

SECTION OPERATIONS REPORT

PM PHILIP
SM MORRIS

SECTION MANAGER:

TONY JOHNSON

HEADQUARTERS:

DETROIT, MI

MONTH:

OCTOBER 31, 1982

2043375178

I: MARKETING CONDITIONS

A. New PM Brand

-Benson & Hedges Deluxe Ultra Lights continues to be a tremendously successful introduction. During audits, distribution is noted in 97%+ of all calls, with reported movement by retailers.

The Customer Analysis Report indicates that Benson & Hedges Deluxe Ultra Lights Regular accounts for 1.6% of Section sales for September and Benson & Hedges Deluxe Ultra Lights Menthol accounts for 1.3% of Section sales for September, for a combined share of Section business of 2.97%. Although the introduction was during only the 3rd Quarter, year-to-date sales for Regular reflects a 0.6% of Section sales and Menthol reflects a 0.5%, for a combined 1.1% of Section sales YTD. With the price increase and overloaded sales situations at the distributor level, it is difficult to determine weekly sales, at this time.

The Territory Analysis report indicates a Section average of 97.8% combined distribution, chain and independent.

-Marlboro Menthol re-introduction has been accomplished with no problems. Currently, this brand accounts for 3.88% of Section sales for September and 4.0% of YTD sales. New Marlboro Menthol, it is anticipated, will be at every wholesale account and, generally, every retail account prior to the end of the introductory period. We anticipate a very positive reinforcement of this brand with the new support provided.

B. Philip Morris

Section sales for September are up 23.3% with all major packings indicating an increase. YTD sales are up 2.0% with all major packings indicating an increase, with the exception of Parliament (off 7.4%) and Cambridge (off 27.0%). Realistically speaking, this is due to the price increases.

C. Industry

During audits, wholesalers report that industry purchases by them are up for all companies. No other information is available at this time.

II: COMPETITIVE ACTIVITY

American Tobacco CompanyA. Sales/Share of Market

Sales of Carlton remain steady. With the introduction of Lucky Strike Filter, Box and Soft, there has been some sales increases for this brand due to 'brand awareness' among adults over 35.

B. Manpower

Nothing to report

C. Strategy

Paying wholesalers to tape packs together for buy 1 get 1 free. Began the national introduction of Lucky Strike Filter at retail on October 11 and will continue for 8 weeks. They are still competing for more SOM with the introduction of this brand, however, they seem to be a few years too late. They are now aiming at the 21 to 35 age group with this brand.

D. Programs

All programs center around Lucky Strike Filter. In both temporary and permanent displays, this brand is featured and supported by buy 1 get 1 free and coupons for \$2 off per carton purchase. Also, there is a coupon for a free pack. Retailers receive \$1 each time the American Sales Rep comes in and the retailer is wearing a button saying "Lucky Strikes Again". It is reported that some gas station chains in the Grand Rapids markets are receiving automatic shipments of 15 Soft and 15 Box of Lucky Strike Filter. There will be mass sampling of Lucky Strike Filter in bars, restaurants, bowling alleys, etc. Ad featuring a young male smoker about to light up saying "Lucky strikes again. The moment is right for it". Wholesalers receiving \$15 per case off old price during the introduction of Lucky Strike Filter. Lucky Strike Filter incentives include matches, samples, frisbees, and zippo-type lighters to preferred accounts. Vending program for one "starter" carton of Lucky's to be placed in vending machines free. A free carton of Pall Mall for each placement made. A \$2 bonus, if maintained for 6 months. Their POS piece consists of a sticker announcing Lucky is in the machines, which has an additional \$1 payment. All of these vending payments are over and above the annual payment of \$4.

E. P.O.S.

Talkers, cards, posters are supporting new brand.

F. Military

50¢ VPR on Carlton at AFCOM, good movement. 2 free packs with carton purchase of Carlton at AAFES outlets, average movement.

Brown & WilliamsonA. Sales/Share of Market

SOM continues to decline due to Kool sales still slipping, as well as declines in low tar packings. Barclay sales are climbing slightly.

B. Manpower

Hired an unknown number of people for Market Vending ride-with. Rumored that there is a new Sales Rep in the St. Charles area.

C. Strategy

Push in the Detroit market to sign new accounts to counter displays. Department markers with clocks are used as an incentive for retailers. Concentrating on reviving the slipping Kool market by keeping the Kool family visible and offering many incentives for this brand.

