

TO: R. H. ORCUTT

SUBMISSION DATE:

FROM: \_\_\_\_\_

OCT 3

☐

DEC 26

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OCT 31

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JAN 23

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SUBJECT: HARLEY-DAVIDSON 100'S CIGARETTES PROGRESS REPORT

DISTRIBUTION: EFFECTIVENESS OF PRE-SELL (REPORT ON OCT. 3 ONLY).

DIRECT ACCOUNT AND CHAIN VOIDS (USE X TO INDICATE A VOID).

ACCOUNT	NO. STORES	LTS.	
		100'S	100'S

% OF DISTRIBUTION ACHIEVED IN RETAIL OUTLETS:

% CLASSIFIED CALLS

% ANNUAL CALLS

PROMOTIONAL IMPACT:

\$5.00 OFF PACK:

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\_\_\_\_\_  
\_\_\_\_\_

SALES FORCE 20'S:

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\_\_\_\_\_  
\_\_\_\_\_

\$5.00 OFF CARTON:

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