

"The #1 American Decorative Art Company"
Signed and Mold Numbered by the Artist

<input type="checkbox"/> CCSE	<input type="checkbox"/> PROMOTION
DATE _____	

Cairn Studio

PO Box 400 * Davidson, NC 28036 * 704-892-3581 / 704-892-1104 fax * www.cairnstudio.com

Sold To: _____

Ship To: _____

Term: Net 30 Days / F.O.B. Mooresville, NC

<i>Order Code</i> U	<i>Cust. Order No.</i>	<i>Department No.</i>	<i>Cairn Order No.</i>	<i>Ship Date</i>	<i>Salesperson</i>	<i>Sales Code</i>	<i>Date</i>
<i>Back Orders Accepted:</i>	<i>Yes</i> <i>No</i>	<i>Dealer Agreement:</i>	<i>Yes</i> <i>No</i>	<i>Buyer's Name:</i>	<i>Phone:</i> ()	<i>Dealer No.</i>	

GREEN THUMB GNOMES LINE III

<u>Description</u>	<u>Height</u>	<u>Item No.</u>	<u>Quantity</u>	<u>Cost</u>	<u>Sugg. Retail</u>	<u>Cost Ext.</u>
Angelica	12"	5580		\$32.50	\$65.00	
Azalea	13 1/2"	5564		\$33.75	\$67.50	
BQ	13 1/2"	5578		\$33.50	\$67.00	
Calaveras	10 1/2"	5687		\$19.50	\$39.00	
Christmas On My Mind	13"	5698		\$32.50	\$65.00	
Cornelius	10"	5685		\$22.50	\$45.00	
Darby & Joan	5"	5610		\$14.50	\$29.00	
Drench	13.5"	5588		\$27.50	\$55.00	
Dr.Green Jeans	13 1/2"	5567		\$29.75	\$59.50	
Lucinda	12"	5593		\$32.50	\$65.00	
Merry Mary	9"	5686		\$19.75	\$39.50	
Moon	12 1/2"	5682		\$27.50	\$55.00	
Mr.Green Thumb Jr.	13"	5557		\$32.50	\$65.00	
Mrs. Potter	12 1/2"	5566		\$29.75	\$59.50	
Nicklaus	5"	5607		\$12.50	\$25.00	
Nutty & the Professor	8"	5605		\$14.75	\$29.50	
O'Hara	16 1/2"	5577		\$37.50	\$75.00	
Perennial Santa	12"	5579		\$33.50	\$67.00	
Poppy	12 1/2"	5587		\$32.25	\$64.50	
Queenie	8 1/2"	5684		\$19.75	\$39.50	
Shamrock	13"	5604		\$25.00	\$50.00	
Skool	16"	5592		\$34.25	\$68.50	
Snack	11.5"	5696		\$19.50	\$39.00	
Sprout	6"	5602		\$12.50	\$25.00	
Tattoo	8"	5612		\$13.75	\$27.50	
Thimble & Fred	7"	5690		\$14.75	\$29.50	
Tobee Finch	14 1/2"	5576		\$37.50	\$75.00	
Treat	10"	5683		\$22.25	\$44.50	
Welcome Home GTG	12"	5585		\$25.00	\$50.00	
Woods	12 3/4"	5554		\$29.75	\$59.50	
Flower Stakes						
Bacall	6 1/2"	5600		\$12.50	\$25.00	
Bogie	6 1/2"	5599		\$12.50	\$25.00	
Leon	3"	5596		\$6.25	\$12.50	
Sandra	3"	5597		\$6.25	\$12.50	
TOTALS						

Wholesale SKU/Price Point Distribution

	Price Point	Cumulative
Less than \$10	6%	6%
\$10.01--\$15	23%	29%
\$15.01--\$20	12%	41%
\$20.01--\$25	12%	53%
\$25.01--\$30	15%	68%
\$30.01--\$35	26%	94%
\$35.01--\$40	6%	100%

