

January 24, 1989

L. A. Ingham
JAN 26 1989

TO: Pete Ingham
FM: Jim Perry
RE: CAPA

I talked with Frank Schoonover this morning in response to his calls to you. He insists that he needs to have at least one more wrap up conversation with you on various "policy matters" and "political issues" on which he needs guidance. He would like to make the transition to the new executive director as smooth as possible and is willing to work until July, if necessary, though he understands that April 1 is the target date for the transition. I have asked Judy to check your calendar to see if there is some time available either this week or early next week.

His major complaint now is that after 26 months of operation, he still has only 2 sheet metal parts certified and that he is getting a lot of heat from insurers for not having more after all this time. He wants to explore some less expensive ways of doing the testing to encourage more manufacturers to join the program.

He does expect to have the new CAPA directory, listing approximately 650 parts, and the list of distributors printed and available by February 1. We won't have the CAPA brochure until well into February, so he is ahead of us on that.

I have heard directly from the Alliance that it will send a letter to Alliance members alerting them to the CAPA solicitation letter and encouraging them to support CAPA. The AIA has also responded, but in somewhat different terms. Their Claim Administration Committee is apparently setting the policy on this issue and it is divided three ways, one faction favorable to CAPA, one faction hostile, and the other taking no position. This means that AIA must remain officially neutral and cannot provide a recommendation letter for us to accompany the solicitation letter. We do, however, have their membership list and their approval to solicit AIA members directly. With some AIA members on the board, we can identify board members for the benefit of those who want to seek the opinions of other company executives. I still haven't heard from NAI, but I assume they will continue to be supportive.


JFP/se

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