Registered IBM Deal Ma	anagement by B	enjamin Wilhelr	m							General Terms ar										
Deal Form for AUSA1577986 * Denotes Supplier Required Field					Processed ET	2/10/201	7 12:53:10 PN	agreei and co	ment executed bet onditions (i.e. the A	ween Supplier an Ahold USA Genera	nd Ahold I al Terms	USA (or the Ahol and Conditions of	d USA Company/I of Purchase and the	Division) or, in the e Ahold USA Sta	e absence of a su andards of Engag	upply agreement, gement, together t	by Ahold USA's s he "General Terr	nd conditions of a standard purchase ons"). The terms in t	order terms this	
*Company/Division Presented to: All AUSA Locations			* Confirmation Cor	Benjamin Wilhelm													er and any term in	such supply		
* Manufactu	urer/Brand:	SCHWANS CONSUMER BRANDS (48401) c/o CROSSMARK (AUSA)		* Confirmation Contact Phone:		717-686-1290			2. Su from a 3. Aho 4. If ai	agreement (if any) or the General Terms (if no supply agreement), the terms in the supply agreement or the General Terms (as applicable) shall prevail.  2. Supplier agrees to confirm the terms of this Supplier Promotional Offer promptly upon request from Ahold USA or its independent auditor, provided that before responding to a request from an auditor or other individual not known to Supplier shall first confirm the identity of the requestor with Supplier's principal contact at Ahold USA.  3. Ahold USA shall have no obligation to purchase any product or item for any specific period of time. Ahold USA retains the right to set retail prices.  4. If an Item Number is inadvertently omitted or incorrect, Ahold USA reserves the right to add or correct the item number without affecting the essence and/or terms of the agreement.  5. In the event the Supplier's stated allowance uses a different unit of measure from that of the case pack received by the Ahold USA Company/Division, the Ahold USA Company/Division										
* Broker/Distribu	utor Name:	SCHWANS CONSUMER BRANDS (48401) (AUSA)		* Confirmation Conta	8500 Normandale Lake Blvd Bloomington,, MN 55437			can m 6. No 7. Loa	nake a proportional restrictions on For ad-in and restock p	adjustment witho ward Buys unless olicy apply.	ut requiri	ng a new deal sh	eet.	iat of the edge p	aux 1000110a by 1				pa.ry, z.v.io.or.	
* Date Submitted:		02/07/2017		* Supplier Autho				9. Sup	ere is a 4% up cha oplier agrees to su	pply labor or fundi										
* Submitted By: Beniamir		Beniamin	Wilhelm	* Supplier Authorizer Phone:			: 888-888-8888				e applicable Aholo	d USA Me	erchandising Dep	artment.					agreed swells polic	
Ahold USA Neg. Name / e-Signature: Grace Henson			* Supplier Authorizer Signature: Benjamin Wilhelm					ated by Ahold Fina		cts throu	gn itemMaster. S	upplier understand	ds that manufact	urers will be resp	onsible for reimbl	irsement of the p	rocessing fees, with	n billing to be		
2nd Neg. Sign		IVA DENI DDA 0	0FL 0/40/0047	By signing above, I certify the Supplier Promotional Offer					certify											
Ahold USA Auth. Name / e-	Signature & Date	KAREN BRAS	SEL - 2/10/2017	that I am authorized to pres not made any changes to the					er has											
		CM Main	Meal/Enhanc	, ,																
2nd Ahold USA Auth. Si	ignature & Date:			Supplier Deal R	eference #	08-11201	7 Mrs Smith	ns MKDWN D	Α	To	tal Sales Estimate	э:		\$12,252.00						
* Merchandising Deal Type:		04 - Discontinued / Markdown		A/R Supplier #		044202				Total Est.Allowance Amt:  Total Est.Profit:			\$6,330.20 (\$40.84)							
*Perf Dates: 2	/17/2017	thru	3/16/2017	DSD / PC					Contract Details											
* Order Dates:		thru		New X F				⊩	Item Allow. Type Start			End				ay Mthd Performance Indicator				
* Ship Dates:		thru	thru Cancelled Da					⊩	06 - Scan Allowance			2/17/2017	3/16/2017	Per Transaction		Billback		- Scan POS		
* Arrival Dates:		thru																		
* Anticipated Next	Deal Date:			Susp	ended Date	e:														
Ahold USA Item # UP		C Desc		ription Size		Unit of Measure Case Pack	Case Cost Reg	Regular Uni Cost				SECONDARY TERTI ALLOW. ALLO ETAIL AMT. DETAIL		OW. Stimated S		Est'd Suggested Net Unit Rtl	* Suggested Unit Retail	Net Unit Cost	Estimated Profit	
188037	027700	67901	MRS SMITH DUTCH A	PP37Z	37.000	OZ	6	\$27.360	\$4.560	Scan	\$1.550					4,084	\$3.000	\$3.000	\$3.010	-\$40.840
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# Flat Paymen	nts	Allo	wance Type	Start	End	Payment	Method	Performan	ce Indicator	Amoun	<i>t</i>	Additio	nal Performan	ce Details	Estima	ted Value of D	eal			
(Ad, Display,  4 Truckload, Item						1,9 1											→	- 04 0		#C 220 00
5 Intro Fee, etc	c.)																Valu	e Of Compone	mis 1,2,3.	\$6,330.20
6																				
0590,0640,0650,0646 ,0563,0663,0831,085 Prod Grp: P_MRS_SI VIP on contract AUSA	-3/16/17 DU 6,0339,0731,0 0,6271,0098,0 MITHS_PIES A1534295	0658,0038,62 0756,0877,00	85,0511,2612,0564,050	N 50% off Unit Cost in SPE 01,0541,2311,2587,0334,0 03,2596,0500,6424,6477	673,0781,06	08,2802,6330,				037,0543,6284,0	0227,0461,008	8,6097,0	0472,0349,074	0,0729,0544,25	585,0446,0478	3,0614,0243,03	387,0606	Pag Created	e 1 of	
Version:2272017.0	065010			Source	Application	 												OTEALEO.	2/2//2017 0.30:10	AWI L I

