

L.T.L. EXPORT OPPORTUNITY - du MAURIER

- Distributor: Global Manufacturing, Construction & Trade SRL Romania
- Agent: Crown Holdings, Montreal
- du Maurier K.S. H/L 20's
- Same pack design as currently sold by us in U.S.
- U.S. Surgeon General's warning sufficient in Romania
- Initial distribution: 600 retail outlets in Romania (out of approximately 40,000 to 50,000 total retail outlets).
- Initial agreement: One 40' container per month (1000 cases = 10,000,000 cigarettes/month)
- \$150.00 U.S. per 10 M case (\$15.00 U.S./M)
- less \$3.00 U.S. per case agent fee (30 cents/M)
- F.O.B. Romania (approx. 30 cents/M)
- Terms: 50% deposit prior to production, balance on delivery
- Crown Holdings also agent for Johnson & Johnson products distributed in Romania by Global Manufacturing. Johnson & Johnson endorses Crown Holdings.
- No up-front investment on our part -- use current packaging and excess capacity.
- This is a test situation in a limited number of retail outlets. We will not enter into an exclusive arrangement with this distributor.

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