Title: Allerup, Peter N. Papers

Call Number: Mss-0098

Inclusive Dates: 1979 – 1987

Bulk: 0.8 cu. ft.

Location: CV, Sh. L009

Historical Note: Peter Allerup was employed in the advertising department of the Pabst Brewing Company. This collection includes several adverting manuals and marketing plans from the early 1980s. There is also material regarding the purchase of Pabst Brewing Co. by Paul Kalmanvitz's S & P. Co.

Administrative Note: The collection was processed on July 10, 1990 by Janet K. Geronime.

Contents	Box #	Folder #
Addresses to shareholders, April 8, 1980	1	1
Pabst Blue Ribbon 1980 marketing plan	1	2
Pabst Brewing Company Presentation	1	3
- 1981 Annual Report		
- "Pabst Brewing Company Quality Since 1844"		
- Proxy materials send to shareholders, Jan – March 1982		
- "Pabst's dissident plays for keep" <i>Sun Times</i> Feb. 15		
- News Releases (Feb. 2 – April 2, 1982)		
- Memorandums		
1982 Schlitz co-op procedures manual	1	4
Pabst Brewing Co. – 1983 shared advertising program – field sales	1	5
manual		
Pabst Brewing Co. – Network Television recommendation 2 nd and	1	6
3 rd quarters 1983		
Pabst Brewing Company brand buying guidelines for Pabst Blue Ribbon	1	7
Hamm's/Hamm's Special Light 1984 Marketing Plan	1	8
Pabst Brewing Company – 2 nd quarter 1984 Post Buy Analysis Part I	1	9
Pabst Brewing Company – 2 nd quarter 1984 Post Buy Analysis Part II	1	10
Correspondence, 1984	1	11
Binder, Promotional Merchandise Catalogue (1981)	2	Loose in box
Correspondence, 1985	2	12
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Pabst Brewing Company – Misc. Advertising Material	2	14
Newspaper clippings, 1981-1984	2	15
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