

PRICE PROMOTIONS

VERSION 2

USER MANUAL



Version 3.1: May 12, 2003



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Objectives

This intent of this User Manual is to:

- Describe the price promotions process
- Log on to CoorsNet and the Price Promotions tool
- Review the price promotions homepage and navigation
- Review the commitment screens, including how to participate or not participate in a promotion
- Review the rules regarding rebates
- Review the rebate screens, including completing a rebate
- Review the commitment and rebate reports
- Provides support contacts and contact information

Key Terms

CoorsNet Price Promotions - Web based commitments and rebate system. This tool was formerly the Commitment and Rebate tool.

Commitment - A distributor's response to a promotion to confirm participation or non-participation in the promotion. This is the driving element for a rebate to be created for that particular distributor, and for that particular promotion.

Rebate – A system generated template based upon the distributor's commitment and removal information. Distributor must complete the rebate form, including Contact Name, Quantity, Normal PTR \$, and Reduced PTR \$.

Overview - Commitment and Rebates

Background

- The Price Promotions application appears as an option on your CoorsNet menu. Each price promotion commitment sent to you requires that it be completed by a certain date and submitted to the brewery.
- Once you have reached your decision whether or not to participate in a given price promotion offered by Coors/Molson, the system allows you to notify Coors of your intent to participate, including the discount amount, reduced PTR (Price to Retailer) and promotion dates for your market.

Note: You may choose to participate or not participate in the promotion being offered.






Promotion Discounts = Sales Deal type + Condition

Sales Deal types

- **Regular** - is a promotional offer in the form of a rebate offered to a territory with a default 50% (can be different) split. Coors will rebate a discount back to distributor up to, but not to exceed, the maximum of the offered discount amount for a specified timeframe.
- **Special** - is a promotional offer in the form of a rebate offered to a single or select group of distributors with a default 50% (can be different) split. Coors will rebate a discount back to distributor up to but not to exceed the maximum of the offered discount amount for a specified timeframe.

Conditions

- **Earned Discount** - This type of promotion requires you to match the discount given by the brewery. The brewery reimburses the distributor 50% or any other percentage designated by the brewery of the amount of price reduction to retailer, up to the brewery promotion amount.
- **Depletion Allowance** - This term is used in certain states to describe the earned discount.
- **Straight Rebate** - This discount type will not need to be matched by the distributor. Distributor will be reimbursed regardless if discounts are matched.

			Report Removals in POINT		
Step 1	Step 2	Step 3		Step 4	Step 5
Promotion is offered	Distributor selects to Participate or Not Participate	Distributor submits commitment		Distributor completes rebate form & reports quantity	Distributor receives payment

Step 1	Promotion is offered A promotion notification is sent to the distributor in the Price Promotion application and appears in 'Commitments Action Needed' screen.
Step 2	Distributor selects to Participate or Not Participate The distributor has the option to participate or decline the promotion offered. Tip: Keep Commitment folder maintained by choosing to Participate or Not Participate on every offer. Choosing to Not Participate on unwanted offers ensures only desired rebates appear in 'Rebate Action Needed' screen. Tip: A commitment that has been marked Not Participating can be reversed by locating offer in 'Not Participating' folder, clicking Participate and filling in the required fields and re-submitting.
Step 3	Distributor completes and submits commitment If the distributor has decided to participate in a given price promotion, the system requires specific information including the contact name, Normal PTR and Total discount to retailer. (Commitments must be submitted within 120 days)
Step 4	Distributor completes rebate form & reports quantity Every 4 weeks or at the end of an offer, distributor receives template and enters required information including contact name, Quantity, Normal PTR and Reduced PTR. Tip: Rebates will only contain weeks that have removals as reported in POINT. Benefit: Rebates now have front-end validation. Rebates will not submit until quantities are corrected to be equal to or less than the reported removals quantities.
Step 5	Distributor receives payment Rebate payments are sent by electronic fund transfer (EFT) upon receipt of a properly completed and timely submitted rebate. (Rebates must be submitted within 120 days)

Logging on to CoorsNet

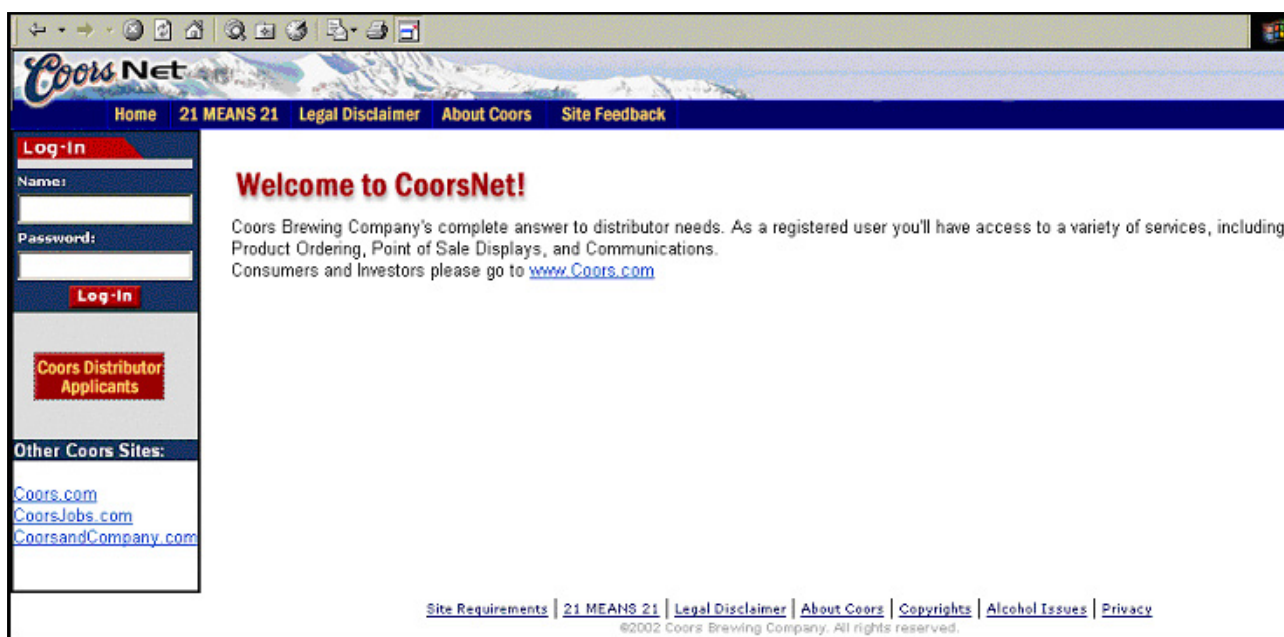
To access CoorsNet requires one login –



After logging into your Internet Service Provider (ISP):

