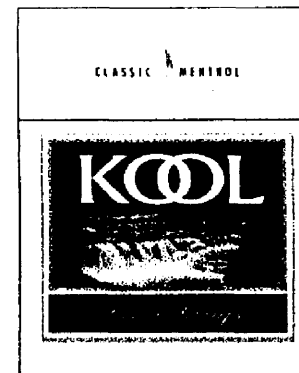




AVA/KOOL National
Shipper Program

KOOL \$0.30 OFF PER PACK
40 Pack - Shipper Display



10 pkgs

KOOL Full Flavor King

10 pkgs

KOOL Full Favor King Box

10 pkgs

KOLL Full Favor 100

10 pkgs

KOOL Full Favor 100 Box

40 pkgs

TOTAL

Cost of Shipper \$ _____

Store Name _____ Store # _____

Shippers Ordered _____ Delivery Date _____ / _____ / 99

AVA Acct _____

Retailer Signature, if needed

KOOL 40 Pack Shipper Information Sheet

WAVE II

First Ship Date: September 23, 1999

Product Incentive: \$0.30 off a pack (specially marked)

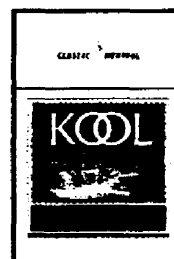
Payment for Incentive: Invoiced from B&W at \$3.00 off a Carton
Per Ctn = \$18.24 / Per M = \$91.20 / Per 12M = \$1,094.40*
*Prices are subject to change

Selling Allowance: \$58.00 per 12M case >>> \$3.87 per shipper

Placing Orders: B&W Manager MUST place KOOL Order

Brand Mix:

- 1 carton - KOOL Kings
- 1 carton - KOOL 100's
- 1 carton - KOOL Kings BOX
- 1 carton - KOOL 100's BOX
- 4 cartons - TOTAL (40 packages)



KOOL \$0.30 SIP UPC Product Codes

	UPC Cases Code <u>12M</u>		UPC Carton Code		UPC Full Package Code		UPC Suppr. Pkg. Code
KOOL KINGS	27200	<u>2241</u>	27200	2280	27200	OO183	271832
KOOL 100's	27200	<u>2251</u>	27200	2281	27200	OO188	271882
KOOL KINGS BOX	27200	<u>2244</u>	27200	2283	27200	OO236	272362
KOOL 100's BOX	27200	<u>1083</u>	27200	1084	27200	OO467	274672

Note: underlined/red digits are product order codes.

"B KOOL" Pre-Pack Shipper Details

40/50/60 Pack Counter Pre-Pack Display

UPC: 0-27200-10008-8

HO Master Code # 007215*

Case Packing = 10

Retail Dimensions 12"w x 9"d x 19"h

*Ordered by B&W Mgr

Weight - 40 packs = 3 lb 3 oz

The KOOL 40/50/60 Pack Pre-Pack Shipper Counter Display are fully assembled and ready for product loading.

