### FEATURES
- Four distinct flavor profiles: Regular, Sweet, Double Smoked Sweet and Smoke n' Honey Beef
- Product available in various weights for cheese islands and meat cases
- Attention getting lean beef labeling with recognizable branding from an established leading market category brand
- Cryovac packaging - locks in freshness and flavor
- All beef, no pork, water or fillers and always MSG FREE

### BENEFITS
- Not a “me too item.” Unique flavors set Seltzer’s apart in the deli case and appeal to everyone
- Unique low fat, low carbohydrate snacking item to compliment cheeses
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- No artificial smoke flavoring added
- High quality and taste is maintained to ensure consistent customer satisfaction

### PRODUCT SPECIFICATIONS

<table>
<thead>
<tr>
<th>Item</th>
<th>Description</th>
<th>Pack</th>
<th>Length</th>
<th>Width</th>
<th>Height</th>
<th>Cube</th>
<th>Catch Wt.</th>
<th>Tare</th>
<th>TI/HI</th>
<th>Pallet</th>
<th>Shelf Life</th>
<th>UPC</th>
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<tbody>
<tr>
<td>11307</td>
<td>Regular</td>
<td>12/14 oz</td>
<td>11.25&quot;</td>
<td>8.5&quot;</td>
<td>8.25&quot;</td>
<td>0.46</td>
<td>12 lbs</td>
<td>0.8</td>
<td>16x7</td>
<td>40&quot;x48&quot;</td>
<td>90 days</td>
<td>020559113075</td>
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<tr>
<td>11308</td>
<td>Sweet</td>
<td>12/14 oz</td>
<td>11.25&quot;</td>
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<td>8.25&quot;</td>
<td>0.46</td>
<td>12 lbs</td>
<td>0.8</td>
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<td>90 days</td>
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<tr>
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<td>8.25&quot;</td>
<td>0.46</td>
<td>12 lbs</td>
<td>0.8</td>
<td>16x7</td>
<td>40&quot;x48&quot;</td>
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<tr>
<td>12346</td>
<td>Regular</td>
<td>15/8 oz</td>
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<td>9.5&quot;</td>
<td>5&quot;</td>
<td>0.26</td>
<td>7.5 lbs</td>
<td>0.5</td>
<td>20x5</td>
<td>40&quot;x48&quot;</td>
<td>90 days</td>
<td>020559123463</td>
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<tr>
<td>12347</td>
<td>Sweet</td>
<td>15/8 oz</td>
<td>9.5&quot;</td>
<td>9.5&quot;</td>
<td>5&quot;</td>
<td>0.26</td>
<td>7.5 lbs</td>
<td>0.5</td>
<td>20x6</td>
<td>40&quot;x48&quot;</td>
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<tr>
<td>11290</td>
<td>Double Smoked Sweet</td>
<td>15/8 oz</td>
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<td>9.5&quot;</td>
<td>5&quot;</td>
<td>0.26</td>
<td>7.5 lbs</td>
<td>0.5</td>
<td>20x7</td>
<td>40&quot;x48&quot;</td>
<td>90 days</td>
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<tr>
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<td>9.5&quot;</td>
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<td>0.26</td>
<td>7.5 lbs</td>
<td>0.5</td>
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<td>90 days</td>
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<tr>
<td>11243</td>
<td>Smokehouse Sampler</td>
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<td>10&quot;</td>
<td>1.42</td>
<td>20 lbs</td>
<td>1.9</td>
<td>8x5</td>
<td>40&quot;x48&quot;</td>
<td>90 days</td>
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<tr>
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<td>8.25&quot;</td>
<td>0.46</td>
<td>approx 12 lbs</td>
<td>0.8</td>
<td>16x7</td>
<td>40&quot;x48&quot;</td>
<td>90 days</td>
<td>n/a</td>
</tr>
<tr>
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<td>11.25&quot;</td>
<td>8.5&quot;</td>
<td>8.25&quot;</td>
<td>0.46</td>
<td>approx 12 lbs</td>
<td>0.8</td>
<td>16x7</td>
<td>40&quot;x48&quot;</td>
<td>90 days</td>
<td>n/a</td>
</tr>
</tbody>
</table>

