

Structured Terms

Description: Zoetis UF Terms 01 December 2016-30 November 2017

Address	Zoetis Walton Oaks Dorking Road Walton on the Hill Tadworth Surrey KT20 7NS	Contact Name	Russell Drummond
		Position	Key Account Manager
		Mobile	07771 938280
		Phone	
		Fax	
		Email	russell.drummond@zoetis.com

Phone
Fax
Email

Terms Details

Effective From 1-12-2016

Valid To 30-11-2017

Price Basis List, less your Wholesaler terms.

Delivery Terms From your Wholesaler - discounts agreed from list prices.

Payment Terms As per your Wholesaler.

Retrospective Rebate **UF AGREED REBATE TERMS**

INDIVIDUAL ANNUAL GROWTH REBATE

It has been agreed that individually, if you **exceed your value of purchases in 2017 Over 2016**, you will receive a further **2% rebate** on all purchases based on **list value**.

MONTHLY / QUARTERLY REBATES

Rebates paid monthly but the commitment bonus is paid quarterly (5%), rebates paid one month after the quarter ends. All rebates are now included in these percentages below, including the **5% commitment bonus which is guaranteed to UF members**, i.e. the **percentages below include this 5% quarterly**.

WITH THE REBATES AGREED AND GIVEN BY ZOETIS, UNITED FARMERS HAS AGREED THAT EACH MEMBER WILL DISCUSS AND AGREE A STRATEGY BUSINESS PLAN WITH THEIR ZOETIS ACCOUNT MANAGER. PLEASE ENSURE YOU ARRANGE A MEETING TO DISCUSS YOUR FOCUS WITH THEM FOR 2017.

VPS-Autoworm1 - 7.5%

Autoworm

VPS-Ectoparasiticides1 - 17.0%

Fly & Lice Spot On
Dysect Cattle PO
Dysect Sheep PO

VPS-Ectoparasiticides2 - 13.0%

Electron Tags

VPS-Endoparacitides CattleInj - 10.0%

Cyd 10% Cattle LA Injection
Cyd Cattle Injection

VPS-Endoparacitides Ora I - 12.0%

Cyd Sheep Drench
Cyd Triclamox

VPS-Endoparacitides PourOn - 19.5%

Cyd Cattle Pour-On
Cyd Triclamox Cattle PourOn

VPS-Endoparacitides SheepInj - 15.5%

Cyd Sheep Injection
Cydectin 2% Sheep Injection

VPS-Other1 - 10.0%

Covexin 8

VPS-Others2 - 11.0%

Blackleg Vaccine

VPS-Others3 - 12.0%

Effydral

NOTE - EQUINE PRODUCTS NOW INCLUDED

Equine Products - 8.5%

Equest
Equest Pramox
Equitape

Deosect Horse Spray - 10%

Other Comments

Additional national promotions will be offered by Zoetis to members.
Support will also be given by Zoetis towards members' conferences.

Worm count Tests for sheep – Worms and Fluke

This will again be offered to members during 2017 to help customers in identifying resistance and the correct product treatments to ensure Maximum gains in livestock health and growth. Please contact your Zoetis Account Manager

ADDITIONAL CONTACT:

Andrew Wylie, Business Manager Ruminant - mobile 07977 474244

Email - andrew.wylie@zoetis.com