



Structured Terms

Description: Merial Animal Health UF Terms 01 January-31 December 2017

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Terms Details

Effective From	1-1-2017
Valid To	31-12-2017
Price Basis	Direct list pricing or Wholesaler list pricing.
Delivery Terms	As agreed either directly or through your wholesaler.
Payment Terms	Additional 30 days to normal terms (except for invoices individually marked for extended payment, or where purchased through a wholesaler when their payment terms will apply).
Retrospective Rebate	<p>Individual Merial business plans and sales objectives will be negotiated with individual members.</p> <p>Business objectives split into quarterly periods.</p> <p>The Merial business plan structure is split into the following groups where rebate levels are achieved dependent on the individual members reaching their sales objectives for the business period.</p> <p>Eprinex Ivomec Super Trodax Classics Equine Pets</p>

A new, more simplistic business plan, which includes three rebate levels based on the achievement of individual sales objectives.

CORE REBATE

This payment is subject to review with each Business Plan member on a quarterly basis. Following quarterly reviews, the availability of an individual member's core discounts may be withdrawn for subsequent quarters if they fail to meet the criteria outlined below without good cause. This rebate is set for all members at 12% and will be paid to United Farmers for dissemination.

PARTNERSHIP REBATE

Product specific and paid to supportive member businesses, see criteria below, on achievement of the group plan. Rebates vary by product and may be subject to further discount during seasonal offerings. Please contact your Area Business Development Manager for more details.

TARGET ACHIEVEMENT REBATE

Product specific and paid to supportive members who have achieved agreed business plan targets for the year. These rebates vary by product within each of the relevant category. Please contact your Area Business Development Manager for more details.

SUPPORTIVE MEMBER CRITERIA

- To stock and promote the Merial range of brands as products of choice within that business.
- Actively promote the Merial range in line with national campaigns.
- SQPs to be fully supportive of Merial products at on farm/store level with opportunities available to train SQPs on Merial products and disease areas. (Accredited Training can be provided to support SQPs knowledge).
- Members to engage with their local Merial Area Business Development Manager to explore opportunities and drive business and campaigns forward.

Other Comments

ENHANCED PARTNERSHIP OFFERING ON PACKS OF IVOMEK CLASSIC INJECTION and IVOMEK CLASSIC POUR-ON

Please contact your local Area Business Development Manager for more details.

SPECIAL OFFER ON ORAMEC DRENCH FROM MERIAL IN 2017

The 2011 pricing and volumes agreement will remain in place for 2017 with no change. This is subject to an agreed target of 11,000 litres being attained. THERE IS A 1% REBATE PAYABLE AT THE END OF THE YEAR TO NET DOWN TO THE FOLLOWING PRICING FOR EACH SIZE.

2017 UF ORAMEC REBATED PRICING

ORAMEC DRENCH	1 LITRE	2.5 LITRE	5 LITRE
Proposed Net Price	£8.15	£16.06	£26.99

ADDITIONAL SUPPORT

STAFF TRAINING

If you require staff training, please contact your local Merial Area Business Development Manager directly for information on SQP training.

CONFERENCE SUPPORT

Where possible Merial will continue to support the UF Conference.