

SECTION OPERATIONS REPORT

PM **PHILIP**
MORRIS

SECTION MANAGER:

A. B. CAMPBELL

HEADQUARTERS:

MINNEAPOLIS, MINNESOTA

MONTH:

JANUARY, 1982

2043374472

MONTHLY OPERATIONS REPORT
USA FIELD SALES

I. MARKETING CONDITIONS

A. NEW P.M. BRAND

TEST - Nothing to report.

NATIONAL INTRODUCTION - Merit Ultra Lights 100's introduction continues to appear very successful. Both wholesale and retail accounts reporting steady movement. December sales figures show that Merit Ultra Lights 100's are contributing 6.2% of the total Merit family sales. Distribution within the Section now stands at 94.4% on the Regular packing and 94.2% on the Menthol. Availability and visibility of the brand continues to be a priority of the sales force.

B. INDUSTRY SALES

Wisconsin - State tax collectors are concerned about the increasing sales of tax free cigarettes by Wisconsin Indians. Tax officials say as much as three million dollars in taxes could go uncollected in 1982 because of the sales of cigarettes on these Indian Reservations.

The State Tax Department claims that 468,000 cartons were sold tax free from July 1 - December 31, 1981. And in 1982 this amount is expected to be even more. Many retailers who are located close to these Reservations have shown a major decline in business. Some of the direct distributors in Wisconsin are very concerned about this problem and are meeting with the State to try and control this escalating problem.

Minnesota - Recently Minnesota Tax Bill HF14 was prepared in two versions by the House and Senate and presented to the Governor. Primarily, this bill was designed to tax oil companies operating in Minnesota on the basis of their worldwide operations, instead of that portion of their business generated within the State. Western Oil (a gas-convenience chain) headquartered in Minnesota was quite concerned. They felt that this would impose such a heavy tax that their Minnesota stations/stores might be forced to close. The bill was vetoed by the Governor, but Minnesota oil companies still fear its being re-presented.

Effective February 1st, a 5% sales tax will be imposed on cigarettes within the State of Minnesota. The retailer will be the tax collector. Vendors will be required to submit an application to the State to obtain a sales tax number. The Vendor will be the tax collector for cigarettes through their machines.

C. PHILIP MORRIS SALES

For the twelve months of 1981, Section sales were up 5.0%. December figures showed the Section to be up 9.7%.

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MONTHLY OPERATIONS REPORT
USA FIELD SALES

I. MARKETING CONDITIONS (continued)

C. PHILIP MORRIS SALES (continued)

The Marlboro family showed an 11.9% increase in December, as all packings showed positive growth. The Marlboro family closed out 1981 up 3.5%.

The B&H family was up 3.5% in December. All packings, except B&H Lights Regular and Menthol, were down. The entire family closed out 1981 down -1.4%.

Merit showed an 11.1% gain for December. Sharp declines were noted on Merit Regular and Menthol, as the parent family was down -13.3, and Merit Menthol 100's were down 14.3%. The Merit Ultra Lights family continues to show steady growth as the four packings are contributing 18.4% of the total Merit business. This is an increase of 3.0% from last month's report. The Merit family closed out 1981 up 12.7%.

Virginia Slims Lights Regular and Menthol are showing the only positive growth within this family. For 1981, Virginia Slims family up +10.0%.

1982 Brand Growth Objectives have been set for the Section as follows:

<u>BRAND</u>	<u>OBJECTIVE</u>
MARLBORO	2.5
PARLIAMENT LIGHTS	-4.0
B & H 100's	even
MERIT	18.0
VIRGINIA SLIMS	14.0
CAMBRIDGE	even
OTHER	-10.0
<u>TOTAL</u>	<u>6.3</u>

II. COMPETITIVE ACTIVITY

AMERICAN

A. SALES/SHARE OF MARKET

Nothing to report.

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MONTHLY OPERATIONS REPORT
USA FIELD SALES

II. COMPETITIVE ACTIVITY

AMERICAN (continued)

B. MANPOWER

Green Bay Division is now filled, but four month old vacancy in downtown Milwaukee still remains.

C. STRATEGY

Nothing to report

D. PROGRAMS

Letter sent to retailers states they have raised their Plan A payments. Reps are to advise them of new amounts in the near future.

E. P.O.S.

Rumor is that American is coming out with package racks that will be available to retailers on a limited basis starting in February, 1982.

