<table>
<thead>
<tr>
<th>ORDER</th>
<th>CASES</th>
<th>ITEM</th>
<th>PACK</th>
<th>SIZE</th>
<th>DESCRIPTION</th>
<th>UPC</th>
<th>WEIGHT</th>
<th>PRICE</th>
<th>EXTN</th>
</tr>
</thead>
<tbody>
<tr>
<td>12</td>
<td>12</td>
<td>7654321</td>
<td>12</td>
<td>12 oz</td>
<td>HAM, THIN SLICED</td>
<td>54321</td>
<td>120</td>
<td>27.500</td>
<td>330.00</td>
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<tr>
<td>28</td>
<td>28</td>
<td>6543210</td>
<td>6</td>
<td>9 oz</td>
<td>THIN SL HNY HAM TUB</td>
<td>43210</td>
<td>147</td>
<td>14.220</td>
<td>398.16</td>
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<td>28</td>
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<td>9 oz</td>
<td>THIN SL TRKY BRST TB</td>
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<td>28</td>
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<td>7 oz</td>
<td>THIN SL RST BEEF TUB</td>
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<td>126</td>
<td>14.220</td>
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</table>

**COMMENTS:**

SHIPPING TERMS CUST PICKUP 10/11/13. SUBJECT TO REFUSAL IF DATE NOT MET. ITEMIZED PACKING LIST TO ACCOMPANY FREIGHT BILL. PO # TO APPEAR ON ALL DOCUMENTS. PRODUCT TO BE SEGREGATED AND PLACED ONTO OR ADJACENT TO OUR DOCK. NOTIFY CARRIER THAT DELIVERY APPOINTMENT IS NECESSARY. PALLETS ARE FREE OF CHARGE. EXCHANGE OR BILLED PALLETS ACCEPTED ONLY IF AUTHORIZED BY MT DISTRIBUTOR.

**SUBTOTAL PALLETS**

FRT ALLOW

HAND/STRG PROMOTION

OTHER TOTAL

CASH DISC FRT COST 17.66 100050U

**TOTAL** 1,524.48 100050U

**CASES:** This refers to the number of cases (master packs) ordered.

**CWT:** This is the cost per hundred weight (100 lbs), useful information for distributors and warehouses. The CWT is determined here as follows:

1. Divide the WT (weight) of 543 lbs by 100 = 5.43 to get the hundred weight
2. Divide the FRT COST (freight cost) 17.66 by the 5.43 hundred weight = 3.250

**FRT ALLOW:** This refers to the freight allowance, the difference between the F.O.B. Origin and F.O.B. Destination prices.

**PACK:** This refers to the number of individual retail items in the case (master pack).

**PALLETS:** This refers to the billed or exchanged pallet cost.

**PURCHASE ORDER (PO):** A buyer-generated document that authorizes a purchase transaction. When accepted by the seller, it becomes a contract binding on both parties. A purchase order sets forth the descriptions, quantities, prices, discounts, payment terms, date of performance or shipment, other associated terms and conditions, and identifies a specific seller. Also called order.

**SIZE:** This is the size (weight) of the individual retail items.

**TERMS:** These are the payment terms agreed upon by the seller and the buyer. Typical grocery industry terms are Net 30, indicating that payment is due to the seller within 30 days of the origination of the purchase order. Often, sellers offer a cash discount (CASH DISC) for early payment, such as 2% 10, indicating that if the buyer pays the seller within 10 days of the origination of the purchase order, the seller discounts the total by 2%

**UPC:** This is the Universal Product Code for each individual retail item.

**WEIGHT:** This is the total weight of the order (# of cases x case weight).