D. Programs

Sales Reps conducting store sales featuring Kool packings. Consumers need only to pay the sales tax of 32¢ and receives a carton of any Kool packing. Sales Reps sell until 50 cartons are sold. Excellent response to this program. Floor bins featuring Barclay and Kool Lights/Ultra Lights, being placed in high volume accounts. Units hold 100-120 cartons, paying \$22.50 per unit. Some Sales Reps reservice the unit and pay the retailer again. Handing out coupons for \$2 off purchase of carton of Kool and 25¢ off pack purchase. Counter displays feature Viceroy Rich Lights, buy 1 get 1 free or buy 3 get free lighter. Temporary displays featuring Belair family with buy 2 packs get 1 free. Have been presenting gondola program to many accounts. Free pen with 2 packs purchase of Viceroy, 20 unit display, pays \$3. Dump bin of buy 1 get 1 free, featuring Kool Ultra Lights, 50 carton unit, with \$6 payment. Floor display featuring Kool family, 60 carton unit, pays \$10. 60 carton floor display featuring Barclay with \$2 off coupon, pays \$10. This company has a program with Market Vending to monitor sales, per machine, by packing. This program will last 8 weeks, with 4 weeks involving a ride-with (with outside help hired-in) and the other 4 weeks with the route driver alone. Supervisor thinks that in 2 years time B&W will be paying their subsidy monies by volume of machine, not by number of placements.

E. P.O.S.

Large horizontal metal sign featuring Kools and Kool ethnic digital clocks with Kool theme: "Only way to play it". New Barclay hour sign.

F. Military

50¢ VPR on Barclay at AFCOM outlets, good movement. Free nail clipper with Raleigh and Belair families at AAFES outlets, slow movement.

Liggett & MyersA. Sales/Share of Market

All sales of all packings have fallen slightly, causing L&M's SOM to continue to fall.

B. Manpower

Supposed to add one new Sales Rep in the Detroit downtown market.

C. Strategy

Maintaining distribution in each outlet to create consumer awareness of their brands. Calling on high volume accounts over 200 cartons per week, at 17 calls per day.

D. Programs

National introduction of Lark Lights, King and 100's, has begun. Supported by displays of purchase 1 pack receive 1 pack free. Movement appears to be slow. Also, floor displays of Lark Lights holding 10 cartons. Displays offering buy 2 packs get free address book. Eve dump bin, buy 1 get 1 free, pays \$6. 60 carton floor display featuring all brands with \$1 off carton, pays retailer \$10. Temporary display featuring Eve with free lighter with 2 pack purchase. Temporary display featuring L&M Lights with instant 35¢ rebate on 2 pack purchase.

E. P.O.S.

Mainly see posters, cards, and talkers featuring Eve Lights.

F. Military

50¢ VPR on all packings at AFCOM and Army Commissaries, average movement. 2 free packs with carton purchase of all brands at Army Commissaries, average movement. 2 free steak knives with carton purchase of all brands at AAFES outlets, slow movement.

LorillardA. Sales/Share of Market

Continuing with slight increase in sales of Newport, Kent III, and True.

B. Manpower

Special Supermarket Rep, Ed Pasque, has been fired for selling Newport sample 20's.

C. Strategy

Concentrating efforts on the decline of True, Regular and Menthol, packings at retail. Reps are now picking up all stock dated 9 months or older. Returned goods jobbers are filled to the ceiling with outdated stock. Resigning existing Plan A's to new contract, however, have seen little progress. Trying to gain better position on carton racks for more visibility and sales, using new contract as a lever.

D. Programs

Vending program bonus: if Newport is in the machine (to qualify), \$3 per column payment for Newport Lights. Also, an additional \$1 for the routeman. Total of \$4 per location, if maintained for 6 months. True display, buy 2 packs get a free flashlight (similar to pen light). Temporary displays and counter displays featuring Newport family, buy 1 get 1 free. Floor displays featuring "Low Tar Center" with Kent, True, and Newport families. 50 carton dump bin featuring Kent III, buy 1 get 1 free, with \$6 payment. Kent Golden Lights are featured on displays, giving away free steak knives for purchase. Coupon in newspapers for \$1 off for their Autumn Sale-A-Bration for Newport, Kent, True, Triumph, and Golden Lights. With proof of purchase they mail you a coupon for \$1 off carton purchase. New Plan I contract for carton racks is rumored to pay \$44 for one shelf and an additional \$3 per row. They are demanding the 4th shelf or above on all carton racks.