Billboard advertising in Wisconsin for Carlton and Carlton 120's.

B & W

A. SALES/SHARE OF MARKET

Nothing to report

B. MANPOWER

It's rumored that as a test, the sales force in Iowa will be increased to match ours.

C. STRATEGY

Nothing to report.

D. PROGRAMS

New Kool Lights and Ultra Lights displays feature one pack free with purchase of one pack, plus coupon offer. To get coupon for \$2.00 off on a carton, consumer must call 1-800-228-3606. Distributor salesmen are being paid \$1.50 for each counter display placed.

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MONTHLY OPERATIONS REPORT
USA FIELD REPORTS

II. COMPETITIVE ACTIVITY (continued)

B & W (continued)

E. P.O.S.

Expansion of permanent p.o.s. programs is rumored for this year. New department marker features a dial with price numbers for kings and 100's, by pack and carton, a clock and an insert similar to R.J.Reynold's so advertising slogans can be changed periodically. The 20" x 44" sign is white with black lettering.

Carton racks from B & W will be available August 1, 1982.

LIGGETT & MYERS

A. SALES/SHARE OF MARKET

Nothing to report.

B. MANPOWER

Minneapolis Field Office closed December 31st and is now consolidated with the St. Louis Office. The two Managers remaining in the Twin Cities have split the territory. Toby Webb will headquarter out of his home in St. Paul and assume responsibility for manpower and accounts in St. Paul and Eastern Minnesota. Ron Nelson will be responsible for Minneapolis and Western Minnesota.

C. STRATEGY

Nothing to report.

D. PROGRAM

Nothing to report.

E. P.O.S.

Very limited - talkers and posters on Eve Lights.

LORILLARD

A. SALES/SHARE OF MARKET

Nothing to report.

B. MANPOWER

Nothing to report.

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MONTHLY OPERATIONS REPORT
USA FIELD SALES

II. COMPETITIVE ACTIVITY (continued)

LORILLARD (continued)

C. STRATEGY

Plans for first half of the year is to pay the most money and give the most coverage to their established brands. Seem to be giving up on Triumph, Max, etc.

D. PROGRAMS

Kent III - Working small counter displays, attached deck of cards free with two pack purchase, in Minnesota and the Dakotas.

In Wisconsin, still working Newport Red & Green and True, giving consumer a free lighter with two pack purchase.

E. P.O.S.

Nothing to report.

R. J. REYNOLDS

A. SALES/SHARE OF MARKET

Filter on Winston Lights supposedly changed and retailers are receiving numerous reports of dissatisfaction from consumers.

B. MANPOWER

Green Bay Division - Sheboygan, Fond du Lac and Oshkosh added. Now have an ADM and a twelve person sales division effective 1/1/82

Milwaukee has been decreased to a nine man division, the extra Rep was sent to Minneapolis as a Sales Rep (no promotion).

Reps being shifted around in metro area. New female hired for Duluth.

C. STRATEGY

Salem Slims Lights - Pre-booked, where possible, 5 to 15 carton average per store. Sales Reps being paid time and one-half for working Saturdays to gain distribution. Retailers very upset about this.

Winston 100's - Changing packs and cartons to dark red.

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MONTHLY OPERATIONS REPORT
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II. COMPETITIVE ACTIVITY (continued)

R. J. REYNOLDS (continued)

D. PROGRAMS

Salem Slims Lights - Temporary and permanent displays featuring toll free number for consumer to call for coupon good for free pack or mail-in coupons available at point of purchase.

New vending promotions - first promotion accepted between 1/4/82 and 3/31/82, second promotion accepted anytime in 1982.

Camel Lights - 1st Quarter - One carton free for initial placement, plus \$1 for placement.

2nd Quarter - \$3.00 maintenance payment.

3rd Quarter - \$2.00 maintenance payment.

4th Quarter - \$2.00 maintenance payment.

Second promotion offers 17 additional low tar growth brands. \$3 introductory payment plus \$2 maintenance paid the quarter immediately following the quarter placements are made.

E. P.O.S.

Camel Lights - New open/close sign for retailers' doors.

Salem Slims Lights - Most temporary materials on Salem Slims Lights. Cards on Department Markers also changed to Salem Slims Lights.

New carton rack labels have place at bottom to enter order number and base inventory for brand.

III. TRADE CLASSES

A. WHOLESALE (DIRECT/INDIRECT)

Distributors - Standing orders for AMDS accounts were at 88.3% for December. This is an increase of 7.5% from last month's report. One standing order was upgraded this month for a total of four cases.

