



DATE: 8-14-96  
DIV # 6923  
6924 20, 21, 23, 28, 29  
6925  
6937 22  
6939  
OTHER MSH

August 13, 1996

N. L. Peterson  
Account Manager  
311 Consort Drive  
Manchester, MO 63011  
(314) 391-8679  
FAX (314) 527-7717  
Voice Mail (800)757-8255  
Ext. 77345

**TO:** All Managers and Retail Representatives who handle  
Western Oil/Petro Mart locations, CID #5437-00-00

**SUBJECT:** Doral August Promotion

Effective August 9, 1996, Doral will be bought down an additional \$1.00 to compete at parity with GPC at the headquarter level. This will continue through the month of August. Please make every effort to change POS to reflect new pricing as well as banners, etc. where possible.

If you have any questions regarding the above, please call me via Voice Mail at 77345.

Sincerely,

*Nancy*

N. L. Peterson  
NLP/ljv

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