

* NAME STAMP HERE

C. RUTHERFORD - DM
4128 ST. PAUL, MINN.
CODE 428008

SA 363 INEV. 4-68

DOWN & WILLIAMSON TOBACCO CORPORATION

FIELD MANAGER'S WEEKLY REPORT

WEEK ENDING July 14, 1972

Cawley

Sales Asst. USE

DAY OF THE WEEK	MON.	TUES.	WED.	THURS.	FRI.	DATE	WHOLESALE CALLS - NAME & CITY
DATE OF THE DAY	10	11	12	13	14	13	1. Twin City Can & Tob. St. Paul, Mn. (WGM) X
CH. SLISM. REPORT - ASGMT.						13	2. Superamerica, Inc. St. Paul, Mn. (WGM) X
W. SLISM. IN ASGMT.			WGM 2			13	3. Wm Segal's Wholesale St. Paul, Mn. (WGM) X
W. OTHERS (THEIR INITIALS)	WGM	WGM		WGM		13	4. Snyder's Drug, Inc. St. Paul, Mn. (WGM) X
NUMBER OF RETAIL CALLS			9	2	2	14	5. Superamerica, Inc. St. Paul, Minn.
NUMBER OF WHOLESALE CALLS				4	2	14	6. Ed Martin & Son's St. Paul, Minn.
NUMBER OF V.M.O. CALLS				1			
NUMBER OF CHAIN OFFICE CALLS		1					
TOTAL ADVERTISING PLACED			32	4	13		
NUMBER OF CONSUMERS SOLD WITHOUT GRATIS					1		
NUMBER OF CONSUMERS SOLD WITH GRATIS CHARGED BY SLISM			7		8		
NUMBER OF CONSUMERS SOLD WITH GRATIS CHARGED BY SELF				1	2		
COST OF CONSUMER GRATIS CHARGED BY SELF				49	135		
MONDAY:	OTHER ACTIVITIES						
SALESMEN JOINED:							
Mr. Ments made complete audit of my division 12B							
TUESDAY:							
SALESMEN JOINED:							
Obtained Figures from Minnesota State Tax Department. RE: Cigarette Taxes paid by leading Jobbers in State.							
WEDNESDAY:	Skarie						
SALESMEN JOINED:							
THURSDAY							
SALESMEN JOINED:							
Picked -up R & D Cigarettes							
FRIDAY							
SALESMEN JOINED: Skarie/Effinger							
completed & sent R & D cigarettes.							
TOTAL -SA 438'S ATTACHED TO THIS REPORT							4
CHAIN OFFICES - NAME & CITY							
11	1. Superamerica, Inc. St. Paul Park, Mn. (WGM)						
	2.						
	3.						
	4.						
	5.						
	6.						
	7.						
	8.						
	9.						
	10.						

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