



Structured Terms

Description: Dunlop Protective Footwear 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	Purofort boots purchased through wholesaler, Trilanco
Delivery Terms	Please refer to Trilanco terms
Payment Terms	Please refer to Trilanco terms
Retrospective Rebate	VOLUME GROWTH REBATE

Total Purofort volume in pairs	Bonus % on Purofort invoiced sales
No growth compared to 2016	0%
> 5% growth compared to 2016	1%
> 10% growth compared to 2016	2%
> 15% growth compared to 2016	3%
> 20% growth compared to 2016	4%

BUSINESS DEVELOPMENT REBATE

In addition to the above growth rebate, Dunlop will credit 1% of United Farmers Dunlop Purofort turnover.