

Description: Norbrook Laboratories UF Terms 01 January-31 December 2017

Address	Norbrook Laboratories (GB) Ltd 1 Saxon Way East Oakley Hay Industrial Estate Corby Northants NN18 9EX	Contact Name	Mark Brady
		Position	National Sales Manager (Trade)
		Mobile	07899 798273
		Phone	
		Fax	
		Email	mark.brady@norbrook.co.uk
Phone	01536 741147		
Fax	01536 747165		
Email			

Terms Details

Effective From	1-1-2017
Valid To	31-12-2017
Price Basis	<ul style="list-style-type: none"> - Now a UF single price list, please see UF Interactive for pricing. GB members should place orders direct with Norbrook GB. Members in Ireland should place orders with Agrihealth. - Special centrally agreed terms and rebates on certain products as detailed below. - Subject to members' volumes being achieved. Please see these details under Retrospective Rebate information.
Delivery Terms	Carriage paid on all orders over £250 (excluding overnight delivery requests). Under £250 charged at cost.
Payment Terms	Normal UF Terms
Retrospective Rebate	Rebates payable 6-monthly a month in arrears (August and February).

1. NOROMECTIN & PARAMECTIN POUR ON **(Members' commitment required)**

Agreed for a 3-year period, with annual review (expiry end 2017). Withdrawal subject to 6-months' notice as follows:

- A) Norbrook may withdraw if United Farmers does not fulfil the volume indicated. (Minimum volume for Mainland GB and NI is 25,000 ltr for 2017 for the Ivermectin Pour On range.)
- B) This agreement is with Norbrook GB and NI only. No product from UK to be traded on outside UF membership, or sent to Ireland, or Norbrook GB and NI will cancel this agreement with immediate effect, with no rebates paid.
- C) Members are to display only one generic ivermectin, i.e. Norbrook's product.
- D) UF may withdraw if the level of service and back-up from Norbrook falls to such a level that members are losing business.
- E) Norbrook will ensure pricing remains competitive in the market place, taking into account market fluctuations.

- F) Purchases through wholesalers will be rebated back. This will be done after the end of the calendar year and will be completed by the end of February, when the bonus rebates will also have been calculated and submitted (February 2017).
- G) Start date of 1 January 2017. The volume commitment will be taken over the full calendar year (1st January to 31st December 2016) and bonus rebate will be paid on this full year.

Product	Invoice price	Group rebate (25,000 litre)
Paramectin Pour On 1.0 litre	£13.64	£11.37
Paramectin Pour On 2.5 litre	£20.91	£17.55
Paramectin Pour On 5.0 litre	£35.91	£31.12
Noromectin Pour On 1.0 litre	£13.64	£11.37
Noromectin Pour On 2.5 litre	£21.82	£18.50
Noromectin Pour On 5.0 litre	£40.91	£33.15
Noromectin Pour On 7.0 litre	£63.64	£60.00

2. CLOSAMECTIN POUR ON

Target	Rebate %
£925,000 to £999,000	3%
£1,000,000 to £1,074,999	5%
£1,750,000 and above	7%

3. CLOSAMECTIN INJECTION FOR SHEEP / CATTLE

Target	Rebate %
£60,000 to £75,000	10%
£75,000 and above	15%

4. IVERMECTIN SHEEP DRENCH - Noramectin & Paramectin

On achievement of the group 25,000 litre Ivermectin Pour On target, Norbrook will net UF members' prices via rebate to the net prices as indicated in the table below.

Product	Size	Invoice price	Net price
Noromectin Drench	1 litre	£9.02	£9.02
Noromectin Drench	2.5 litre	£18.04	£18.04
Noromectin Drench	5 litre	£30.77	£28.64
Noromectin Drench	10 litre (2 x 5 litre)	£61.53	£58.35
Paramectin Drench	2.5 litre	£15.91	£15.91
Paramectin Drench	5 litre	£26.52	£26.52

