

Doral 4th Qtr. B2G1F
June 17, 1997
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I have also included a spreadsheet, which outlines your allocations for this promotion. You will note that CTS's have been included in this program.

I apologize for the short turnaround time, but I must have your style selections **on or before Friday, June 20th** due to manufacturing lead times.

Call if you have any questions.

Sincerely,

Don

D. P. Fitzgerald

DPF:doral

Attachment

CC: D. L. Wilmesher

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Doral 4th. Qtr./97 B2G1F Promotion Allocations

Region	Package Outlets		CTS's W/Pack Potential		Totals		6M Cases
	# SKU's	# Offers	# SKU's	# Offers	# SKU's	# Offers	
Boston	4890	102690	0	0	4890	102690	1141
N.Y. Metro	3952	82992	68	1428	4020	84420	938
Philadelphia	3714	77994	216	4536	3930	82530	917
Buffalo	3994	83874	356	7476	4350	91350	1015
Pittsburgh	5908	124068	332	6972	6240	131040	1456
Cincinnati	<u>13060</u>	<u>274260</u>	<u>920</u>	<u>19320</u>	<u>13980</u>	<u>293580</u>	<u>3262</u>
N.E.S.A. Total	35518	745878	1892	39732	37410	785610	8729

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