D. P.O.S.

New Kent poster showing Kent cartons in sardine can. Some True, Golden Lights and Kent III talkers seen.

F. Military

50¢ VPR on all brands at AAFES exchanges, average to good movement. 2 free packs with carton purchase of Newport and True Blue Kings at Army Commissaries, average movement.

R. J. ReynoldsA. Sales/Share of Market

Sales continue to show a slight increase for Winston, Salem, and More. Bright sales in this test market in Michigan are very disappointing. Overall, their SOM is maintaining at 29.5%.

B. Manpower

New Division Manager in East Detroit, John Chiraco, replacing retired Division Manager. John was originally an ADM. Chain Manager has been promoted to ADM in the Detroit market and will be replaced by a Sales Rep in the Lansing market.

C. Strategy

Sales Reps are making in the range of 8-9 calls per day, as reported in the Flint/Saginaw market. Continuing to always be the first to keep PM off the carton racks. Their sales program is geared towards maintaining an increase share of sales and share of inventory at retail level. Informing retailers (Naph Sol) that they cannot sign any new gondola contracts. Also, they need top 2 shelves for placement of new racks.

D. Programs

Special coupon program with consumers to maintain sales and offset the recent increase. Also have a detailed program for each wholesaler on how they will offset the floor tax in January. It involves wholesalers purchasing a minimum/maximum number of cases, depending on their allocation, for the period of October 4 through December 24, 1982. Their reason for this is to have wholesalers maintain adequate stock in their warehouses, as RJR anticipates a heavy buy-in during December by retailers and consumers. Coupon for free pack of Vantage Ultra Lights. \$1 off coupon for carton purchase of Salem Slims or free pack with pack purchase. 50 carton dump bin of Bright, buy 1 get 1 free, \$3 payment. 50 carton dump bin featuring Camel Lights, buy 1 get 1 free, pays \$3. 60 unit display, buy 1 get 1 free, with \$1.50 payment. It is reported that Sales Reps have been told to take Brights out of their order books. It is rumored that RJR is having a meeting at the present time for a new contract. Counter displays featuring Winston and Camel Lights, 1 free pack with pack purchase. New counter display seen in the innercity of Detroit, holds 20 packs with woodgrain finish and digital clock. RJR is testing cigarettes packed in a package of only 12 cigarettes each. Market Vending and Cigarette Service of Detroit have each agreed to allow RJR to use 25 each of their National 22 machines for this test. The Program will last 18 weeks, with the first 9 weeks involving the top 11 columns of the machine being devoted to Winston products packed in 12's and the second 9 weeks devoted to 20's, in order to see which packing sells better. An independent agency is handling all the work involved for RJR, including adapting machines with a special sleeve. RJR is picking up the bill for this entire test, however, I am not aware of cost (cost of adaptor is \$6.60). The cost of this 12 pack will either be 70-75¢ per pack.

E. P.O.S.

New push/pull decal featuring Winston. Talkers, posters, and decals have been seen featuring Camel, Bright, and Salem Slim Lights.

F. Military

50¢ VPR's on all brands at AAFES and AFCOM outlets, very good movement. Jeep CJ Promotion, 8 winners nationally, 8 Camel sleeping bags locally, at AFCOM outlets, along with 50¢ VPR on all brands, very good acceptance.

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III: TRADE CLASSES

Wholesale (Direct/Indirect)A. Distributors

3rd Quarter Trade Class Report indicates this trade class with an increase of 11.3% over 3rd Quarter 1981. Additionally, this class increased its percent of PM business from 70.7% for 3rd Quarter 1981 to 72.6% for 3rd Quarter 1982. YTD sales indicate an increase of 1.4% and a slight decrease of total Section business, from 70.4% to 70.0%.

Based on the Account Related Contact Summary Report for September, there were 4 Standing Order upgrades or reinstatements presented, of which 1 was rejected and 3 are pending. Distributors are not very receptive to Standing Order presentations at this time.

B. Wholesale Grocers

The Quarterly Trade Class Report indicates that this trade class had a sales increase for 3rd Quarter 1982 versus 3rd Quarter 1981 of 7.3%. During this period, percent of total Section business declined from 17.4% to 17.2%. YTD figures indicate a 6.9% increase in total PM business and an increase of Section business from 17.3% to 18.1%.

Alpena Wholesale Grocers has requested a C/I presentation be given to all store set-up personnel during November, we will comply with this request.

