

**R. J. REYNOLDS TOBACCO COMPANY
RETAIL PARTNERS MARKETING PLAN CONTRACT
SELF-SERVICE PACK OUTLET - LEVEL 1/2**

R. J. Reynolds Tobacco Company (RJR) is pleased to announce the following Retail Partners Marketing Plan for retail accounts that meet the following criteria:

- Cigarettes represent less than 80% of All Commodity Volume (ACV) for inside sales.
- 51% or more total industry volume sold by the pack in retail outlets where purchases are intended to be quick and convenient evidenced by such factors as limited SKU selection, few registers for product purchases and convenient parking.
- Minimum of 17 cartons of RJR brands sold per week and 100 cartons per week (CPW) industry volume.
- Distribution of RJR brands in all price tiers as required.

Retailers not meeting the above requirements should discuss other available merchandising alternatives with an RJR Representative.

MERCHANDISING / PRESENCE PROGRAM ELEMENTS

Level 1 Requirements

- One self-service RJR Full Price Priority Brand and one RJR Savings Priority Brand display (self-service or non-self-service as designated by RJR) will be maintained in primary line of sight. Displays will occupy the #1 or #2 positions as defined by RJR.
- Retailer will maintain a minimum of 40 total displayed RJR pack facings.

Level 2 Requirements

- Level 1 requirements, plus:
- One additional self-service RJR Full Price display will be maintained in primary line of sight. Display will occupy a position acceptable to RJR.

ADDITIONAL MERCHANDISING / PRESENCE REQUIREMENTS -- (Applicable to Levels 1 and 2)

- Retailer will accept and execute RJR promotions with sales to consumers only including, but not limited to: pre-book/order book additional product for delivery prior to scheduled promotion; assemble and place RJR promotional displays/advertising in location(s) highly visible to retail consumers.
- Retailer does not accept competitive program featuring carton side panels, such as carton waterfall which provides advantaged presence to competitor.
- Retailer will permit RJR to affix permanent RJR advertising to display and merchandiser space utilized by RJR under this Agreement. Retailer will not permit additional advertising of any kind, including advertising for Retailer's own products, to be affixed to or interfere with RJR displays. RJR share of available signage will be equal to RJR store SOM or RJR Local Trading Area SOM or 25%, whichever is highest.
- RJR displays and advertising may not be impaired or obstructed from view of consumers by competitive displays or by any other means.
- RJR merchandisers, displays and free standing signage will be lit as designated by RJR.
- RJR will have the ability to effectively communicate all promotional activity to consumers.
- RJR's ability to advertise price will be no less than parity with other participating tobacco companies.
- RJR reserves the right for final approval of display and advertising types, sizes and locations. Retailer will maintain display and advertising space according to RJR authorized plan-o-gram with no additional competitive permanent fixtures and displays allowed beyond those illustrated in plan-o-gram. Changes in authorized location of displays and advertising, or effectiveness of location, will not be made without RJR approval.
- Retailer will provide RJR accurate volume information and will authorize supplier(s) to provide volume data to RJR including specific brand information and promotion activity.
- Retailer will: (1) provide space required for RJR distribution needs; (2) maintain adequate inventory of RJR brands, to include new items for a minimum of 6 months, as requested by RJR; and (3) permit RJR to make reasonable audits of performance and to inspect and rotate RJR products.
- Retailer will not restrict RJR's ability to display, promote or distribute RJR brands and compete equally with other tobacco companies in all areas at retail.
- If legislation or government regulation restricts point-of-sale advertising, RJR will be given the % or number of advertising pieces permitted by law.
- Retailer will not sell or distribute product not intended for domestic sale.
- Other COMPETITIVE PRESSURES DICTATE PAYING AN ENHANCEMENT.

51876 5791

Retailer agrees to perform the requirements set forth above. Failure to satisfy requirements will result in forfeiture of monthly payment(s) until compliance is achieved or may result in termination of this Agreement.

MERCHANDISING / PRESENCE PAYMENT

RJR Volume will be determined by the average weekly sales of all RJR brands during the most recent 3-month period. RJR will pay qualifying retailer \$ 170.00 per month for performance of all requirements described in this Agreement.

R. J. Reynolds Tobacco Company will make payments by check as soon as practicable after the end of each calendar quarter. Payments will be made for stores rendering full performance during a quarter, and on a pro rata basis for stores rendering performance for less than one full quarter, but more than one calendar month. Retailer will not deduct amounts due under contract from invoices due RJR.

