

Sheet1

CEX1CONTACT1,C,30	CPHONE1,C, TITLE1,C,25	CEX1CONTACT2,C,30	CPHONE2,C,
100 Kim Powell	7145259933 President	50 Donna Andrews	7145259933
Dennis Emery	8015669112 Sales Rep.		
3 Andrew Youngman, Sr.	4153331200 President		Susan Oldroyd
5 Sam Henderson	2062648822 Purchasing		
33 Cory Hair	2143882900 Purchasing	35 Jim Gartner	2143882900
Bill Jenson	6022249875 President	Valorie Gillespie	6022249874
45 John Ellsworth	3036553377 Purchasing Agent	Chris Giles	
Darlene Robinson	3125719705 Secretary		
205 Ray Fenlon	5032683762 President	201 Nancy Hansen	5032683762
Patti Walsh	Assistant to Mr. Powers		
Steve Rollins	3032301210 V.P. Finance	Vicki Lester	3032301208
10 Wendy Powell	2063645690 Secretary to Bob		
24 David Perkins	3145439000 Harry's Assistant		
Dave Castleton	4042148901 Purchasing Agent		
Janice Sampson	Secretary		
Roger Vandersteen	6193450088 Outside Sales		Sally Burton
Val Featherstone	8019666254 Secretary		
22 Carole York	2063468912 Secretary		

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TITLE2,C,25
Secretary

CEXCONTACT3,C,30 CPHONE3,C, TITLE3,C,25

CEXCONTACT4,C,3

Secretary to Andy Jr.

Engineering
Secretary
Secretary to Fred

10 Diane Coles 2143882900 Secretary - Bill Waxman

12 James Farone

Secretary

Purchasing

Nedra Sorenson 3032309893 Secretary - Chuck Rollins

Secretary to Steve

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CPHONE4,C, TITLE4,C,25	ADDRESS1,C,30	ADDRESS2,C,30	TYPE,C,20
	3300 South Washington Street	P. O. Box 12350	Distributor
	127 East South Temple		Dealer
	945 Van Ness Street	P. O. Box 1200	Dealer
	9800 South 1000 West, BLDG 50	P. O. Box 1455	Dealer
	4400 South Delridge Way		Dealer
2143882900 Accounts Payable	3300 East Western Ave.	P. O. Box 1000	Distributor
	2323 Indian School Drive	P.O. Box 2300	Dealer
	18 East 22nd Street		Dealer
	2773 Industrial Drive		Contractor
	254 SW 124th		Dealer
	2200 West Sahara		Dealer
	130 Redwood Road	P. O. Box 9934	Distributor
	101 Battery	P. O. Box 18740	Contractor
	350 1st South		Dealer
	9900 State Street		Dealer
	8900 Peachtree Drive		Dealer
	1300 South Hillside	P. O. Box 10923	Contractor
	2309 East Del Mar Way		Dealer
	725 West 4500 South		Distributor
	300 South Broadway	P. O. Box 12509	Distributor

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CITY,C,22	COUNDEAR,C,25	LADAT	WFLATIM	LC	LASTD	LASTIRE	RESULTS,C,22	LASTT
Irvine	USA Jim	### 4	9:31	1	### 0:01	Meeting Scheduled		9:25
Salt Lake City	USA Mr. Johnson			3	### 0:20	Sent		12:45
San Fransisco	USA Andy	### 1	09:56	5	### 5:91	Done		15:16
Sandy	USA Steve			1	### 0:15	Meeting Scheduled		18:41
Seattle	USA Jim			1	### 0:10	Meeting Scheduled		10:29
Dallas	USA Bill			5	### 1:12	Done		21:16
Pheonix	USA Mr. Anderson							
Denver	USA Fred							
Chicago	USA Bill							
Portland	USA David	### 1	08:09	5	### 1:12	Done		21:18
Las Vegas	USA Mr. Powers							
Denver	USA Chuck				0:01			
San Fransisco	USA Jim			3	### 0:05	Sent		14:18
Seattle	USA Bob							
St. Louis	USA Harry			5	### 0:01	Done		21:40
Atlanta	USA Jill	### 1	21:45		0:01			
Albany	USA Dave	### 2	21:51					
San Diego	USA Mr. Rowley			3	### 0:03	Sent		14:07
Salt Lake City	USA Mr. Bennion			5	### 1:12	Done		21:19
Seattle	USA Mr. Benson			1	### 0:01	Meeting Scheduled		11:22