Stores for All AUSA Locations Vendor Tra

Vendor Tracking #: 08-112017 Mrs Smiths MKDWN DA

New X

Revised

Canceled

Offer #: AUSA1577986

Deal Status: PROCESS

DEAL DESCRIPTION: CATEGORY MANAGER: 08-112017 Mrs. Smiths MARKDOWN DUTCH APPLE

Page 2 of 3

Store Number Store Name City Store Category Store Group Address State **Postal Code ANDOVER ANDOVER** All Categories 00471 209 N.MAIN STREET MA 018100000 00877 NJ All Categories **BASKING RIDGE** 553 S FINLEY AVE **BASKING RIDGE** 079200000 All Categories **BEDFORD** 00088 337 GREAT ROAD **BEDFORD** MA 017300000 **BERLIN BERLIN** All Categories 00614 1135 FARMINGTON AVE CT 060370000 37 ENON STREET All Categories **BEVERLY** 00032 **BEVERLY** MA 019150000 00478 MA All Categories **BRAINTREE** 300 GROVE STREET **BRAINTREE** 021840000 NY All Categories CARLE PLACE 00541 95 OLD COUNTRY ROAD CARLE PLACE 115140000 All Categories NJ CARLSTADT 00831 625 PATERSON AVE CARLSTADT 070720000 VA All Categories CENTREVILLE 00740 5615 STONE ROAD CENTREVILLE 201200000 All Categories **CLIFTON** 02802 1185 BROAD STREET CLIFTON NJ 070130000 CT All Categories COLCHESTER 00608 99 LINWOOD AVE RT 16 COLCHESTER 064150000 All Categories **CROMWELL** 00606 CROMWELL CT 195 WEST STREET 064160000 All Categories **DANBURY** 00659 72 NEWTON RD DANBURY CT 068100000 MA All Categories **DENNIS** 00461 516 RTE 134, SUITE#1 **DENNIS** 026600000 06330 **EASTON** PA All Categories **EASTON** 301 TOWN CENTER BLVD 180400000 NJ All Categories **EDISON** 00803 1049 US ROUTE 1 SOUTH **EDISON** 088200000 All Categories **FAIRFIELD FAIRFIELD** CT 00650 1160 KINGS HWY CUTOFF 064300000 All Categories **FAIRFIELD** 00673 760 VILLA AVENUE **FAIRFIELD** CT 068250000 **FLUSHING** 02587 **FLUSHING** NY All Categories 3106 FARRINGTON ST 113540000 All Categories **FRANKLIN FRANKLIN** MA 00472 RT. 140 W.CENTRAL ST. 020380000 PA All Categories FRAZER 06477 225 LANCASTER AVENUE FRAZER 193550000 MD All Categories **FREDERICK** 00349 3530 SUGARLOAF PARKWA **FREDERICK** 217040000 All Categories **HARRISONBURG** 06424 2035 EAST MARKET ST **HARRISONBURG** VA 228010000 **HERSHEY** PA All Categories **HERSHEY** 06097 1250 COCOA AVE 170330000 All Categories **HOLBROOK** 00563 57-01 SUNRISE HWY **HOLBROOK** NY 117410000 HYATTSVILLE 00334 **HYATTSVILLE** MD All Categories 3521 EAST WEST HWY 207820000 **INDIANA** 06308 INDIANA PA All Categories 1570 OAKLAND AVENUE 157010000 All Categories LA PLATA 00339 LA PLATA MD 200 ROSEWICK ROAD 206460000 All Categories LAKE RONKONKOMA 00544 449 PORTION ROAD LAKE RONKONKOMA NY 117790000 All Categories **MANASSAS** 00227 10100 DUMFRIES ROAD MANASSAS VA 201100000 MASHPEE All Categories MASHPEE 00087 10 BATES ROAD MA 026480000 All Categories **MILFORD** 00663 1360 EAST TOWN ROAD **MILFORD** CT 064600000 All Categories MOUNT KISCO 02596 195 N BEDFORD RD MOUNT KISCO NY 105490000 MA All Categories **NEW BEDFORD** 00098 438 DARTMOUTH ST **NEW BEDFORD** 027420000 All Categories CT **NEW FAIRFIELD** 02612 25 STATE ROUTE 39 **NEW FAIRFIELD** 068120000 All Categories **NEW MILFORD** 00683 183 DANBURY ROAD NEW MILFORD CT 067760000 All Categories **NEW ROCHELLE** 00500 **NEW ROCHELLE** NY 28 HARRISON STREET 108010000 All Categories **NEWPORT** 00731 199 CONNELL HIGHWAY **NEWPORT** RI 028400000 **NORWALK** 00640 **NORWALK** CT 068560000 All Categories 385 CONNECTICUT AVE All Categories **ODENTON** 02311 **ODENTON** MD 211130000 1155 ANNAPOLIS RD NJ All Categories PENNINGTON 00850 800F DENOW ROAD PENNINGTON 085340000 All Categories MA **RAYNHAM** 00038 **NEW CAPE HGWY RTE 44** RAYNHAM 027670000 All Categories READING 06446 4655 PERKIOMEN AVE READING PA 196060000 All Categories REHOBOTH BEACH 00387 REHOBOTH BEACH DE 19312 LIGHTHOUSE PLAZ 199710000 All Categories **RICHMOND** 00729 3 STILSON RD RTE 138 **RICHMOND** RI 028980000