Source: <https://www.industrydocuments.ucsf.edu/docs/ilch0023>

**R. J. REYNOLDS TOBACCO COMPANY
RETAIL PARTNERS MARKETING PLAN CONTRACT
NON-SELF-SERVICE PACK OUTLET - LEVEL 1/2**

R. J. Reynolds Tobacco Company (RJR) is pleased to announce the following Retail Partners Marketing Plan for retail accounts that meet the following criteria:

- Cigarettes represent less than 80% of All Commodity Volume (ACV) for inside sales.
- 51% or more total industry volume sold by the pack in retail outlets where purchases are intended to be quick and convenient evidenced by such factors as limited SKU selection, few registers for product purchases and convenient parking.
- Minimum of 17 cartons of RJR brands sold per week and 100 cartons per week (CPW) industry volume.
- Distribution of RJR brands in all price tiers as required.
- Cigarettes merchandised with product access available to Retailer personnel only.

Retailers not meeting the above requirements should discuss other available merchandising alternatives with an RJR Representative.

MERCHANDISING / PRESENCE PROGRAM ELEMENTS

Level 1 Requirements

- One non-self-service RJR Full Price Priority Brand and one non-self-service RJR Savings Priority Brand display will be maintained in primary line of sight. Displays will occupy the #1 or #2 positions as defined by RJR. RJR non-self-service Full Price Priority Brand display will be maintained on selling counter if any competitive display(s) are on selling counter.
- Retailer will maintain a minimum of 40 total displayed RJR pack facings.

Level 2 Requirements

- Level 1 requirements, plus:
- One additional non-self-service RJR Full Price display will be maintained in primary line of sight. Display will occupy a position acceptable to RJR.

ADDITIONAL MERCHANDISING / PRESENCE REQUIREMENTS -- (Applicable to Level 1 and 2)

- Retailer will accept and execute RJR promotions with sales to consumers only including, but not limited to: pre-book/order book additional product for delivery prior to scheduled promotion; assemble and place RJR promotional displays/advertising in location(s) highly visible to retail consumers.
- Retailer does not accept competitive program featuring carton side panels, such as carton waterfall which provides advantaged presence to competitor.
- Retailer will permit RJR to affix permanent RJR advertising to display and merchandiser space utilized by RJR under this Agreement. Retailer will not permit additional advertising of any kind, including advertising for Retailer's own products, to be affixed to or interfere with RJR displays. RJR share of available signage will be equal to RJR Store SOM or RJR Local Trading Area SOM or 25%, whichever is highest.
- RJR displays and advertising may not be impaired or obstructed from view of consumers by competitive displays or by any other means.
- RJR merchandisers, displays and free standing signage will be lit as designated by RJR.
- RJR will have the ability to effectively communicate all promotional activity to consumers.
- RJR's ability to advertise price will be no less than parity with other participating tobacco companies.
- RJR reserves the right for final approval of display and advertising types, sizes and locations. Retailer will maintain display and advertising space according to RJR authorized plan-o-gram with no additional competitive permanent fixtures and displays allowed beyond those illustrated in plan-o-gram. Changes in authorized location of displays and advertising, or effectiveness of location, will not be made without RJR approval.
- Retailer will provide RJR accurate volume information and will authorize supplier(s) to provide volume data to RJR including specific brand information and promotion activity.
- Retailer will: (1) provide space required for RJR distribution needs; (2) maintain adequate inventory of RJR brands, to include new items for a minimum of 6 months, as requested by RJR; and (3) permit RJR to make reasonable audits of performance and to inspect and rotate RJR products.
- Retailer will not restrict RJR's ability to display, promote or distribute RJR brands and compete equally with other tobacco companies in all areas at retail.
- If legislation or government regulation restrict point-of-sale advertising, RJR will be given the % or number of advertising pieces permitted by law.
- Retailer will not sell or distribute product not intended for domestic sale.
- Other **COMPETITIVE PRESSURES DICTATE PAYING AN ENHANCEMENT.**

51876 5793

Retailer agrees to perform the requirements set forth above. Failure to satisfy requirements will result in forfeiture of monthly payment(s) until compliance is achieved or may result in termination of this Agreement.

Either party can terminate this Agreement upon thirty (30) days notice to the other party. In the event Retailer fails to comply with the requirements of this Agreement, RJR may terminate this Agreement immediately upon notification to the Retailer.

MERCHANDISING / PRESENCE PAYMENT

RJR volume will be determined by the average weekly sales of all RJR brands during the most recent 3-month period. RJR will pay qualifying retailer \$_____ per month for performance of all requirements described in this Agreement.

R. J. Reynolds Tobacco Company will make payments by check as soon as practicable after the end of each calendar quarter. Payments will be made for stores rendering full performance during a quarter, and on a pro rata basis for stores rendering performance for less than one full quarter, but more than one calendar month. Retailer will not deduct amounts due under contract from invoices due RJR.

