



## Structured Terms

**Description:** Ritchey 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** Where possible pricing will remain consistent with that provided to year ending 31<sup>st</sup> December 2016, However, where price revisions are necessary, due to supplier increases and/or due to exchange rate variances outside our control we will provide details in advance.

**Delivery Terms** Carriage free on orders over £150 at trade prices. Note Carriage charges will be £6.00 on all stock orders below the threshold

**Payment Terms** End of month following the month of delivery

**Retrospective Rebate** **REBATE WILL BE PAID UNDER THE FOLLOWING TERMS**

Rebate structure applies to the amalgamated sales value of goods purchased from the Group trade supply businesses of Cox Agri, Ritchey Ltd & Allflex.

**A guaranteed rebate of 2.5%** will be paid on all sales to an agreed ceiling. For 2017 this will be up to £1,500,000 (base sales value).

**Member rebate is available on the following criteria:**

Sales exceeding the volume identified as the base sales value, will attract a sliding scale of retrospective growth rebate (see example).

Ritchey Ltd and Cox Agri will aim to promote sales to achieve a target sales value for growth in 2017 aiming for £1,750,000.00

The growth rebate will remain in place in subsequent years and provides the template for future growth (subject to commercial viability).

Rebate values exclude any net priced arrangements with members and the following: Tru Test Weighing and Prattley Handling Systems do not attract rebate, but will contribute towards the overall sales volume.

Please note that Fane Valley, whilst they contribute to the overall turnover are on net pricing because of blank tags and therefore do not qualify for the guaranteed element. **They do however enjoy the growth element under the terms agreed herewith.**

See "Product Details" below for Cox Agri, Ritchey Ltd, Allflex rebate structure 2017.

**Other Comments**

**PLEASE NOTE - THESE AMALGAMATED TERMS APPLY JOINTLY TO BOTH RITCHEY, COX AGRI & ALLFLEX.**

**Product Details**

**COX AGRI, RITCHEY LTD & ALLFLEX REBATE STRUCTURE 2017**

*EXAMPLE*

*Sales value of £1,000,000 = Rebate value £25,000.00 (2.5%)*

*Sales value of £1,750,000 = Rebate value £46,540.00 (2.6%)*

	<b>TURNOVER</b>	<b>REBATE %</b>	<b>REBATE DUE</b>
<b>BASE</b>	£1,500,000	2.50%	£37,500.00
	£1,525,000	2.60%	£39,650.00
	£1,550,000	2.70%	£41,850.00
	£1,575,000	2.80%	£44,100.00
	£1,600,000	2.90%	£46,400.00
	£1,625,000	3.00%	£48,750.00
	£1,650,000	3.10%	£51,150.00
	£1,675,000	3.20%	£53,600.00
	£1,700,000	3.30%	£56,100.00
	£1,725,000	3.40%	£58,650.00
<b>TARGET</b>	£1,750,000.00	3.50%	£61,250.00