Stores for All AUSA Location	ons		Vendor Tracking #:	08-112017 Mrs Smiths MKDWN DA	New X Revised	Canceled		
Offer #: AUSA1577986  Deal Status: PROCESS			DEAL DESCRIPTION:	08-112017 Mrs. Smiths MARKDOWN	DUTCH APPLE	Page 3 of 3		
			CATEGORY MANAGER:			rage 5 of	3	
Store Category	Store Group	Store Number	Store Name	Address	City	State	Postal Code	
Il Categories	RIVERHEAD	00590		1615 OLD COUNTRY ROAD	RIVERHEAD	NY	119010000	
Il Categories	ROYERSFORD	06284		1824 RIDGE PIKE	ROYERSFORD	PA	194680000	
II Categories	SHREWSBURY	06271		14635 MT. AIRY RD	SHREWSBURY	PA	173610000	
II Categories	SOUTHBURY	00621		100 MAIN STREET NORTH	SOUTHBURY	CT	064880000	
II Categories	SPRINGFIELD	00756		8320 OLD KENE MIL RD.	SPRINGFIELD	VA	221520000	
II Categories	STAFFORD	00243		317 WORTH AVENUE	STAFFORD	VA	225540000	
II Categories	STAMFORD	00646		1937 WEST MAIN STREET	STAMFORD	СТ	069050000	
Il Categories	W. BABYLON	00543		88 GOLDING AVE	W. BABYLON	NY	117040000	
Il Categories	WATERTOWN	00446		171 WATERTOWN ST	WATERTOWN	MA	021720000	
Il Categories	WAYNESBORO	06285		437 TIFFANY DRIVE	WAYNESBORO	VA	229800000	
Il Categories	WEST BABYLON	00564		575 MONTAUK HWY	WEST BABYLON	NY	117040000	
Il Categories	WHITE PLAINS	00501		152 WESTCHESTER AVE	WHITE PLAINS	NY	106040000	
Il Categories	WILLIAMSPORT	06122		1969 EAST 3RD ST	WILLIAMSPORT	PA	177010000	
Il Categories	WILTON	00658		5 RIVER ROAD	WILTON	CT	068970000	
Il Categories	WINCHESTER	06299		200 RIVENDELL COURT	WINCHESTER	VA	226030000	
ll Categories	WOBURN	00096		2 ELM ROAD	WOBURN	MA	018010000	
Il Categories	WOODBRIDGE	00781		12445 HEDGES RUN DR.	WOODBRIDGE	VA	221920000	
I Categories	WOODBURY	00511		8101 JERICHO TRNPKE	WOODBURY	NY	117970000	
II Categories	WORCESTER	00037		541A LINCOLN STREET	WORCESTER	MA	016100000	
Version: 2272017.65011			Source:Application		C	Created: 2/27/2017	8:50:10 AM	