

# 1996 DPC PROMOTIONS

- 35¢ off 1 pack of Camel
  - <sup>30¢</sup>~~35¢~~ off 1 pack of Winston
  - 30¢ off 1 pack of Doral
- Each of these promotions will run for 1 month, 3 times during the year
  - There will be 3 months left open to sell off any remaining inventory of promotions

*RJ Reynolds*  
Tobacco Company

51820 4342

## **1996 DPC Program S CA Region**

- ◆ **Available to calls without current Retail Partners Contracts**
- ◆ **NOT available to PM Exclusive calls**
- ◆ **Available only through Membership Clubs/Cash & Carry's (S CA)**
- ◆ **Independent Retailer Program postcards mailed to calls with no DSD wholesaler**
- ◆ **Retailer turns in postcard to purchase DPC promotion**
- ◆ **MC/C&C paid \$5 per card turned in. Also \$5 for each verified new store (requires name, full address including ZIP, phone #, Retailer signature) Rep or Mgr responsible for MC/C&C should verify all new names by phone. New names added to database for future mailings. \$5 payment expires at end of each promotion calendar month.**
- ◆ **Cards/names turned into ROU by 10th of following month. \$5 Payments made from ROU to C&C via TPS, check sent to account.**
- ◆ **Rep should call on C&C/MC weekly to**

# DPC

## MEMBERSHIP & CASH & CARRY COMPLETION FORM

Date \_\_\_\_\_

Club # \_\_\_\_\_

SIS# \_\_\_\_\_

Promotion

\_\_\_\_\_  
Style & Month

Quantity sold

\_\_\_\_\_

Number of cards received

\_\_\_\_\_

Amount of draft paid

\_\_\_\_\_  
(Do not pay at Price Costco)

Number of new names added

\_\_\_\_\_

Decrease/Increase DPC sku's  
(circle one)

\_\_\_\_\_  
(by how many sku's for next months shipment)

Managers Name

\_\_\_\_\_

*Please submit this form with DPC sign-up sheet and DPC postcards.*

**SAM'S CLUB CALENDAR WITH DATES TO  
SUBMIT D.P.C. MONTHLY REQUEST FORM**

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**FEB. 15TH FOR APRIL  
MARCH FOR 15TH MAY  
MAY 15TH FOR JULY  
JUNE 15TH FOR AUG.  
AUG. 15TH FOR OCT.  
SEPT 15TH FOR NOV.**

**FAX TO RUSS HENDERSON  
714-572-9613 EACH MONTH ON  
REQUESTED DATE OR YOU WILL NOT  
RECEIVE THAT MONTH'S PROMOTION.**

**SAM'S CLUB D.P.C.**  
**REQUEST FORM 1996**

CLUB NUMBER

MONTH

PROMOTION

QUANTITIES NEEDED

MANAGERS NAME

