

# Listing Presentation

<i>Effective Date</i>		<i>Date Submitted</i>	
<i>By</i>		<i>Company</i>	
<i>Type</i>	<i>New Item</i>	<i>Added Size</i>	<i>Reinstated Item</i>
<i>Brand</i>	<i>Size</i>	<i>Proof</i>	
<i>Category</i>	<i>Vendor</i>	<i>Price (Ohio Base)</i>	
<i>Has this brand been listed in Ohio before?</i>		<i>If yes, what were the sales for the latest 12 months of activity?</i>	

If this is an added size, please list this brand's sales for the sizes now available in Ohio in the spaces identified below. Period:

<b>Brand Code</b>	<b>Ohio Base Price</b>	<b>Size</b>	<b>No. of Cases</b>

List other brands in this category:

<b>Brand Code</b>	<b>Annual Case Sales</b>	<b>Ohio Base Price</b>

*Ohio Case Sales Criteria for this Category:*

Describe sales force available to the state representative in Ohio to introduce the product in our market:

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SPA Plans (list month and amount):

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Additional Promotional Plans:

***National:***

***Ohio:***

General Comments:

***Please explain total brand plans and outline reasons for listing brand.***

Indicate this brand's sales (presentation size only) in neighboring states. (Please attach documentation.)

INDIANA	<b><i>Cases:</i></b>	<b><i>Time Frame:</i></b>
KENTUCKY	<b><i>Cases:</i></b>	<b><i>Time Frame:</i></b>
MICHIGAN	<b><i>Cases:</i></b>	<b><i>Time Frame:</i></b>
PENNSYLVANIA	<b><i>Cases:</i></b>	<b><i>Time Frame:</i></b>
WEST VIRGINIA	<b><i>Cases:</i></b>	<b><i>Time Frame:</i></b>

Please list information regarding the market testing conducted for this product. Also, provide any research information which would justify this listing.

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*Submitted by*

\_\_\_\_\_  
*Date*

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*Signature*

\_\_\_\_\_  
*Date Signed*