

PROMOTIONAL PRODUCT AND POS ORDERING/DELIVERY DATES
JANUARY 2000 - JUNE 2000

Event	Timing	From	To	January* Cycle	February** Cycle	March Cycle	April Cycle	May Cycle	June Cycle
Product Order Period	8 weeks before cycle start	7 weeks before cycle end	10/04/99 thru 11/12/99	1/3-1/30	1/31-2/27	2/28-4/2	4/3-4/30	5/1-5/28	5/29-7/2
Product Delivery Period	5 weeks before cycle start	4 weeks before cycle end	10/25/99 thru 12/03/99	11/08/99 thru 12/10/99	1/10/00 thru 1/29/99	1/24/00 thru 3/03/00	2/28/00 thru 3/31/00	3/27/00 thru 4/28/00	4/24/00 thru 5/02/00
Kit Orders- Wholesale	12 weeks before cycle start	7 weeks before cycle end	9/07/99 thru 11/12/99	10/11/99 thru 12/10/99	12/06/99 thru 12/31/99	1/10/00 thru 1/24/00	2/28/00 thru 3/31/00	3/27/00 thru 4/28/00	4/24/00 thru 5/02/00
Kit Deliveries- Wholesale	5 weeks before cycle start	4 weeks before cycle end	10/25/99 thru 12/03/99	11/29/99 thru 12/31/99	1/24/00 thru 3/03/00	2/28/00 thru 3/31/00	3/27/00 thru 4/28/00	3/27/00 thru 4/28/00	4/24/00 thru 5/02/00
Kit Orders- Retail/Home	12 weeks before cycle start	4 weeks before cycle start	9/07/99 thru 10/29/99	11/08/99 thru 12/30/99	12/06/99 thru 1/28/00	1/10/00 thru 3/03/00	2/28/00 thru 3/31/00	3/27/00 thru 4/28/00	4/24/00 thru 5/02/00
Kit Deliveries- Retail/Home	1 week before cycle start	1 week after cycle start	1/22/99 thru 12/03/99	1/22/99 thru 2/04/00	2/22/00 thru 3/03/00	3/22/00 thru 4/07/00	3/27/00 thru 5/05/00	4/24/00 thru 5/05/00	5/22/00 thru 6/02/00
Distributions	1 week before cycle start	3 weeks before cycle end	11/22/99 thru 12/10/99	1/24/00 thru 2/04/00	2/22/00 thru 3/10/00	3/22/00 thru 4/07/00	3/27/00 thru 5/05/00	4/24/00 thru 5/05/00	5/22/00 thru 6/09/00

*January Dates are the same as the December cycle due to the Y2K contingency plan.
**February Dates for orders and deliveries to wholesalers are four weeks earlier due to Y2K contingency plan.

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