*Net Weight is approximate
BULK DELI

HIGHLY REQUESTED
100% BEEF DELI CASE
BOLOGNA PRODUCTS

FEATURES

- Four distinct flavor profiles: Regular, Sweet, Double Smoke and Smoke n' Honey Beef
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<th>Width</th>
<th>Height</th>
<th>Cube</th>
<th>Net Wt.</th>
<th>Tare</th>
<th>TI/HI</th>
<th>Pallet</th>
<th>Shelf Life</th>
</tr>
</thead>
<tbody>
<tr>
<td>11012</td>
<td>Regular</td>
<td>2/9 lb</td>
<td>17.25&quot;</td>
<td>9.5&quot;</td>
<td>9.5&quot;</td>
<td>5.25&quot;</td>
<td>0.50</td>
<td>18.5</td>
<td>0.8</td>
<td>10x7</td>
<td>40&quot;x48&quot; 60 days</td>
</tr>
<tr>
<td>12012</td>
<td>Sweet</td>
<td>2/9 lb</td>
<td>17.25&quot;</td>
<td>9.5&quot;</td>
<td>9.5&quot;</td>
<td>5.25&quot;</td>
<td>0.50</td>
<td>18.5</td>
<td>0.8</td>
<td>10x7</td>
<td>40&quot;x48&quot; 60 days</td>
</tr>
<tr>
<td>11309</td>
<td>Double Smoked</td>
<td>2/9 lb</td>
<td>17.25&quot;</td>
<td>9.5&quot;</td>
<td>9.5&quot;</td>
<td>5.25&quot;</td>
<td>0.50</td>
<td>18.5</td>
<td>0.8</td>
<td>10x7</td>
<td>40&quot;x48&quot; 60 days</td>
</tr>
<tr>
<td>11011</td>
<td>Regular</td>
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<td>16.75</td>
<td>5&quot;</td>
<td>5&quot;</td>
<td>5&quot;</td>
<td>0.25</td>
<td>9.2</td>
<td>0.5</td>
<td>20x5</td>
<td>40&quot;x48&quot; 60 days</td>
</tr>
<tr>
<td>12011</td>
<td>Sweet</td>
<td>1/9 lb</td>
<td>16.75</td>
<td>5&quot;</td>
<td>5&quot;</td>
<td>5&quot;</td>
<td>0.25</td>
<td>9.2</td>
<td>0.5</td>
<td>20x5</td>
<td>40&quot;x48&quot; 60 days</td>
</tr>
</tbody>
</table>

YOURS AT NO CHARGE! SELTZER’S SELF-SERVE DEMO KITS

Ring up more deli sales when you let your customers try it before they buy it!
Our convenient 2 lb. demo kits arrive ready to use -- complete with toothpicks, so your customers can sample the great taste of Seltzer's!

*Selling Weight is approximate

Seltzer’s Lebanon Bologna
230 North College Street  P.O. Box 111
Palmyra, PA 17078-0111
Toll Free 1-800-282-6336  Local 717-838-6336  Fax 717-838-5345
www.seltzerslebanon.com

A PENNSYLVANIA DUTCH FAVORITE SINCE 1902

rev 2.15
RETAIL PACKAGE

HIGHLY REQUESTED
100% BEEF RETAIL CASE
BOLOGNA PRODUCTS

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<th>Cube</th>
<th>Exact Wt. / Lbs</th>
<th>Tare</th>
<th>T/H</th>
<th>Pallet</th>
<th>Shelf Life</th>
<th>UPC</th>
</tr>
</thead>
</table>
| VACPACK
13006 | Regular        | 12 / 6 oz. | 10.5" | 5.5"  | 4.75"  | 0.16 | 4.5 lbs         | 0.4  | 32 x 6 | 40"x48" | 90 days    | 0-20559-13006-5 |
23006 | Sweet          | 12 / 6 oz. | 10.5" | 5.5"  | 4.75"  | 0.16 | 4.5 lbs         | 0.4  | 32 x 6 | 40"x48" | 90 days    | 0-20559-23006-2 |
12345 | Smoke n' Honey | 12 / 6 oz. | 10.5" | 5.5"  | 4.75"  | 0.16 | 4.5 lbs         | 0.4  | 32 x 6 | 40"x48" | 90 days    | 0-20559-12345-6 |

PREPACK

14008 | Regular        | 24 / 8 oz. | 14"  | 9.25" | 5"     | 0.38 | 12 lbs          | 0.9  | 13 x 7 | 40"x48" | 90 days    | 0-20559-14008-8 |
24008 | Sweet          | 24 / 8 oz. | 14"  | 9.25" | 5"     | 0.38 | 12 lbs          | 0.9  | 13 x 7 | 40"x48" | 90 days    | 0-20559-24008-5 |
14012 | Regular        | 16 / 12 oz. | 14"  | 9.25" | 5"     | 0.38 | 12 lbs          | 0.9  | 13 x 7 | 40"x48" | 90 days    | 0-20559-14012-1 |
24012 | Sweet          | 16 / 12 oz. | 14"  | 9.25" | 5"     | 0.38 | 12 lbs          | 0.9  | 13 x 7 | 40"x48" | 90 days    | 0-20559-24012-2 |
11256 | Smoke n' Honey | 16 / 12 oz. | 14"  | 9.25" | 5"     | 0.38 | 12 lbs          | 0.9  | 13 x 7 | 40"x48" | 90 days    | 0-20559-11256-6 |
11329 | Double Smoked  | 16 / 12 oz. | 14"  | 9.25" | 5"     | 0.38 | 12 lbs          | 0.9  | 13 x 7 | 40"x48" | 90 days    | 0-20559-11329-7 |
14016 | Regular        | 12 / 16 oz. | 14"  | 9.25" | 5"     | 0.38 | 12 lbs          | 0.9  | 13 x 7 | 40"x48" | 90 days    | 0-20559-14016-3 |
24016 | Sweet          | 12 / 16 oz. | 14"  | 9.25" | 5"     | 0.38 | 12 lbs          | 0.9  | 13 x 7 | 40"x48" | 90 days    | 0-20559-24016-0 |

