

CASE LOT PRESENTATION FORM

BROKER:
NEW ITEM: NO **AVAILABILITY DATE:** **PROMO PERIOD:**

MANUFACTURER:

CONTRACT NUMBER: ONE - TWO - **VENDOR NUMBER:**

PRICING POINT OF CONTACT- VCM POC:

SALES REPRESENTATIVE-

SALES REPRESENTATIVE-

PRESENTED/ACCEPTED FOR:

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

PROMOTIONAL DATES & PRICING:

DISPLAY PERIOD DATES: START END

RSL: A O **VPR DATES:** START END

RSL: A O **VPR DATES:** START END

VPR PRICING METHOD:

COUPON SUPPORT: YES 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 | | | | | | O1 | 60.00 | | | | |
| | SUDS UP | \$1,234.48 | | | | | | 1,415.00 | | | | |
| | PALLET 2X HE | 099000000990 | | | | | | 13 | | | | |
| | 7 PL | 104 | 1 | PL | 104.00 | CT | | 4 | | | | |
| | | | | | | | 1,234.48 | | | | | |
| 2 | 10099000000988 | \$17.20 | \$34.75 | | \$1.00 | \$215,400.00 | O1 | 0.89 | \$15.99 | \$18.99 | | |
| | SUDS UP | \$11.87 | \$23.74 | | | 20,000 | | 25.87 | 25.02% | 36.86% | | |
| | 2X HE 110 LOADS | 099000000980 | \$11.99 | \$23.98 | \$23.98 | \$479,600.00 | | 14 | \$15.99 | \$18.99 | | |
| | N/A | 104 | 2 | BO | 172.00 | OZ | | 4 | 25.02% | 36.86% | | |
| | | | | | | | | | | | | |
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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:** 15-Apr-13 **BUYER SIGNATURE:** _____ **DATE:** _____ **LINE ITEM MGR SIGNATURE:** _____ **DATE:** _____