

COMMENTS ON RBH's OFFER
OCTOBER 27-28, 1992

U.S. Domestic

RBH decided to increase the price by \$3.66 and share in the marketing expense and future price increases.

Suggestion: Roll back to original offer of \$30.24 and then allow them to share 50/50 price increases and marketing or preferably push our \$18.10 price.

U.S. Duty Free

RBH is offering \$20.40 which is considerably lower than the original \$27.22 and lower than our counter offer of \$22.60.

Suggestion: We agree.

Other Duty Free

RBH offered \$28.77 presumably with sharing of future prices or \$30.24 without.

Suggestion: Agree to \$30.24.

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