

Brown and Williamson Shipper Program Detail

John C. Jones
del 4/23/91

Direct Account Name	Martin & Snyder
Direct Account Number	21570
B&W Manager	Elizabeth Telfer
Fax Number	734-462-0661

30 day terms

144 cases of displays to arrive
separately from product 9/24

Promotion Specifics	Display #1	Display #2
Promotion Name:	Kool B1G1F 30 Deal Shipper	
Shipper UPC:	See attached	
Date to Retail:	October 4, 1999	
Cartons per Display:	6	
Number of Deals:	30	
Assembly Payment:	\$2.80 /display = \$ 2,016.00	
Display Load per Brand Style:	2 cartons Kool Nat King Bx B1G1F 1 cartons Kool Nat Lt Bx Kg B1G1F 2 carton Kool Bx B1G1F 1 carton Kool Mild Bx Kg B1G1F	
Number of Displays:	720	0

Ordering/Receiving Information:

Brand Style	Code	Qty	Item Number	Case Size
Kool Nat Bx Kg B1G1F	2705	48		6M
Kool Nat Lt Bx B1G1F	2707	24		6M
Kool Box Kg B1G1F	2731	48		6M
Kool Mild Bx Kg B1G1	2732	24		6M
		144	Total cases	

Key Dates:

Product Ship to Wholesale:	ASAP
Assembly Date:	W/O Sept 27
Cases of displays:	

Comments:

See store list attached. Please disburse 2 displays to each location the week of 10/4/99.