Source: <https://www.industrydocuments.ucsf.edu/docs/ilch0023>

**R. J. REYNOLDS TOBACCO COMPANY
RETAIL PARTNERS RESOURCE PLAN
- FULL PARTNERSHIP PLAN LEVEL -**

R. J. Reynolds Tobacco Company ("RJR") is pleased to announce the following Retail Partners Resource Plans ("PRP") available to you as a participant in one of our below listed Retail Partners Marketing Plan Contracts:

PACK

☒ Level 2

☐ Level 2 Maximized Presence

CARTON

☐ Level 2

CTS

☐ Drive Thru

☐ CTS Enhanced

☐ CTS

The "PRP" is offered in response to historically high competitive discounting activity, RJR's need to protect itself against certain aspects of this activity, and RJR's desire to bring value to and assist its Retail Partners.

I. Full Partnership Plan Benefits

1. Eight (8) weeks per quarter of planned pricing promotion on Winston and Camel products (excluding Camel Regular and Red Camel) at a \$2.00 per carton minimum value. RJR will provide a ninth week of planned pricing promotion at a \$2.00 minimum per carton value if the Retailer agrees to provide one week of equivalent discount value on the same brands or provides services deemed by RJR to be of equal value to a week's additional discounting.
2. On-going defensive discounting on Doral at a \$2.00 per carton value or higher, when required for competitive reasons as determined by RJR.
3. Full availability of any workplan promotions designated for the outlet type (pack, carton, CTS) in quantities determined by RJR.
4. Referrals through RJR Consumer Hotline for consumers in your marketplace who call in requesting help finding a particular RJR brand or style.

II. Full Partnership Bonus Level

For Retailer(s) who qualified for the Full Partnership Plan who also agree to allocate to RJR a percentage of their total visible cigarette merchandising and advertising space that is significantly greater than RJR's share of market (as defined by RJR on Attachment "MPBL") RJR will offer the following Bonus Level Benefits:

1. One (1) additional week of planned discounting on Winston and Camel products (excluding Camel Regular and Red Camel styles) and waiver of Retailer match requirement, for a total of ten weeks discounting per quarter funded by RJR.
2. Increase in minimum discount value from \$2.00 to \$2.50 for five of the ten week program period.

III. Retailer Requirements and Conditions

1. Participate in and fully comply with the terms of your selected RJR Marketing Plan Contract.
2. Maintain full line RJR Brand Distribution as defined by Attachment "FLBD" in sufficient quantities to support sales on an ongoing basis.
3. Sell promoted product only to consumers. Sales or transfers of promoted product to other retail, wholesale or commercial location will result in forfeiture of promotional payments.
4. Properly and continuously maintain RJR POS communication components, including designed pricing POS during promotional activity period for duration of promotion period.
5. Allow RJR the ability to promptly respond to all competitive activity including placement of POS comparable in size and location to any allowed RJR's competitors.
6. Properly execute all programs requested by RJR at store level with retailer personnel.
7. Accepts all proposed workplan promotions as defined by RJRT.

Payments made to Retailers for the price reduction on Winston, Camel and Doral styles will be limited to no more than 110% of RJR's average weekly volume on the specified brand styles based on the 13 week period preceding the actual discounting program as determined by RJR. In addition, the final two weeks of the discounting program will be limited to 120% of Retailer's average week's RJR volume on specified Winston, Camel and Doral brand styles from the start of the program. RJR reserves the right to make final decisions on payment due and shall have the right to audit any RJR volume data supplied to RJR for payment justification.

Retailer agrees to perform all the requirements set forth in this Agreement. Failure to comply with all the requirements of this Agreement, including the right to audit, will result in forfeiture of promotion payments and may result in termination of this Agreement. Either party can terminate this Agreement upon thirty (30) days notice to the other party. In the event Retailer fails to comply with the requirements of this Agreement, RJR may terminate the Agreement immediately without notice to the Retailer.

