

Richard - updated on 11/18/03

- ① Eclipse update
- ② EDLP - (A) Monthly vs. Quarterly Payment on Bonus  
(B) Chain Average SOS vs. Store level - for payment
- ③ Meeting w/ AE's on Discounting by State
  - 1) POS
  - 2) Timing - (need to sell now)  
(Brands need to decide on strategy)
  - 3) Payment - Determining Payment Based on Actual Performance
- ④ \$1<sup>00</sup> off B2B/F to Flush out  
- Discussed w/ AMO's after the meeting they are all over the issue

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