C. Vending

Vending prices continue to increase. Presently, price range is currently from \$.95 - \$1.25. Direct vendors continue to show a slight decline in business. 3rd Quarter 1982 versus 3rd Quarter 1981 reflects a 12.8% decline in purchases, compared to a YTD decrease of 8.4%.

Vendors continue to question as regarding a PM supplied coin mechanism to assist in converting machines. Reportedly, RJR has such a device and will offer it to vendors with certain stipulations. One vendor reports that requirements for the RJR accumulator are: 1) minimum of 10 RJR brands, 2) Tru Check reporting if vendor is presently on DataVend. We have not confirmed, as of this date.

D. Military

• VA Canteens - Sales figures for September indicate an increase of 86.0%, and 1.7% YTD. In the Tomah, Wisconsin Canteen, B&H Deluxe Ultra Lights are averaging 15 cartons per week.

• Coast Guard Exchanges - September sales for this trade group are up 55.5%, 19.1% YTD. B&H Deluxe Ultra Lights distribution with this class is now at 100%.

• AAFES Exchanges - We continue with 100% compliance on Plan A's in these accounts. Military Manager continues to make presentations for A-1-P and department markers.

- Navy Exchanges - Great Lakes Naval Exchange reflects 30.2% sales increase for September, however, they continue with a YTD decrease of 10.7%.
- Air Force Commissaries - PM sales for September reflect an increase of 41.7% and a YTD increase of 6.6%. Currently, at K.I. Sawyer Commissary, B&H Deluxe Ultra Lights reflect movement of 3 cases per month. We have a commitment from this Commissary for participation in the Merit Shopping Spree and the Marlboro Stetson Promotions.
- Army Commissaries - September sales reflect an increase of 14.5% and a YTD figure of 4.8%. Reportedly, the Midwest Region Office requires all accounts to forward 3rd Quarter consumption figures. We anticipate this is for the re-figuring of SOM by company and brand packing.

Retail (Chain/Independent)

A. Supermarkets

Supermarket prices for packs range from 79¢ to 85¢ and for cartons from \$7.29 to \$7.49, however, in some instances, carton prices are as high as \$8.19. These figures are only from accounts surveyed and are not totally complete.

During a sales call to Hamady Supermarkets in Flint, the Buyer revealed sales figures for the last 6 months. In parenthesis are market sales figures for the market area:

Philip Morris	- 18.0%	(26.98%)
Reynolds	- 40.0%	(33.05%)
B & W	- 17.0%	(16.64%)
Lorillard	- 8.0%	(9.60%)
American	- 13.0%	(9.98%)
Liggett	- 3.5%	(3.75%)
Generic	- 0.5%	(0.01%)

As indicated, all companies are in line, with the exception of Philip Morris and RJR. It was attempted to explain that this inconsistency was due to the fact that PM was not properly inventoried on his fixture, however, the Buyer stated that PM was not properly paying to be on the fixture. We will follow-up.

Plan A presentations have been made to all major chains in all markets. We have secured commitments in those areas where we previously had a contract and are meeting obstacles in those areas where they were before.

Hardings Markets in Kalamazoo had indicated that they would participate in C/I, however, when they informed RJR, a special presentation was prepared displaying a new RJR fixture. This fixture consists of a standard 16 row universal with an additional 4 feet on either side for cigarettes or tobacco. This information was forwarded to Steve Sabella, NYO. Currently, no pictures of this fixture are available.

Direct supermarkets for the 3rd Quarter reflect a sales decrease of 7.7% and a contribution to Section sales of 7.2%. YTD figures indicate a 4.0% decrease in sales and an 8.3% contribution to Section sales.

C. Drug

Direct drug chains reflect a 80.6% sales loss for the 3rd Quarter, primarily based on the closing of Cunningham Drugs. YTD sales figures reflect a loss of 49.2%. YTD this trade class accounts for 0.7% of total direct Section business.

E. Service Stations

Ed's Refinery, Lansing, has submitted an order during this period. Average PM orders are 37 cases.

As reported by Admiral Petroleum, generics are contributing 6.0% to their total cigarette sales, approximately 300 cases per week. We have secured a testimonial and release from Admiral for C/I.