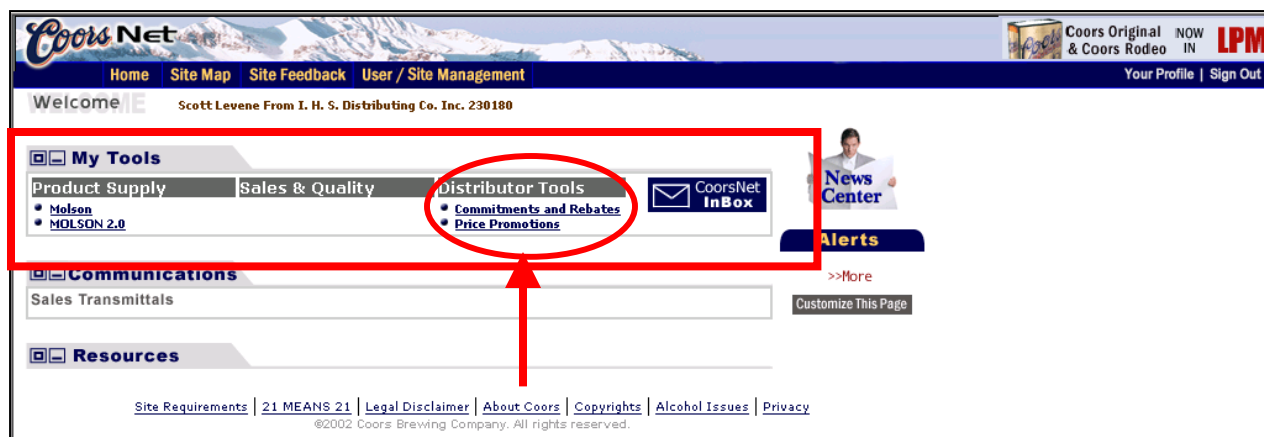
ACTION	FIELD NAME
1. Enter	www.coorsnet.com in the address field

The following screen will appear:



ACTION	FIELD NAME
2. Enter	User name in 'Name:' field
3. Enter	Password Note: For security reasons, do not select the option to save this password in your password list.
4. Click	The Log-in button

CoorsNet – Accessing the Price Promotions Tool



ACTION	FIELD NAME
5. Click	<p><u>Price Promotions</u> link to open the Price Promotions Tool</p> <p>Note: The link is located in the Distributor Tools section of the My Tools folder</p>

Note: Invoices in CoorsNet will only appear under the Sold-To or payer account. The invoices will not be found under the Ship-To.

Price Promotions Home Page

CoorsNet Welcome to... **Price Promotions**

Distributor: 062250--CO, DENVER, Coors Distribut
Ship To: 062250--CO, DENVER, Coors Distribut,5400 Pecos Stre

Administration:
> System Parameters > Reset Cache

Home **Commitments** **Rebates** **Reports** **Help** **Logout**

Commitment and Rebates:
Price Promotions system is used to specify their commitments to the sales deals declared by Coors. The system generates the 4 weekly rebate template that is again filled by Distributors and is sent to Coors.

This system will assist to maintain their Commitments to Coors and also keep track of their rebates from the Company. It also provides facility to generate certain reports such list Late Promotions and Commitment Summary.

Toolbar

The Home Page above will appear after logging onto the application.

Terms	Descriptions
Distributor	The distributor Sold-to number and location
Ship To	The distributor Ship-to number and location Note: To view different ship-to locations, where applicable, click the drop down box.

Price Promotions Navigation Rules

Navigate using the Toolbar

Access the various screens of the Price Promotion tool by selecting the screen title from the toolbar.

Home	Commitments	Rebates	Reports	Help	Logout
	Commitments Action Needed	Rebate Action Needed	Commitment Summary		
	Completed Commitments	Completed Rebates	Late Promotions		
	Brewery Deleted Promotions	Expired Rebates			
	Not Participating Promotions				

Commitment screens	Click Commitments and select the commitment screen you want to access.
Rebate screens	Click Rebates and select the rebate screen you want to access.
Report screens	Click Reports and select the report you want to access.
Help	Click Help to view on-line help
Logout	Click Logout to Logout of the Price Promotions Tool Note: Auto Logout occurs 30 minutes after last save

How to display another page

Action	Field Name
1. Click	on the page # to display that page → Page 1 2 3 4 5

Note: The current page number will be highlighted in bold print

How to print

Action	Field Name
1. Check	Rebate(s) to be printed
2. Click	Print Preview

Commitments Action Needed

Commitments Action Needed

Page 1

<input checked="" type="checkbox"/>	Status	Commit By	Promo. Ref. # <small>CLICK TO EDIT</small>	Brand	Package	Weeks	Dates
<input type="checkbox"/>	New (LATE)	04/28/2003	0000254987	COORS	12 OZ CAN 4/6 PK	36 - 52	09/02/2002 - 12/29/2002

[Print Preview](#)

To open Commitment Detail Record -
click on the Promo. Ref. # hyper-link

Commitments Action Needed Screen Purpose:

This screen lists all commitments that require action. If the list of commitments is longer than a page, you will be able to access other pages by clicking on the Page #.

Terms	Descriptions
Distributor	The distributor Sold-to number and location
Ship-To	The distributor Ship-to number and location
Status	Displays the status of a promotion
Commit By	The suggested date by which a distributor has to commit to a particular promotion
Promo. Ref. #	Unique number that identifies a promotion
Brand	Lists the brand name for which the promotion is offered
Package	Describes the package for which the promotion is offered
Weeks	Weeks in which a particular promotion will be offered
Dates	Calendar dates in which a particular promotion will be offered



Key Change: Each promotion is for a specific brand/package.

