



Asiawide Refreshments Corporation

REQUEST FOR CONCESSION

New Non-Trade Mix Existing Exclusive

CONTROL
NUMBER

PLANT DATE SEQUENCE

Account Name _____
Accts to be Served by: _____
Owner: _____
Address: _____
Contact No: _____

SSS Bakery Ref Parlor
School Canteen Others
IPC Restaurant
Mother Dealer Sub-Dealer

Program Objectives _____

Goals _____

CONCESSIONS

Tools of Trade	No of Units	Terms	No of Units	Volume
ROUTING	Arcycle _____		COOLER Powered _____	
UNITS	Arcykad _____		Plastic _____	
	<input type="checkbox"/> Attached Contract in PDF Format		Styro _____	

Presence Specify _____

Penetration Drive	Qty	PARTICULARS
Blitz Activities	_____	_____
Free Fulls	_____	_____
Others	_____	_____

Locally Initiated Promo	Local Special Event
Special TDI _____	Product Compliment _____
Discounts _____	Streamers _____
Rebates _____	Merchandising Items _____
BDS Support _____	Others _____
Hauling Subsidy _____	

Payment Payment for the following Amount
No. of Days _____

Others _____

Payback

Monthly Volume FROM TO

Total Marginal Cost Amount: _____

Incremental Vol. / Rev. x MC = _____

Amount of Concession _____

Payback Period _____

Requested by: _____ **Recommended by:** _____
TDS DSM ASM RSM

Approved by:

Sr. Marketing Services Mngr.

National Sales Manager

AVP Finance

EVP-COO

Plant Controller
Credit and Collection
Finance Operation

