

TSP-
NOTCHER
COMP.

N23324

Representatives' Top-Notcher Competition.

1906.

	Points	Points Deducted Each Place
Highest percentage of Estimated Total Sales.....	150	5
" " " Trade Sales.....	75	2
" " " C. & M. Sales.....	35	1
" " " Railway Sales.....	20	1/2
" " Gain in sales over previous year....	60	2
Largest gain in dollars and cents for the year.....	35	1
" Total Sales.....	35	1
Lowest percentage of Sales, Deductions and Expense Report.....	100	3
Highest average on Territorial Work.....	75	2
" percentage on Estimated Varnish Sales.....	35	1
" " " New Agents.....	30	1
Largest number of orders taken.....	30	1
Largest percentage of increase in Shelf Goods Line, Floorlac, Floor Wax, C. & S. Filler, Family Paint, Buggy Paint, Varnish Stain, Oil Stain, Enamels, Aluminum and Gold Paint, W. & I. P., Q. D. Colors.....	75	2
Largest number New Accounts of all kinds opened....	35	1
	790	

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GENERAL PRIZES.

Top-Notcher Trade Salesmen—entire Company. (<i>This General Prize is in addition to Division Prize</i>)...	\$ 200 00
Top-Notcher Railway Representative	200 00
“ “ C. & M. “	200 00
Central Division—1st Representative	200 00
2nd “	100 00
3rd “	50 00
Middle West Division—1st Representative	200 00
2nd “	100 00
3rd “	50 00
Southwestern Division—1st Representative	200 00
2nd “	100 00
3rd “	50 00
Eastern Division—1st Representative	200 00
2nd “	100 00
3rd “	50 00
New England Division—1st Representative	200 00
2nd “	100 00
Central Pacific Division—1st Representative	200 00
2nd “	100 00
Southern Pacific Division—1st Representative	200 00
Canadian Division—1st Representative	200 00
2nd “	100 00
3rd “	50 00

IN ADDITION.

Every salesman who reaches his estimate during the coming year shall receive a bonus of One Hundred Dollars (\$100.00), payable at the next annual convention, provided, however, that in computing his totals, any lead and linseed oil sales in excess of the previous year's sales shall not be considered.

No. 67 P.

Representatives' Top-Notcher General Competition

1907

	Points	Points Deduction Each Place
percentage of Estimated Total Net Sales...	150	5
" " " Trade Sales.....	75	2
" " " C. & M. Sales....	55	1
" " " Railway Sales.....	20	1/2
" " Gain in net sales over previous year	60	2
Largest gain in dollars and cents for the year (net sales)	35	1
Total Net Sales.....	35	1
Lowest percentage of Sales, Deductions and Expense Report	100	3
Highest average on Territorial Work.....	75	2
" percentage on Estimated Varnish Sales.....	35	1
Highest percentage on Estimated New Agents.....	30	1
" " " Dealers.....	30	1
" " " Other Accts..	20	1/2
Largest number of orders taken.....	30	1
Largest percentage of increase in Shelf Goods Line, Floorlac, Floor Wax, C. & S. Filler, Family Paint, Buggy Paint, Varnish Stain, Oil Stain, Handcraft and G. O. Stains, Enamels, Alumi- num and Gold Paint, W. & I. P., Q. D. Col- ors, First Quality, Distemper Colors and Grain- ing Colors.....	75	2
	805	

Note.—Net sales—gross sales, less freight allowances, returned goods and
sundry allowances.

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GENERAL PRIZES

Top-Notcher Trade Salesman—entire Company. (<i>This General Prize is in addition to Division Prize</i>)...	\$ 200 00
Top-Notcher Railway Representative.....	200 00
" C. & M. " 	200 00
Central Division—1st Representative.....	200 00
2nd " 	100 00
3rd " 	50 00
Middle West Division—1st Representative.....	200 00
2nd " 	100 00
3rd " 	50 00
Southwestern Division—1st Representative.....	200 00
2nd " 	100 00
3rd " 	50 00
Eastern Division—1st Representative.....	200 00
2nd " 	100 00
3rd " 	50 00
Canadian Division—1st Representative.....	200 00
2nd " 	100 00
3rd " 	50 00
New England Division—1st Representative.....	200 00
2nd " 	100 00
Central Pacific Division—1st Representative.....	200 00
2nd " 	100 00
Southern Pacific Division—1st Representative.....	200 00

IN ADDITION.

Every salesman who reaches his estimate for Net Sales during the coming year shall receive a bonus of One Hundred Dollars (\$100.00), payable at the next annual convention, provided, however, that in computing his totals, any lead and linoed oil sales in excess of the sales of 1905 shall not be considered.