Action	Field Name
1. Click	Promo. Ref. # hyper-link to display the 'Commitment Detail Record'

Hint: Indicate that you will 'Not Participate' on promotion offers to avoid rebate generation. This will keep the Commitments Action Needed and Rebate Action Needed screens from becoming cluttered with unwanted rebates.

Commitment: Detail Record

CoorsNet Welcome to...
Price Promotions

Distributor: 062250--CO, DENVER, Coors Distribut
 Ship To: 062250--CO, DENVER, Coors Distribut,5400 Pecos Stre

Administration:
[System Parameters](#) > [Reset Cache](#)

[Home](#) | [Commitments](#) | [Rebates](#) | [Reports](#) | [Help](#) | [Logout](#)

Commitment : Detail Record

Sales Deal Type and Condition: Regular-Earned Rebate		Promo. Ref. #: 0000254987
Commit By: 12/23/2002		
Brand Name	Package Name	Alcohol Content
COORS LIGHT	12 OZ CAN 4/6 PK	Both
Sales Deal Weeks	Sales Deal Dates	Brewery %
34 - 34	08/19/2002 - 08/25/2002	50
Notes:		

☒ Want to participate? ☐ Yes ☐ No

Commitment Information

Participation Dates: 08/19/2002 To 08/25/2002

Contact Name: * Comments:

Quantities (From - to)	Brewery Discount Amount \$	Normal PTR \$	Total Discount to Retailer \$	Reduced PTR \$
0 To up *	0.25	* 0.00	* 0.00	0.00

Send or Save: ☒ Send ☐ Save


The Commitment: Detailed Record displays all pertinent information for a promotion. If the distributor indicates they wish to Participate, the terms followed by an * are required fields.

Terms	Descriptions
Distributor	The distributor Sold-to number and location
Ship To	The distributor Ship-to number and location
Sales Deal Type and Condition	Identifies the type of promotion
Commit By	The suggested date by which a distributor has to commit to a particular promotion
Promo. Ref. #	Unique number that identifies a promotion
Brand Name	Lists the brand name for which the promotion is offered
Package Name	Describes the package for which the promotion is offered
Alcohol Content	Describes the alcohol content in the products that are covered as a part of the promotion Note: Do not adjust the alcohol content for the rebate

Terms	Descriptions
Sales Deal Weeks	Weeks in which a promotion is offered
Sales Deal Dates	Defines the 'from' and 'to' dates between which the promotion is valid
Brewery %	Indicates the percentage of the total discount that the brewery will pay
Want to Participate	Allows the distributor to indicate whether they will Participate or Not Participate in a promotion Note: If you decide to participate in a promotion, the Contact Name, Normal PTR \$, and the Total Discount to Retailer are required fields
Participation Dates	Identifies the dates to participate in the promotion Note: Distributor can shorten the Sales Deal Dates. Dates committed to will determine Rebate weeks <i>generated</i> .
Contact Name *	Identifies the distributor contact for the promotion
Comments	Distributor comments about the promotion. These comments are for the distributors only and are not returned to Coors.
Quantities (From - to)	Identifies the scales (ranges of product sold) for the promotion. Note: If a promotion is not tiered by the brewery, then you may tier.
Brewery Discount Amount \$	Maximum discount offered by the brewery for a particular promotion Note: Used as the rebate amount in the rebate template. Brewery discount amounts could be different for different quantity levels (scales), but the brewery discount percentage would remain the same across all the levels.
Normal PTR \$ *	Identifies the price the retailer normally pays for the product covered under the promotion.
Total Discount to Retailer *	Total discount given to the retailer on the product covered in the promotion. Total discount = Brewery discount amount + discount given by the distributor.
Reduced PTR \$	The price that the retailer pays for the product that is covered as part of promotion. Reduced PTR \$ = Normal PTR \$ - Total Discount to Retailer \$

Note: If you decide to Participate in a price promotion you must enter: **Contact Name, Normal PTR \$, Total Discount to Retailer**

Complete a Commitment: Step-by-Step


Welcome to...
Price Promotions

Distributor: 062250--CO, DENVER, Coors Distribut
Ship To: 062250--CO, DENVER, Coors Distribut,5400 Pecos Stre

Administration:
> System Parameters > Reset Cache

Home | Commitments | Rebates | Reports | Help | Logout

Commitment : Detail Record

Sales Deal Type and Condition: Regular-Earned Rebate
Commit By: 12/23/2002

Promo. Ref. #: 0000254987

Brand Name	Package Name	Alcohol Content
COORS LIGHT	12 OZ CAN 4/6 PK	Both

Sales Deal Weeks	Sales Deal Dates	Brewery %
34 - 34	08/19/2002 - 08/25/2002	50

Notes:

☒ Want to participate? ☒ Yes ☐ No

Commitment Information



Participation Dates: 08/19/2002 To 08/25/2002

Contact Name: * Comments:






Quantities (From - to)	Brewery Discount Amount \$	Normal PTR \$	Total Discount to Retailer \$	Reduced PTR \$
0 To up *	0.25	* 10.00	* 1.00	9.00

Send or Save: ☒ Send ☐ Save

Submit Cancel

ACTION	FIELD NAME
1. Select	'Yes' button to the right of "Want to participate?" Note: If you decide not to participate, please see ' <i>Declining a Commitment: Step-by-Step</i> ' on the next page
To shorten the participation dates, complete steps 2 & 3 (otherwise skip to step 4)	
2. Click	 Located to the right of the "Participation Dates" to change the start date of participation from calendar Note: Default is the Sales Deal Start Date
3. Click	 Located to the right of the "To" field to shorten the end date Note: Default is the Sales Deal End date
4. Enter	Normal PTR \$
5. Enter	Total Discount to Retailer \$



Complete a Commitment: Step-by-Step (continued)

