

CASE LOT PRESENTATION FORM

BROKER: SOUP SERVERS
MANUFACTURER: HOT FOODS
CONTRACT NUMBER: ONE - HDEC0109G9999 TWO - **VENDOR NUMBER:** A123
PRICING POINT OF CONTACT- VCM POC: BOB DOE \999-999-9999 \ BOB.DOE@SOUPS.COM
SALES REPRESENTATIVE- N/A
 JUNE DOE\999-999-9998\ JUNE.DOE@SOUPS.COM

NEW ITEM: NO **AVAILABILITY DATE:** 15-May-13 **PROMO PERIOD:** September Case lot

PROMOTIONAL DATES & PRICING:
DISPLAY PERIOD DATES: START 15-Aug-13 END 15-Oct-13
RSL: 0 **VPR DATES:** START 1-Jun-13 END 15-Oct-13
RSL: **VPR DATES:** START END

PRESENTED/ACCEPTED FOR:

<input type="checkbox"/>	CONUS	<input type="checkbox"/>
<input type="checkbox"/>	ALASKA	<input type="checkbox"/>
<input type="checkbox"/>	HAWAII	<input type="checkbox"/>
<input type="checkbox"/>	PACIFIC THEATER	<input type="checkbox"/>
<input type="checkbox"/>	EUROPE	<input type="checkbox"/>
<input type="checkbox"/>	CARIBBEAN	<input type="checkbox"/>

VPR PRICING METHOD: OFF INVOICE
COUPON SUPPORT: NO CASE COUPON
 NO ITEM COUPON
GUARANTEED SALE: YES
IN-STORE DEMOS: NO
OTHER MARKETING FUNDS:

DoDAAC LISTING:

NATIONAL STOCK NUMBER	CASE GTIN	REG EDI PRICE	REGULAR EDI	VPR PRICE TOTAL+1%	COUPON OFFER	OFF INVOICE	RSL CODE	CS CUBE	CIVILIAN PRICE		DIBS PLU	BUYER NOTES
		OFF INVOICE	CASE PRICE +1%		VCM AMOUNT	PATRON SAVINGS	DEPT COMM GEN		E PROMO	E REG		
BRAND	UNIT GTIN	(VPR)EDI PRICE	(VPR)EDI PRICE	VCM TOTAL	FINAL PRICE	CASE SALES	SH/PL \$	CS WT	% SAVE	% SAVE		
NOMENCLATURE	UNIT UPC	VPR PRICE + 1%	VPR PRICE + 1%	VCM TOTAL + 1%	% SAVINGS	DOLLAR SALES		TIE	W PROMO	W REG		
MIN SHIP	SH/PLT	UPK	UI	NET CONTENT	UOM	CASE UPC		TIER	% SAVE	% SAVE		
1												
	10099000000999	\$12.60	\$12.73			\$31,300.00	O1	0.25	\$10.50	\$14.60		
	MY SOUP					10,000		2.42	8.57%	34.25%		
	CUP OF SOUP					\$9.60		26	\$10.50	\$14.60		
	100 CS					24.6%		8	8.57%	34.25%		
2												
3												
4												

REMARKS:
Pictures: 

This form is a legally binding, contractual agreement and participating parties who have signed this form are expected to follow through with their annotated commitments. A minimum of 60 days notice is required to deviate from this commitment. *The manufacturer voluntarily agrees to the DeCA delete process, including disposition of excess quantities after 90 days. The delete process will be followed in the event an item fails to meet either the manufacturer's volume projections or the minimum category requirements established by the buyer. The manufacturer agrees that DeCA has no responsibility to sell remaining inventory after 90 days from the date of first notice of intent to delete the item. The manufacturer also agrees that the item should support a reasonable relationship between normal turn volume and the distributor minimum ship quantity by distributor location. Once movement is established, the distributor will not be expected to order in minimum ship quantities that are excessive relative to sales movement.*

SALES REP SIGNATURE: **DATE:** 1-May-12 **BUYER SIGNATURE:** **DATE:** **LINE ITEM MGR SIGNATURE:** **DATE:**