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FORSYTH TOBACCO PRODUCTS  
(A Division of R. J. Reynolds Tobacco Company)

R E T A I L   F E A T U R E   P R O M O T I O N   P R O G R A M  
P L A N   B

Forsyth Tobacco Products Retail Promotion Program provides an allowance for Retailers that promote Forsyth's black and white and private label cigarettes by effectively communicating price information to the consumer and effectively positioning such cigarettes in the retail store. Terms and conditions for participation in the program and qualification for payment are specified below.

Forsyth Tobacco Products will pay a qualifying Retailer \$.50 per carton for each carton of Forsyth's black and white and private label cigarettes purchased by Retailer for resale to consumers. Payments will be made after the end of each calendar quarter.

Terms and Conditions

1. Retailer must: (a) feature in the retail store consumer price information for Forsyth cigarettes, and (b) provide Forsyth cigarettes with a preferred, advantageous in-store position. Price information and product positioning have to be approved by RJRT Sales Representative.
2. To qualify for payment Retailer must maintain approved price information and product positioning at all participating stores throughout the period for which payment is to be made.
3. Payments will be made at each individual store at the time of call by RJRT Sales Representative. To receive payment, retailer must submit supporting proof of purchase to RJRT Sales Representative for review. Proof of purchase may consist of:
  - original wholesale sales summary sheets
  - original wholesale invoice
  - original scanner data

No payment will be made if supporting proof of purchase is inadequate.

4. No payments may be deducted from Forsyth Tobacco Products or RJRT invoices. Forsyth Tobacco Products may modify or terminate this program at any time.