ACTION	FIELD NAME
6. Review	Quantities (From - to) Note: If the Tiers are not set by CBC, then click  to add a tier for Quantity, Normal PTR \$, Discount Amt/Unit entry. Click  to delete a tier.
7. Enter	Normal PTR \$ (Required Field)
8. Enter	Total Discount to Retailer \$ (Required Field)
9. Review	Reduced PTR fields
10. Enter	Distributor Contact Name (Required Field)
11. Select	Either the 'Send' or 'Save' button Note: 'Send' will submit the commitment to CBC/MUSA, but 'Save' will save the information and not submit the commitment Note: The action buttons will change to reflect the selection
12. Click	 or  to perform the action indicated Note: If you want to cancel information you entered, click 

Note: Add as many combinations of the discount price to retail (referred to as 'tiers') only if promotion is not tiered by Coors Brewing Company

Declining a Commitment: Step-by-Step

If you decide not to participate in the price promotion:

ACTION	FIELD NAME
1. Select	'No' button to the right of "Want to participate?" Note: If you select the No button, the Normal PTR and Discount fields will be disabled and the Comment field will be automatically populated with the phrase "Chose not to participate".
2. Enter	Distributor Contact Name (Required Field)
3. Select	'Send' button Note: 'Send' will submit the commitment to CBC/MUSA Note: The action buttons will change to reflect the selection
4. Click	 to perform the action indicated Note: If you want to cancel information you entered, click 

The Promotion moves to the 'Not Participating Promotions' screen

Completed Commitments

The screenshot shows the CoorsNet Price Promotions interface. At the top, there's a header with the CoorsNet logo and the text "Welcome to... Price Promotions". Below this, there are dropdown menus for "Distributor:" and "Ship To:", both set to "062250--CO, DENVER, Coors Distribut". A navigation bar contains links: Home, Commitments (active), Rebates, Reports, Help, and Logout. The main content area is titled "Completed Commitments" and displays a table of commitments. The table has columns: Status, Committed Date, Promo. Ref. # (with a "CLICK TO EDIT" link), Brand, Package, Weeks, and Dates. There are 8 rows of data, all with a status of "Completed Commitment". A "Print Preview" button is at the bottom right of the table. Page navigation links "Page 1 2 3 4 5 6" are at the top right of the table. The footer includes "All rights reserved. © Copyright 2002 Coors Brewing Company" and the date "May 08,2003".

<input checked="" type="checkbox"/>	Status	Committed Date	Promo. Ref. # <small>CLICK TO EDIT</small>	Brand	Package	Weeks	Dates
<input type="checkbox"/>	Completed Commitment	01/23/2003	0000249350	MOLSON CANADIAN LIGHT	1/2 BARREL KEG	1 - 18	12/30/2002 - 05/04/2003
<input type="checkbox"/>	Completed Commitment	01/23/2003	0000249352	MOLSON ICE	1/2 BARREL KEG	1 - 18	12/30/2002 - 05/04/2003
<input type="checkbox"/>	Completed Commitment	01/24/2003	0000249322	MOLSON CANADIAN LIGHT	12 OZ LN NR 4/6PK	1 - 18	12/30/2002 - 05/04/2003
<input type="checkbox"/>	Completed Commitment	01/24/2003	0000249323	MOLSON GOLDEN	12 OZ LN NR 4/6PK	1 - 18	12/30/2002 - 05/04/2003
<input type="checkbox"/>	Completed Commitment	01/24/2003	0000249330	MOLSON CANADIAN LIGHT	12 OZ LN NR 2/12PK	1 - 18	12/30/2002 - 05/04/2003
<input type="checkbox"/>	Completed Commitment	01/24/2003	0000249331	MOLSON GOLDEN	12 OZ LN NR 2/12PK	1 - 18	12/30/2002 - 05/04/2003
<input type="checkbox"/>	Completed Commitment	01/24/2003	0000249339	MOLSON GOLDEN	12 OZ CAN 2/12PK	1 - 18	12/30/2002 - 05/04/2003
<input type="checkbox"/>	Completed Commitment	01/24/2003	0000249351	MOLSON GOLDEN	1/2 BARREL KEG	1 - 18	12/30/2002 - 05/04/2003

Print Preview

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This screen displays all of the committed promotions for the distributor. If the list of commitments is longer than a page, you will be able to access other pages by clicking on the Page #. You may view/review the details of the commitment by clicking the Promo. Ref. # hyperlink. You may change and re-submit the commitment.

Terms	Descriptions
Distributor	The distributor Sold-to number and location
Ship-To	The distributor Ship-to number and location
Status	Displays the status of a promotion
Committed Date	Date that a distributor has committed to a particular promotion
Promo. Ref. #	Unique number that identifies a promotion
Brand	Lists the brand name for which the promotion is offered
Package	Describes the package for which the promotion is offered
Weeks	Weeks in which a particular promotion will be offered
Dates	Calendar dates in which a particular promotion will be offered

Brewery Deleted Promotions


Welcome to... **Price Promotions**

Distributor: 062250--CO, DENVER, Coors Distribut
Ship To: 062250--CO, DENVER, Coors Distribut,5400 Test Pecos

Administration:
> System Parameters > Reset Cache

[Home](#) | [Commitments](#) | [Rebates](#) | [Reports](#) | [Help](#) | [Logout](#)

Brewery Deleted Promotions

Page 1 2 3

<input checked="" type="checkbox"/>	Status	Deleted Date	Promo. Ref. #	Brand	Package	Weeks	Dates
<input type="checkbox"/>	EXPIRED	10/07/2002	0000254998	COORS LIGHT	12 OZ CAN 4/6 PK	23 - 23	06/03/2002 - 06/09/2002
<input type="checkbox"/>	EXPIRED	11/04/2002	0000254994	COORS LIGHT	12 OZ CAN 4/6 PK	27 - 27	07/01/2002 - 07/07/2002
<input type="checkbox"/>	EXPIRED	12/30/2002	0000254993	COORS	12 OZ CAN 4/6 PK	35 - 35	08/26/2002 - 09/01/2002

[Print Preview](#)
[Delete](#)

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January 08,2003

This screen displays the Brewery Deleted Promotions. The brewery can discontinue a promotion and mark it as deleted. All deleted promotions will appear on this screen.

