



BE IN CLEVELAND WITH THE WINNERS

OCTOBER 31st - NOVEMBER 4th

President Scott  
**HOMECOMING**  
CONTEST

United Air

collectingdust.com September 20, 1954

TO ALL DISTRIBUTORS

Competition this year in the President Scott Homecoming Contest is the tightest it has ever been. With the August figures all in and tabulated, plus what other information we are getting from the Divisional men regarding September's activity, we know a lot depends on the sales production between now and October 2nd.

We cannot urge you too strongly to put forth every effort to insure your being a winning organization in this year's contest. Therefore, urge your dealers to really get out and work for the remaining days of the contest.

We are enclosing forms which you must return to us immediately IF YOU ARE NOTIFIED YOUR ORGANIZATION IS A WINNER. Therefore, keep these forms handy, and if your organization is a winner, be ready to return them to us, completed, via Special Delivery Airmail, so that we will have the names of your winners and all other information called for.

You will recall that the contest has been extended to Saturday, October 2nd and the deadline for reporting sales is midnight, October 7th. (This date countermands the date given in Contest Bulletin dated September 3, 1954.) There won't be much time so we suggest that each Factory Distributor send us the following wire as soon as the total sales are determined:

TOTAL SALES FOR CONTEST ( ) KIRBYS ( ) BUTLERS

Remember, contests are very often won or lost by a margin of one or two sales. This same philosophy also applies to each member of your organization. One extra sale made Saturday evening, October 2nd could be his ticket to Cleveland.

THE SCOTT & FETZER COMPANY

President Scott Homecoming  
Contest Committee

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\*\*\*\* IF YOU ARE A HOMECOMING CONTEST WINNER FOR 1954 \*\*\*\*

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Much must be done to make complete arrangements for the trip to Cleveland -- October 31 to November 4 -- so it is important that you fill in the attached questionnaires as soon as you are notified that you are a winner.

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1. One form tells us who your representatives will be. To determine how many representatives you will be entitled to send, refer to the official contest rules and/or your quota assignment letter. Contact us if there are any questions.

This same form also tells us the method of transportation to Cleveland you have selected. You should look over the official contest rules at this point. If you select air travel, we will purchase and send to each Distributor of a winning organization the round trip air ticket for each member of your winning party.

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WE MUST KNOW THE AIRLINE, FLIGHT NUMBER AND DATE OF DEPARTURE FROM YOUR HOME CITY AS WELL AS YOUR RETURN RESERVATION. WHEN MAKING RESERVATIONS, ADVISE THE LOCAL AIRLINE THAT YOUR TICKETS ARE BEING ISSUED BY UNITED AIRLINES IN CLEVELAND, OHIO AND THAT THEY WILL BE SO ADVISED BY UNITED AIRLINES.

2. The second form is a questionnaire concerning the dresses to be awarded after the Fashion Show. The wives of the winning salespersons should fill in and return this form as soon as you are notified that you are a winner.

LUGGAGE ---- Instructions have been issued to the luggage manufacturer to send each WINNING Distributor one set for each of his winners. You will be charged for these sets by The Scott & Fetzer Company if you are a winner.

CANADIAN WINNERS ---- This year the luggage for Canadian winners will also be sent directly to their Distributor.

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THE DEADLINE FOR THE RETURN OF THESE COMPLETED QUESTIONNAIRES IS OCTOBER 12th.

THE SCOTT & FETZER COMPANY

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President Scott Homecoming Contest Committee

SEPT. 20, 1954  
Mimeo. In U.S.A.

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