Lakes Jobbing, Detroit Lakes, Minnesota - A communication was received from R. A. Pruehsner requesting assistance in collecting state reimbursements on unsaleables shipped since April, 1981. This includes six shipments totaling \$2376.00 owed to Philip Morris. Contact has been made with owner and a committal has been secured to pay the amount owed. Lakes Jobbing also requested that in the future we do not send them the tax advances but only the affidavit.

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USA FIELD SALES

III. TRADE CLASSES (continued)

A. WHOLESALE (DIRECT/INDIRECT) (continued)

Grocery Wholesalers - Gateway Foods, LaCrosse, Wisconsin - Account has notified all tobacco companies in writing that they have adopted a strict policy against accepting back orders. Any order that does not arrive in full, the balance will be cancelled. Richmond has been notified.

Generics - Most grocery wholesalers are currently expanding space to provide retailers with generic products. Wholesalers feel that generic products' success is directly related to the recession we are experiencing and that when a strong growing economy returns, a reverse in demand will be forthcoming.

Vendors - Most vendors concerned about the effects that manufacturers' price increases, Federal, State and local tax increases will have on their cigarette sales. Most vendors claim cigarette sales are declining and increased margins are not taking up the slack in lost sales. Vending prices within the Section range from 75¢ to \$1.00, depending on the location.

Another concern is the need to add conversion kits to increase vending prices above \$1.00 on most older machines. Most vendors feel they will have to go to at least \$1.10 on all machines requiring the conversion kits, due to the kit's cost.

Versa Vend, St. Cloud, Minnesota - This vending account has just purchased Hanson Vending located in Brainerd, Minnesota. The new location will be operated as a branch. Versa Vend will now be operating a total of 82 cigarette vending machines.

Government & Military - Nothing to report.

B. RETAIL (CHAIN & INDEPENDENT)

Supermarkets - Red Owl, Hopkins, Minnesota - Upper management planning continued growth in their Country Store operations. They are also planning to consolidate Snyder Drug and Red Owl in two store conversions and they plan to build a super store that will feature high quality and fresh food.

Kohl's - Milwaukee, Wisconsin

- . In December, Max Kohl, founder of Kohl's, died in Florida. He was 80 years old.
- . A new president, Dan Josephs, has recently been appointed. He was formerly Group V.P. with Jewel's in Chicago.
- . Kohl Stores popularity continues to decline as Pick N Save and Sentry slowly increase their market share.

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III. TRADE CLASSES (continued)

B. RETAIL (CHAIN & INDEPENDENT) (continued)

Convenience - Open Pantry, Racine, Wisconsin - Headquarters has advised all franchise stores to remove all permanent counter displays signed locally. Headquarters plans to sign a chain contract and receive 50% of monthly payments. We should lose twenty B displays, which are signed locally in the Milwaukee market. RJR and Lorillard have signed national contracts with Open Pantry headquarters, but store managers refusing display if they have to split payment with headquarters.

Drug - Nothing to report.

Mass Merchandisers - Target, Minneapolis, Minnesota - Target will be expanding into Montana and Wyoming in 1982. Headquarters also has plans to expand operations in Texas.

Service Stations - Martin Oil, Alsip, Illinois - Headquarters will be closing all Wisconsin stations during the first quarter of 1982. This will involve five stations of which all are presently 8 point calls with B displays.

Liquor - Nothing to report.

C. RETURNED GOODS

Returned goods for December were up 13.2%. For the twelve month period of 1981, returned goods were up 16.9%. DS' will work with returned goods personnel during 1982 to insure that all good stock is being salvaged before being returned to Richmond.

IV. MERCHANDISING PROGRAMS

A. CARTON RACKS

Plan A - During January signed Copps Corporation to our Plan A contract. This 24 store chain does approximately 5.57% of the supermarket business in Wisconsin. Contract was signed at 26%, effective 1/1/82. All stores will merchandise cigarettes from RJR's new universal fixture.

Through December, 27 chain accounts (564 stores) were participating in our Plan A contract. S.O.F. through December is at 30%. During 1981, Area Managers have increased s.o.f. on all types of racks 1.0%.

Currently 1264 independent accounts are participating in our Plan A program. S.O.F. presently stands at 30.9%. This is an increase of 1.3% for 1981.