Terms	Descriptions
Distributor	The distributor Sold-to number and location
Ship-To	The distributor Ship-to number and location
Status	Displays the status of a promotion
Deleted Date	Date the promotion was deleted by CBC/MUSA
Promo. Ref. #	Unique number that identifies a promotion
Brand	Lists the brand name for which the promotion is offered
Package	Describes the package for which the promotion is offered
Weeks	Weeks in which a particular promotion will be offered
Dates	Calendar dates in which a particular promotion will be offered

Note: These fields are display only and cannot be edited

How to print

Action	Field Name
1. Check	Rebate(s) to be printed
2. Click	Print Preview

Not Participating Promotions

The screenshot shows the CoorsNet interface for Price Promotions. At the top, there's a header with the CoorsNet logo and 'Welcome to... Price Promotions'. Below this, there are dropdown menus for 'Distributor:' and 'Ship To:', both set to '062250--CO, DENVER, Coors Distribut'. To the right, there's an 'Administration:' section with links for '> System Parameters' and '> Reset Cache'. A navigation bar contains links for 'Home', 'Commitments', 'Rebates', 'Reports', 'Help', and 'Logout'. The main content area is titled 'Not Participating Promotions' and shows a table with one row of data. The table has columns for 'Status', 'Commit By', 'Promo. Ref. #', 'Brand', 'Package', 'Weeks', and 'Dates'. The data row shows 'Not Participating' status, a commit date of '01/06/2003', a promo reference number '0000255026', brand 'COORS', package '1/2 BARREL KEG', weeks '36 - 36', and dates '09/02/2002 - 09/08/2002'. A 'Print Preview' button is at the bottom right of the table. The footer includes 'All rights reserved. © Copyright 2002 Coors Brewing Company' and the date 'January 08,2003'.

Status	Commit By	Promo. Ref. # <small>CLICK TO EDIT</small>	Brand	Package	Weeks	Dates
Not Participating	01/06/2003	0000255026	COORS	1/2 BARREL KEG	36 - 36	09/02/2002 - 09/08/2002



This screen displays the promotions that the distributor has indicated as Not Participating.

Terms	Descriptions
Distributor	The distributor Sold-to number and location
Ship-To	The distributor Ship-to number and location
Status	Displays the status of a promotion
Commit By	The suggested date by which a distributor has to commit to a particular promotion
Promo. Ref. #	Unique number that identifies a promotion
Brand	Lists the brand name for which the promotion is offered
Package	Describes the package for which the promotion is offered
Weeks	Weeks in which a particular promotion will be offered
Dates	Calendar dates in which a particular promotion will be offered

Hint: Indicate that you will 'Not Participate' on promotion offer to avoid rebate generation. This will keep the Commitments Action Needed and Rebate Action Needed screens from becoming cluttered with unwanted rebates.

Participating in a Previously Declined Promotion:

You may participate in a price promotion that you have previously declined by:

ACTION	FIELD NAME
1. Locate	Desired offer in 'Not Participating Promotions' screen
2. Click	Promo Ref # hyperlink to view commitment details
3. Select	'Yes' button to the right of 'Want to Participate?'
4. Enter	Distributor Contact Name (Required Field)
5. Enter	Normal PTR \$ (Required Field)
6. Enter	Total Discount to Retailer \$ (Required Field)
7. Select	'Send' button Note: 'Send' will submit the commitment to CBC/MUSA Note: The action buttons will change to reflect the selection
8. Click	 to perform the action indicated Note: If you want to cancel information you entered, click 

The Promotion will then move to Completed Commitments screen

Rebate Rules

Rebates will:

- Be generated for all the Ship-To locations under a distributor for committed promotions
- Be generated for the Ship-To for which the promotion is addressed
- Contain only weeks that have corresponding removals

Rebates will not:

- Be created for a distributor if there are no removals reported for the products covered under the promotion by that particular distributor
- Be created if distributor chose not to participate in the commitment.

Distributor will:

- Have to complete a rebate form and enter the quantities sold for each material in each week

Distributor will not:

- Be allowed to re-commit to a promotion after the rebate for that particular promotion has been generated by the system

Note: The quantity must not exceed the corresponding removals reported in POINT

Completing a Rebate

Earned/Depletion Allowance promotions, enter the following information:

- Prepared by
- Quantities sold*
- Normal price to the retailer
- Reduced price to the retailer

Straight promotion, enter the following information:

- Prepared by
- Quantities sold*
- Rebate discount amount
- Normal price to the retailer
- Reduced price to the retailer

***Note:** These values will be validated against the removals reported in the POINT application for that material for that week. If the rebate quantity exceeds the removal quantity reported in POINT, the user will be prompted to correct the rebate quantity.

Rebates Action Needed


Welcome to...
Price Promotions

Distributor: 062250--CO, DENVER, Coors Distribut
Ship To: 062250--CO, DENVER, Coors Distribut,5400 Test Pecos

Administration:
> System Parameters > Reset Cache

[Home](#)
[Commitments](#)
[Rebates](#)
[Reports](#)
[Help](#)
[Logout](#)

Rebates Action Needed

Page 1 2 3 4 5

<input checked="" type="checkbox"/>	Status	Promo. Ref. #	Rebate Control #	Brand	Package	Weeks	Dates
<input type="checkbox"/>	New Rebate	0000254988	0075000131	COORS LIGHT	12 OZ CAN 4/6 PK	52 - 52	12/23/2002 - 12/29/2002
<input type="checkbox"/>	New Rebate	0000254988	0075000130	COORS LIGHT	12 OZ CAN 4/6 PK	48 - 51	11/25/2002 - 12/16/2002
<input type="checkbox"/>	New Rebate	0000254988	0075000129	COORS LIGHT	12 OZ CAN 4/6 PK	44 - 47	10/28/2002 - 11/18/2002

[Move to Expired](#)
[Print Preview](#)

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January 08,2003

This screen will display open rebates for promotions. Rebates for a promotion are displayed every four weeks or at the end of a promotion.


