

-----Original Message-----

From: Mahion Moles
 Sent: Wednesday, February 23, 2000 1:15 PM
 To: twx approval
 Cc: Julie Burkhart; Rob Frederking; Cindy Letterman; Leslie Jones; Kara Williams; Tom Houston
 Subject: Attention: Department 1/82 Manager / Store Manager / UPC Associate
 Importance: High

Please send to all stores.

ATTENTION: DEPARTMENT 1/82 MANAGER / STORE MANAGER / UPC ASSOCIATE

From: Dept 01/82 - Wal-Mart Cigarettes and Tobacco

Date: February 23, 2000

*****URGENT: EFFECTIVE 1/31/00 YOUR STORE WILL NOT RECEIVE CREDIT FOR ANY AMOUNT EXCEEDING THE AMOUNT SET BY THE HOME OFFICE. THE DIFFERENCE WILL BE AN UNAUTHORIZED MARKDOWN AND WILL NOT BE REIMBURSED. THIS MEANS THAT IF THE BUYDOWN IS APPROVED AT \$4.80. AND YOU SET THE BUYDOWN AT \$5.50 YOUR STORE IS LOSING THE DIFFERENCE. IN THIS CASE IT WOULD BE \$0.70 PER CARTON. BE SURE YOU ONLY SET THE BUYDOWN UP AT THE AMOUNT APPROVED BY THE HOME OFFICE.(AMOUNTS ARE LISTED BELOW)*****

Your store has been selected to participate in the following "In Store Sale" buydowns. These buydowns will begin on 2/28/00 and will end on 3/26/00. Please be sure to set both beginning and end dates correctly. as you will not receive credit for any activity outside of these dates. please check the pipeline (instructions can be found at the end of this message) for a complete list of current promotions.

ALL STORES IN RHODE ISLAND AND NEBRASKA SHOULD NOT PARTICIPATE IN THIS BUYDOWN. PLEASE REFER TO THE PIPELINE FOR ITEM NUMBERS THAT CORRESPOND WITH THE BUYDOWNS BELOW.

BROWN AND WILLIAMSON

*****THE BUYDOWNS ON BOTH MISTY AND CARLTON THAT WERE ON THE CALENDAR FOR MARCH HAVE BEEN CANCELLED. DO NOT PLACE THESE ITEMS ON BUYDOWN.

KOOL 2/28/00 THROUGH 3/26/00

Carton - \$4.50 off Pack - \$0.45 off