07/16/1998

Date Agreement Signed

Retailer's Signature

Title

07/01/1998

Agreement Effective Date

R. J. REYNOLDS TOBACCO COMPANY

By

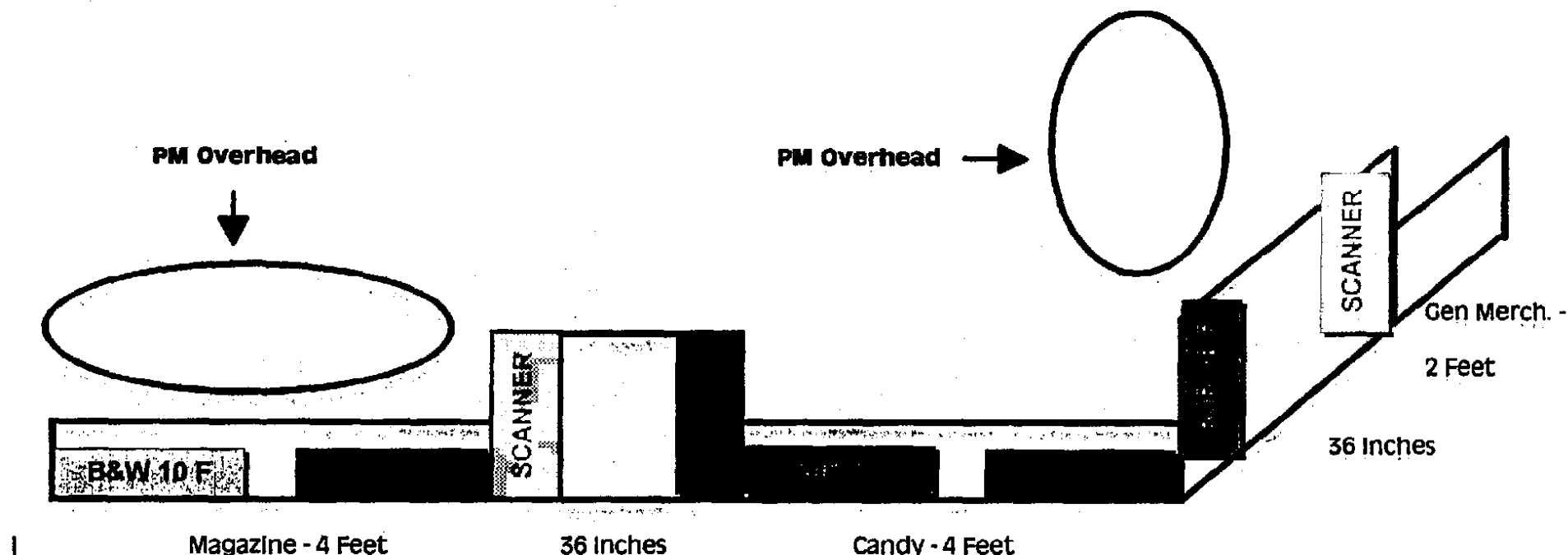
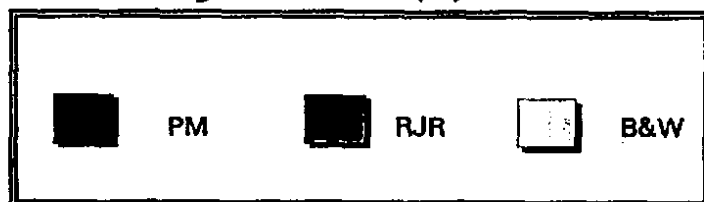
Plan Agreed To: Full Level NINE (Check The Appropriate Level)
Bonus Level _____

