Harms & Sons, N.V.

P. O. BOX 95 - HAMLET 13
KRALENDIJK, BONAIRE
(DUTCH CARIBBEAN)

TEL :5997-5322
FAX :5997-5326

Fax-Message

To: HARMS BROTHERS LTD. Date: 21-9-1991

From: Bryan Harms

Att: Jessica Rojer

Ref: Visit Maicao 18 & 19 Sept.,1991 c.c.RJRTI/Celestino Prado

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Attached please find my inventory list per customer of RJR brands in Maicao.All numbers are 10M cases.

CUSTOMER		DORAL	YSL/R	YSL/M	MORE/R	MORE/M	CAM/R	CAM/B	WS/B	SA
Provisiones	Nancy	856	151	219	288	130	50½	33½	40	37
,,	Curacao	24								
,,	Esperanza	23								
,,	Yoruma	6								
,,	Don Guillo	20								
,,	Yet	4								
,,	Don Lucho	5								
,,	Exito	19								
,,	Siglo 20	203								
Bodega San Jose		87								
La Gran Bodega		0								
Distribuidora RPM		1								
Commercial Aruba		4								
,,	Ocana	135								
Almacen Onfalia		40								
Euclides Pimienta (OS)		119								
Luis Gonzalez I.(sata)		536								
Deposito Miami		30								
TOTAL		2.112 c/s								

Maicao

Very little movement of all cigarettes and liquors.
Heavy controls at roadblocks as the authorities hammer out their new regulations on Maicao's announced official status as a Free Trade Zone. This present situation will continue to exist until the details of the new regulations are known and people find ways to break them.

I suggest a rebate of one or two dollars(per case of DORAL sold)to the customers to spark some interest in DORAL.
The people of Minister have a similar offer going ($1 in credit for every case of Minister sold),which seems to be producing results.