

Sales Notes

10/21/2006

Computer World

Space Age Power

ToDos:

Review new packaging with Michael as soon as it is available

Appointment to review Q1 planogram

Pay Terms: Net 120
Credit Limit: \$0.00
Freight Terms: Prepaid
FrtDFI: 0.00%
Advertising Program:
AdDFI: 0.00%
Defective Program: N/A - Computer World will only pay for sales net of returns.
DefDFI: 0.00%

OtherDFI: 0.00%
Vendor Number:
DTS Upcharge:
ProgramNotes:

Test program terms are Net 120, as they will only pay for what is sold during the test.

Notes

9/28 OK per Frank and Tom on Pack 2 ongoing:

\$15.00 / \$29.99

\$2.00 spiff per unit to salespeople

Net 45 with 10% MDF (flexible)

Net 60 with 5% MDF program

Advise of new \$19.99 bundles next year with fewer adapters at \$19.99.

8/23: Sent price protection to Jennifer Wright, she will process 1st thing in the AM on 8/24, will take effect on Saturday, 8/26. Test will be extended 4 weeks from then, to 9/23.

8/9: LM for Amelia about our concerns re store feedback

- Staff don't understand product. (Internet training (intranet)?)
- Didn't get feedback we needed. Where is product in store? Did all stores see/read fact sheet? How are stores using the sample?
- Set up for failure with the questions asked, implying product is not successful
- Haven't seen pictures yet.
- Spiff program later?

8/1: Reviewed sellthru with Frank. Concerns:

- Was placed past the registers by blank media and storage. (Was told there was no room near cell phones.)
- None of the sales people were aware of the product
- The merchandise manager was aware of the product but he didn't know what it did.
- Nobody had seen the sample
- Nobody had seen the fact sheet
- Mdse mgr recommended online training/info (?)

7/5: Goods shipped to stores. Upon confirmation of receipt, the detailer will complete the set up on the sales floor and the test begins on the Saturday immediately following detailing. The test is scheduled to begin on 7/29/06 and end on 9/9/06.

5/15: 10 stores for \$5,500 including awareness training.