

**Description:** Volac UF Terms 01 January-31 December 2017 FURNESS

|                |  |                     |  |
|----------------|--|---------------------|--|
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|                |  | <b>Position</b>     | National Sales Manager   |
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## Terms Details

**Effective From** 1-1-2017

**Valid To** 31-12-2017

**Price Basis** **DISCOUNTS**

1. 10 + pallets delivered base - less £25 per tonne
2. Collection Ex Bristol store - less £35 per tonne
3. Full Loads delivered (one product) - less £50 per tonne \*\*\*  
(\*\*\* based on orders for a SINGLE BRAND with 3 WEEKS ORDER NOTICE)  
MUST BE FULL LOADS OF ONE PRODUCT SPECIFICATION – this brings efficiency to Volac and allows despatch right from the production unit, saving duplicate handling through their store 25 miles from the factory.

**Delivery Terms** Orders to Volac Sales Office

**Payment Terms** UF Standard Terms + 30 days

**Retrospective Rebate** **GROUP REBATES**

All Volac manufactured milk replacer invoiced through United Farmers will qualify for tonnage based rebates (volumes based from 1 January to 31 December 2017):

|                              |                    |
|------------------------------|--------------------|
| Sales of 2000 to 2598 Tonnes | retro of £15/Tonne |
| Sales of 2599 to 2898 Tonnes | retro of £20/Tonne |
| Sales of 2899 to 3285 Tonnes | retro of £25/Tonne |
| Sales of 3286 Tonnes plus    | retro of £30/Tonne |

Individual member rebates still apply where applicable.

### **MEGALAC**

#### **Individual Member Rebate**

Sell 80% of 2016 12 months sales to qualify for £5 per Tonne rebate.

All Tonnage over 2016 tonnage receives £10 per Tonne rebate (payable on the growth over 2016 only).

(To qualify for any rebate, individual members must achieve a minimum of 80% of 2016 12 months sales.)

## ANIMAL HEALTH

1% of ALL member sales

Products to include AS Gold, Calf and Lamb Volostrum

### Other Comments

### PROMOTIONAL ACTIVITY

- Volac are open to specific individual promotional activity.
- A full training and educational programme is available from Volac for your staff.
- Factory visits are available on request.
- Open Days, Shows, dual calling with salesman can be arranged with Volac.
- All Volac sales, marketing and technical support apply

## Product Details

| VOLAC BRANDED PRODUCTS |                      | Pricing<br>(1-9 pallets delivered) |
|------------------------|----------------------|------------------------------------|
| 100525D                | Lamlac Freeflow 25kg | £1780                              |
| 100523D                | Lamlac Instant 25kg  | £1780                              |
| 100511D                | Lamlac Instant 10kg  | £1830                              |
| 100658D                | Lamlac Instant 5kg   | £1880                              |

| CALF BRANDED PRODUCTS |                       | Pricing<br>(1-9 pallets delivered) |
|-----------------------|-----------------------|------------------------------------|
| 100473A               | Heiferlac 20kg        | £1820                              |
| 100486D               | Blossom Freeflow 25kg | £1630                              |
| 100472D               | Blossom Easymix 20kg  | £1630                              |
| 100491D               | Enerlac Freeflow 25kg | £1400                              |
| 100474D               | Enerlac Instant 20kg  | £1400                              |