

4th Quarter

Art Groll

December Doral B2G1F Promotion #701647

Promotion #	701647							
Commodity #	533174							
HH Type	DOR B2G1F NOV							
Units per Display	21							
Suggested Load	Your Call							
Display Payment	\$1.50							
1st. Order Date	9/15/97							
1st. Delivery Date	10/6/97							
H/H Dates	11/3/97-1/30/98							
Pos Support Kit - item #:	533174							
Includes:	COUNTER DISPLAY PREASSEMBLED							
Recommended Displays:	IN SKU							
Total Displays Allocated	Total Cases	LT 100	FF 100	MLT100	LT	Total Displays	VAP Displays	Ship Date
339	78	21	9	26	22	(17)	Display Increment	
Shipping Locations								
015240 Amsterdam								
077040 Morris Brown	1	1				9	9	
396840 Mandel	21	6	3	6	6	90	90	
406920 Jetto								
540710 Richmond Wsle.	14	2		8	4	60	60	
745198 Globe	42	12	6	12	12	180	180	
<i>Ship 11/10 if possible</i>								
Total Remaining:								

Doral B2G1F will be pre-sleeved in Winston-Salem. Each carton will contain three B2G1F offers plus one live pack. Each 6M case contains 90 offers per case plus 30 live packs. Direct Accounts should place seven pre-sleeved cartons in each counter display and ship to retail. It is not necessary to load display. Recommended VAP payment to Direct Accounts is \$14 per live 12M case to place cartons in preassembled display and ship.

PROGRAM: 701647 - DORAL B2G1F NOV PROGRAM

PERIOD: 711-00

REGION	TOTAL		DORAL LT 100 B7G3F ADJUST BALANCE		DORAL FF 100 B7G3F ADJUST BALANCE	
	UNITS	SKUS				
12XXXX	16884	804		266		133
13XXXX	1281	61		222		111
16XXXX	1071	51		280		140
TOTALS	19236	916	0	768	0	384

ENTR--PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10---PF11---PF12---
 QUIT ACCTS UPDATE FIND ITEMS RESET

11XX- None - Not working promotion

13XX - 61 + 232 + 7 = (300) 70 20/10/20/20

16XX - 51 + 5 + 60 = (116) 27 8/4/8/8

SKU's x 7 (ctns) ÷ 30 (6m) = total # cs from Region.
 then

SKU's ÷ 15^(live) = # of each 3 styles
 and 1/2 of that for 4th style

~~22 # SKUs x 7 (ctns) ÷ 30 (6m) = total # cs from Region.~~

See Doral June B2G1F
 700272

BPEN61S2 - M3

VALUE ADDED TRANSFER

Sep 09, 1997 - 04:04 PM

NEXT FN: ____

PROGRAM: 701647 - DORAL B2G1F NOV PROGRAM

PERIOD: 711-00

REGION	TOTAL		DORAL LT 100		DORAL FF 100	
	UNITS	SKUS	B7G3F	ADJUST BALANCE	B7G3F	ADJUST BALANCE
12XXXX	16884	804		266		133
13XXXX	1281	61	20	222	10	111
16XXXX	1071	51	8	280	4	140

TOTALS	19236	916	0	768	0	384
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ENTR--PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10---PF11---PF12--
QUIT ACCTS UPDATE FIND ITEMS RESET

51840 9884

BPEN61S2 - M3

VALUE ADDED TRANSFER

Sep 09, 1997 - 04:12 PM

NEXT FN: _____

PROGRAM: 701647 - DORAL B2G1F NOV PROGRAM

PERIOD: 711-00

REGION	UNITS	TOTAL SKUS	DORAL MEN LT 100 B7G3F		DORAL MEN LT B7G3F	
			ADJUST	BALANCE	ADJUST	BALANCE
12XXXX	16884	804		266		0
13XXXX	1281	61	20	260		0
16XXXX	1071	51	8	300		0

TOTALS	19236	916	0	826	0	0
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ENTR--PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10--PF11--PF12--
QUIT ACCTS UPDATE FIND ITEMS RESET

51840 9885

BPEN61S2 - M3

VALUE ADDED TRANSFER

Sep 09, 1997 - 04:15 PM

NEXT FN: _____

PROGRAM: 701647 - DORAL B2G1F NOV PROGRAM

PERIOD: 711-00

REGION	TOTAL		DORAL LT B7G3F			
	UNITS	SKUS	ADJUST	BALANCE	ADJUST	BALANCE
12XXXX	16884	804		266		
13XXXX	1281	61	20	260		
16XXXX	1071	51	8	300		

TOTALS	19236	916	0	826	0	0
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ENTR--PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10--PF11--PF12--
QUIT ACCTS UPDATE FIND ITEMS RESET

51840 9886