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LASTOBJ,C,22	CONTACT,C,30	TITLE,C,25	COMPANY,C,30	NCNEXTD,	
Get an Appointment	Jim Sampson	Purchasing Agent	ACME Distributing	2	###
Send Eval Materials	Dick Johnson	Proprietor	Johnson Machinery Company	1	###
Create sales order	Andrew Youngman	Purchasing Agent	Pacific States Distributing		
Follow up on letter	Steve Frandsen	Owner	Master Products, Inc.		
Make Appointment	Jim Henderson	President	Henderson Sales, Inc.		
Create sales order	Bill Waxman	Vice President	Lone Star Distributing	1	###
	Harry Anderson	Purchasing Agent	Mesa Machine Tools	1	###
	Fred Farnsworth	President	High Mountain Machine Supplies	1	###
	Bill Hanson	President	H & H Mechanical	2	###
Create sales order	David Greenburg	Sales Manager	Cascade Supply	1	###
	Kim Powers	Purchasing Agent	Sahara Sales	1	###
	Chuck Rollins	President	Mountain West Supply	1	###
Introduce New Product	Jim Stevens	Purchasing Agent	Simplex Servicing		
	Robert Tanner	President	Tanner Machinery	3	###
Create sales order	Harry Jefferson	Purchasing Agent	Oakwood Supply	1	###
	Jill Beacon	President	Beacon Metals & Hardware	1	###
	David Palmer	President	Palmer Construction	3	###
Introduce New Product	Steve Rowley	Manager	Rowley's Supply		
Create sales order	Dick Bennion	Manager	Bennion Commercial Supply	1	###
Make Appointment	Bill Benson	Purchasing Agent	Sun West Distributing		

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NEXT1,NEXTOBJ,C,22	OPNEXTTASK,C,22	NOTE,M	O_DATE,EXT1,(EXT2,PHONE1,C,10
9:00 Demonstration	2 Prepare Demo Pack		### FAX 7145259933
14:00 Discuss Eval Sent	3 Workup Sample Stats		### 8015669911
9:00	Volume Price Schedule		### 1400 4153331200
8:30	Workup Coop Ad Budget		### 18 8019772424
10:30			### FAX 2062468822
10:00 Set up Meeting	2 Spiff Program Outline		### 2143882900
13:00 Call for ReOrder	3		### FAX 6022249876
15:00 Explain Promotion	1 Promotion Criteria		### 3036553377
08:30 Make Proposal	2 Engineering Report		### 3125719704
10:00 Explain Spiff Program	3		### 5032683762
16:00 Test Close	2		### 7029664305
08:00 Re. Coop Advertising	1		### 3032301209
14:15			### 4152329000
8:00 Send New Price List	2		### 2063645690
14:00 Check Stock	3 Workup LT Contract		### 3145439000
8:00 Explain Spiff Program	4		### 4042148900
16:30 Send Proposal	4		### 5182204000
8:00			### 6193450099
09:00 Explain Promotion	2		### 8019666255
14:30			### 2063468912

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PHONE2,C,1(P_SALE,N,P_DATE)PROGRESS,C,20	RATIIACCTISOURCE,C,25	STA TASKD,
7145259988 30000 ### First Call	100 AAA Nov/89 Trade Show	CA ###
15000 ### Evaluating	99 AAA 11/89 Promotion	UT ###
10000000 ### ReOrdering Customer	100 AAA June/88 Trade Show	CA ###
5000 ### First Call	50 AAA 12/89 Mailer	UT ###
2062468825 5000 ### First Call	75 AAA Trade Show	WA
150000 ### ReOrder Customer	100 AAA 06/89 Promotion	TX ###
6022248823 7500 ### First Order	100 AAA Trade Journal Ad 10/89	AZ
22000 ### Evaluating	90 AAA 10/89 Mailer	CO ###
1000 ### Evaluating	60 AAA Trade Journal Ad 11/89	IL ###
20000 ### ReOrder Customer	100 AAA Trade Show 6/89	OR
5000 ### Follow-Up/Test Close	30 AAA Trade Show 6/89	NV
80000 ### Evaluating	50 AAA 9/89 Mailer	CO
0 First Letter	0 AAA Trade Show 6/89	CA
3000 ### Initial Contact	50 AAA 11/89 Trade Journal	WA
250000 ### Reorder Customer	100 AAA Ref. by Jenson Supply	MO ###
9000 ### First Order	90 AAA Trade Show 6/89	GA
500 ### Initial Contact	33 AAA Trade Journal 12/89	NY
0 First Letter	0 AAA 10/89 Mailer	CA
45000 ReOrder Customer	100 AAA Walk In	UT
70000 ### Follow-Up/Test Close	80 AAA 10/89 Mailer	WA

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TASK	TP	ZIP,C,10	MISC_[MISC_INFO,C,25	MAJOR_INT,C,25	HOT_BUTTON,C	PRODUCT1,C,20
17:00	2	98123		Volume Pricing	Spiffs!!!	Wonder Widget
12:00	3	84101-0300		Long-term support	Product Reliabi	
09:00	2	98405-1200	### Deliver Media Kit	Volume Pricing	Promotion	
8:30	2	84070-1455				
		98188				
09:00	2	75012-1000				
		85033-2300				
03:00	1	80011				
08:00	2	50301				
		97123				
		82059				
		70235				
		94036		Volume Pricing	Spiffs!!!	
		98140				
13:30	3	40998				
12		30201				
		20190	###			
		93020				
		84044				
		98101				

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PRODUCT2,C,PRODUCT3,C,20	TOTL_SALE	PRTASK1,C,20	TASK2,C,20	TASK3,C,20
Super Widget	Average Widget	100000.00###	Get Dealer Count	Promotion Plan
		500000.00###		
		9999999.99###		
		0.00###		
		0.00###		
		0.00###		
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