5. CALCIUM RANGE (including calcium boluses)

Target	Rebate %
£160,000 and above	5%

6. LEVAFAS DIAMOND

Pack Size	Deal
1 Ltr	Buy 10 get 2 FOC
2.5 Ltr	Buy 7 get 1 FOC
4 Ltr	Buy 7 get 1 FOC
10.5 Ltr	Buy 10 get 2 FOC

*10% rebate for purchases of £160,000 and above

7. OPTI-MAG 3 BOLUS

- Buy 5 packs get 1 FOC (10 boluses per pack)
- Buy 18 packs and get a free gun

8. EPRIZERO

On achievement of the group 4,000 litres Eprizero target, Norbrook will net UF members' prices via rebate to the net prices as indicated in the table below ** (10% rebate bases on achieving 4,000ltr target)

	250 ml	1ltr	2.5ltr	6ltr
Invoice Price Per Unit	£18.78	£59.19	£137.07	£260.46
Deal	11 plus 1	11 plus 1	40 plus 18	40 plus 8
Net price	£17.21	£54.26	£94.53	£217.05
Rebated Net Price on achievement of Group Target**	£15.49	£48.83	£85.07	£195.34

9. SPOTINOR

	250 ml	500 ml	1ltr	2.5ltr
Invoice Price Per Unit	£22.97	£41.51	£72.20	£175.79
Feb-Dec orders	5+3	5+3	5+3	5+3
Net Price	£14.36	£25.94	£45.12	£109.86
Jan purchases offer	25+17	25+17	25+25	25+25
Net Net Jan orders	£13.67	£24.70	£36.10	£87.90
Net Net Price (Jan Orders Only) including rebate	£12.98	£23.47	£34.30	£83.50

*January orders only subject to deferred payment until July 2017, plus extra FOC goods

Spotinor Rebate on total group purchases

Target	Rebate %
£220,000 to £349,999	2.5%
£350,000 and above	5%

10. Horse Wormers

- Noromectin Equine Paste 10 x 7.49g Net Price of £29.50
- Noropraz Horse Paste 12 x 7.49g Net Price of £80.34

11. PET HEALTH RANGE

- FiprocLEAR Spot On for Dogs and Cats

Target	Rebate %
£90,000 to £125,000	1%
£125,000 and above	2%

Product	Invoice Price	Targeted Rebate 1%	Targeted Rebate 2%
FiprocLEAR Spot On 3pk Cat	£3.66	£3.62	£3.59
FiprocLEAR Spot On 6pk Cat	£5.66	£5.60	£5.55
FiprocLEAR Spot On 3pk Sml Dog	£4.66	£4.61	£4.57
FiprocLEAR Spot On 6pk Sml Dog	£8.00	£7.92	£7.84
FiprocLEAR Spot On 3pk Med Dog	£5.16	£5.11	£5.06
FiprocLEAR Spot On 6pk Med Dog	£8.67	£8.58	£8.50
FiprocLEAR Spot On 3pk Lrg Dog	£5.66	£5.60	£5.55
FiprocLEAR Spot On 6pk Lrg Dog	£9.33	£9.24	£9.14
FiprocLEAR Spot On 3pk XL Dog	£6.33	£6.27	£6.20
FiprocLEAR Spot On 6pk XL Dog	£10.33	£10.23	£10.12

All the other pet health care range products contribute to the rebate below

Target	Rebate %
£25,000 to £49,999	5%
£50,000 and above	10%

- **FiprocLEAR® Spray**

Product	Active Ingredient	Size	List price	Invoice price
FiprocLEAR Spray	Fipronil	100 ml	£12.00	£5.28
FiprocLEAR Spray	Fipronil	250 ml	£20.00	£8.80
FiprocLEAR Spray	Fipronil	500 ml	£35.00	£15.40

- **Permaguard Household Spray**

Product	Active Ingredient	Invoice price
Permaguard	S-Methoprene	£3.86

- **Clearcoat Shampoo**

Product	Size	Invoice price
Clearcoat Shampoo	300 ml	£3.86
Clearcoat Shampoo	500 ml	£6.18

- **Cleanor Ear Wash**

Product	Size	Invoice price
Cleanor Ear Wash	50 ml	£2.37
Cleanor Ear Wash	120 ml	£4.74