51876 5795

RJ Reynolds
Tobacco Company

On The Run

1773/1900 Store Set



Total S/S 84 Facings	
PM	57%
RJR	31%
B&W	12%

Contracts: NW PACK T-517B
NW PK EH MC
PRP Full

9575 97819

Authorized Signature

Date

[Signature]
7/17/28

2 Foot Section May Not Exist
Depending on Actual Store Design

BASIC

DORAL

14 FF DORAL	8 FF GPC/6 FF LOR
6 S/L FF PM	7 S/L FF DORAL
13 S/L FACING PM	

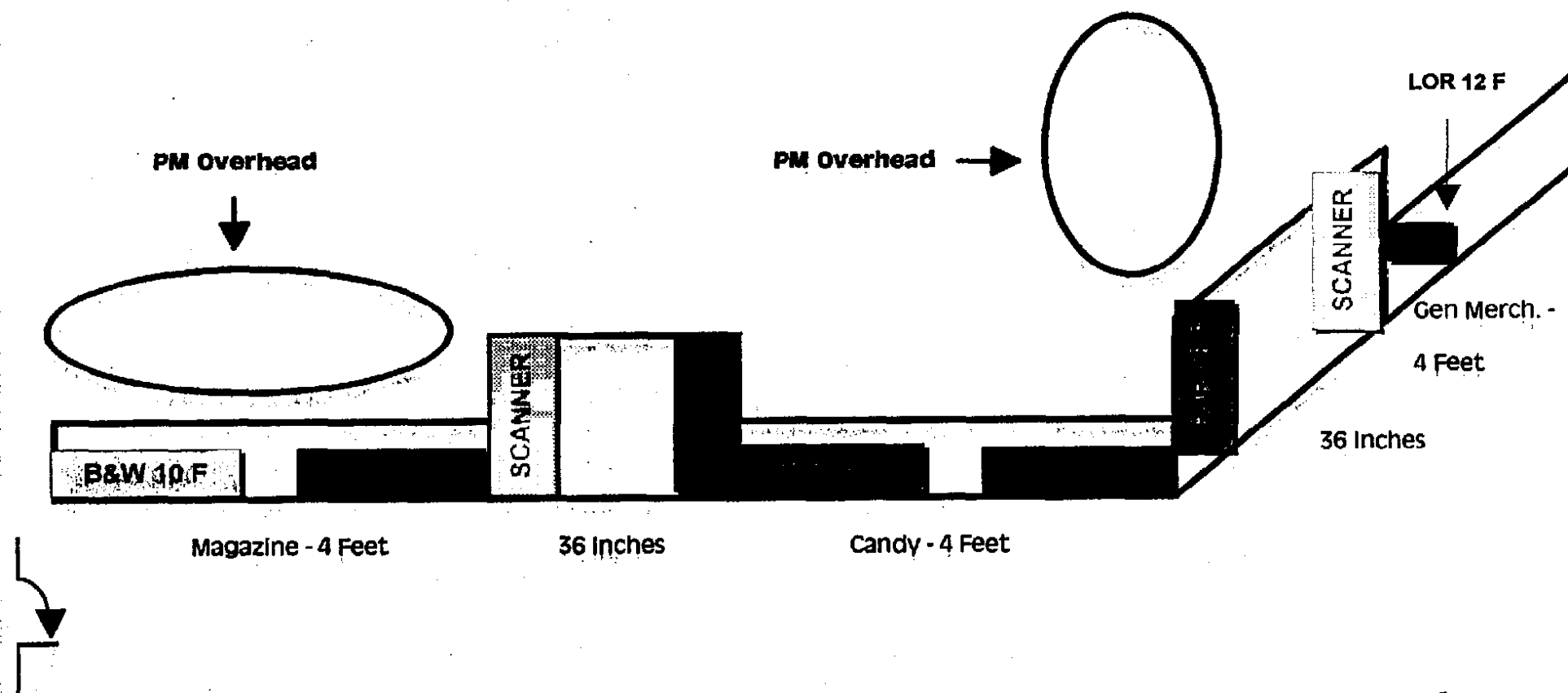
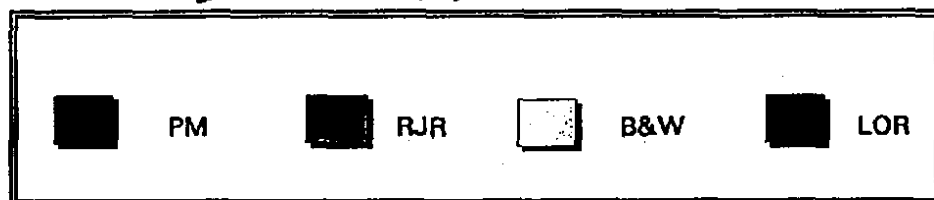
51876 5797

Source: <https://www.industrydocuments.ucsf.edu/docs/jlch0023>

RJ Reynolds
Tobacco Company

On The Run

3000 Store Set



Total S/S 96 Facings	
PM	50%
RJR	27%
B&W	10%
LOR	13%

Containers: NW Pack TSL22
NWPK EH MC
PRP FW19

86LS 9L8IS

Authorized Signature

Date

[Signature]
7/17/98

DORAL

Topper Disp 14 Wide (28 FF)

Doral 13 S/L Facing

13 S/L Facing PM

The diagram shows a roof structure on a grid. The roof is composed of two main sections, each labeled "32 CART FF". The roof is supported by a central vertical line and two diagonal lines that meet at the top. The grid is 13 units wide and 13 units high. The roof structure is centered on the grid.

BASIC

Topper Disp 14 Wide (28 FF)

13 S/L Facing PM

13 S/L Facing PM

32 CART FF

32 CART FF

GPC / LOR

[illegible]

TOPPERS 84 FACINGS
SPRINGLOAD SHELVES 78 FACINGS

CARTONS ARE NOT PLAN-O-GRAMMED
RJR, BAT, LORILLARD MIXED IN WITH PM

Authorized Signature

Date

51876 5799

Source: <https://www.industrydocuments.ucsf.edu/docs/jlch0023>

CORE REQUIREMENTS

WINSTON		CAMEL		SALEM		DORAL		VANTAGE	
FF 85	X	NF 70	X	FF M 85	X	FF 85	X	LT 85	X
FF 85 BX	X	FF 85	X	FF M 100	X	FF 100	X		
FF 100	X	FF 85 BX	X	LT M 85	X	LT 85	X		
LT 85	X	LT 85	X	LT M 100	X	LT 100	X		
LT 85 BX	X	LT 85 BX	X	SLIM LT 100 BX	X	FF M 100	X		
LT 100	X	FF M 85 BX	X	UL MEN 100	X	LT M 100	X		
LT 100 BX	X	LT M 85 BX	X			UL 100	X		
UL 85	X	KAM LT 85 BX	X			FF 85 BX	X		
UL 85 BX	X	KAM FF 85 BX	X			FF 100 BX	X		
UL 100	X					LT 85 BX	X		
UL 100 BX	X					LT 100 BX	X		

