

6 ATTACHMENTS

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The following is a list of the attachments associated with this manual. You must download these attachments from our website:

http://agr.mt.gov/agr/Programs/Marketing/Domestic_Trade/Selling_to_Grocery_Stores/.

1. Bill of Lading Sample
2. Bill of Lading Template
3. Case UPCs
4. Costing Programs and Pricing Strategies
5. Information to Include in a Distributor Presentation
6. New Item Introduction Sheets
7. New Product Introduction Form Samples
8. Packing Slip Example
9. Per-mile Costs of Operating Automobiles and Trucks
10. Point of Purchase Materials
11. Pricing Workbook (Microsoft Excel Interactive)
12. Pricing Worksheet
13. Product Liability Insurance Explained
14. Purchase Order Sample
15. Sales Invoice Template
16. Small Business Insurance
17. Supply Chain Basics: Technology
- How Much, How Soon
18. The Role of Distributors and Brokers
19. Trade Promotions Examples
20. UPC Barcode Basics
21. Western Montana Independent Grocer Survey
22. Working with a Broker

