State Express '555' (Code #154)
(May 31, 1993)

Trailers:	200 cases received June 10/92 200 cases received August 7/92
Now In Our Inventory:	211 cases & 11 units
Sold To Date:	188 cases & 39 units
AWS:	Approx. 15 cases per month = 4 cases per week.

List of wholesalers who buy #154 are attached.

Quality Stores:	80 cases unsaleable 131 cases saleable

On-Going Concern:

- Smuggled product retails at $25 to $30 vs $50.
- Smuggled product purchased at $20 to $25 per carton being sold in singles for domestic price $5 to $6.50, thus more profit.
- 555 (smuggled product) being distributed in non-traditional retail manner, car trunks, desk door, under counter.
- Have no method of determining amount of smuggled product.
- Retailers losing interest in brand distributed through regular channels.
- Have reduced 90 stores over 4 months.
- Cooperation level of stores to maintain awareness displays, due to area of stores locations and clientele.
- Distribution of a majority of lower volume accounts which would not normally have monthly call coverage.

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