ADDITIONAL REQUIREMENTS (Check All That Apply)

WINSTON	
SLIM LT 100 BX	
SEL FF 85	X
SEL FF 85 BX	X
SEL LT 85	
SEL LT 85 BX	X
SEL LT 100	X

CAMEL	
WIDE FF 85 BX	X
WIDE LT 85 BX	X
LT 100	X
UL 85	
UL 85 BX	
UL 100 BX	
SPEC LT 85	
SPEC LT 85 BX	X
SPEC LT 100 BX	X
KAM FF M 85 BX	
KAM LT M 85 BX	

MOONLIGHT	
BEEES FF 85 BX	
BEEES LT 85 BX	
HSBL FF 85 BX	
HSBL LT 85 BX	
ICBX FF 85 BX	
ICBX LT 85 BX	
JUMB FF 85 BX	
JUMB LT 85 BX	
PLNT FF 85 BX	
PLNT LT 85 BX	
PLNT FF M 85 BX	
PLNT LT M 85 BX	
PLTX FF 85 BX	
PLTX LT 85 BX	
SDNA FF 85 BX	
SDNA LT 85 BX	

MAGNA	
FF 85	
FF 85 BX	
LT 85	
LT 85 BX	

MONARCH	
FF 85	
FF 85 BX	
FF 100	
NF 85	
FF M 85	
FF M 85 BX	
FF M 100	
LT 85	
LT 85 BX	
LT 100	
LT M 85	
LT M 85 BX	
LT M 100	
UL 85	
UL 100	

SALEM	
FF M 85 BX	
LT M 85 BX	
FF M 100 BX	
LT M REG 100 BX	
UL M 85	X

MORE	
FF 120	X
FF M 120	X
WHT LT 120	
WHT LT M 120	
LT 100 BX	
LT M 100 BX	

CENTURY	
F 85	
LT 85	
LT 100	
LT M 100	

STERLING	
FF 85	
FF 100	
FF M 85	
FF M 100	
LT 85	
LT 100	
SLIM LT 100 BX	
SLIM LT M 100 BX	
LT M 85	
LT M 100	
UL 100	
UL M 100	

DORAL	
NF 85	
FF M 85	
FF M 85 BX	
LT M 85	X
UL 85	X

BEST VALUE	
NF 85	
FF 85	
FF 100	
LT 85	
LT 100	
FF M 85	
FF M 100	
LT M 85	
LT M 100	
UL 85	
UL 100	

OTHER	

VANTAGE	
LT 100	X
UL 85 BX	X
UL 100 BX	X
LT M 85	
LT M 100	

NOW	
UL 85	X
UL 100	X
UL M 85	X
UL M 100	X

FORSYTH	
NF 85	
FF 85	
FF 85 BX	
FF 100	
FF 100 BX	
FF M 85	
FF M 100	
LT 85	
LT 85 BX	
LT 100	
LT 100 BX	
LT M 85	
LT M 100	
UL 85	
UL 100	

2944

FROM JOHN TRATT

200⁺ King st mobil on the run 0197
REBATE ALLOWANCE AUTHORIZATION SHEET

I agree to participate in periodic buydowns and retail display allowance (RDA) programs with the following companies:

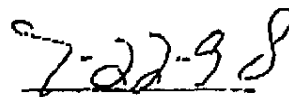
Philip Morris
Brown & Williamson

RJ Reynolds,
Lorrillard

These rebate programs will be in effect for the period of 7/1/98 to 12/31/98. I authorize Mobil to capture the RDA allowances on my behalf to be distributed to my store thru Young America. I agree to comply with any tracking sheets required by the tobacco companies that are used to justify all product sales during a time frame of any tobacco promotions.

I certify and agree to participate and adhere to any terms and conditions of these rebate programs.


Manager/Franchisee Signature
NORTHAMPTON OK


Date

I do not wish to participate in any tobacco rebate programs

Manager/Franchisee Signature

Date

Reason for decline:

51876 5801

01-282

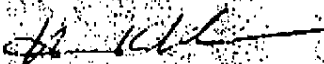
I agree to participate in periodic buydowns and retail display allowance (RDA) programs with the following companies:

Philip Morris
Brown & Williamson

RJ Reynolds
Barrillart

These rebate programs will be in effect for the period of 7/1/98 to 12/31/98. I authorize Mobil to capture the RDA allowances on my behalf to be distributed to my store thru Young America. I agree to comply with any tracking sheets required by the tobacco companies that are used to justify all product sales during a time frame of any tobacco promotions.

I certify and agree to participate and adhere to any terms and conditions of these rebate programs.



