

			83/17	IN 232 <del>232</del>	RJR 74 <del>80</del>	A SOM	R SOM	A SOS
Circle K -	2400	0105-00-00				7.55	32.08	65.67
Western	400	01	88/12	234	83	5.69	35.18	58.75
Mid Con	500	04	87/13	166	48	3.75	28.33	53.89
Arizona	530	05	75/25	244	80	11.93	33.30	57.24
Florida	600	13	81/19	256	85	8.56	33.25	79.67
Eastern	350	17	89/11	251	70	4.65	28.46	73.24

			80/20					
Mac's	500	3816-00-00		233	58	.13	23.46	45.45
BF	160	01	82/18	287	82	-	27.62	47.59
AA	16	03	65/35	387	158	-	39.37	68.73
DM	310	04	82/18	228	47	-	18.65	37.96
C	33	05	66/34	158	63	8.94	40.07	62.56

bought 1650 66 keeping 500  
Company ops.

Montreal is the headquarters.

- 1) Phoenix
- 2) Cal
- 3) Tampa
- 4) Charlotte.
- 5) Mac's

## Mac's meeting agenda.

### 1) Circle K acquisition

- # stores total chain 1650 Franchise ? SSP? ?
- when —  $\pm$  mid December.
- organizational structure separate legal entity.
  - who will the players be? no clue
  - where — next page.
  - communications Flow/timing.
  - when will we know entire organization? — next few weeks.
- direct account structure. — will keep. —
- especially your own — what are the plans?
- license application
- data needed for N.C.R.

### ✓ Austin / Quality Smokes / GTI.

- attachment on issues.
- what are expectations for brand
- current Accrual is drawn down monthly.

GTI 199  
MON 219  
2 sign GTI  
no eclipse(s)  
" exotic (s)  
can't see 1x3

SKU selection  
price book  
etc.

Jff will respond to me by Friday on Indiana.

Kiel dropped 100 on GTI below Mac's.

Amer.  
Big Foot sets — you have grids.  
need POG's, materials list.  
ordered by.

Shipped 42 cartons of GTI to each store.

Circle K - Austin - Mac's .

✓ Data grab of Mac's w/ primary supplier. & industry volume.

✓ UPC's .

• Set up in Eby ~~~~~

• Move from w/s → bonded → Eby. ~~~~~

• How much of a force out? - when? - all 12 styles? <sup>yes</sup>  
30-45 ctn. dist. per store. - should be ASAP.

✓ Need authorization letter.

• Contract signed for all stores.

✓ Quality Smokes has to dry up - through bonded.