



## Structured Terms



**Description:** Deosan UF Terms 01 January-31 December 2017 MOLE AVON

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### Terms Details

**Effective From** 1-1-2017

**Valid To** 31-12-2017

**Price Basis** **DEOSAN FARM HYGIENE RANGE**  
- All members receive a discount of 45% (the top discount)  
- Minimum order £500

**NATIONAL BRANDS (HOUSEHOLD PRODUCTS)**  
- Minimum order £500  
- 45% discount, or promotional price for period indicated

**Delivery Terms**

**Payment Terms** End of Month plus 60 days

**Retrospective Rebate** **INDIVIDUAL RETROSPECTIVE REBATE**

1. Guaranteed 2.5% on All Sales in 2017.

2. Individual Growth Incentive  
2016 Turnover = £64,776.62

Base is 2016 turnover.

If 4%+ growth on base is achieved, then 5% rebate will be paid on the growth element only, i.e. top slice.

Base is 2016 turnover.

If 8%+ growth on base is achieved, then 10% rebate will be paid on the growth element only, i.e. top slice.

**UNITED FARMERS GROUP REBATE**

3. Group Super Target £1,583,174

If as a group we achieve 8% growth and hit the super target, a further 2% will be paid on total member turnover subject to the following:

- The top slice rebate on individual growth above 8% will be replaced by 2% on the total member turnover.
- If a member fails to achieve 8% growth, i.e. has not contributed to the overall achievement, they will not be paid the additional 2%.
- Any surplus 2% rebate from those members not qualifying, i.e. not achieving 8% growth, will be paid proportionately to those members who have achieved 8%+ growth.

**Other Comments**

**PROMOTIONAL CALENDAR**

Diversey will put together an "Exclusive" promotional timetable for United Farmers members. These promotions are aimed at business development. Please speak with Diversey directly in order to take part in this promotional activity.