Manager/Franchisee Signature

8/4/98

Date

I do not wish to participate in any tobacco rebate programs

Manager/Franchisee Signature

Date

Reason for decline:

51876 5802

REBATE ALLOWANCE AUTHORIZATION SHEET

I agree to participate in periodic buydowns and retail display allowance (RDA) programs with the following companies:

Philip Morris
Brown & Williamson

RJ Reynolds,
Lorillard

These rebate programs will be in effect for the period of 7/1/98 to 12/31/98. I authorize Mobil to capture the RDA allowances on my behalf to be distributed to my store thru Young America. I agree to comply with any tracking sheets required by the tobacco companies that are used to justify all product sales during a time frame of any tobacco promotions.

I certify and agree to participate and adhere to any terms and conditions of these rebate programs.

locash 01-296
Manuel J. Sancer

Manager/Franchisee Signature

7/28/98
Date

A. Sancer

I do not wish to participate in any tobacco rebate programs

Manager/Franchisee Signature

Date

Reason for decline:

51876 5803

REBATE ALLOWANCE AUTHORIZATION SHEET

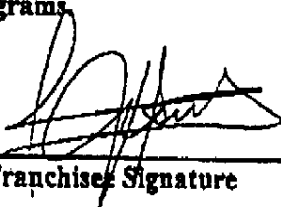
I agree to participate in periodic buydowns and retail display allowance (RDA) programs with the following companies:

Philip Morris
Brown & Williamson

RJ Reynolds,
Lorrillard

These rebate programs will be in effect for the period of 7/1/98 to 12/31/98. I authorize Mobil to capture the RDA allowances on my behalf to be distributed to my store thru Young America. I agree to comply with any tracking sheets required by the tobacco companies that are used to justify all product sales during a time frame of any tobacco promotions.

I certify and agree to participate and adhere to any terms and conditions of these rebate programs.



Manager/Franchisee Signature

7/26/98
Date

Station # 01323

LOCATION 01-323

I do not wish to participate in any tobacco rebate programs

Manager/Franchisee Signature

Date

Reason for decline:

51876 5804

to KIM BARTLETT

REBATE ALLOWANCE AUTHORIZATION SHEET

From 01666 Fitchburg MA
01337 Sturbridge MA

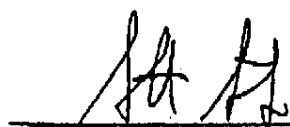
I agree to participate in periodic buydowns and retail display allowance (RDA) programs with the following companies:

Philip Morris
Brown & Williamson

RJ Reynolds,
Lorillard

These rebate programs will be in effect for the period of 7/1/98 to 12/31/98. I authorize Mobil to capture the RDA allowances on my behalf to be distributed to my store thru Young America. I agree to comply with any tracking sheets required by the tobacco companies that are used to justify all product sales during a time frame of any tobacco promotions.

I certify and agree to participate and adhere to any terms and conditions of these rebate programs.



Manager/Franchisee Signature

01666

LOCATION 01-666
LOCATION 01-337

7/22/98

Date

I do not wish to participate in any tobacco rebate programs

Manager/Franchisee Signature

Date

Reason for decline:

THE FORM SHOULD INCLUDE A
LINE FOR THE STATION

51876 5805

REBATE ALLOWANCE AUTHORIZATION SHEET

I agree to participate in periodic buydowns and retail display allowance (RDA) program:
with the following companies:

Philip Morris
Brown & Williamson

RJ Reynolds,
Lorrillard

These rebate programs will be in effect for the period of 7/1/98 to 12/31/98. I authorize Mobil to capture the RDA allowances on my behalf to be distributed to my store thru Young America. I agree to comply with any tracking sheets required by the tobacco companies that are used to justify all product sales during a time frame of any tobacco promotions.

I certify and agree to participate and adhere to any terms and conditions of these rebate programs.


Manager/Franchisee Signature #01-370

LOCATION 01-370
7/27/98
Date

I do not wish to participate in any tobacco rebate programs

Manager/Franchisee Signature

Date

Reason for decline:

51876 5806

REBATE ALLOWANCE AUTHORIZATION SHEET

I agree to participate in periodic buydowns and retail display allowance (RDA) programs with the following companies:

Philip Morris
Brown & Williamson

RJ Reynolds,
Lorillard

These rebate programs will be in effect for the period of 7/1/98 to 12/31/98. I authorize Mobil to capture the RDA allowances on my behalf to be distributed to my store thru Young America. I agree to comply with any tracking sheets required by the tobacco companies that are used to justify all product sales during a time frame of any tobacco promotions.

I certify and agree to participate and adhere to any terms and conditions of these rebate programs.

