the partial ship items, the store will have to manually adjust the inventory once the remaining portion of the inventory is received.



#### INFORMATIONAL

#### WHAT TO KNOW

- Partial Shipment occurs when the entire order is not received at the same time
- Use the Partial Ship feature in TAMS to avoid manually adjusting inventory when the remaining shipment is received

#### WHAT TO DO

- Review the <u>video and step-by-step</u>
   guide on the Help and Learning Center
- You need to be on GPC Network to access the site

#### **QUESTIONS**

- Email Store Support at NAPA StoreSupport@genpt.com
- Call Store Support at 800-472-8267

Instruction video can be found in the TAMS help link.



### CAP NEWS - RETAIL HOT BUTTONS

Vol. 2 - 04/01/2024



# RETAIL SALES DRIVER April 2024

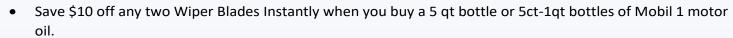


#### "Just Ask"

- 7631340/7631341 3pk Grease Monkey Gloves
- L and XL sizes
- \$11.99

#### □ PROMOTIONAL A/R and REBATE INFORMATION:

#### Mobil One



(Use code: MOB 101010)

#### **Exact Fit Wiper Blades**

- Purchase any 2 NAPA Exact Fit beam blades and a Rear blade and get \$10 Instant Rebate
  - (Use code: 10off)

#### **K&N** Air Filters

- Purchase and K&N Cabin Air or Engine Air Filter and receive a \$10 Instant Rebate
  - (Use Code: BKINSTANT10)

#### **Armor All**

- Purchase a min of \$20 of qualifying purchases between 2/26/2024-05/31/2024 and get \$5 back
  - Max of \$10 back
  - Visit summerautobody.com or scan QR code in the flyer.

#### □ SALES DRIVER SET-UP CHECKLIST:

- SHELF TALKERS:
  - o REMOVE: Red (March Retail Sales Driver)
  - o ADD: Gray (April Retail Sales Driver)
  - o REMOVE: Orange (Q1 2024 Real Deals)
  - o ADD: Blue (Q2 2024 Real Deals)
- KHTA COUNTER MATS OR COUNTER SIGNS IN PLACE and KHTA ITEM DISPLAYED ON COUNTER
- WINDOW CLINGS NEATLY DISPLAYED ON OUTSIDE OF WINDOW (centered, level and no bubbles)
- SALES DRIVER ENDCAPS AND WING PANELS MERCHANDISED & PRICED
- STACKOUTS MERCHANDISED & PRICED
- TWO TIER BASKETS MERCHANDISED AND PRICED





### CAP NEWS - NAPA Know How

Vol. 2 - 04/01/2024

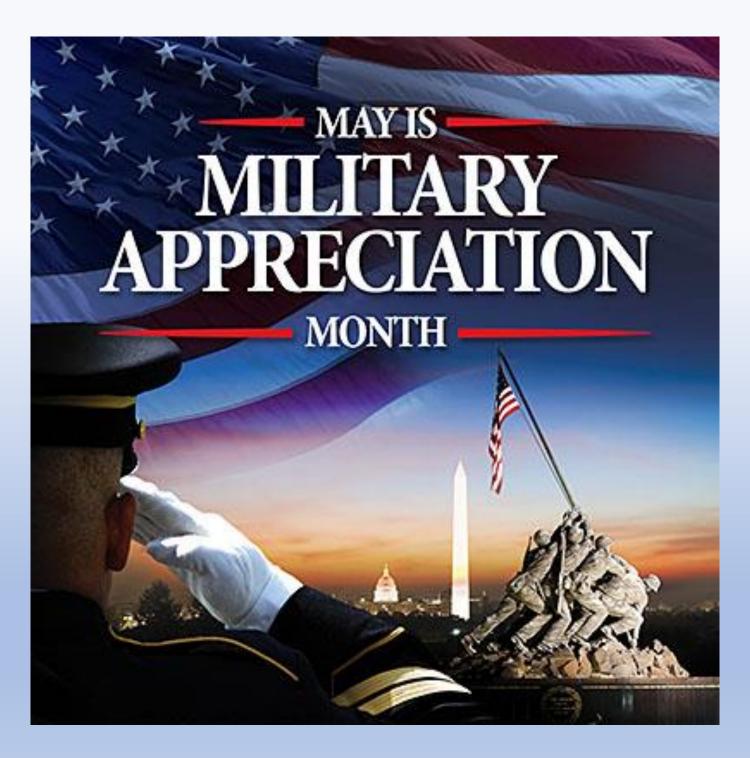
#### **CLEARING THE AIR: 5 THINGS YOU MAY NOT KNOW ABOUT CABIN FILTERS.**

- **1.The Air Inside Your Vehicle Can Be 6 Times More Polluted Than The Air Outside:** Without proper filtration, the air inside the passenger cabin can be teaming with allergens, pollutants and other disgusting microbes. That suggests a significant health risk for children, the elderly and more than 40 million allergy-sensitive North Americans.
- **2.Air Quality Threats Abound:** Cabin air filters block airborne contaminants: <u>pollen</u>, dust, car exhaust, toxins, pollutants, allergens, windblown industrial soot, the smelly build-up caused by mold, mildew, algae and fungi and more.
- **3.Protection For Your Heating & HVAC Systems:** Without a clean, functioning cabin air filter, microscopic contaminants are pushed into your car, much of it through vents. A dirty cabin air filter can degrade and potentially damage your vehicle's heating and air conditioning systems.
- **4.You May Already Have One:** If you have a 2000 or newer vehicle, you probably have one. While 95 percent of vehicle owners surveyed recently said they are concerned about in-car air quality, only 26 percent said they knew or thought they knew there was a cabin air filter in their vehicle.
- **5.Cabin Air Filter Replacement Schedule:** Driving conditions will determine how often a cabin air filter needs replacing. Dirt roads, dusty areas and urban stop-and-go traffic shorten a cabin air filter's life, Most vehicle manufacturers suggest cabin air filters be replaced every 12 months or 12,000 miles.



Vol. 2 - 04/01/2024

See you in MAY - 2024



Thank you for subscribing to our Newsletter!