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IV. MERCHANDISING PROGRAMS (continued)

A. CARTON RACKS (continued)

Emphasis will continue to be placed on signing all accounts that are not presently participating in our Plan A contract and are eligible. DM's have been instructed to place major emphasis on signing accounts that are doing over 400 cartons per week in sales.

Compact/Impact - Piggly Wiggly Nortland, Fargo, North Dakota - Shelving has been ordered for the Williston, North Dakota store. Installation should be completed by March 15th. A 16' - 20' section has been planned for cigarettes and tobacco products. This store sells approximately 2,000 cartons of cigarettes per week. We will have 29% of the space on the second and fifth shelves.

Juba's, Willmar, Minnesota - Account has backed off on setting C/I department. Account remodeled and designated 44' to Generic products; no space was left for C/I. Recently this problem seems to be showing up in several chain accounts.

Currently five chain accounts (15 stores) are merchandising cigarettes from our C/I concept. 128 independent accounts have converted to C/I. 39 independents are pending, and approximately 10 should be set in February.

B. FLOOR MERCHANDISER PROGRAM

Plan A-1 - Virginia Slims "Book of Days"

Final results show that 626 of the 695 displays that were shipped were placed. Major problem was that at the last minute two chains decided not to participate in the program. Both retailers and consumers very receptive to program. Most retailers commented that consumers look forward to this promotion each year.

Plan A-1-P - Nothing to report.

C. COUNTER DISPLAY PROGRAM

Plan B - Through December, 1,890 independent accounts are participating in our Plan B program. Currently 88.1% of our independent accounts signed to our Plan B program have either a B-3 or B-4 display. Within chains, 842 stores are signed to our Plan B program. 72.0% of these stores signed have either a B-3 or B-4 display.

Emphasis during 1982 will be to place our B displays in accounts where we will get the best payout for Philip Morris. Quality placements remain to be our primary objective.

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IV. MERCHANDISING PROGRAMS (continued)

C. COUNTER DISPLAY PROGRAM (continued)

Kunz Oil, Edina, Minnesota - As of 1/1/82, twelve of the seventeen stations here installed B-3 or B-4 displays. Contract was signed with headquarters August 1, 1981. Headquarters did leave final decision of acceptance up to store managers.

Short Stop, Virginia, Minnesota - This newly classified seven store chain has just signed Plan B contract effective 1/1/82. Store managers have been instructed to accept our B-3 or B-4 display.

D. VENDING PROGRAMS

Plan D - As of January 31st, 402 vending accounts are located within the Section. 384 or 95.5% are currently signed to our Plan D contract. A total of 726 vending placements have been made in January. Below is a breakdown of vending placements by family:

<u>FAMILY</u>	<u>RDA</u>	<u>VENDOR PLACED</u>	<u>RIDE-WITH</u>	<u>CONVERTOOL</u>	<u>TOTAL</u>
Merit	117	0	247	0	364
Marlboro	71	0	136	0	207
B & H	128	0	15	0	143
Virginia Slims	3	0	3	0	6
Parliament	0	0	6	0	6
Other	0	0	0	0	0
Total	319	0	407	0	726

Six vending accounts were audited this month for a total of 53 vending locations. All vendors audited, except Point Vending, found to be in favorable compliance. Point Vending is on Tru-Check. Area Manager responsible will follow up with account. DataVend presentation to be made.

Changing the qualifier to include Merit Menthol for our Plan D contract will help out with two or three of our vendors in the core area of Milwaukee, Wisconsin. No other areas in the Section present problems concerning current qualifying brands.

DataVend - Through January, no new DataVend contracts signed. Presently 118 vendors are reporting on DataVend (9899 locations), 38 by manual system (1713 locations) and 228 by Tru-Check (15,082 locations).

Currently 30.7% of the vendors signed to our Plan D contract report by DataVend. This represents 37.1% of the total locations under contract.

Ride-Withs - Three ride-withs were completed this month for a total of 407 placements. Four Participation Agreements have been signed to date, for 165 anticipated placements.

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IV. MERCHANDISING PROGRAMS (continued)

D. VENDING PROGRAMS (continued)

RDA - Area Managers and accounts pleased with the extension of the RDA through the 2nd quarter of 1982. Initial presentations are in progress with those vendors that did not complete program in 1981. Through January, six RDA Programs completed for 319 placements.

E. P.O.S.

Permanent P.O.S.