01-752



Manager/Franchisee Signature

07/21/98

Date

I do not wish to participate in any tobacco rebate programs

Manager/Franchisee Signature

Date

Reason for decline:

51876 5807

REBATE ALLOWANCE AUTHORIZATION SHEET

CHESTNUT MOBIL MART
234 WASHINGTON STREET
HARTFORD, CT 06106
860-327-4418

I agree to participate in periodic buydowns and retail display allowance (RDA) programs with the following companies:

Philip Morris
Brown & Williamson

RJ Reynolds,
Lorillard

These rebate programs will be in effect for the period of 7/1/98 to 12/31/98. I authorize Mobil to capture the RDA allowances on my behalf to be distributed to my store thru Young America. I agree to comply with any tracking sheets required by the tobacco companies that are used to justify all product sales during a time frame of any tobacco promotions.

01-FCD

234 WASHINGTON ST.

HARTFORD CT. 06106

I certify and agree to participate and adhere to any terms and conditions of these rebate programs.

7694284

LOCATION 01-FCD

CAL ELISABETH Cal Elisabeth
Manager/Franchisee Signature

7.26.98
Date

I do not wish to participate in any tobacco rebate programs

Manager/Franchisee Signature

Date

Reason for decline:

51876 5808

REBATE ALLOWANCE AUTHORIZATION SHEET

I agree to participate in periodic buydowns and retail display allowance (RDA) programs with the following companies:

Philip Morris
Brown & Williamson

RJ Reynolds,
Lorillard

These rebate programs will be in effect for the period of 7/1/98 to 12/31/98. I authorize Mobil to capture the RDA allowances on my behalf to be distributed to my store thru Young America. I agree to comply with any tracking sheets required by the tobacco companies that are used to justify all product sales during a time frame of any tobacco promotions.

I certify and agree to participate and adhere to any terms and conditions of these rebate programs.

LOCATION 01-PEB



Manager/Franchisee Signature 01-PEB

7/27/98

Date

I do not wish to participate in any tobacco rebate programs

Manager/Franchisee Signature

Date

Reason for decline:

51876 5809

Attention: Kim Barthelett Rm 710314 60

REBATE ALLOWANCE AUTHORIZATION SHEET

OIPPY Burlington Mass - 1781 273 2525

I agree to participate in periodic buydowns and retail display allowance (RDA) programs with the following companies:

Philip Morris
Brown & Williamson

RJ Reynolds,
Lorillard

These rebate programs will be in effect for the period of 7/1/98 to 12/31/98. I authorize Mobil to capture the RDA allowances on my behalf to be distributed to my store thru Young America. I agree to comply with any tracking sheets required by the tobacco companies that are used to justify all product sales during a time frame of any tobacco promotions.

I certify and agree to participate and adhere to any terms and conditions of these rebate programs.

LOCATION 01-PAY

Ronald R. Dotto

Manager/Franchisee Signature

7/23/98
Date

Rock's Mobil Inc.

Express Convenience Mart
157/173 Bedford Street, Burlington, MA 01803

I do not wish to participate in any tobacco rebate programs

Manager/Franchisee Signature

Date

Reason for decline:

51876 5810

REBATE ALLOWANCE AUTHORIZATION SHEET

I agree to participate in periodic buydowns and retail display allowance (RDA) programs with the following companies:

Philip Morris
Brown & Williamson

RJ Reynolds,
Lorillard

These rebate programs will be in effect for the period of 7/1/98 to 12/31/98. I authorize Mobil to capture the RDA allowances on my behalf to be distributed to my store thru Young America. I agree to comply with any tracking sheets required by the tobacco companies that are used to justify all product sales during a time frame of any tobacco promotions.

I certify and agree to participate and adhere to any terms and conditions of these rebate programs.

LOCATION 01-QQ5

Edward A. Baroncini

Manager/Franchisee Signature
EDWARD A. BARONCINI
01-QQ5

7-22-98

Date
BROAD ST MOBIL
240 WEST MIDDLE TRNPK
MANCHESTER CT 06040

I do not wish to participate in any tobacco rebate programs

Manager/Franchisee Signature

Date

Reason for decline:

51876 5811

01-FVB
E.PROV. R.I.
02915**REBATE ALLOWANCE AUTHORIZATION SHEET**

I agree to participate in periodic buydowns and retail display allowance (RDA) programs with the following companies:

Philip Morris
Brown & WilliamsonRJ Reynolds,
Lorillard

These rebate programs will be in effect for the period of 7/1/98 to 12/31/98. I authorize Mobil to capture the RDA allowances on my behalf to be distributed to my store thru Young America. I agree to comply with any tracking sheets required by the tobacco companies that are used to justify all product sales during a time frame of any tobacco promotions.

I certify and agree to participate and adhere to any terms and conditions of these rebate programs.

LOCATION 01-FVB

Mary Lynn McCabe
Manager/Franchisee Signature

7/22/98
Date

I do not wish to participate in any tobacco rebate programs

Manager/Franchisee Signature

Date

Reason for decline:

51876 5812