

## Structured Terms

**Description:** Rumenco UF Terms 01 July 2016-30 June 2017 CCF Molasses Update Oct 2016-Apr 2017

|   |  |
|---|--|
| <b>Address</b> Rumenco<br>Stretton House<br>Derby Road<br>Stretton<br>Burton-on-Trent<br>Staffs<br>DE13 0DW<br><br><b>Phone</b> 01283 511211<br><b>Fax</b> Customer Service 01283 563887<br><b>Email</b> <a href="mailto:advisory@rumenco.co.uk">advisory@rumenco.co.uk</a> | <b>Contact Name</b> Chrissie Smith<br><b>Position</b><br><b>Mobile</b> 07836 578566<br><b>Phone</b><br><b>Fax</b><br><b>Email</b> <a href="mailto:csmith@rumenco.co.uk">csmith@rumenco.co.uk</a> |
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### Terms Details

**Effective From** 1-7-2016

**Valid To** 30-6-2017

**Price Basis** **BULK MOLASSES for period 01 October 2016-30 April 2017**

| Product  | Contract Tonnage | Delivery Size | Price per tonne Delivered |
|--|------------------|---------------|---------------------------|
| Techmol Enhanced (including citrus flavouring and mould inhibitor) | 230 tonnes       | 29 tonnes     | £162.00                   |

#### **TARGET FOR YEAR 2016-2017**

|          |            |
|----------|------------|
| Rumevite | 450 tonnes |
| Supalyx  | 40 tonnes  |
| Lifeline | 180 tonnes |
| MAXX     | 60 tonnes  |

#### **PAYMENT ON REACHING 90% TARGET**

|          |                 |
|----------|-----------------|
| Rumevite | £5.00 per tonne |
| Supalyx  | £7.50 per tonne |
| Lifeline | £7.50 per tonne |
| MAXX     | £7.50 per tonne |

#### **PAYMENT ON REACHING 100% TARGET**

|          |                  |
|----------|------------------|
| Rumevite | £10.00 per tonne |
| Supalyx  | £15.00 per tonne |
| Lifeline | £15.00 per tonne |
| MAXX     | £15.00 per tonne |

### **Delivery Terms**

**Payment Terms** Rumenco's normal terms are "pay 15th of month following", whereas UF terms are "END of month following".

## Retrospective Rebate

### INDIVIDUAL GROWTH REWARD

Growth Reward above targets on Rumevite, Supalyx, Lifeline & MAXX on overall tonnage as follows:

Growth 5%      Reward £2.00 per tonne

### INDIVIDUAL GROWTH REBATE ON XP YEAST

On all ADDITIONAL tonnage over the previous year, a rebate of £50.00 per tonne will be paid (on the growth element only).

### FARM DELIVERIES OF MOLASSES

A rebate of 2% is payable on all farm deliveries of molasses.

### OWN BRAND INCENTIVE SCHEME

#### OWN BRAND BUCKETS

| <b>TONNES</b> | <b>£/TONNE REBATE</b> |
|---------------|-----------------------|
| 0-49          | £0                    |
| 50-150        | £2                    |
| 151-400       | £4                    |
| 401-700       | £6                    |
| 701-1000      | £8                    |
| 1001-1200+    | £10                   |

### EXCLUSIVITY REBATE

1.25% of account turnover on the following product ranges supplied:

Rumevite  
Supalyx  
Lifeline  
MAXX  
Beetlic  
XP Yeast  
Own brand Blocks, Buckets and Minerals  
Minibulk Liquids

Payable 12 months after the "tonnage rebate".

Only payable if exclusivity is maintained for 12-month period before and after "tonnage rebate" payment.

### PROGIENE DAIRY CHEMICAL HYGIENE RANGE

See separate supplier terms under "Progiene".