Note: Only those materials (products) for which there are removals (originates from the POINT system) are displayed.

Note: Rebate will only display if there has been a submitted commitment from the distributor.

Terms	Descriptions
Distributor	The distributor Sold-to number and location
Ship-To	The distributor Ship-to number and location
Status	Displays the status of a promotion
Promo. Ref. #	Unique number that identifies a promotion
Rebate Control #	Unique number that identifies a rebate. A Rebate Control # will be associated with a specific Promo. Ref. #
Brand	Lists the brand name for which the promotion is offered
Package	Describes the package for which the promotion is offered
Weeks	Weeks in which a particular promotion will be offered
Dates	Calendar dates in which a particular promotion will be offered

Hint: Keep 'Rebates Action Needed' screen clean by selecting unnecessary Rebates and Clicking the 'Move to Expired' button

Rebate Request: Detailed View


Welcome to... Price Promotions

Distributor: 062250--CO, DENVER, Coors Distribut
Ship To: 062250--CO, DENVER, Coors Distribut,5400 Test Pecos

Administration:
> System Parameters > Reset Cache

Home Commitments Rebates Reports Help Logout

Rebate Request : Detailed View

Rebate Control #: 0075000131
Promo. Ref. #: 0000254988

Brewery Discount Pct: 50%
Sales Deal Dates: 09/02/2002 - 12/29/2002

Brand: COORS LIGHT
Package: 12 OZ CAN 4/6 PK
Prepared By: *
Alcohol: Both
Max. Rebate Discount: \$0.55

Comments:

Material Code	Material Description	Week/Year	Quantity	Normal PTR \$	Reduced PTR \$	Discount Amt/Unit \$	Rebate Amount \$
20073	CLC1206MR COORSLIGHT WRP ML	52-2002	<input type="text"/> 0	<input type="text"/> 0.00	<input type="text"/> 0.00	0.00	0.00
Total:							0.00

Earned Rebate - **Disclose Quantity Sold, Normal PTR and Reduced PTR**

Send or Save: ☐ Send ☒ Save

Save Cancel



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January 08,2003

This screen displays the rebate details

Terms	Descriptions
Distributor	The distributor Sold-to number and location
Ship-To	The distributor Ship-to number and location
Rebate Control #	Unique number that identifies a rebate. A Rebate Control # will be associated with a specific Promo. Ref. #
Promo. Ref. #	Unique number that identifies a promotion
Brewery Discount Pct	Defines the percentage of total discount given to the retailer that is borne by CBC Example: If the brewery discount percentage is 50% and the total discount given to the retailer on a material is \$1.00, then CBC will rebate 50 cents per unit to the distributor. The brewery discount is dependent upon the total discount given to the retailer, or the maximum discount amount, whichever is smaller.
Sales Deal Dates	The duration which the promotion was active
Brand	Lists the brand name for which the promotion is offered
Package	Describes the package for which the promotion is offered

Rebate Request: Detailed View (continued)

Terms	Descriptions
Prepared By	The name of the person who prepared the rebate
Alcohol	Describes the alcohol content in the products that are covered as a part of the promotion
Max Rebate Discount	Indicates the maximum amount the distributor can claim from CBC in a discount given to the retailer Example: If the maximum discount amount is \$0.25, then the distributor at the maximum can claim only \$0.25 even if they have given an overall discount of \$1.25.
Comments	The comments (if any) from the user who completed the rebate form for their own notes
Material Code	Identifies a product (commodity) for which the user enters the quantities sold in a particular week Note: Current commodity codes will be used until POINT v2 is implemented. Note: Click  to add another line for Quantity, Normal PTR \$, Discount Amt/Unit entry. Click  to delete a line for Quantity, Normal PTR \$, Discount Amt/Unit entry
Material Description	Gives the description about the brand and package material related to a material code
Week/Year	The CBC week number and year.
Quantity	The number of units sold in a particular week. Note: If the distributor has sold the same product at different prices over the week, the user can add tiers to indicate different quantities sold at different prices over the same week. Do not average this amount
Normal PTR \$	The regular price that the distributor sells to the retailer. Note: This defaults from the commitment
Reduced PTR \$	The price the retailer pays the distributor after the total discount is subtracted from the normal price to the retailer Note: This defaults from the commitment
Discount Amt/ Unit \$	The amount per unit the rebate pays to the distributor
Rebate Amount \$	Is equal to quantities sold in that week multiplied by the discount amount Note: Not to exceed the allowable amount
Total	Sum of all the rebate amounts for a particular rebate Note: This is the amount that the distributor requests brewery to pay
Send or Save	The user has an option to save an incomplete rebate to the system and send it for processing on a later date. Note: No changes can be made once the rebate has been submitted

Rebate Request: Step-by-Step

The screenshot shows the 'Rebate Request: Detailed View' form in the CoorsNet system. At the top, there's a header with the CoorsNet logo and 'Welcome to... Price Promotions'. Below this, there are fields for 'Distributor' (062250--CO, DENVER, Coors Distribut) and 'Ship To' (062250--CO, DENVER, Coors Distribut, 5400 Test Pecos). To the right, there's an 'Administration' section with a link to 'System Parameters > Reset Cache'. A navigation bar includes links for Home, Commitments, Rebates, Reports, Help, and Logout. The main form area contains fields for 'Rebate Control #' (0075000131), 'Promo. Ref. #' (0000254908), 'Brewery Discount Pct' (50%), and 'Sales Deal Dates' (09/02/2002 - 12/29/2002). Below these are fields for 'Brand' (COORS LIGHT), 'Package' (12 OZ CAN 4/6 PK), 'Prepared By' (with a red asterisk indicating it's required), 'Alcohol' (Both), and 'Max. Rebate Discount' (\$0.55). There's also a 'Comments' text area. A table with 7 columns (Material Code, Material Description, Week/Year, Quantity, Normal PTR \$, Reduced PTR \$, Discount Amt/Unit \$, Rebate Amount \$) shows one entry for material 20073. At the bottom, there's a 'Send or Save' section with radio buttons for 'Send' and 'Save' (selected), and 'Save' and 'Cancel' buttons.