During December, 700 pieces of permanent p.o.s. were placed and 451 pieces were removed, for a net gain of 249 pieces. For 1981 we showed a net gain on all permanent p.o.s. placed of 3,812 pieces or a placement increase of 38.3%.

Marlboro Woodgrain Calendars - Excellent piece, accepted very well at retail. Could have used another fifty per Rep as excellent visibility was gained and many more accounts requested this piece.

Virginia Slims Lane Closed - Excellent item, very versatile and well accepted at retail. Base could have been about 1" wider for stability. Quantity shipped was about 50% of what our needs were. Fifty signs per Rep could have been used.

Marlboro Key Racks - This item was accepted well at the Distributor and Vendor level. At retail, acceptance was somewhat limited. Most service stations liked this item as they could hang the keys of cars being repaired on these racks. Future shipments need not be increased as quantity shipped was adequate.

Temporary P.O.S.

Materials provided for the 12th Sales Cycle were of good quality and very effective in gaining needed visibility at retail.

F. SPECIAL MERCHANDISING PROGRAMS

Nothing to report.

G. TEST PROGRAMS/SPECIAL PROGRAMS

Nothing to report.

H. SAMPLING PROGRAM

Merit Sampling Program - Final results on the Merit Sampling Program show that all samples shipped were used. Program was very effective. Samplers received many positive comments concerning Merit Ultra Lights 100's.

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MONTHLY OPERATIONS REPORT
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V. RETAIL OPERATIONS AND ACTIVITIES

A. SALES PERIOD (CYCLE) PROGRAMS

During December, 70 of the 73 territories cycled at 96% or better. One territory cycled at 90%+, bringing the Section total of cycled territories to 97.3%.

During the 12th Sales Cycle, 98% of all of the calls in the workload were contacted. Of the 211 calls that were missed, 157 were 4's, 20 were 8's, 20 were 12's and 14 were DR and VR accounts.

Productive time for this same period was 67.9%. Christmas holidays and vacations accounted for 27.4% of all non-productive time.

B. RETAIL ACTIVITY AND ACCOMPLISHMENTS

For December, a total of 12,432 small and large posters were placed. This was 97.3% of our December allocation. Placement of cards was 10,257 or 93.7% of shipment. Talker placement was 11,700 or 91.6%. Total Section usage of posters, cards and talkers was 94.2%. Temporary display placement for December was 7,207 displays or 58.0% of shipment.

C. SPECIAL PROGRAMS

Sampling - During December, 32,062 sample 4's were utilized. This was 87.8% of the total samples shipped. Sales Reps also utilized 5,338 sample 20's during December, for an average of 4.4 packs per day per Rep. Emphasis continues to be placed in this area as we are still well below standard.

Resorts - Nothing to report.

Tests - Nothing to report.

SPECIAL SECTION PROJECTS

Section Projects Evaluation for December - For December, approximately three days were available for our Special Activity Time. This time was devoted to making Plan A and C/I presentations, placing permanent p.o.s. in both classified and non-classified accounts, consumer sampling and switch selling activities (store sales).

During this Special Activity Time, 30 Plan A and C/I presentations were made to prospective accounts. A total of five C/I departments were set, ten new Plan A contracts were signed and six existing Plan A's were upgraded and relabeled.

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V. RETAIL OPERATIONS AND ACTIVITIES (continued)

C. SPECIAL PROGRAMS (continued)

During this same Special Activity Time, a total of 317 pieces of permanent p.o.s. were placed. An additional 87 pieces of temporary p.o.s. were utilized. Quality placement in high traffic locations was our ultimate goal. Some time was spent holding store sales in select divisions. During these store sales, 860 packs were sold while 380 sample 20's were utilized. This was a ratio of 4.4 to one.

Some time was also spent cycling alternate territories, conducting vending ride-withs, and relabeling package and carton racks.

Next Sales Cycle/February Projects - The February Sales Cycle will have twenty available working days. Three of these twenty days will be for special projects. Two days will be spent placing permanent p.o.s. in both classified and non-classified accounts. One day will be spent making Plan A and C/I presentations to select accounts.

Select Divisions will schedule one day of store sales instead of working permanent p.o.s. Store sales will be held in high traffic pack and carton outlets.

Selected Reps will be conducting vending ride-withs and cycling alternate territories.