III. TRADE CLASS RECAPSRETURNED GOODS SALVAGE PROGRAM

<u>REPORTS FROM</u>	<u>CTNS SALVAGED</u>	<u>CTNS RETURNED</u>	<u>TOTAL</u>
AM'S (3)	<u>112</u>	<u>206</u>	<u>318</u>
RGP'S (2)	<u>1,311</u>	<u>1,763</u>	<u>3,074</u>
SR'S (1)	<u>10</u>	<u>132</u>	<u>142</u>
TOTAL	<u>1,433</u>	<u>2,101</u>	<u>3,534</u>
% RATE	<u>40.5%</u>	<u>59.5%</u>	<u>100%</u>

COMMENTS:

All Managers continue to place efforts in this area to insure that only unsaleables are returned to the factory.

IV: MERCHANDISING PROGRAMS

A. Carton Rack ProgramsPlan A

As of September 31, 1982, we have a total of 666 independent Plan A's, of which 411 have been resigned to the new Plan A contract. In addition, 58 new contracts have been signed, which, if added to the 666 figure, would give us a total of 724 Plan A's, however, this number is inconclusive, as we will probably not resign some Plan A accounts.

Share of fixture figures are not available, at this time.

Plan A-1

All Marlboro A-1's have been placed and the A-1 Results Report will be submitted in the near future.

Sales Reps are in the process of gearing up to place Virginia Slims A-1's.

Compact/Impact

An additional 5 independent stores have converted to C/I, for a total of 112.

B. Counter Display ProgramsPlan B

During this reporting period we increased our number of counter displays by 25 over the previous reporting period, for a total of 2,281. A breakdown of B's is as follows: 242 B-2's, 1,684 B-3's, and 355 B-4's. This represents a decrease of 9 B-2's, an increase of 9 B-3's and an increase of 23 B-4's. Of all B's on location, 89.4% are B-3/4's.

C. Vending ProgramsPlan D

In the Section there are 264 vendors (17,907 machines) of which 229 are on Plan D (17,088 machines). This indicates that of all vendors in the Section, 86.7% are on Plan D. Of those vendors on Plan D, 23 report manually (667 machines), 59 report via DataVend (5,933 machines), and 147 report via Tru Check (10,488 machines).

To date, we have made 8,094 placements, which is 62.7% of Section objective of 12,900 placements. The following is a breakdown of our vending placements:
B&H family - 1,505 Marlboro family - 2,565 Merit family - 3,004,
Parliament family - 115, Virginia Slims family - 905.

•DataVend

We have 59 DataVend accounts for a total of 5,933 machines. There have been no changes since last reporting period.

•Ride-Withs

To date, there have been 44 ride-withs in the Section for a total of 4,431 placements. During this reporting period one ride-with was conducted with All Sports Vending.

•RDA/Convertool/Vendor Placements

YTD we have made 1,070 vendor placements, 60 convertool placements, and 2,533 RDA placements.

V: SECTION OPERATIONS AND ACTIVITIES

A. Retail Activity and Accomplishments

During September 30 territories cycled at 96% or above and 7 territories cycled at 90-95%.

During September, set/sell placements totalled 5,244 (including gravity feeds), of which 4,064 were paid and 1,180 were not paid. In addition, 874 Benson & Hedges Deluxe Ultra Lights buy 3 get 2 free displays were utilized, which represents 90% of total shipment.

Temporary POS placements are as follows: Large/small posters: 13,748, cards: 10,304, talkers: 11,004, banners: 453, mobiles: 127, and 858 decals.

C. Special Programs

During September 25,909 sample 4/6's were utilized by Reps. This reflects usage of 22.8 per day, which is slightly below our Section objective. A total of 11,015 sample 20's were utilized, which is an average of 9.7 packs per day. During the 9 week introduction period, 91% of all complimentary 20's were utilized.

D. P.O.S.Permanent

During September, 2,056 pieces of permanent POS were placed and 891 were removed, for a net gain of 1,165. The 2 day permanent POS drive improved our gain substantially.

Temporary

With the completion of the B&H Deluxe Ultra Lights introduction, it appears that about 85-90% of temporary POS and displays were utilized. Much excellent visibility was gained and very little material was left over.

Materials Under/Over Produced By Percentage

Production of materials appears to be on target.

VI: SPECIAL SECTION PROJECTS

A. Special Projects Evaluation

During September emphasis was placed on the placement of certain POS items, some of which were reported last period. Two days were set aside for the placement of permanent POS. A total of 2,056 pieces were placed during the month of September, with 891 pieces removed, for a net gain of 1,165. This is a significant amount due to the POS drive.