ACTION	FIELD NAME
1. Verify	Distributor, Ship-To Location, and Promo. Ref. #
2. Verify	Brewery Discount Pct, and Sales Deal Dates
3. Verify	Brand, Package, Alcohol, and Max. Rebate Discount
4. Verify	Material Code, Material Description and Week/Year Note: If the Tiers are not set by CBC, then click to add a tier for Quantity, Normal PTR \$, Discount Amt/Unit entry. Click to delete a tier. Note: Only weeks with corresponding removals will appear
5. Enter	Prepared By (Required Field)
6. Enter	Quantity of product sold in the particular week (Required Field)
7. Enter	Normal PTR \$ (Required Field)
8. Enter	Reduced PTR \$ (Required Field)
9. Verify	Rebate Amount \$ and Total
10. Select	Either the 'Send' or 'Save' button Note: 'Send' will submit the rebate to CBC/MUSA, but 'Save' will save the information and not submit the rebate Note: The action buttons will change to reflect the selection
11. Click	or to perform the action indicated Note: No changes can be made once the rebate has been submitted Note: If you want to cancel information you entered, click

Completed Rebates

CoorsNet Welcome to... Price Promotions

Distributor: 062250--CO, DENVER, Coors Distribut
Ship To: 062250--CO, DENVER, Coors Distribut,5400 N. Pecos S

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Completed Rebates

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<input checked="" type="checkbox"/>	Status	Promo. Ref. #	Rebate Control #	Brand	Package	Weeks	Dates
<input type="checkbox"/>	Paid Rebate (completed)	0000249321	0075007531	MOLSON CANADIAN	12 OZ LN NR 4/6PK	1 - 4	12/30/2002 - 01/26/2003

Delete Print Preview

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This screen will display completed rebates. If you want to view details of the rebate, click the rebate control number.

Terms	Descriptions
Distributor	The distributor Sold-to number and location
Ship-To	The distributor Ship-to number and location
Status	Displays the status of a promotion
Promo. Ref. #	Unique number that identifies a promotion
Rebate Control #	Unique number that identifies a rebate. A Rebate Control # will be associated with a specific Promo. Ref. #
Brand	Lists the brand name for which the promotion is offered
Package	Describes the package for which the promotion is offered
Weeks	Weeks in which a particular promotion will be offered
Dates	Calendar dates in which a particular promotion will be offered

Note: These fields are display only and cannot be edited

Note: Once a rebate has been deleted, it cannot be recreated; therefore, please ensure all rebates have been completed and paid before deleting from this screen.

Expired Rebates

Expired Rebates

Page 1 2 3 4 5 6 7 8 9 10

<input checked="" type="checkbox"/>	Status	Promo. Ref. #	Rebate Control #	Brand	Package	Weeks	Dates
<input type="checkbox"/>	Expired Rebate	0010115960	0075007483	MOLSON CANADIAN	1/2 BARREL KEG	27 - 30	07/01/2002 - 07/28/2002
<input type="checkbox"/>	Expired Rebate	0010115960	0075007482	MOLSON CANADIAN	1/2 BARREL KEG	23 - 26	06/03/2002 - 06/30/2002
<input type="checkbox"/>	Expired Rebate	0010115960	0075007481	MOLSON CANADIAN	1/2 BARREL KEG	19 - 22	05/06/2002 - 06/02/2002

[Move to Action Needed](#)
[Delete](#)
[Print Preview](#)

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This screen displays expired and moved rebates. Rebates will expire 120 days after the end of the last week for which the rebate was created.

Terms	Descriptions
Distributor	The distributor Sold-to number and location
Ship-To	The distributor Ship-to number and location
Status	Displays the status of a promotion
Promo. Ref. #	Unique number that identifies a promotion
Rebate Control #	Unique number that identifies a rebate. A Rebate Control # will be associated with a specific Promo. Ref. #
Brand	Lists the brand name for which the promotion is offered
Package	Describes the package for which the promotion is offered
Weeks	Weeks in which a particular promotion will be offered
Dates	Calendar dates in which a particular promotion will be offered

Note: Expired Rebates can be deleted from this screen

Note: Expired Rebates may not be moved to the action needed screen. Only a rebate with status of 'Moved New' may be moved to the action needed screen.

Reports: Commitment Summary

This screen will display the following reports:

Report Name	Descriptions
Commitments Action Needed	Displays commitments requiring action
Completed Commitments	Displays completed commitments
Brewery Deleted Promotions	Displays promotions deleted by CBC
Not Participating Promotions	Displays promotions in which you are not participating
All Folders	Displays all of the above reports

Reporting: Step-by-Step

ACTION	FIELD NAME
1. Click	<input checked="" type="checkbox"/> Indicator located to the left of the report(s) you want to display Note: Clicking All Folders will select all options
2. Enter OR 2. Enter	Start date or click the to select the start date from a calendar Start week in the "Start Week #" field
3. Click	To display reports Note: To reset selections, click

Commitments Action Needed Report

Promotions Starting: Week 1								
Commitments Action Needed								
Brand	Promo. Ref. #	Weeks	Dates	Package	Quantities (from-to)	Brewery Amount \$	Normal PTR \$	Total Discount \$
COORS LIGHT	0000253026	5 - 9	01/27/2003 - 03/02/2003	12 OZ CAN 24PK TS	100 - 999999	0.15	0	0
COORS	0000253025	5 - 9	01/27/2003 - 03/02/2003	12 OZ CAN 24PK TS	100 - 999999	0.15	0	0
COORS LIGHT	0000253022	5 - 9	01/27/2003 - 03/02/2003	12 OZ CAN 24PK LS	100 - 999999	0.15	0	0
COORS	0000253021	5 - 9	01/27/2003 - 03/02/2003	12 OZ CAN 24PK LS	100 - 999999	0.15	0	0

This report lists all commitments that need to be completed and submitted.