SHINGLE PACK

11263 | Regular        | 12 / 6oz. | 9.5" | 9.5"  | 5"     | 0.26 | 4.5 lbs         | 0.08 | 20 x 5 | 40"x48" | 90 days    | 0-20559-11263-4 |
11282 | Sweet          | 12 / 6oz. | 9.5" | 9.5"  | 5"     | 0.26 | 4.5 lbs         | 0.08 | 20 x 5 | 40"x48" | 90 days    | 0-20559-11282-5 |
11270 | Smoke n' Honey | 12 / 6oz. | 9.5" | 9.5"  | 5"     | 0.26 | 4.5 lbs         | 0.08 | 20 x 5 | 40"x48" | 90 days    | 0-20559-11270-2 |
**DELICIOUS WOOD SMOKED**

**HIGHLY REQUESTED**

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<th>Length</th>
<th>Width</th>
<th>Height</th>
<th>Cube</th>
<th>Net Wt</th>
<th>Tare</th>
<th>TJ/Hi</th>
<th>Pallet</th>
<th>Shelf Life</th>
</tr>
</thead>
<tbody>
<tr>
<td>11023</td>
<td>Regular</td>
<td>4/4.5 lb.</td>
<td>17.25&quot;</td>
<td>9.5&quot;</td>
<td>5.25&quot;</td>
<td>0.50</td>
<td>18.5</td>
<td>0.8</td>
<td>10x7</td>
<td>40&quot;x48&quot;</td>
<td>90 days</td>
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<tr>
<td>12023</td>
<td>Sweet</td>
<td>4/4.5 lb.</td>
<td>17.25&quot;</td>
<td>9.5&quot;</td>
<td>5.25&quot;</td>
<td>0.50</td>
<td>18.5</td>
<td>0.8</td>
<td>10x7</td>
<td>40&quot;x48&quot;</td>
<td>90 days</td>
</tr>
<tr>
<td>14023</td>
<td>Smoke &amp; Honey</td>
<td>4/4.5 lb.</td>
<td>17.25&quot;</td>
<td>9.5&quot;</td>
<td>5.25&quot;</td>
<td>0.50</td>
<td>18.5</td>
<td>0.8</td>
<td>10x7</td>
<td>40&quot;x48&quot;</td>
<td>90 days</td>
</tr>
<tr>
<td>11022</td>
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<td>2/4.5 lb.</td>
<td>9.5&quot;</td>
<td>9.5&quot;</td>
<td>5&quot;</td>
<td>0.26</td>
<td>9.2</td>
<td>0.5</td>
<td>20x5</td>
<td>40&quot;x48&quot;</td>
<td>90 days</td>
</tr>
<tr>
<td>12022</td>
<td>Sweet</td>
<td>2/4.5 lb.</td>
<td>9.5&quot;</td>
<td>9.5&quot;</td>
<td>5&quot;</td>
<td>0.26</td>
<td>9.2</td>
<td>0.5</td>
<td>20x5</td>
<td>40&quot;x48&quot;</td>
<td>90 days</td>
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<tr>
<td>11347</td>
<td>Double Smoked Sweet</td>
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<td>9.5&quot;</td>
<td>5&quot;</td>
<td>0.26</td>
<td>9.2</td>
<td>0.5</td>
<td>20x5</td>
<td>40&quot;x48&quot;</td>
<td>90 days</td>
</tr>
<tr>
<td>14022</td>
<td>Smoke &amp; Honey</td>
<td>2/4.5 lb.</td>
<td>9.5&quot;</td>
<td>9.5&quot;</td>
<td>5&quot;</td>
<td>0.26</td>
<td>9.2</td>
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<td>90 days</td>
</tr>
<tr>
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<td>5&quot;</td>
<td>5&quot;</td>
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<td>4.6</td>
<td>0.3</td>
<td>43x8</td>
<td>40&quot;x48&quot;</td>
<td>90 days</td>
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