During October emphasis was placed on the placement of thermometers and any other POS items left remaining in POS warehouses. To date, I do not have figures to report total placements. Also, top priority was placed on the resigning and resetting of Plan A's.

B. Special Projects - Next Sales Cycle

Due to there being 2 days during November for holidays, the B&H ashtrays, Virginia Slims A-1, resigning and setting of Plan A's, the Marlboro Menthol reintroduction, and other projects that may be upcoming during November, we have not designated any special project for November.

VII: TRAINING AND DEVELOPMENT

A. Training and Development•Programs

In addition to working with Sales Reps on increasing adequate inventory levels of B&H Deluxe Ultra Lights, DM's are working on Plan A presentations, as well as Plan B presentations.

Both Supervisors are working with personnel in areas of special need, such as, presentation skills, identifying opportunities, handling objections, and making sound business decisions. Supervisors will work with their personnel to insure proper and thorough understanding of the draft payment system, as well as the merchandising payment system for chains.

•Seminars

One day was spent conducting the new product meeting for Marlboro Menthol. All personnel that were in attendance were extremely excited about the reintroduction and support for this brand.

EdMcQuigg, NYO, spent 1 day with AMCS, Judy Logan, auditing and calling on accounts.

Attended a meeting called by DRS Brandenburg. This meeting was informative and helpful.

DRS Brandenburg spent 2 days with me conducting audits and reviewing Section performance. Enjoyed the session.

•Performance Appraisals

An analysis of Performance Appraisal indicates that only 4 Appraisals remain to be completed for the year, all on Sales Reps. They will be completed as scheduled.

•Section Training Time

Please see attached recap.

VI. TRAINING & DEVELOPMENT RECAPSPERFORMANCE APPRAISALS - YTD

<u>PERSONNEL</u>	<u>#</u>	<u>PA'S COMPLETED</u>	<u>%</u>
ASSIGNED TO SSM'S	<u>2</u>	<u>2</u>	<u>100.0%</u>
ASSIGNED TO SHA'S	<u>6</u>	<u>6</u>	<u>100.0%</u>
ASSIGNED TO SRO'S	<u>8</u>	<u>8</u>	<u>100.0%</u>
ASSIGNED TO DM'S	<u>68</u>	<u>62</u>	<u>91.2%</u>

COMMENTS:

3 territories will not require PA's this year due to employment dates.

Time Utilization

SSM, Tony Johnson (41-00-00)

<u>Total Days</u>	<u>Time Available</u>	<u>With People</u>	<u>Admin.</u>	<u>Auditing</u>	<u>Other</u>	<u>Field Contacts</u>	<u>Meetings</u>
21.0	15.0	11.0	2.5	1.5	2.0	0.0	4.0
	100.0%	73.3%	16.7%	10.0%	*	0.0%	*

Days Not Available:

*1.0 - Marl. Men. Meeting
 1.0 - TAN Meeting
 .5 - Supervisor's Meeting
 1.5 - Region Mgr's. Meeting
 2.0 - With DRS Brandenburg

SRO, Ron Bradley (41-71-00)

<u>Total Days</u>	<u>Time Available</u>	<u>With People</u>	<u>Admin.</u>	<u>Auditing</u>	<u>Other</u>	<u>Field Contacts</u>	<u>Meetings</u>
20.0	18.00	12.25	5.75	0.00	0.00	0.00	1.5
	100.0%	68.1%	31.9%	0.0%	0.0%	0.0%	*

Days Not Available:

*1.0 - Marl. Men. Meeting
 .5 - Supervisor's Meeting
 .5 - Illness

SHA, Dennis Pingel (41-76-00)

<u>Total Days</u>	<u>Time Available</u>	<u>With People</u>	<u>Admin.</u>	<u>Auditing</u>	<u>Other</u>	<u>Field Contacts</u>	<u>Meetings</u>
20.0	18.5	11.0	6.0	1.5	0.0	0.0	1.5
	100.0%	59.5%	32.4%	8.1%	0.0%	0.0%	*

Days Not Available:

*1.0 - Marl. Men. Meeting
 .5 - Supervisor's Meeting

IX: MEDIA

E. Stadium and Arena

It has been reported by vendors that the Olympic Stadium Authority, which contracts advertising space in Cobo Hall and Joe Lewis Arena, has had a disagreement with RJR and that their arrangement may be terminated during 1983.

X: ASSOCIATIONS AND CONVENTIONS

D. Tobacco Action Network (TAN)

Attended the TAN Advisory Committee Meeting. All information has been previously reported.