Terms	Descriptions
Brand	Lists the brand name for which the promotion is offered
Promo. Ref. #	Unique number that identifies a promotion
Weeks	Weeks in which a particular promotion will be offered
Dates	Calendar dates in which a particular promotion will be offered
Package	Describes the package for which the promotion is offered
Quantities (From-to)	Identifies the tiers (ranges of product sold) for the promotion
Brewery Amount \$	Indicates the amount that the brewery is offering on each quantity of products
Normal PTR \$	Identifies the price the retailer normally pays for the product
Total Discount \$	Total discount given to the retailer on the product covered in the promotion

Print

Click if you want to print the report.

Exit

Click if you want to exit the report.

Completed Commitments Report

Completed Commitments								
Brand	Promo. Ref. #	Weeks	Dates	Package	Quantities (from-to)	Brewery Amount \$	Normal PTR \$	Total Discount \$
COORS LIGHT	0000255028	36 - 36	09/02/2002 - 09/08/2002	1/2 BARREL KEG	0 - Up	2.5	70	6
COORS LIGHT	0000255027	36 - 36	09/02/2002 - 09/08/2002	1/2 BARREL KEG	0 - Up	2	50	4
COORS	0000255026	36 - 36	09/02/2002 - 09/08/2002	1/2 BARREL KEG	0 - Up	2	10	2
COORS	0000255025	36 - 36	09/02/2002 - 09/08/2002	1/2 BARREL KEG	0 - Up	2.5	70	5

This report lists all commitments completed and sent by the distributor.

Note: The same fields will display for each report. See previous page for field definitions.

Brewery Deleted Promotions Report

Date: 09/01/2003 Time: 01:57 PM Distributor: 062250--CO, DENVER, Coors Distribut Ship To: 062250--CO, DENVER, Coors Distribut,5400 Test Pecos Promotions Starting: Week 1								
Brewery Deleted Promotions								
Brand	Promo. Ref. #	Weeks	Dates	Package	Quantities (from-to)	Brewery Amount \$	Normal PTR \$	Total Discount \$
COORS LIGHT	0000254998	23 - 23	06/03/2002 - 06/09/2002	12 OZ CAN 4/6 PK	0 - 999999	0.25	0	0
COORS LIGHT	0000254994	27 - 27	07/01/2002 - 07/07/2002	12 OZ CAN 4/6 PK	0 - 999999	0.25	0	0
COORS	0000254989	27 - 27	07/01/2002 - 07/07/2002	12 OZ CAN 4/6	0 - 999999	0.25	0	0

This a report of promotions deleted by the brewery.

Note: The same fields will display for each report. See previous page for field definitions.

Not Participating Promotions Report

Not Participating Promotions								
Brand	Promo. Ref. #	Weeks	Dates	Package	Quantities (from-to)	Brewery Amount \$	Normal PTR \$	Total Discount \$
COORS	0000255026	36 - 36	09/02/2002 - 09/08/2002	1/2 BARREL KEG	0 - Up	2	0	0

Print

Exit

This is a report of promotions that the distributor is not participating in.

Terms	Descriptions
Brand	Lists the brand name for which the promotion is offered
Promo. Ref. #	Unique number that identifies a promotion
Weeks	Weeks in which a particular promotion will be offered
Dates	Calendar dates in which a particular promotion will be offered
Package	Describes the package for which the promotion is offered
Quantities (from-to)	Identifies the tiers (ranges of product sold) for the promotion
Brewery Amount \$	Indicates the amount that the brewery is offering on each quantity of products
Normal PTR \$	Identifies the price the retailer normally pays for the product
Total Discount \$	Total discount given to the retailer on the product covered in the promotion

Print

Click if you want to print the report.

Exit

Click if you want to exit the report.

Late Promotions Report

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Reports: Late Promotions

Promo. Ref. #	Weeks	Dates	Package	Brand	Discount \$	Commit By
0000253021	5-9	01/27/2003 - 03/02/2003	12 OZ CAN 24PK LS	COORS	0.15	06/30/2003
0000253022	5-9	01/27/2003 - 03/02/2003	12 OZ CAN 24PK LS	COORS LIGHT	0.15	06/30/2003
0000253025	5-9	01/27/2003 - 03/02/2003	12 OZ CAN 24PK TS	COORS	0.15	06/30/2003
0000253026	5-9	01/27/2003 - 03/02/2003	12 OZ CAN 24PK TS	COORS LIGHT	0.15	06/30/2003

Print

*Please Commit immediately. Rebates Cannot be paid on uncommitted promotions!

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January 09, 2003

This screen lists all late promotions.

Terms	Descriptions
Promo. Ref. #	Unique number that identifies a promotion
Weeks	Weeks in which a particular promotion will be offered
Dates	Calendar dates in which a particular promotion will be offered
Package	Describes the package for which the promotion is offered
Brand	Lists the brand name for which the promotion is offered
Discount \$	Total discount given to the retailer by the brewery
Commit By	The suggested date by which a distributor has to commit to a particular promotion

Summary

Rebate Rules Recap

- Rebates will be generated for all Ship-to locations under the distributor that had committed to the promotion.
- Rebates will not be created for a distributor if there are no removals reported for the products covered under the promotion by that particular distributor.
- Quantities entered may not exceed the corresponding removals reported in POINT.
- Distributor will have to complete a rebate form and enter the quantities sold for each material by weeks of offer or every 4 weeks for longer running offers.
- Distributor will not be allowed to re-commit to a promotion when the rebate for that particular promotion has already been processed by the system.

Note: Invoices in CoorsNet will only appear under the Sold-To or payer account. The invoices will not be found under the Ship-To.

Help: Support 101

If you have questions regarding rebate amounts, price calendar, please contact your Area Finance Manager (AFM).

If you have questions regarding Price Promotions System: navigation, commitments, or rebates, please contact the following:

Topic	Contact	Phone Number
CBC Rebates	Cathy Pierson	(303) 277-3373
CBC- East Region Commitments	Ramona Powell	(303) 277-3228
CBC- West Region Commitments	Angela Lovato	(303) 277-3459
MUSA Commitments & Rebates	Shaleen Cunningham	(303) 277-3252

If you cannot access CoorsNet or the Price Promotions Tool, please contact the Coors Help Desk at (303) 277-HELP or (800) 227-4911.