



EX-100 FEB 26 1997 13400

February 21, 1997

To: G.M. Sales Managers

From: Stan Carter *Stan*cc: Dennis Graves
Rory Mecham
Bruce Hiller
John Strong
Kari CarusoSubject: CIGARETTE CARTON SCHEMATICS

In order to better display Best Value cigarettes on our carton fixtures, we have reconfigured the carton schematics per attached. Please note that these schematics give Best Value full sections instead of the ribbon display in the past. Please work with your R.J Reynolds representatives to implement these schematics and emphasize the sections.

*These schematics ARE authorized to update.
Please let R.J. Reynolds implement these
changes. THANKS Patty McMill
2-25-97*

51844 1096

ALBERTSONS, INC.

51844 1097

PLAN #01-NSS

Non SELF-SERVICE 6 SHELF: 8' IN-LINE FLEX

JANUARY 1, 1997

RJR	<i>DORAL</i> RJR
RJR	BEST VALUE
LOR	B&W
LOR	B&W
L&M-7 PM-5	PM
PM	PM

4' / 12 Rows
FRONT4' / 12 Rows
FRONT

AUTHORIZED BY:

Stan Carter
Stan Carter

DATE:

2/20/97

COMPANY	TOTAL # ROWS	MONTHLY PAYMENT	QTR. PAYMENT	ANNUAL PAYMENT
BEST VALUE	12	\$0.00	\$0.00	\$0.00
BROWN & W'NSON	24	50.00	150.00	600.00
LIGGETT & MYERS	7	18.00	54.00	216.00
LORILLARD	24	37.50	112.50	450.00
PHILIP MORRIS	41	0.00	0.00	0.00
R.J. REYNOLDS	36	449.00	1,347.00	5,388.00
TOTAL	144	\$554.50	\$1,663.50	\$6,654.00

12/20/96

ALB-01-nss

ALBERTSONS, INC.

51844 1098

PLAN #02-NSS

Non SELF-SERVICE 7 SHELF: 8' IN-LINE FLEX

JANUARY 1, 1997

RJR	<i>Donal</i> RJR
RJR	BEST VALUE
LOR	BEST VALUE
LOR	B&W
LOR-8 B&W-4	B&W
L&M	PM
PM	PM

4' / 12 Rows
FRONT4' / 12 Rows
FRONT

AUTHORIZED BY:

Stan Carter

Stan Carter

DATE:

2/20/97

COMPANY	TOTAL # ROWS	MONTHLY PAYMENT	QTR. PAYMENT	ANNUAL PAYMENT
BEST VALUE	24	\$0.00	\$0.00	\$0.00
BROWN & W'NSON	28	50.00	150.00	600.00
LIGGETT & MYERS	12	38.00	114.00	456.00
LORILLARD	32	49.50	148.50	594.00
PHILIP MORRIS	36	0.00	0.00	0.00
R.J. REYNOLDS	36	449.00	1,347.00	5,388.00
TOTAL	168	\$586.50	\$1,759.50	\$7,038.00

12/20/96

ALB02-nss