VI. TRAINING AND DEVELOPMENT

A. PROGRAMS

SRO's - Will work with DM's to insure complete understanding of their responsibility pertaining to Special Activity Time and will complete DM training on new auditing procedures at retail. Emphasis during February will also be placed on training DM's on building sufficient inventory levels in all calls.

SHA - Will work with AMDS' on developing DataVend presentations for accounts who are not currently participating. SHA will also give follow up training to DS' in the area of standing order presentations. Continued training will be given by SHA to AMCS' on developing Plan A and C/I presentations for select accounts.

DM's - Training activities will be targeted toward demonstrating to Sales Reps how to establish sufficient inventory within their retail calls. Continued efforts will be placed on making Plan A and C/I presentations to holdout accounts. DM's will also be working with select Sales Reps in evaluating territory point structure.

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VI. TRAINING AND DEVELOPMENT

A. PROGRAMS

AMCS's - Will continue to make follow up presentations on our Plan A, C/I and Plan B programs. Presentations will also be made to select accounts for permanent p.o.s. placements.

AMDS's - Emphasis will be placed on preparing and giving DataVend presentations to accounts who presently are not participating in our program. Emphasis will also be placed on working our new RDA program and securing Ride-with participation within select accounts. AMDS's will also work to improve standing orders where necessary.

B. SEMINARS/MEETINGS

Attended two day Region Planning Meeting in Chicago, Illinois. Meeting was conducted by DRS Don Brandenburg, Region Trainer Ted Jones and RPA Joe Russell. Also in attendance and conducting a portion of the meeting was Director of Sales Gene Blandford. Found meeting to be very informative and helped all Section 44 personnel get off to a good start in 1982.

C. NEW YORK PERSONNEL/REGION PERSONNEL

Region Trainer Ted Jones worked with two DM's in the Section during January. His training and counseling was appreciated and I know both DM's gained valuable knowledge from the work-withs. Have discussed both work-withs in depth with Ted, and follow up scheduled for DM's as needed.

D. P/A's and P/R's

P/A and P/R schedules have been completed according to Region guidelines. All P/A's and P/R's have been scheduled to be completed no later than November 15, 1982.

VII. MARKETING SERVICES

A. PM INFORMATION SYSTEMS

Nothing to report.

B. PUBLIC WAREHOUSE SHIPMENTS

Nothing to report.

C. CARLSTADT WAREHOUSE SHIPMENTS

Have not received any orders of repack cartons in the last four months. All requests have been returned showing o.o.s. We have a great need for these cartons, as our salvaged goods are starting to build up and our personnel do not have a way to recarton them.

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VII. MARKETING SERVICES (continued)

D. OFFICE ADMINISTRATION

Nothing to report

E. FIELD OFFICE AUDIT

Nothing to report.

F. FLEET ADMINISTRATION

Nothing to report.

VIII. MEDIA

A. NEWSPAPERS, SUNDAY SUPPLEMENTS, MAGAZINES

Advertising continues to be of good quality and has been very helpful in building consumer awareness of Merit Ultra Lights 100's.

B. OUTDOOR

Nothing to report.

C. STADIUM & ARENA DISPLAYS

Nothing to report.

IX. ASSOCIATIONS & CONVENTIONS

A. TRADE ASSOCIATION MEETINGS

Nothing to report.

B. TRADE CONVENTIONS

The North Dakota Candy & Tobacco Wholesalers Convention will be held April 23, 24, and 25 in Dickinson, North Dakota at the Holiday Inn. Philip Morris will again sponsor the Bowling Tournament and furnish door prizes.

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IX. ASSOCIATIONS & CONVENTIONS

C. TAP/TAN

The Assembly Bill 80 hearing was held in Madison, Wisconsin 1/19/82. Philip Morris personnel in attendance were State Tan Advisor Bob Ames, Elaine Janssen, Jerry Jacobson, Dick Severtson, Jane Walsh, Dave Blunk and Paul Sullivan. All PM personnel in Wisconsin have been asked to write letters to their Assemblyman and voice their opposition to this bill.

The South Dakota House has recently proposed House Bill 1232, which would restrict smoking in restaurants. This bill would affect any restaurant that seated over fifty persons. In these larger restaurants, a 20% non-smoking area would have to be set aside. This bill would exclude night clubs and bars. This hearing was held Thursday morning, 1/28/82, in Pierre, South Dakota. State TAN Director Roger Sandman was to attend.

X. PROBLEMS/OPPORTUNITIES/RECOMMENDATIONS

Comments listed under specific area of report.

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